

THE WISCONSIN UNION (Fund 128)
 SCHEDULE C--INCOME STATEMENT
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	17-18A	18-19B	18-19B	18-19E	
REVENUE											
1 Direct Operating Revenue											1
2 Restaurants	9,874,166	11,679,339	12,470,330	12,960,239	13,401,741	18.3%	6.8%	-3.8%	3.4%	7.5%	2
3 Markets & Cafes	7,568,118	8,497,995	9,073,826	9,179,872	9,630,565	12.3%	6.8%	-1.2%	4.9%	6.1%	3
4 WU Catering	4,122,154	5,254,259	5,897,936	5,329,000	5,865,000	27.5%	12.3%	10.7%	6.3%	-3.9%	4
5 Conf Center Catering	1,155,751	1,251,213	1,329,552	1,333,102	1,365,738	8.3%	6.3%	-0.3%	2.4%	2.7%	5
6 Hotels	2,171,776	2,083,114	2,307,851	2,447,460	2,482,900	-4.1%	10.8%	-5.7%	1.4%	7.6%	6
7 Programs	2,595,440	2,595,020	2,970,609	2,948,872	3,106,134	0.0%	14.5%	0.7%	5.3%	4.6%	7
8											8
9 Total Op Revenue	27,487,405	31,360,940	34,050,104	34,198,545	35,652,077	14.1%	8.6%	-0.4%	4.3%	4.7%	9
10											10
11 Indirect Revenue											11
12 Commissions	406,241	398,511	446,661	415,412	453,744	-1.9%	12.1%	7.5%	9.2%	1.6%	12
13 Rentals	521,206	613,579	748,160	755,622	771,454	17.7%	21.9%	-1.0%	2.1%	3.1%	13
14 Service Revenue	924,088	1,078,044	1,243,606	1,170,641	1,284,148	16.7%	15.4%	6.2%	9.7%	3.3%	14
15 Reimbursements	147,812	217,680	121,723	120,000	120,000	47.3%	-44.1%	1.4%	0.0%	-1.4%	15
16											16
17 Total Indirect Revenue	1,999,347	2,307,814	2,560,149	2,461,675	2,629,346	15.4%	10.9%	4.0%	6.8%	2.7%	17
18											18
19 Net Operating Revenue	29,486,752	33,668,754	36,610,253	36,660,220	38,281,424	14.2%	8.7%	-0.1%	4.4%	4.6%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,618,575	10,801,789	11,169,736	11,102,215	11,534,804	1.7%	3.4%	0.6%	3.9%	3.3%	22
23 Seg Fees-Union Building Project	7,425,528	7,540,516	7,611,405	7,569,262	7,651,738	1.5%	0.9%	0.6%	1.1%	0.5%	23
24 Campus Vending	366,129	390,476	392,700	377,280	396,783	6.6%	0.6%	4.1%	5.2%	1.0%	24
25 Membership	90,893	90,864	96,051	136,875	107,350	0.0%	5.7%	-29.8%	-21.6%	11.8%	25
26 Investment Revenue	64,268	117,018	109,500	101,900	104,800	82.1%	-6.4%	7.5%	2.8%	-4.3%	26
27 Interest Revenue-Union Bldg Project	-	-	54,734	50,900	52,400	-	-	7.5%	2.9%	-4.3%	27
28 Miscellaneous	118,818	238,648	238,466	217,500	208,375	100.9%	-0.1%	9.6%	-4.2%	-12.6%	28
29											29
30 Total Other Revenue	18,684,211	19,179,311	19,672,592	19,555,932	20,056,251	2.6%	2.6%	0.6%	2.6%	2.0%	30
31											31
32 Total Revenue	48,170,963	52,848,065	56,282,844	56,216,152	58,337,674	9.7%	6.5%	0.1%	3.8%	3.7%	32
33											33
EXPENSES											
34											34
35 Cost of Goods Sold											35
36 Food	9,525,594	10,941,742	12,083,875	11,849,210	12,510,952	14.9%	10.4%	2.0%	5.6%	3.5%	36
37 Retail Merchandise	87,125	99,791	96,363	96,032	96,800	14.5%	-3.4%	0.3%	0.8%	0.5%	37
38											38
39 Total Cost of Goods Sold	9,612,719	11,041,533	12,180,238	11,945,242	12,607,752	14.9%	10.3%	2.0%	5.5%	3.5%	39
40		(156,807)									40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	8,609,570	9,491,788	10,869,874	10,441,875	11,353,730	10.2%	14.5%	4.1%	8.7%	4.5%	42
43 Supplies & Services	4,578,551	4,508,443	4,337,268	4,922,965	4,406,365	-1.5%	-3.8%	-11.9%	-10.5%	1.6%	43
44 Depreciation - Equipment	227,597	197,880	173,767	193,189	185,780	-13.1%	-12.2%	-10.1%	-3.8%	6.9%	44
45											45
46 Total Direct Op Expenses	13,415,718	14,198,111	15,380,909	15,558,029	15,945,875	6.8%	8.3%	-1.1%	2.5%	3.7%	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	3,550,798	3,849,323	4,297,353	4,115,924	4,603,877	8.4%	11.6%	4.4%	11.9%	7.1%	49
50 Supplies & Services	1,070,893	1,340,904	1,319,399	1,345,275	1,345,549	25.2%	-1.6%	-1.9%	0.0%	2.0%	50
51 Depreciation - Equipment	102,716	60,252	26,642	39,039	36,659	-41.3%	-55.8%	-31.8%	-6.1%	37.6%	51
52											52
53 Total Support Services	4,724,407	5,250,479	5,643,393	5,500,238	5,986,085	11.1%	7.5%	2.6%	8.8%	6.1%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	5,037,287	5,519,502	5,975,957	5,908,939	6,389,254	9.6%	8.3%	1.1%	8.1%	6.9%	56
57 Supplies & Services	1,263,063	1,607,568	1,855,016	1,567,489	1,601,824	27.3%	15.4%	18.3%	2.2%	-13.6%	57
58 Depreciation - Equipment	497,057	535,114	387,499	450,805	368,637	7.7%	-27.6%	-14.0%	-18.2%	-4.9%	58
59											59
60 Total Facilities Expenses	6,797,407	7,662,184	8,218,473	7,927,233	8,359,715	12.7%	7.3%	3.7%	5.5%	1.7%	60
61											61
62 Program Expenses											62
63 Salaries, Wages, Fringes	996,726	1,068,814	1,245,461	1,136,157	1,287,195	7.2%	16.5%	9.6%	13.3%	3.4%	63
64 Supplies & Services	796,411	750,405	884,162	833,084	1,009,126	-5.8%	17.8%	6.1%	21.1%	14.1%	64
65 Depreciation - Equipment	19,114	16,001	9,599	10,360	10,599	-16.3%	-40.0%	-7.3%	2.3%	10.4%	65
66											66
67 Total Program Expenses	1,812,251	1,835,220	2,139,222	1,979,601	2,306,920	1.3%	16.6%	8.1%	16.5%	7.8%	67

THE WISCONSIN UNION (Fund 128)
 SCHEDULE C--INCOME STATEMENT
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	17-18A	18-19B	18-19B	18-19E	
68											68
69 Depreciation & Major Repairs/Maintenance											69
70 Major Repairs/Maint - Equip											70
71 Major Repairs/Maint - Bldg	407,141	1,485,929	746,200	981,000	307,000	265.0%	-49.8%	-23.9%	-68.7%	-58.9%	71
72 Deferred Building Expenses	1,755,910	1,221,348	1,067,429	1,411,260	1,086,585	-30.4%	-12.6%	-24.4%	-23.0%	1.8%	72
73 Depreciation - Building	320,005	132,680	147,728	237,198	225,046	-58.5%	11.3%	-37.7%	-5.1%	52.3%	73
74											74
75 Total Depr & Major Repairs/Maintenance	2,483,056	2,839,957	1,961,357	2,629,458	1,618,631	14.4%	-30.9%	-25.4%	-38.4%	-17.5%	75
76											76
77 Utilities, Taxes & Insurance											77
78 Unemployment Compensation	9,574	9,284	9,284	9,960	9,284	-3.0%	0.0%	-6.8%	-6.8%	0.0%	78
79 Worker's Compensation	104,649	111,582	116,046	108,900	120,688	6.6%	4.0%	6.6%	10.8%	4.0%	79
80 Telephone	76,220	90,623	108,792	79,752	111,511	18.9%	20.0%	36.4%	39.8%	2.5%	80
81 Insurance - Property	212,531	295,571	298,527	219,732	301,512	39.1%	1.0%	35.9%	37.2%	1.0%	81
82 Heating/Cooling	66,521	88,573	107,527	135,408	108,603	33.2%	21.4%	-20.6%	-19.8%	1.0%	82
83 Electricity	161,698	205,268	207,321	165,360	207,321	26.9%	1.0%	25.4%	25.4%	0.0%	83
84 Water & Sewer	19,432	15,546	20,091	30,750	20,292	-20.0%	29.2%	-34.7%	-34.0%	1.0%	84
85 Trash Removal	61,552	71,379	79,039	86,580	79,829	16.0%	10.7%	-8.7%	-7.8%	1.0%	85
86											86
87 Total Utilities, Taxes & Insurance	712,177	887,826	946,627	836,442	959,041	24.7%	6.6%	13.2%	14.7%	1.3%	87
88											88
89 State/UW Assessments											89
90 Municipal Services	96,694	-	-	-	-	-100.0%					90
91 Utility Assessments	182,409	186,519	216,864	190,748	220,611	2.3%	16.3%	13.7%	15.7%	1.7%	91
92 UW Assessments	1,309,273	1,513,047	1,663,219	1,804,269	2,646,259	15.6%	9.9%	-7.8%	46.7%	59.1%	92
93											93
94 Total State/UW Assessments	1,588,376	1,699,566	1,880,083	1,995,017	2,866,870	7.0%	10.6%	-5.8%	43.7%	52.5%	94
95											95
96 Other Expenses											96
97 Debt Svc - Hotel/Building	554,650	554,652	554,652	554,650	554,652	0.0%	0.0%	0.0%	0.0%	0.0%	97
98 Debt Svc - UBP	5,932,141	6,350,393	6,315,811	6,375,068	6,334,126	7.1%	-0.5%	-0.9%	-0.6%	0.3%	98
99 Misc - SWF, S&S	263,257	429,682	459,287	796,336	676,121	63.2%	6.9%	-42.3%	-15.1%	47.2%	99
100 Reimbursements	147,812	217,680	121,723	120,000	120,000	47.3%	-44.1%	1.4%	0.0%	-1.4%	100
101											101
102 Total Other Expenses	6,897,860	7,552,407	7,451,473	7,846,054	7,684,899	9.5%	-1.3%	-5.0%	-2.1%	3.1%	102
103											103
104 Total Expenses	48,043,971	52,967,283	55,801,776	56,217,314	58,335,787	10.2%	5.4%	-0.7%	3.8%	4.5%	104
105											105
106 Net Income (Loss)	126,992	(119,218)	481,069	(1,162)	1,887	-193.9%	-503.5%	-41500.1%	-262.4%	-99.6%	106

THE WISCONSIN UNION (Fund 128)
 SCHEDULE A--CASH FLOW SUMMARY
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	17-18A	18-19B	18-19B	18-19E	
OPERATIONS CASH INFLOW											
1 Operating Revenue	29,812,745	\$33,084,629	\$36,610,253	\$36,660,220	\$38,281,424	11.0%	22.8%	(0.1%)	4.4%	4.6%	1
2 Segregated Fee Revenue	10,617,855	10,801,560	11,169,736	11,102,215	11,534,804	1.7%	5.2%	0.6%	3.9%	3.3%	2
3 Seg Fees-Union Building Project	7,425,528	7,540,516	7,611,405	7,569,262	7,651,738	1.5%	2.5%	0.6%	1.1%	0.5%	3
4 Interest Revenue	63,468	112,718	109,500	101,900	104,800	77.6%	72.5%	7.5%	2.8%	(4.3%)	4
5 Interest Revenue-Union Bldg Proj	0	0	54,734	50,900	52,400	0.0%	0.0%	7.5%	2.9%	(4.3%)	5
6 Campus Vending	366,129	390,476	392,700	377,280	396,783	6.6%	7.3%	4.1%	5.2%	1.0%	6
7 Membership	84,140	90,864	96,051	136,875	107,350	8.0%	14.2%	(29.8%)	(21.6%)	11.8%	7
8 Gifts & Donations	0	0	10,000	10,000	10,000	0.0%	0.0%	0.0%	0.0%	0.0%	8
9 Other Revenue	9,539	256,673	228,466	207,500	198,375	2,590.8%	2,295.1%	10.1%	(4.4%)	(13.2%)	9
10											
11 Total Operating Cash Inflow	48,379,404	52,277,436	56,282,844	56,216,152	58,337,674	8.1%	16.3%	0.1%	3.8%	3.7%	10
12											
OPERATIONS CASH OUTFLOW											
13											
14 Academic Salaries	3,049,346	3,555,577	3,902,835	3,874,497	4,551,367	16.6%	28.0%	0.7%	17.5%	16.6%	13
15 Classified Salaries	7,385,609	7,712,248	7,528,540	8,248,376	7,861,498	4.4%	1.9%	(8.7%)	(4.7%)	4.4%	14
16 LTE Wages	629,569	997,638	325,521	342,912	444,475	58.5%	(48.3%)	(5.1%)	29.6%	36.5%	15
17 Student Wages	4,830,331	4,964,792	5,817,139	6,343,462	5,562,755	2.8%	20.4%	(8.3%)	(12.3%)	(4.4%)	16
18 Fringes	4,737,841	5,049,845	5,103,710	5,701,105	5,471,224	6.6%	7.7%	(10.5%)	(4.0%)	7.2%	17
19											
20 Total Salaries & Wages	20,632,696	22,280,100	22,677,745	24,510,352	23,891,319	8.0%	9.9%	(7.5%)	(2.5%)	5.4%	18
21											
22 Supplies & Services	14,304,044	25,402,022	22,101,732	20,816,574	23,220,740	7.6%	54.5%	6.2%	11.5%	5.1%	19
23											
24 Equipment Additions	458,410	(2,491,611)	407,551	119,600	225,513	(643.5%)	(11.1%)	240.8%	88.6%	(44.7%)	20
25 Major R/M - Equipment	(4,044)	0	0	0	0	(100.0%)	(100.0%)	0.0%	0.0%	0.0%	21
26 Major R/M - Building	2,266,016	1,575,648	746,200	981,000	307,000	(31.5%)	(67.1%)	(23.9%)	(68.7%)	(58.9%)	22
27 Building Additions	(369,735)	2,706,730	403,000	35,000	1,480,000	(832.1%)	(209.0%)	1,051.4%	4,128.6%	267.2%	23
28 Utility Infrastructure	182,409	186,519	216,864	190,748	220,611	2.3%	18.9%	13.7%	15.7%	1.7%	24
29 Union Building Project	4,956,580	0	0	0	0	(100.0%)	(100.0%)	0.0%	0.0%	0.0%	25
30											
31 Total Capital	7,489,636	1,977,286	1,773,616	1,326,348	2,233,124	(73.6%)	(76.3%)	33.7%	68.4%	25.9%	26
32											
33											
34 Debt Service - Principal	2,511,748	(2,530,281)	2,887,121	2,733,037	2,775,310	(200.7%)	14.9%	5.6%	1.5%	(3.9%)	27
35 Debt Service - Interest	3,898,022	5,870,379	4,186,324	4,159,766	4,050,917	50.6%	7.4%	0.6%	(2.6%)	(3.2%)	28
36											
37 Total Debt Service	6,409,770	3,340,098	7,073,445	6,892,803	6,826,227	(47.9%)	10.4%	2.6%	(1.0%)	(3.5%)	29
38											
39 Total Operating Cash Outflow	48,836,146	52,999,506	53,626,538	53,546,077	56,171,409	9.5%	9.8%	0.2%	4.9%	4.7%	30
40											
41 Net Operating Cash In (Out)	(456,742)	(722,070)	2,656,307	2,670,075	2,166,265	53.1%	(681.6%)	(0.5%)	(18.9%)	(18.4%)	31
42											
Other Cash Inflow (Outflow)											
43											
44 Sales Tax	(68,574)	(38,748)									32
45 Other	1,439,296	1,796,524				(47.5%)	(100.0%)	0.0%	0.0%	0.0%	33
46						24.8%	(100.0%)	0.0%	0.0%	0.0%	34
47 Total Other Cash Inflow (Outflow)	1,370,722	1,757,776	0	0	0	23.2%	(100.0%)	0.0%	0.0%	0.0%	35
48											
49 Total Cash Inflow (Outflow)	913,980	1,035,706	2,656,307	2,670,075	2,166,265	13.3%	190.6%	(0.5%)	(18.9%)	(18.4%)	36
50 Beginning Cash Balance	1,698,217	3,612,197 (*)	4,647,903	2,192,074	7,304,210	112.7%	173.7%	112.0%	233.2%	57.2%	37
51											
52 Ending Cash Balance	2,612,197	4,647,903	7,304,210	4,862,149	9,470,475	77.9%	179.6%	50.2%	94.8%	29.7%	38

(*)

(*) Wisconsin Union's 8/31/17 ending cash balance also included \$1M in Fund 123.

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B--BALANCE SHEET
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17- 8A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16- 7A	17-18A	18-19B	18-19B	18-19E	
CURRENT ASSETS											
1 Cash - Fund 128	\$8,511,264	\$8,325,625	\$9,847,418	\$7,105,702	\$10,926,998	(2.2%)	18.3%	38.6%	53.8%	11.0%	1
2 Cash - Union Building Project	-4,899,070	-3,677,722	-2,543,208	-2,243,553	-1,456,523	(24.9%)	(30.8%)	13.4%	(35.1%)	(42.7%)	2
3 Working Cash	253,642	176,799	230,000	230,000	230,000	(3.3%)	30.1%	0.0%	0.0%	0.0%	3
4 Receivables - Reimbursements	345,887	583,586	583,600	400,000	400,000	8.7%	0.0%	45.9%	0.0%	(31.5%)	4
5 Receivables - Event Services	98,947	906,089	906,100	325,000	325,000	5.7%	0.0%	178.8%	0.0%	(84.1%)	5
6 Receivables - Ext Food	250,454	414,660	414,700	355,000	355,000	5.6%	0.0%	16.8%	0.0%	(14.4%)	6
7 Receivables - Other	13,345	35,309	35,300	165,000	165,000	14.6%	(0.0%)	(78.6%)	0.0%	367.4%	7
8 Inventories - Food & Beverage	408,858	465,577	465,600	510,000	510,000	3.9%	0.0%	(8.7%)	0.0%	9.5%	8
9 Inventories - Merchandise	201,214	262,718	262,700	310,000	310,000	-0.6%	(0.0%)	(15.3%)	0.0%	18.0%	9
10 Inventories - Warehouse	333,237	355,270	355,300	435,000	435,000	6.6%	0.0%	(18.3%)	0.0%	22.4%	10
11 Accrued Operating Revenue	156,637	222,394	222,400	235,000	235,000	-2.0%	0.0%	(5.4%)	0.0%	5.7%	11
12 Accrued Investment Revenue	3,100	7,400	7,400	10,000	7,400	13.7%	0.0%	(26.0%)	(26.0%)	0.0%	12
13 Prepaid Expenses	55,411	123,450	123,500	170,000	170,000	12.8%	0.0%	(27.4%)	0.0%	37.7%	13
14 Prepaid New FY Deposits	1,201,833	2,676,040	2,500,000	2,500,000	2,500,000	12.7%	(6.6%)	0.0%	0.0%	0.0%	14
15											15
16 Total Current Assets	6,934,758	10,877,187	13,410,810	10,507,149	15,112,875	56.9%	23.3%	27.6%	43.8%	12.7%	16
17											17
CURRENT LIABILITIES											
18											18
19 Accounts Payable	984,198	849,629	849,600	750,000	899,600	(12.7%)	(0.0%)	13.3%	19.9%	5.9%	19
20 Accrued Supplies & Services	506,498	41,651	41,700	550,000	91,700	(9.8%)	0.1%	(92.4%)	(83.3%)	119.9%	20
21 Accrued Payroll	460,935	572,328	572,300	460,000	602,300	24.2%	(0.0%)	24.4%	30.9%	5.2%	21
22 Accrued Interest - LT Debt		2,316,869	2,293,869		2,270,869	#DIV/0!	(1.0%)	0.0%	0.0%	(1.0%)	22
23 LT Debt - Current	1,316,516	2,887,121	2,964,503	2,733,037	3,029,015	113.3%	2.7%	8.5%	10.8%	2.2%	23
24 Due Contingent Fund	230,000	230,000	230,000	230,000	230,000	3.0%	0.0%	0.0%	0.0%	0.0%	24
25 Unearned Operating Revenue	209,494	459,299	459,300	150,000	459,300	113.2%	0.0%	206.2%	206.2%	0.0%	25
26 Unearned Segregated Fee Revenue		0				#DIV/0!	0.0%	0.0%	0.0%	0.0%	26
27 Other Current Liabilities	2,694,196	4,478,872	4,478,900	2,375,000	4,553,900	63.2%	0.0%	88.6%	91.7%	1.7%	27
28											28
29 Total Current Liabilities	6,401,837	11,835,769	11,890,172	7,248,037	12,136,684	84.9%	0.5%	64.0%	67.4%	2.1%	29
30											30
31 Net Working Capital	532,921	(958,582)	1,520,637	3,259,112	2,976,191	(275.9%)	(258.6%)	(53.3%)	(8.7%)	95.7%	31
32											32
PROPERTY, PLANT & EQUIPMENT											
33											33
34											34
35 Equipment	\$12,776,247	\$10,000,719	10,408,270	14,061,990	10,633,783	(21.7%)	4.1%	(26.0%)	(24.4%)	2.2%	35
36 Less Accumulated Depreciation	9,886,375	7,324,776	7,964,313	11,624,919	8,702,596	(25.9%)	8.7%	(31.5%)	(25.1%)	9.3%	36
37											37
38 Equipment - Net	2,889,872	2,675,943	2,443,957	2,437,071	1,931,187	(7.4%)	(8.7%)	0.3%	(20.8%)	(21.0%)	38
39											39
40 Building	165,919,184	195,348,712	195,751,712	169,954,184	197,759,441	17.7%	0.2%	15.2%	16.4%	1.0%	40
41 Less Accumulated Depreciation	58,199,074	81,323,473	84,210,594	63,528,054	86,985,904	35.7%	3.6%	32.6%	36.9%	3.3%	41
42											42
43 Building - Net	107,720,109	114,025,238	111,541,118	106,426,130	110,773,537	5.9%	(2.2%)	4.8%	4.1%	(0.7%)	43
44											44
45 Land	665,000	665,000	665,000	665,000	665,000	0.0%	0.0%	0.0%	0.0%	0.0%	45
46											46
47 Net Property, Plant, Equipment	111,274,981	117,366,181	114,650,075	109,528,201	113,369,725	5.5%	(2.3%)	4.7%	3.5%	(1.1%)	47
48											48
OTHER ASSETS											
49											49
50	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	50
51											51
52 Total Other Assets	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	52
53											53
54 Total Assets, Net of Current Liabilities	111,807,902	116,407,599	116,170,713	112,787,313	116,345,915	4.1%	(0.2%)	3.0%	3.2%	0.2%	54
55											55

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B-BALANCE SHEET
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J
	16-17 ACTUAL	17-18 ACTUAL	18-19 EST/ACT	18-19 BUDGET	19-20 BUDGET	17-18A 16-17A	18-19E 17-18A	18-19E 18-19B	19-20B 18-19B	19-20B 18-19E
56										
57 LT OBLIGATIONS/OTHER CREDITS										
58 LT Debt - Elevators/Kitchen	563,960	357,425	184,996	379,689	24,875	(-6.6%)	(48.2%)	(51.3%)	(93.4%)	(86.6%)
59 LT Debt - UBP	106,057,465	99,388,838	96,109,467	100,696,295	93,032,608	(-6.3%)	(3.3%)	(4.6%)	(7.6%)	(3.2%)
60 Deferred R/M - Equip 1711	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
61 Union Building Project	(4,899,070)	(3,677,722)	(2,543,208)	(2,243,553)	(1,456,523)	(-24.9%)	(30.8%)	13.4%	(35.1%)	(42.7%)
62 Accrued Sabbatical Payout	0	490,681	490,700	0	490,700	0.0%	0.0%	0.0%	0.0%	0.0%
63										
64 Total LT Obligations/Other Credits	101,722,355	96,559,222	94,241,954	98,832,431	91,600,960	(-5.1%)	(7.4%)	(4.6%)	(7.3%)	(2.8%)
65										
66 EQUITY										
67 Committed Oper & Equity										
68 Equip, Bldg & Land	9,256,169	21,225,446	18,355,613	8,452,216	20,312,242	129.3%	98.3%	117.2%	140.3%	10.7%
69 Hooper Capital Equipment	169,464	191,415	191,400	169,464	191,400	13.0%	12.9%	12.9%	12.9%	0.0%
70 Debt Service Contingency	219,933	1,069,434	1,815,072	250,437	1,526,343	366.3%	725.3%	624.8%	509.5%	(15.9%)
71 Operating Contingency	1,206,646	1,206,646	1,377,924	1,308,207	1,490,341	0.0%	14.2%	5.3%	13.9%	8.2%
72 Building Additions	20,000	20,000	403,000	35,000	1,480,000	3.0%	1,915.0%	1,051.4%	4,128.6%	267.2%
73 Equipment Additions	500,000	500,000	407,551	119,600	225,513	3.0%	(18.5%)	240.8%	88.6%	(44.7%)
74 Union Building Project	(4,899,070)	(3,677,722)	(2,543,208)	(2,243,553)	(1,456,523)	(-24.9%)	(48.1%)	13.4%	(35.1%)	(42.7%)
75										
76 Total Committed Equity	6,473,142	20,535,219	20,007,353	8,091,372	23,769,315	217.2%	209.1%	147.3%	193.8%	18.8%
77										
78 Uncommitted Op. Equity	3,485,412	(567,621)	1,440,337	5,864,672	973,753	(116.3%)	(58.7%)	(75.4%)	(83.4%)	(32.4%)
79										
80 Net Income (Loss)	126,992	(119,220)	481,069	(1,162)	1,887	(193.9%)	278.8%	(41,500.1%)	(262.4%)	(99.6%)
81										
82 Total Equity	10,085,547	19,848,378	21,928,758	13,954,881	24,744,955	96.8%	117.4%	57.1%	77.3%	12.8%
83										
84 Total LT Credits & Equity	111,807,902	116,407,599	116,170,713	112,787,313	116,345,915	4.1%	3.9%	3.0%	3.2%	0.2%

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B.2--SOLVENCY SUMMARY
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17F	17-18A	18-19B	18-19B	18-19E	
RESOURCES AVAILABLE											
1 Cash	\$8,511,264	\$8,325,625	\$9,847,418	\$7,105,702	\$10,926,998	(2.2%)	15.7%	38.6%	53.8%	11.0%	1
2 Cash - Union Building Project	(4,899,070)	(\$3,677,722)	(2,543,208)	(2,243,553)	(1,456,523)	(24.9%)	(48.1%)	13.4%	(35.1%)	(42.7%)	2
3 Other Current Assets	3,322,564	6,229,284	6,106,600	5,645,000	5,642,400	87.5%	83.8%	8.2%	(0.0%)	(7.6%)	3
4											4
5 Total Current Assets	6,934,758	10,877,187	13,410,810	10,507,149	15,112,875	56.1%	93.4%	27.6%	43.8%	12.7%	5
6 Total Current Liabilities	6,401,837	11,835,769	11,890,172	7,248,037	12,136,684	84.1%	85.7%	64.0%	67.4%	2.1%	6
7											7
8 Total Resources Available	532,921	(958,582)	1,520,637	3,259,112	2,976,191	(279.9%)	185.3%	(53.3%)	(8.7%)	95.7%	8
9											9
RESOURCES REQUIRED											
11 Def R/M - Equipment											10
12 Def R/M - Buildings	407,141	1,485,929	746,200	981,000	307,000	265.0%	83.3%	(23.9%)	(68.7%)	(58.9%)	11
13 Union Building Project	(4,899,070)	(3,677,722)	(2,543,208)	(2,243,553)	(1,456,523)	(24.9%)	(48.1%)	13.4%	(35.1%)	(42.7%)	12
14 Debt Service Contingency	219,933	1,069,434	1,815,072	250,437	1,526,343	386.3%	725.3%	624.8%	509.5%	(15.9%)	13
15 Hooper Capital Equipment	169,464	191,415	191,400	169,464	191,400	13.0%	12.9%	12.9%	12.9%	0.0%	14
16 Operating Contingency	1,206,646	1,206,646	1,377,924	1,308,207	1,490,341	0.0%	14.2%	5.3%	13.9%	8.2%	15
17 Building Additions	20,000	20,000	403,000	35,000	1,480,000	0.0%	1,915.0%	1,051.4%	4,128.6%	267.2%	16
18 Equipment Additions	500,000	500,000	407,551	119,600	225,513	0.0%	(18.5%)	240.8%	88.6%	(44.7%)	17
19											18
20 Total Resources Required	(2,375,886)	795,702	2,397,940	620,155	3,764,073	(133.5%)	(200.9%)	286.7%	507.0%	57.0%	19
21											20
22 Net Excess (Deficiency)	2,908,807	(1,754,284)	(877,303)	2,638,957	(787,883)	(160.3%)	(130.2%)	(133.2%)	(129.9%)	(10.2%)	21
											22

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M--INCOME STATEMENT (PM)
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	18-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	17-18A	18-19B	18-19B	18-19E	
REVENUE											
1 Performance Margins											1
2 Restaurants	\$1,851,507	\$2,397,247	\$2,399,347	\$2,715,236	\$2,861,815	29.5%	29.6%	(11.6%)	5.4%	19.3%	2
3 Markets & Cafes	906,269	1,505,765	1,707,541	1,887,411	1,921,111	66.1%	88.4%	(9.5%)	1.8%	12.5%	3
4 WU Catering	734,395	1,248,117	1,180,098	875,871	1,010,790	70.0%	60.7%	34.7%	15.4%	(14.3%)	4
5 Conf Center Catering	141,934	153,658	163,278	163,711	167,722	8.3%	15.0%	(0.3%)	2.5%	2.7%	5
6 Hotels	1,204,300	1,056,972	1,263,086	1,346,572	1,397,229	(12.2%)	4.9%	(6.2%)	3.8%	10.6%	6
7 Programs	(379,437)	(240,464)	(224,393)	(293,527)	(260,217)	(36.6%)	(40.9%)	(23.6%)	(11.3%)	16.0%	7
8											8
9 Total Op Revenue	4,458,968	6,121,295	6,488,956	6,695,274	7,098,451	37.3%	45.5%	(3.1%)	6.0%	9.4%	9
10											10
11 Indirect Revenue											11
12 Commissions	406,241	398,511	446,661	415,412	453,744	(1.9%)	9.9%	7.5%	9.2%	1.6%	12
13 Rentals	521,206	613,579	748,160	755,622	771,454	17.7%	43.5%	(1.0%)	2.1%	3.1%	13
14 Service Revenue	924,088	1,078,044	1,243,606	1,170,641	1,284,148	16.7%	34.6%	6.2%	9.7%	3.3%	14
15 Reimbursements	147,812	217,680	121,723	120,000	120,000	47.3%	(17.7%)	1.4%	0.0%	(1.4%)	15
16											16
17 Total Indirect Revenue	1,999,347	2,307,814	2,560,149	2,461,675	2,629,346	15.4%	28.0%	4.0%	6.8%	2.7%	17
18											18
19 Net Operating Revenue	6,458,315	8,429,109	9,049,105	9,156,949	9,727,797	30.5%	40.1%	(1.2%)	6.2%	7.5%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,618,675	10,801,789	11,169,736	11,102,215	11,534,804	1.7%	5.2%	0.6%	3.9%	3.3%	22
23 Seg Fees-Union Building Project	7,425,528	7,540,516	7,611,405	7,569,262	7,651,738	1.5%	2.5%	0.6%	1.1%	0.5%	23
24 Campus Vending	386,129	390,476	392,700	377,280	396,783	6.6%	7.3%	4.1%	5.2%	1.0%	24
25 Membership	90,893	90,864	96,051	136,875	107,350	(0.0%)	5.7%	(29.8%)	(21.6%)	11.8%	25
26 Investment Revenue	64,268	117,018	109,500	101,900	104,800	82.1%	70.4%	7.5%	2.8%	(4.3%)	26
27 Interest Revenue-Union Bldg Project	0	0	54,734	50,900	52,400	#DIV/0!	#DIV/0!	7.5%	2.9%	(4.3%)	27
28 Miscellaneous	118,818	238,648	238,466	217,500	208,375	100.9%	100.7%	9.6%	(4.2%)	(12.6%)	28
29											29
30 Total Other Revenue	18,684,211	19,179,311	19,672,592	19,555,932	20,056,251	2.6%	5.3%	0.6%	2.6%	2.0%	30
31											31
32 Gross Margin	25,142,526	27,608,420	28,721,697	28,712,881	29,784,047	9.8%	14.2%	0.0%	3.7%	3.7%	32
33											33
EXPENSES											
34											34
35 Support Services											35
36 Salaries, Wages, Fringes	3,550,798	3,849,323	4,297,353	4,115,924	4,603,877	8.4%	21.0%	4.4%	11.9%	7.1%	36
37 Supplies & Services	1,070,893	1,340,904	1,319,399	1,345,275	1,345,549	25.2%	23.2%	(1.9%)	0.0%	2.0%	37
38 Depreciation - Equipment	102,716	60,252	26,642	39,039	36,659	(41.3%)	(74.1%)	(31.8%)	(6.1%)	37.6%	38
39											39
40 Total Support Services	4,724,407	5,250,479	5,643,393	5,500,238	5,986,085	11.1%	19.5%	2.6%	8.8%	6.1%	40
41											41
42 Facilities Expenses											42
43 Salaries, Wages, Fringes	\$5,037,287	\$5,519,502	\$5,975,957	\$5,908,939	\$6,389,254	9.6%	18.6%	1.1%	8.1%	6.9%	43
44 Supplies & Services	1,263,063	1,607,568	1,855,016	1,567,489	\$1,601,824	27.3%	46.9%	18.3%	2.2%	(13.6%)	44
45 Depreciation - Equipment	497,057	535,114	\$387,499	450,805	\$368,637	7.7%	(2.0%)	(14.0%)	(18.2%)	(4.9%)	45
46											46
47 Total Facilities Expenses	6,797,407	7,662,184	8,218,473	7,927,233	8,359,715	12.7%	20.9%	3.7%	5.5%	1.7%	47
48											48
49 Program Expenses											49
50 Salaries, Wages, Fringes	996,726	1,068,814	1,245,461	1,136,157	1,287,195	7.2%	25.0%	9.6%	13.3%	3.4%	50
51 Supplies & Services	796,411	750,405	884,162	833,084	1,009,126	(5.8%)	11.0%	6.1%	21.1%	14.1%	51
52 Depreciation - Equipment	19,114	16,001	9,589	10,360	10,599	(16.3%)				10.4%	52
53											53
54 Total Program Expenses	1,812,251	1,835,220	2,139,222	1,979,601	2,306,920	1.3%	18.0%	8.1%	16.5%	7.8%	54
55											55
56 Depreciation & Major Repairs/Maintenance											56
57 Major Repairs/Maint - Equip											57
58 Major Repairs/Maint - Bldg	407,141	1,485,929	746,200	981,000	307,000	265.0%	33.3%	(23.9%)	(68.7%)	(58.9%)	58
59 Deferred Building Expenses	1,755,910	1,221,348	1,067,429	1,411,260	1,086,585	(30.4%)	(39.2%)	(24.4%)	(23.0%)	1.8%	59
60 Depreciation - Building	320,005	132,680	147,728	237,198	225,046	(58.5%)	(37.8%)	(37.7%)	(5.1%)	52.3%	60
61											61
62 Total Depr & Major Repairs/Maintens	2,483,056	2,839,957	1,961,357	2,629,458	1,618,631	14.4%	(21.0%)	(25.4%)	(38.4%)	(17.5%)	62
63											63
64 Utilities, Taxes & Insurance											64
65 Unemployment Compensation	9,574	9,284	9,284	9,960	9,284	(3.0%)	(3.0%)	(6.8%)	(6.8%)	0.0%	65
66 Worker's Compensation	104,649	111,582	116,046	108,900	120,688	6.6%	0.9%	6.6%	10.8%	4.0%	66
67 Telephone	76,220	90,623	108,792	79,752	111,511	18.9%	2.7%	36.4%	39.8%	2.5%	67
68 Insurance - Property	212,531	295,571	298,527	219,732	301,512	39.1%	0.5%	35.9%	37.2%	1.0%	68
69 Heating/Cooling	86,521	88,573	107,527	135,408	108,603	33.2%	1.6%	(20.6%)	(19.8%)	1.0%	69
70 Electricity	161,698	205,268	207,321	165,360	207,321	26.9%	23.2%	25.4%	25.4%	(0.0%)	70
71 Water & Sewer	19,432	15,546	20,091	30,750	20,292	(20.0%)	2.4%	(34.7%)	(34.0%)	1.0%	71
72 Trash Removal	61,552	71,379	79,039	86,560	79,829	16.0%	28.4%	(8.7%)	(7.8%)	1.0%	72
73											73
74 Total Utilities, Taxes & Insurance	712,177	887,826	946,627	836,442	959,041	24.7%	32.9%	13.2%	14.7%	1.3%	74
75											75

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M--INCOME STATEMENT (PM)
 2019-20 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2020

01/25/19

	A	B	C	D	E	F	G	H	I	J	
	16-17	17-18	18-19	18-19	19-20	17-18A	13-19E	18-19E	19-20B	19-20B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	17-18A	18-19B	18-19B	18-19E	
76 State/UW Assessments											76
77 Municipal Services	96,694	0	0	0	0	(100.0%)	100.0%				77
78 Utility Assessments	182,409	186,519	216,864	190,748	220,611	2.3%	18.9%	13.7%	15.7%	1.7%	78
79 UW Assessments	1,309,273	1,513,047	1,663,219	1,804,269	2,646,259	15.6%	27.0%	(7.8%)	46.7%	59.1%	79
80											80
81 Total State/UW Assessments	1,588,376	1,699,566	1,880,083	1,995,017	2,866,870	7.0%	18.4%	(5.8%)	43.7%	52.5%	81
82											82
83 Other Expenses											83
84 Debt Svc - Hotel/Building	554,650	554,650	554,652	554,650	554,652	0.0%	0.0%	0.0%	0.0%	0.0%	84
85 Debt Svc - UBP	5,932,141	6,350,395	6,315,811	6,375,068	6,334,126	7.1%	6.5%	(0.9%)	(0.6%)	0.3%	85
86 Misc - SWF, S&S	263,257	429,682	459,287	796,336	676,121	63.2%	74.5%	(42.3%)	(15.1%)	47.2%	86
87 Reimbursements	147,812	217,680	121,723	120,000	120,000	47.3%	(17.7%)	1.4%	0.0%	(1.4%)	87
88											88
89 Total Other Expenses	6,897,860	7,552,407	7,451,473	7,846,054	7,684,899	9.5%	8.0%	(5.0%)	(2.1%)	3.1%	89
90											90
91 Total Expenses	25,015,534	27,727,639	28,240,628	28,714,043	29,782,160	10.8%	12.9%	(1.8%)	3.7%	5.5%	91
92											92
93 Net Income (Loss)	126,992	(119,219)	481,069	(1,162)	1,887	(193.9%)	278.8%	(41,500.1%)	(262.4%)	(99.6%)	93



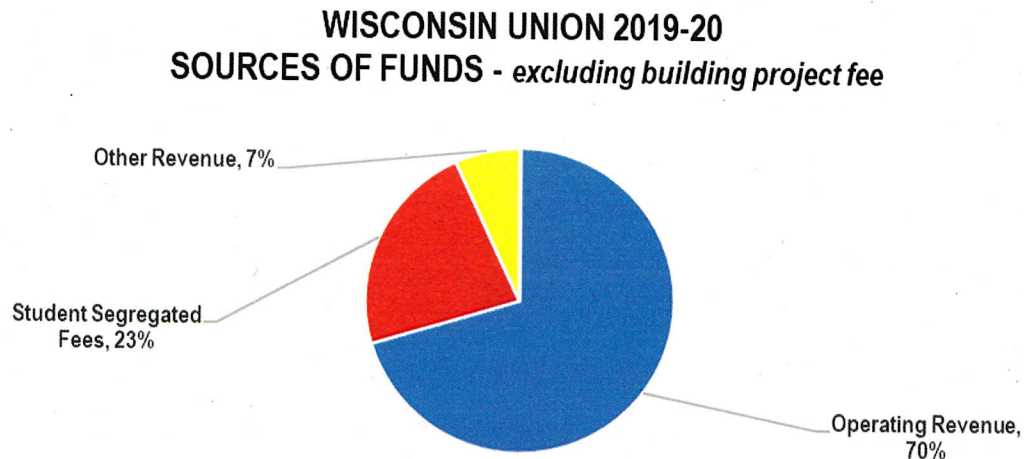
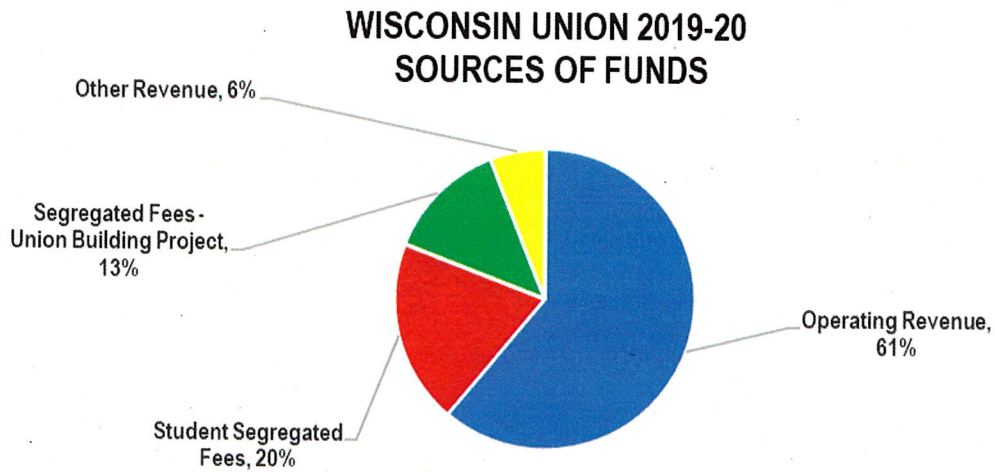
Wisconsin Union

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Wisconsin Union 2019-20 Budget Proposal

I. Sources and Uses of Wisconsin Union Funds

The Union's proposed 2019-20 operating budget of \$58 million in revenue comes from a combination of self-generated program revenue from our dining, catering and other retail operations as well as student segregated fees and other smaller revenue sources such as conference revenue, membership sales and private support. The following two graphs illustrate where the funds come from as well as how they are used. As noted below, these figures include \$7.65 million in segregated fees for the Union Building project approved by a student referendum in 2006. Per the referendum language, the per student commitment for the building project is set at \$96/semester and does not change from year to year.

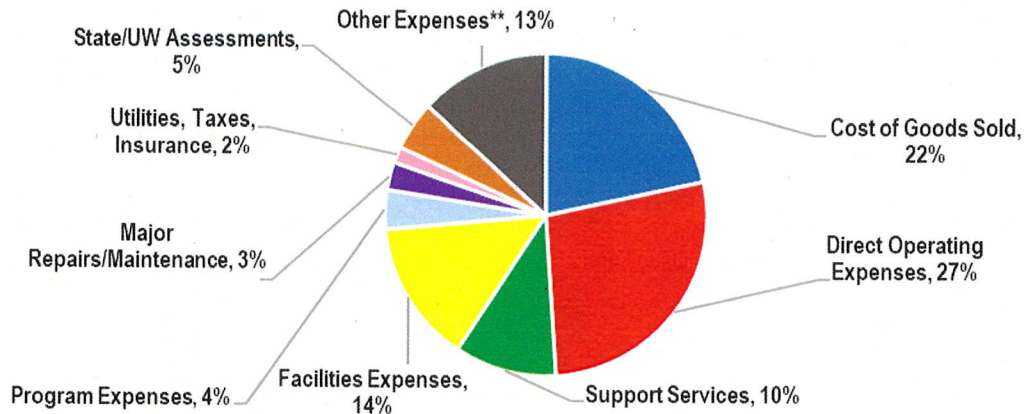




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WISCONSIN UNION 2019-20 USES OF FUNDS



** Other Expenses is predominantly Debt Service costs.

II. 2018-2019 Estimated Actual

Overall, a minor deficit of $-\$1,162$ was originally budgeted for '18-19. Currently, a surplus (net income) of $\$481,069$ is projected for fiscal year 2018-19. This favorable change in projection is primarily due to delays in equipment purchases and maintenance projects, lower than projected student wages due to challenges in hiring student employees and stronger segregated fee income due to higher enrollment than projected. This projected surplus in FY19 will help to improve the Union's reserve balances, which have been running below best-practice guidelines for the past few years, largely due to the Union building project.

III. Proposed Budget for 2019-20 – Assumptions & Significant Factors

The 2019-2020 budget reflects the following assumptions:

- The new and expanded Terrace Stage will continue to feature integrated sound and lights and host two evenings of free films and bands/live music four nights a week. Programming will also continue to include daytime programming and integrate with Alumni Park.
- Additionally, Terrace programming will continue to include arts activities, free board games, morning yoga classes and a concierge service to help patrons navigate Union facilities and services.
- With the completion of Alumni Park, the fully accessible Terrace now integrates with Alumni Park.
- The redesigned floors one through four at Memorial Union provide spectacular views and access to Lake Mendota and Alumni Park. Additionally, the number of restrooms has doubled including the addition of one more unisex restroom.
- New dining units that opened in January 2017 will continue to grow. They include Peets Coffee & Tea directly off the main entrance, with views and access to Alumni Park as well as Badger Market, a fresh salad and sandwich concept named *Carte*, Italian street food offered in Strada, an expanded Daily Scoop (twice the size of the original space) includes baked goods and of course the Rathskeller has returned with refreshed pub-style food.
- A continued active membership sales program including at least four Union member events.



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- A new Social Justice Hub located at Union South and staffed by a program advisor and student intern.
- Opening of the new Tong Family Marina in May, 2019 allowing greater access to the lake by more students and Union Members.
- Re-build traffic at Union South: Based on information gathered in a spring 2018 study of Union South, funding to refresh the Union South dining operations and to make other facility improvements are included in this budget.
- A minor surplus (net income) of \$1,887 is anticipated for the 2019-20 budget year. This budget reflects the impact of increasing the remaining Union student wages to \$10 per hours, the impact of a 3% overall wage adjustment for permanent staff as well as the projects to update the Union South dining and facility operations.
- Operating Revenue:
 - Budget assumes continued strong traffic flow resulting in strong dining & retail service revenue at Memorial Union in the new dining operations
 - Steady and improving traffic at Union South as well as continued strong performance on the newly renovated Union Terrace is also expected.
 - New café locations help to boost dining revenues, including a coffee house at the Chazen and a new Mediterranean street food concept named Saffron, located in the Discovery Building.
 - Expanding the Union's retail and merchandise program through an improved online presence and additional locations on campus.
 - Catering revenues are expected to be strong with both Union buildings fully open (following the construction projects. Additionally, strong projected out-of-building catering revenues combined with catering opportunities for Alumni Park/One Alumni Place are expected to further boost catering revenues.
 - Conference rental revenue is expected to remain strong.
 - Continued strong customer counts at both Union South as well as the recently renovated Memorial Union guest rooms help to maintain strong Hotel revenue projections in fiscal year 2019-20.
- Other Revenue
 - Proceeds from the UW Credit Union partnership on ATMs.
 - Rental payment for UW Credit Union leased space at Union South.
 - Proceeds from Campus Vending agreement and Union Sponsorships.
 - Proceeds from strong Union membership program.
 - Continued support through private fundraising.
 - Segregated Fee funding to support the Union's operations as well as funding for the Union Building Project approved by student referendum in 2006
- Salary/Wage/Fringe: A reserve of 3% of the salary line has been set aside for possible wage adjustments in fiscal year 2019-20 for permanent staff. In addition, a reserve for possible future merit and/or equity adjustments is also included.
- Salary/Wage/Fringe: Per campus instructions, provisions have been made for a change in the hourly rate for classified staff and TEs who currently make less than the living wage.
- Student wages budgeted for FY20 include funding to increase the rest of the Union student employees to a starting wage rate of \$10. Student employees in the restaurants and facilities division already received this increase during FY19, therefore funding to move the remainder of the student staff to a \$10 starting wage is included in this FY20 budget.



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- The FY20 budget includes approximately \$3 million in State and UW assessments for common systems and institutional support costs, including an increase in the Centralized Services Assessment from 5% to 7%.
- Equipment Additions/Major Repairs/Maintenance/Building Additions include:
 - Updates of the Union South Restaurants
 - AV replacements in Union South's Varsity Hall and Marquee Theater
 - Carpet replacements in numerous public spaces at Union South
 - Meeting room refreshes at Union South
 - AV upgrades in the Red Gym meeting rooms
 - Renovation of 30 rooms at the Union South Hotel
 - Badger Market upgrades at the MedSci and HC White deli locations
 - Replacement of climbing wall landing mat at the Sett Rec (Union South)
 - Various Memorial Union maintenance projects (sump pump replacements, tuckpointing, roof overhang repairs)
 - \$255,868 Wisconsin Union contribution to the Building Project in FY20
- Salaries, wages and fringes are increased \$588,581 in the FY20 budget versus FY19 to fund a possible 3% permanent staff wage adjustment as well as fringe benefit increases per campus guidelines. An additional \$186,000 is included in the budget to fund an increase in the starting student wage rate for the remainder to the Union's student employees not already starting at \$10. The FY20 Misc SWF budget includes a \$230,500 staff vacancy turnover assumption.
- Continued funding for expanded student hours in the theater box office to cover VanGalder Bus ticket sales beginning at 8:00 am Monday – Friday.
- Wisconsin Union continues to support student leadership and programming through the Wisconsin Union Directorate. The FY20 budget reflects the return of \$37K of support for the Wisconsin Union Directorate programming funded with accumulated gift funds in FY19, as well as a \$50,000 increase to the Distinguished Lecture Series Committee's budget to help the committee attract prominent speakers to campus.

IV. Segregated Fees

The FY20 budget includes a request to increase student segregated fees by 2.0%, resulting in a projected \$3.84 per student per semester increase. This will be used to fund a portion (28%) of the permanent staff and student staff wage increases.

V. Summary & Outlook

The outlook for 2019-20 is very positive now that the building projects are complete. The Union's commitment to students is represented by our ongoing focus on keeping Union programs and services relevant as well as our focus on providing affordable services for registered student organizations. The FY20 budget represents the Union's continuing commitment to its student-staff partnership that is represented through Union Council, the Wisconsin Union Directorate, the Hooper Outdoor Clubs, and the role students have played throughout the entirety of the planning for the Union Building Project.

Thank you.

Wisconsin Union Policy PL3-3 Purpose and Expectations of WUD Officers

Officers of The Wisconsin Union are expected to:

- Represent the Wisconsin Union, Wisconsin Union Directorate and Union Council (to other Union departments and to members of the campus community) to provide better understanding and awareness of the Union, its philosophy and its services.
- Guide and set directions for Directorate through developing a process for formulating WUD goals and strategies and monitoring the achievement thereof.
- Maintain frequent interaction and communication with Union staff, directors and committee members.
- Provide support for and accountability among other officers, committee directors, coordinators and committee members (resource, liaison and morale).
- Participate in the spring, summer, and fall in-service trainings, plan and implement such trainings whenever applicable.
- Foster communication and cooperation between committees.
- Develop and maintain connections with other campus organizations.
- Insure and promote fiscal responsibility.
- Actively pursue all forms of diversity and integrity within WUD programs and committees.
- Supervise and guide the planning, coordination and evaluation of Directorate programs including the summer programs.
- Uphold the Wisconsin Union Constitution and actively participate in the review and implementation of Wisconsin Union policy.
- Serve as a Trustee in the Memorial Union Building Association (MUBA)
- Participate in the selection of the Directors and Summer Coordinators.
- Maintain regular office hours.
- Meet regularly with advisors.
- Participate in the annual review of WUD's organizational structure, including the review of position descriptions.
- Participate in the development of the incoming WUD program budget.
- Orient incoming officers to positions.
- Attend Directorate and Directorate Coordinating Committee; Union Council, Union Council Executive and Union Council Committee(s); and any appropriate staff meetings
- Foster and utilize a committee whenever applicable.

Officer positions include:

- President of Union Council and Directorate
- Vice President of Union Council and Directorate for Leadership Development
- Vice President of Union Council and Directorate for Program Administration
- Vice President of Union Council and Directorate for Public Relations

Last Date of Review:

Next Required Review Date:

Page 1 of 2

Wisconsin Union Policy PL3-3
Purpose and Expectations of WUD Officers

Commitment

- A major time commitment of approximately 25-hours per week during the academic year is expected with the need for a flexible schedule.
- Approximately 10-hours per week during the spring semester directly following selection is expected for guiding and setting directions for the incoming Directorate.
- A specific time commitment over the summer is not required, but strongly encouraged.

Compensation

- See Policy 3-14 Benefits Policy for Officers, Directors, Associate Directors, and Summer Program Coordinators. Other benefits include free check cashing in the Union, a complimentary ticket to some Union Theater events, a ticket to Memorial Union Movies each weekend, and Wisconsin Union Life Membership. Opportunities for academic credit, fieldwork experience and internships may be discussed. Various opportunities to attend conferences will also arise throughout the experience.

Selection Criteria

- In accordance with Union Council Policy SE3-9 Selection Criteria for WUD Leadership Positions (former 7.4)

Scholastic requirements

- In accordance with Union Council Policy SE 3-10 Scholastic Requirements for Officers and Chairs (former 7.5)

Additional background:

SE3-3 Purpose and Expectations, Roles and Purposes (former Policy 7.1.1), Formerly SE3-3

Date(s) of Action: February 13, 2003, May 14, 2014

Last Date of Review:

Next Required Review Date:

Wisconsin Union Policy PL3-9
Selection Criteria for WUD Leadership Positions

Policy Goal: To provide criteria to be used by nominating committees and Union Council in evaluating applicants for officer, director, and summer coordinator positions:

The nominating committee and members of Council should be cognizant that a leadership position with the Wisconsin Union should compliment the educational mission of the University. In other words, the applicant's presence on campus is primarily to be a student.

In keeping with UW System Administration's definition of students, only UW students taking at least a half-time load (6 credits per semester for undergrads; 4 credits for non-dissertator graduate students; and 3 credits for dissertators) are eligible to hold a leadership position with the Wisconsin Union. A student who is either enrolled in summer school or who will be continuing in the fall semester after completion of the spring semester may hold a summer leadership position. It should be noted that opportunities do exist for students in these leadership positions to receive academic credit.

1. Knowledge:
 - a) The mission and philosophy of the Wisconsin Union and of the University
 - b) The content area of the position
 - c) Cultural diversity (including but not limited to various age groups, cultures, lifestyles, traditions and value systems)
 - d) The educational partnership with professional staff

2. Skill at:
 - a) Communication: written, oral and listening
 - b) Organizing (goal setting, time management, administrative attention to detail, delegation of responsibility)
 - c) Working as a member of a group, in a democratic manner
 - d) Balancing the demands of extracurricular activities with academic course load
 - e) Thinking critically

3. Behavioral characteristics
 - a) Ethically and socially responsible
 - b) Enthusiasm, reliability, initiative, sense of humor, creativity, strong social skills

4. Understanding of the responsibilities and accountability of the position

5. Flexibility in personal schedule and other commitments

Additional background:

Former Policy 7.4. Formerly SE3-9.

Date(s) of Action:

January 21, 1980; December 12, 1984; May 10, 1994; April 19, 2007; December 11, 2008, November 14, 2013

Last Date of Review:

Next Required Review Date:

Wisconsin Union Policy PL3-9
Selection Criteria for WUD Leadership Positions

Last Date of Review:

Page 2 of 2

Next Required Review Date:

Wisconsin Union Procedure PL3-9a
Expectations for Members of the Officer Nominating Committee

Members of the nominating committee, as set by the Wisconsin Union Bylaws, will receive, review and evaluate applications for Officers of the Union Council and Union Directorate. The nominating committee will interview candidates for specific Officer positions. Council will select the Officers from the nominees submitted by the nominating committee.

Members nominating committee agree to the following:

- Attend a 60-90 minute training program prior to the start of the selection process
- Attend (in person) all interviews
- Prepare for the interviews by reviewing all materials including position descriptions, resumes, and will operate within WU policies including SE3-3, SE3-4, SE3-8 and SE3-9
- Attend the Council meeting in which the slate of candidates is presented
- Notify the Union staff liaison of any potential conflict of interest

The Wisconsin Union Leadership Team approved this procedure and its amendments on the following date(s): December 8, 2008, November 14, 2013.

Formerly SE3-9a.

Last Date of Review:

Next Required Review Date:

Page 1 of 1

Wisconsin Union Policy PL3-3 Responsibilities and Expectations of WUD Officers

Wisconsin Union Officer positions include:

- President of the Wisconsin Union
- Vice President of External Relations for the Wisconsin Union
- Vice President of Internal Relations for the Wisconsin Union

Officers of The Wisconsin Union are expected to:

- Represent the Wisconsin Union, Wisconsin Union Directorate and Union Council (to other Union departments and to members of the campus community) to provide better understanding and awareness of the Union, its philosophy and its services.
- Guide and set directions for Directorate through developing a process for formulating WUD goals and strategies and monitoring the achievement thereof.
- Maintain frequent interaction and communication with Union staff, directors and committee and club members.
- Provide support for and accountability among other officers, committee directors, associate directors and committee and club members (resource, liaison and morale).
- Participate in the spring, summer, and fall in-service trainings, plan and implement such trainings whenever applicable.
- Foster communication and cooperation amongst WUD committees and Hooper clubs.
- Develop and maintain connections with other campus organizations.
- Insure and promote fiscal responsibility.
- Actively pursue all forms of diversity and integrity within WUD programs, committees and clubs
- Supervise and guide the planning, coordination and evaluation of Directorate programs including the summer programs.
- Uphold the Wisconsin Union Constitution and actively participate in the review and implementation of Wisconsin Union policy.
- Serve as a Trustee in the Wisconsin Union Association (WUA).
- Participate in the selection of the Directors and Summer Coordinators.
- Maintain regular office hours.
- Meet regularly with advisors.
- Participate in the annual review of WUD's organizational structure, including the review of position descriptions.
- Participate in the development of the incoming WUD program budget.
- Orient incoming officers to positions, helping to explain the role and position duties and ensuring updated transition materials are stored and available on the Union's share drive.
- Attend Directorate and Directorate Executive Committee; Union Council, Union Council Executive and Union Council Subcommittee(s); and any appropriate staff meetings.
- Foster and utilize a committee whenever applicable.

Last Date of Review:

Next Required Review Date:

Page 1 of 2

Wisconsin Union Policy PL3-3
Responsibilities and Expectations of WUD Officers

Commitment

- A major time commitment of approximately 25-hours per week during the academic year is expected with the need for a flexible schedule.
- Approximately 10-hours per week during the spring semester directly following selection is expected for guiding and setting directions for the incoming Directorate.
- Officers are expected to fulfill their responsibilities over the summer and to be available as needed. At minimum, Officers are required to return to campus and hold office hours, 10 hours weekly, beginning August 1.
- Outgoing officers are expected to assist in the training of incoming officers. This includes, but is not limited to, hosting at least one joint Outgoing/Incoming Officer meeting and at least three 1-on-1 training sessions with the successor in your position.

Compensation

- See Policy 3-14 Benefits Policy for Officers, Directors, Associate Directors, and Summer Program Coordinators. Other benefits include, a complimentary ticket to some Union Theater events, and Wisconsin Union Life Membership. Opportunities for academic credit, fieldwork experience and internships may be discussed. Various opportunities to attend conferences will also arise throughout the experience.

Selection Criteria

- In accordance with Union Council Policy PL3-9 Selection Criteria for WUD Leadership Positions (former 7.4)

Scholastic requirements

- In accordance with Union Council Policy PL3-10 Scholastic Requirements for Officers and Chairs (former 7.5)

Additional background:

PL3-3 Purpose and Expectations, Roles and Purposes (former Policy 7.1.1), Formerly SE3-3

Date(s) of Action: February 13, 2003, May 14, 2014, December 12, 2016.

Last Date of Review:

Next Required Review Date:



Wisconsin Union Procedure PL3-9b
Role and Expectations for Members of Union Council for Selection of Leadership Positions

Union Council will select officers, directors and summer coordinators of the Council and Union Directorate at meeting(s) of Council from the nominees submitted by the nominating committee.

Council members agree to:

- Help recruit a diverse pool of students to apply for leadership positions with the Union
- Read materials sent out prior to the Council meeting including the position descriptions and resumes
- Operate within WU policies including SE3-3, SE3-4, SE3-8 and SE3-9
- Participate in training prior to the Council meeting in which leadership positions are selected
- Attend the full Council meeting in which positions are selected
- Conduct a consistent and professional selection process
- Keep information on the selection process confidential

Additional background: Formerly SE3-9b

Related materials and support documents:

For interpretations, resolution of problems and special situations contact:

Secretary of Union Council: WU Director

Chair of Union Council: WU President

Policy Authority (suggested amendments should go through these bodies):

Date(s) of Action: November 14, 2013

Last Date of Review:

Next Required Review Date:

Page 1 of 1

Amendment 2

Board of Captains & Elections

Article IV – Board of Captains

Current

§1

The Commodore and Vice-Commodore shall be Sailing Club members and UW- Madison students. They shall be elected individually by a majority vote of the general membership present at a regular Sailing Club meeting which shall occur within the first two weeks of August. They shall take office four weeks after the elections.

§2

The Commodore shall appoint to the Board of Captains a secretary, treasurer, education representative, maintenance representative, and others not to exceed a total of 22 people (including the Commodore and Vice-Commodore). The Commodore shall define their duties at the time of appointment in accordance with the purpose of the Sailing Club as stated in Article II, Section 1 of this Constitution. All Board of Captains members shall serve a term concurrent with that of the Commodore.

§3

The executive, legislative, and judicial powers of the Sailing Club shall be delegated to the Board of Captains.

Proposed

§1 – Commodore, Vice-Commodore & Rear Commodore

The Commodore, ~~and Vice-Commodore, and Rear Commodore must~~ shall be Sailing Club members and **students as defined by the Hoofers Constitution and Bylaws. If applicable, Wisconsin Union Policies must be adhered to as well.** ~~and UW-Madison students. They shall be elected individually by a majority vote of the general membership present at a regular Sailing Club meeting which shall occur within the first two weeks of August. They shall take office four weeks after the elections.~~ **The Commodore, Vice-Commodore, and Rear Commodore shall be elected individually as described in Article VIII – Elections. The term**

of office for the Commodore, Vice-Commodore and Rear Commodore shall be one year, from September 1st to August 31st of the following year.

The Commodore shall serve as Commodore-Elect from May 1st to August 31st preceding their term of office. They shall participate in onboarding processes for the Sailing Club, Hooper Council, Wisconsin Union Directorate, etc. as applicable during this time.

The Vice-Commodore shall replace the Commodore in the event that the Commodore cannot complete their term. If the Vice-Commodore cannot replace the Commodore, the Rear Commodore shall replace the Commodore in the event that the Commodore cannot complete their term. If neither the Vice-Commodore nor Rear Commodore can replace the Commodore, there shall be a special election as described in Article IX – Special Elections.

The Commodore shall appoint a replacement Vice-Commodore in the event the Vice-Commodore cannot complete their term. The appointment shall be confirmed by the Board of Captains by a $\frac{3}{4}$ majority vote.

The Commodore shall appoint a replacement Rear Commodore in the event the Rear Commodore cannot complete their term. The appointment shall be confirmed by the Board of Captains by a $\frac{3}{4}$ majority vote.

§2 – Board of Captains

The Commodore shall appoint to the Board of Captains a secretary, treasurer, education representative, maintenance representative, **fleet captains**, and others not to exceed a total of ~~22~~ **30 voting members** ~~people~~ (including the Commodore, ~~and~~ Vice-Commodore **and Rear Commodore**). **Each fleet, as defined in the bylaws, shall have a captain.**

A minimum percentage of the Board of Captains, as set by the Hooper Constitution, shall be students. In the event that an adequate number of students cannot be found, policies set forth in the Hooper Constitution and Bylaws shall be followed.

Ex-Officio non-voting members of the Board of Captains shall include but is not limited to, the Sailing Club Advisor, and the Commodore-Elect (unless dual appointed).

If a voting member of the Board of Captains is eligible for a refund of their dues, they shall be refunded when their current membership expires the amount proportional to the time of service relative to the period of membership. At which point, they shall be granted a free annual membership, which is terminated at the end of his or her tenure on the Board of Captains.

The Commodore shall define ~~their~~ **the duties of the Board of Captains in Position Descriptions** at the time of appointment in accordance with the purpose of the Sailing Club as stated in Article II, Section 1 of this Constitution. All Board of Captains' members shall serve a term concurrent with that of the Commodore.

§3 – Co-Fleet Captains

Fleet Captains may request that the Commodore appoint a Fleet Co-Captain. Upon this request, the Fleet Captain forfeits their right to a full due waiver. For voting matters, co-captains may each be a voting member, may mutually agree to assign one co-captain to be the voting member of the Board of Captains, or may equally split one vote as decided by the Commodore. If the Commodore appoints each co-captain as a full voting member, each co-captain shall be entitled to a full due waiver and each shall count towards the limit of voting members. If co-captains share one vote, they may mutually agree to assign the due waiver to one of the captains or the Board of Captains may, with a $\frac{2}{3}$ majority, grant partial or full waivers to the co-captains. If co-captains share one vote, they collectively shall count as one voting member towards the limit of voting members.

§4 – Quorum & Voting

The quorum for a duly called meeting the Board of Captains shall be defined as 15 voting members. Proxy voting shall not be allowed. The voting members of the Board of Captains shall be but are not limited to, the Commodore, Vice-Commodore, Rear Commodore, Secretary, Treasurer, Education Representative, Maintenance Representative, and the Fleet Captains.

Electronic voting shall be allowed for emergencies or when it is not practical for the Board of Captains to meet in person, e.g. Winter Break. A vote may be administered through the official email accounts of the Sailing Club. At least $\frac{2}{3}$ of the current Board of Captains or 16 (Quorum + 1) members of the Board of Captains, whichever is greater, must vote in favor to pass. The secretary shall record votes in favor, votes against, abstentions and which voting members of the Board of Captains did not vote. The Secretary shall assist the Commodore in creating a dossier with all relevant emails for record keeping.

§5 – Authority

The executive, legislative, and judicial powers of the Sailing Club shall be delegated to vested in the Board of Captains.

Article VIII – Elections

(New Article)

Proposed

§1 – General Information

If stipulated by the Sailing Club Constitution or the Bylaws, elections for Sailing Club leadership positions shall follow the requirements set forth in Article VIII §2, 3 and 4. In the spirit of Hoofers, elections shall closely mimic the procedures outlined by the Hooper Constitution and Bylaws for Hooper Council Elections. The election procedure shall include but is not limited to notification of the general membership, a period of nomination, and a voting period.

The election processes and protocols shall be defined in the Sailing Club Bylaws and must ensure that all current members have a fair chance to cast a vote. The election shall be overseen by an appropriate member of Hooper Council, *e.g.* the Vice-President of Admin.

§2 – Notification

No sooner than the first day of Spring Semester Instruction and no later than the 15th of February, the membership shall be informed of the positions that are up for election through Due Notice as defined in the Bylaws. The notice shall include the dates of the nomination period, the dates of the voting period, how members can cast a vote, and the official position description(s). The current Commodore shall act as the election commissioner unless he or she is planning to be a candidate. If the Commodore cannot act as the election commissioner, the Commodore shall appoint an election commissioner who shall be approved by a 2/3 majority of the Board of Captains.

§3 – Nomination

The nomination period shall begin at least two weeks (14 days) after Notification of the Election. The nomination period shall remain open for 7 days and shall not overlap with Spring Recess.

All nominations must be accepted by the nominee by submitting a written platform to the election commissioner. Nominees shall become candidates upon acceptance of the nomination. All nominees who accept their nomination shall appear on the ballot.

§4 – Election

A 7-day election period shall begin at least 7 days after the nomination period ends, being no sooner than March 1st, conclude no later than March 31st, and not overlap with Spring Recess.

Article IX – Special Elections

(New Article)

Proposed

§1 – General Information

In the event that neither the Vice-Commodore nor the Rear Commodore can replace the Commodore, a special election shall be held. The election commissioner shall be the first available from the following list: (1) the Vice-Commodore (2) Rear Commodore (3) Secretary (4) Treasurer (5) a Fleet Captain selected by the remainder of the BOC and approved by a $\frac{2}{3}$ majority.

§2 – Notification

The membership shall be notified immediately of the vacancy through Due Notice as defined in the Bylaws.

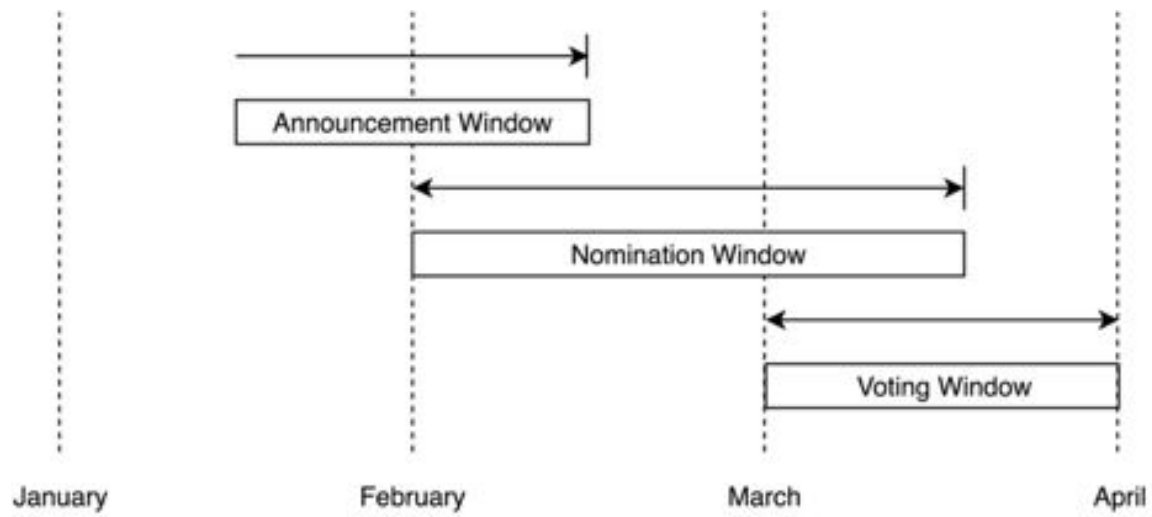
§3 – Nomination

The nomination period shall begin one week (7 days) after Notification of the Special Election. The nomination period shall remain open for 5 business days.

§4 – Election

A 3-day election period shall begin 2 business days after the nomination period ends.

Election Timeline Graphic (not part of constitution)



Amendment 1 – Typos & Clarifications

Article II – Purpose

Description Added infrastructure to what the Sailing Club should provide.

Current The purpose of the Sailing Club shall be to promote sailing at the University of Wisconsin-Madison by providing the organization, equipment, instruction, and financing necessary to encourage recreational and competitive sailing.

Proposed The purpose of the Sailing Club shall be to promote sailing at the University of Wisconsin-Madison by providing the organization, equipment, **infrastructure**, instruction, and financing necessary to encourage recreational and competitive sailing.

Article III – Membership

Description Corrected a typo.

Current Dues, as prescribed by the Board of Captains, shall be paid by all Sailing Club members except the Commodore, Vice-Commodore, past Commodores, and the current Board of Captains. Others may receive a full or partial waiver of dues as outlined in the By-Laws.

Proposed Dues, as prescribed by the Board of Captains, shall be paid by all Sailing Club members except the Commodore, Vice-Commodore, past Commodores, and the current Board of Captains. Others may receive a full or partial waiver of dues as outlined in the ~~By-Laws~~ **Bylaws**.

Article V – Recall

Description Removed space between the dash and commodore in Vice-Commodore.
Corrected capitalization of words.

Current Section 1
Any member of the Board of Captains, other than the Commodore or Vice-Commodore, may be removed from the Board of Captains by the Commodore for failure to meet the duties of the office. Such an action may be overturned by a 2/3 majority vote of the Board of Captains exclusive of the member being voted upon.

Section 2
Any member of the board of Captains, other than the Commodore or Vice-Commodore, may be removed from the Board of Captains by a 2/3 majority vote of the board of Captains exclusive of the member being voted upon.

Section 3

Any member of the Board of Captains, including the Commodore and the Vice-Commodore, may be removed from the Board of Captains by a 2/3 majority vote of the general membership present at a regular Sailing Club meeting at which at least 10% of the current membership or 45 members of the Sailing Club (whichever is greater) are present.

Proposed

Section 1

Any member of the Board of Captains, other than the Commodore or Vice-Commodore, may be removed from the Board of Captains by the Commodore for failure to meet the duties of the office. Such an action may be overturned by a 2/3 majority vote of the Board of Captains exclusive of the member being voted upon.

Section 2

Any member of the ~~b~~Board of Captains, other than the Commodore or Vice-Commodore, may be removed from the Board of Captains by a 2/3 majority vote of the board of Captains exclusive of the member being voted upon.

Section 3

Any member of the Board of Captains, including the Commodore and the Vice-Commodore, may be removed from the Board of Captains by a 2/3 majority vote of the general membership present at a regular Sailing Club meeting at which at least 10% of the current membership or 45 members of the Sailing Club (whichever is greater) are present.

Article VII – Bylaws

Current

Article VII – By-Laws

By-Laws not inconsistent with this Constitution, the Hooper Constitution, or the Constitution of the Wisconsin Union may be adopted or amended by a 3/4 majority vote of the Board of Captains, and when approved by Hooper Council.

Proposed

Article VII – **Bylaws**

~~By-Laws~~ **Bylaws** not inconsistent with this Constitution, the Hooper Constitution, or the Constitution of the Wisconsin Union may be adopted or amended by a 3/4 majority vote of the Board of Captains, and when approved by Hooper Council.

Article VIII – Ratification

Remove entire article as it is now self-contained within the new Article VI on amendments.