

**2004/05 CALIFORNIA STATE UNIVERSITY, FRESNO  
AUXILIARY  
OPERATING EXPENDITURE DETAIL**

AUXILIARY	2003/04 Actual Rev./Exp.	2004/05 Initial Budget
<b>BULLDOG FOUNDATION</b>		
<b>Revenue</b>	<b>721,661</b>	<b>716,320</b>
<b>Expenditures</b>		
<b>Personnel</b>		
Executive Director	83,002	83,000
Staff Salaries	107,939	104,800
Part Time Salaries	16,871	18,800
Payroll Taxes	19,414	18,700
Executive Director Insurance	2,500	2,500
Insurance Benefits	40,809	45,000
Staff Auto Allowance	250	300
Executive Director Retirement	5,900	5,900
Staff Retirement	5,167	5,000
Staff Incentive Program	8,814	6,000
<b>Sub-Total Personnel</b>	<b>290,666</b>	<b>290,000</b>
<b>Membership Fund Drive Expenses</b>		
Printing	3,028	4,000
Pledge Statements	3,815	3,300
Postage	38,565	32,000
Newsletter-Bulldog Sports	14,053	14,000
Drive Member Awards	35,825	45,000
Advertising & Promotions	12,231	11,000
Fund Drive Report Nites/Orientation	3,846	4,700
Scholarship Plaques	18,231	7,500
Exec. Director Promotion Allow.	1,276	2,000
Membership Recognition	390	550
Media Guides	2,982	3,500
Satellite Receptions	4,059	4,000
Fund Drive Kick-Off Dinner	4,791	4,300
Fund Drive Awards Banquet	60	100
Bank Card Charges	36,442	40,000
President Fund	3,119	3,500
PSL - One Year Only	0	30,000
<b>Sub-Total Membership Fund Drive</b>	<b>182,713</b>	<b>209,450</b>

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<b>BULLDOG FOUNDATION</b>		
<b>Office Overhead</b>		
Telephone	5,647	6,000
Supplies	8,476	7,500
Computer Expense/Training	566	2,500
Copier Expense	1,191	1,500
Insurance	8,964	9,000
Equip. Rent & Maint.	2,627	3,000
Audit	6,000	6,000
Miscellaneous	433	500
Rent	15,600	15,600
<b>Sub-Total Office Overhead</b>	<b>49,504</b>	<b>51,600</b>
<b>Other Bulldog Foundation</b>		
Capital Improvements	1,788	7,500
Trustee Meeting/Gift	3,636	2,500
Lifetime Achievement Award	292	300
Conferences/Seminars/Think Tank	2,721	3,000
Reserve for Contingency	28,800	80,000
Bereavement/Remembrances	410	500
Homecoming	1,500	1,500
Young Bulldogs	361	2,000
History Book - The Bulldog Foundation	40,174	
Athletic Facility Loan	0	
Marketing Materials	31,597	49,970
Panagraph Consulting	87,499	18,000
<b>Sub-Total Other Expenses</b>	<b>198,778</b>	<b>165,270</b>
<b>Total Current Expenditures</b>	<b>721,661</b>	<b>716,320</b>
<b>Net Operating Income/Loss</b>	<b>0</b>	<b>0</b>