2011/12 University Budget
(Including Auxiliary Organizations)

Total University Operating Fund
$338.1 M
44.5%

- Tuition & Fees (2)
  $179.9 M
  23.7%
- State Appropriation (3)
  $126.1 M
  16.6%
- Federal Work Study (8)
  $1.0 M
  0.1%
- Designated Revenues (4)
  - Enterprise Funds
    $1.0 M
    3.9%
  - Lottery
    $2.5 M
    0.3%
- Revenue-based / Cost Recovery (5)
  $32.1 M
  4.2%
- SDSURF General Fund
  $36.7 M
  4.8%
- SDSURF Restricted (1)(6)
  $139.7 M
  18.2%
- The Campanile Foundation
  $36.0 M
  4.7%
- Aztec Shops (1)
  $50.5 M
  6.6%
- Parking Fees / Fines & Forfeitures (1)
  $6.5 M
  0.8%
- Continuing Education Fund (1)
  $11.3 M
  1.5%
- Associated Students (1)
  $21.9 M
  2.9%

Financial Aid & Scholarships Disbursements to Students (7)
$62.6 M
8.3%

Total University Operating Fund (Including Auxiliary Organizations)
$760.1 M
44.5%

(1) Net of reimbursements to the University Operating Fund (included in Cost Recovery)
(2) Includes basic & non-resident tuition and institutional fees (such as application and late fees)
   Includes SUG/EOP amounts reported as Financial Aid & Scholarships in prior year presentations
(3) Includes mid-year trigger reduction
(4) Includes Athletics Self-Support (such as ticket sales, corporate sponsorships, private donations and IRA fees) and Special Projects (such as conferences)
(5) Departmental revenues and cost recovery from Housing, Parking, Continued Education, Auxiliaries and external entities
(6) Includes KPBS self-generated sources (such as grants, membership fees and private donations)
(7) Excludes loans
(8) Excludes campus match
2011/12 University Budget
(Excluding Auxiliaries)

$475.3 M

Total University Operating Fund
$338.1 M
71.1%

(1) Net of reimbursements to the University Operating Fund (included in Cost Recovery)
(2) Includes basic & non-resident tuition and institutional fees (such as application and late fees)
   Includes SUG/EOP amounts reported as Financial Aid & Scholarships in prior year presentations
(3) Includes mid-year trigger reduction
(4) Includes Athletics Self-Support (such as ticket sales, corporate sponsorships, private donations and IRA fees) and Special Projects (such as conferences)
(5) Departmental revenues and cost recovery from Housing, Parking, Continued Education, Auxiliaries and external entities
(6) Excludes loans
(7) Excludes campus match
2011/12 University Budget
University Operating Fund Only

Revenue-based / Cost Recovery
(3)
$32.1 M
9.5%

State Appropriation (1)
$126.1 M
37.3%

Tuition & Fees (2)
$179.9 M
53.2%

$338,122,993

(1) Includes mid-year trigger reduction
(2) Includes basic & non-resident tuition and institutional fees (such as application and late fees)
  Includes SUG/EOP amounts reported as Financial Aid & Scholarships in prior year presentations
(3) Departmental revenues and cost recovery from Housing, Parking, Continued Education, Auxiliaries and external entities
2011/12 University Operating Fund Budget
Expenditures by Division (1)

$338,122,993

(1) Includes mid-year trigger reduction
(2) Institutional utilities and insurance premiums
(3) Includes Student Health Services revenues of $10,196,425
(4) Includes State University Grant, EOP Grant, Grad Equity Grant, Education Doctoral Grant, Graduate Business Professional Grant and President's Incentive Grants (excludes Athletics Grant-in-Aid)
2011/12 University Operating Fund Budget by Category of Expense (1)

- Salaries and Wages: $173,787,271 (51.5%)
- Benefits: $77,861,699 (23.0%)
- Other Operating Expenses: $42,758,424 (12.6%)
- Financial Aid & Scholarships (2): $43,715,599 (12.9%)

Total: $338,122,993

(1) Includes mid-year trigger reduction
(2) State University Grant, EOP Grant, Grad Equity Grant, Education Doctoral Grant, Graduate Business Professional Grant and President's Incentive Grants (excludes Athletics Grant-in-Aid)
2011/12 - $100M Trigger

- $7.9M reduction to SDSU (Pres. Approved 2/2/12)
- One-time in 2011/12
- Permanent in 2012/13
  - Covered by Fall 2012 tuition fee increase revenues
2012/13 - $200M Trigger

• $15.5M reduction to SDSU
• Trigger dependent on Nov ballot - tax initiatives
• Budget planning assumes that trigger occurs
### 2012/13 Budget

<table>
<thead>
<tr>
<th>2012/13 Budget Adjustments</th>
<th>2012/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011/12 trigger reduction</td>
<td>(7,859,700)</td>
</tr>
<tr>
<td>Basic Tuition Fee increase/adjustments</td>
<td>17,348,000</td>
</tr>
<tr>
<td>State University Grant (SUG) set-aside</td>
<td>(5,497,000)</td>
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<tr>
<td>Other Mandatory Costs (1)</td>
<td>(1,830,200)</td>
</tr>
<tr>
<td>2012/13 trigger reduction</td>
<td>(15,546,200)</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>(13,385,100)</strong></td>
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</tbody>
</table>

(1) Includes health, energy and faculty promotions.
## 2012/13 Budget Reduction

<table>
<thead>
<tr>
<th></th>
<th>Unadjusted Pro-Rata</th>
<th>Faculty Adjusted Pro-Rata</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>2011/12 Support</td>
<td>2011/12 Support</td>
</tr>
<tr>
<td></td>
<td>Budget [a]</td>
<td>Budget [b]</td>
</tr>
<tr>
<td></td>
<td>% of Total</td>
<td>% of Total</td>
</tr>
<tr>
<td>President/KPBS</td>
<td>2,535,303</td>
<td>2,535,303</td>
</tr>
<tr>
<td></td>
<td>1.02% (136,528)</td>
<td>1.02% (136,528)</td>
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<tr>
<td>Academic Affairs</td>
<td>183,970,112</td>
<td>92,826,124</td>
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<tr>
<td></td>
<td>74.18% (9,929,067)</td>
<td>37.43% (5,009,603)</td>
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<tr>
<td>Univ Non-Div [c]</td>
<td>91,143,988</td>
<td>91,143,988</td>
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<tr>
<td></td>
<td>36.75% (4,919,464)</td>
<td>36.75% (4,919,464)</td>
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<tr>
<td>Athletics</td>
<td>5,696,727</td>
<td>5,696,727</td>
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<tr>
<td></td>
<td>2.30% (307,857)</td>
<td>2.30% (307,857)</td>
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<tr>
<td>Bus &amp; Fin Affairs</td>
<td>35,102,970</td>
<td>35,102,970</td>
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<tr>
<td></td>
<td>14.15% (1,893,992)</td>
<td>14.15% (1,893,992)</td>
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<tr>
<td>Student Affairs</td>
<td>14,956,607</td>
<td>14,956,607</td>
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<tr>
<td></td>
<td>6.03% (807,122)</td>
<td>6.03% (807,122)</td>
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<tr>
<td>UR&amp;D</td>
<td>5,759,333</td>
<td>5,759,333</td>
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<tr>
<td></td>
<td>2.32% (310,534)</td>
<td>2.32% (310,534)</td>
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<td>Total</td>
<td>248,021,052</td>
<td>248,021,052</td>
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<tr>
<td></td>
<td>100.00% (13,385,100)</td>
<td>100.00% (13,385,100)</td>
</tr>
</tbody>
</table>

[a] Excludes institutional, revenue-based and cost recovery; includes benefits

[b] AA budget excludes probationary/tenured faculty, librarians, and SSPARs

[c] University Non-Divisional budget includes AA probationary/tenured faculty, librarians, and SSPARs
## Budget Past to Budget Future

<table>
<thead>
<tr>
<th></th>
<th>2007/08</th>
<th>2012/13</th>
<th>Change</th>
</tr>
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<tbody>
<tr>
<td>State Appropriation</td>
<td>221,339,350</td>
<td>108,782,996</td>
<td>(112,556,354)</td>
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<tr>
<td>Basic Tuition Fee</td>
<td>91,530,181</td>
<td>176,421,000</td>
<td>84,890,819</td>
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<tr>
<td>Non-Resident Tuition</td>
<td>12,947,055</td>
<td>15,009,200</td>
<td>2,062,145</td>
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<tr>
<td><strong>Mandatory Costs</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>State Univ Grant</td>
<td>(17,564,300)</td>
<td>(45,205,000)</td>
<td>(27,640,700)</td>
</tr>
<tr>
<td>Other (1)</td>
<td></td>
<td>(14,239,147)</td>
<td>(14,239,147)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>308,252,286</td>
<td>240,769,049</td>
<td>(67,483,237)</td>
</tr>
</tbody>
</table>

(1) Includes incremental changes in compensation, retirement, health, dental, energy, and new space costs.
Integrated Financial Strategy
• Continuing Cost Efforts
• 5 – 10 Revenue Initiatives
  • Non-Resident Enrollment
  • Auxiliaries
  • Fundraising
  • Other
• Diversified Revenue Streams
  • Mitigate Risk of Variability in Revenue Efforts
• Long Term Planning