Financial Summary Section XIV

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STATEMENT OF BSUAA FUNDING SOURCES

The Ball State University Alumni Association is an interdependent, not-for-profit association. It functions in conjunction with Ball State University and the Ball State University Foundation.

Funding for the Ball State University Alumni Association is received from three main sources.

1. The State of Indiana has agreed that alumni relations is a basic and integral part of the university mission. The Alumni Programs' department is a unit of the university that reports to the vice president of University Advancement. Consequently, the university provides an annual line item budget from its general fund. This budget amount is determined by the vice president of University Advancement in consultation with the president/treasurer of the Ball State University Alumni Association and the University Budget Office. It must then have the approval of the president and Board of Trustees. The amount is usually increased relative to other areas within the university and the appropriation from the state legislature.

The university also provides the following without charge to the alumni budget: computing services, custodial services, office space, and utilities. The use of other departmental services on campus are also available on a fee basis, (i.e. catering, mail service, printing, transportation, etc.).

2. The Ball State University Foundation supports the programs and activities of the Ball State University Alumni Association by providing an annual grant for operations. The grant was initiated in 1988 with the reorganization of the Ball State University Alumni Association. The amount is determined and requested by the university president after approval of the Ball State University Alumni Association budget by the vice president of University Advancement and the Alumni Council.

The request is developed in the first quarter of each calendar year and submitted to the Ball State University Foundation for approval in the second quarter of the calendar year. The 2011-2012 grant was \$230,000 with an expected amount of \$230,000 for 2012-2013.

3. Since the reorganization plan in 1988, the Alumni Council has had the privilege of allocating the resources that the Ball State University Alumni Association had accumulated within the Ball State University Foundation. It also has the obligation to budget, allocate, and expend the monies that are self-generated by the activities, events, programs, and projects sponsored by the office of Alumni Programs and the Alumni Association.

Current significant external funding sources are: the BSU Bank affinity credit card, Ball State affinity license plates, the insurance partnership with Collegiate Insurance Resources (CIR), advertising in the *Ball State Alumnus*, earned interest, sponsorship from the BSFCU, and Cardinal Corner, Inc. proceeds. A budget proposal is prepared in the fourth quarter of each calendar year and approved by the Alumni Council. It is then administered by the executive director of Alumni Programs/Ball State University Alumni Association, president/treasurer.

STATEMENT OF ACCOUNTS

Alumni Association Checking Account

- Administration for purchase of office supplies, equipment, and rentals; for payment of bookstore charges and car expenses paid by cash for staff employees; for payment of subscription and membership fees for professional publications and organizations; cellular and cash telephone expenses; and memorial recognition.
- 2. Alumni Association Auto for payment of expenses incurred to operate BSUAA autos.
- 3. <u>Alumni Association Technology</u> for payment of hardware and software and computer repair.
- 4. <u>Alumni Golf Outings</u> for payment of expenses of golf and dinner outings for alumni, donors, and friends.
- 5. <u>Alumni Greek Outreach</u> for payment of expenses to assist the Greek Letter Society events.
- 6. <u>Alumni Photo-ID Card</u> for purchase of supplies and equipment to administer the ID & C.A.R.D. program.
- 7. <u>Alumni Pre-Game Outings</u> for hosting pre-game alumni receptions at any athletic event.
- 8. <u>Alumni Programs Departmental Support</u> to partially support salaries of staff and graduate assistants; to partially support supplies and equipment of the Office of Alumni Programs within the university budget.
- 9. <u>Alumni Regional Outings</u> for hosting breakfasts, socials, luncheons, dinners and receptions for alumni, donors, parents, and friends in out-of-state areas, in specific alumni clubs and areas of Indiana; for payment of expenses incurred from the administration of a specific alumni club; and receptions to recognize honored alumni (i.e. Hall of Fame induction, award ceremonies).
- 10. <u>Awards</u> for purchase of plaques, name plates, gifts, etc. to present to the Coach of the Year award recipients, scholarship recipients, G.O.L.D. recipients, Benny recipients, Executive Director's ,and Distinguished Alumni recipients.
- 11. <u>Calendars</u> for payment of the printing and postage of the annual Ball State University calendar.
- 12. <u>Cardinal Varsity Club</u> to support the activities of the media relations of intercollegiate athletics at Ball State University. (Gift to Cardinal Varsity Club Account #813 and #801)
- 13. Cardinal Varsity Club MAC Men's Golf Championship Support (#807)
- 14. <u>Career Service/Programs</u> for payment of expenses relating to C.A.N. and Career Center alumni events.
- 15. <u>CART/Admissions</u>– for payment of CART related expenses, for payment of expenses of volunteer alumni to serve as hosts at prospective student outreach meetings, college nights, and van trips
- 16. <u>Conferences and Conventions</u> for payment of expenses of professional staff members to attend conference and conventions.
- 17. <u>Constituent Programs</u> for reimbursement of expenses incurred in connection with any constituent society. Constituent societies primarily function from their respective departments and/or their respective Ball State University Foundation general accounts.
- 18. <u>Council</u> for payment of expenses, including lodging, meals, and travel, to any Alumni Council or staff member for any meeting relative to Council business; for reimbursement to Alumni Association president for incidental expenses incurred while conducting Council business.
- 19. <u>Cultivation</u> for entertainment of alumni, donors, friends, and parents for their support of Ball State University; for payment of the executive director of the Alumni Association's membership dues to organizations and clubs.
- 20. <u>Dissertation and Thesis Award</u> for payment of a stipend and plaque for the Outstanding Graduate Dissertation and Masters Thesis Award recipients.
- 21. Faculty Awards for payment of plaques for selected faculty (Provost's Office).
- 22. <u>Homecoming/Alumni</u> for payment of expenses incurred from conducting Homecoming reunions and activities for alumni, donors, and friends at Homecoming events. Student homecoming activities are primarily paid for via the university fund.

- 23. <u>iAlumni Outreach</u> to pay for activities and programs associated with individual alumni visits, technology, and internet.
- 24. New Initiatives for payment of expenses for new programs and activities not budgeted in advance.
- 25. Print Communication to pay for printing projects to advance and promote the BSUAA.
- 26. <u>Promotion</u> for purchase of promotional items such as Ball State University t-shirts, sweaters, cups, pens, pins, etc., for prizes, organization give-a-ways, welcome labels, and public relations endeavors.
- 27. Reunions for payment of administrative costs of all reunions.
- 28. Scholarships

<u>Alumni Legacy</u> – to support scholarships to Alumni Legacy Scholarship recipients, as determined by the Alumni Scholarship Committee.

<u>Alumni Association Named Awards</u> – to partially support the annual grant for the Oliver C. Bumb Award, Robert E. Linson Award, and the Ray Ashley Memorial Scholarship.

<u>Alumni Recognition</u> – to support scholarships for recipients of Homecoming Talent Search, Debate, and Theatre and open apparition to recognition deserving students and promote the Ball State University Alumni Association.

<u>C.A.R.T.</u> – Cardinal Alumni Recruitment Team – to support scholarships for CART areas and recommendations for CART members.

Emens – transfer of funds to Emens Scholarship Account #30003.

Martin Luther King – transfer of funds to Martin Luther King Scholarship Account #30055.

- 29. <u>Stadium Suite</u> for payment of suite rental and expenses incurred in operations.
- 30. <u>Student Relations</u> for assisting with student-related activities to enhance their involvement with alumni.

2011 Actual Program Budget Overview

Account		<u>Net</u> Budget Amount	Net Expenses 12/31/11
Administration		\$ 20,000.00	\$ 18,314.11
Alumni Association Auto		15,000.00	5,224.62
Alumni Association Technology		5,000.00	2,093.32
CVC Support (Charlie Cardinal Suit)		4,500.00	4,500.00
Calendars (2012)		10,000.00	0.00
Alumni Golf Outings		2,000.00	[5,289.11]
Alumni Greek Outreach		500.00	[981.51]
Alumni Photo ID/CARD		3,000.00	3,218.85
Alumni Pre-Game Outings		7,000.00	38,997.70*
Alumni Programs Departmental Support		260,000.00	252,813.92
Alumni Regional Outings		10,000.00	7,754.28
Awards		4,000.00	3,566.59
Distinguished Dissertation and Thesis Awards		1,300.00	1,200.00
Faculty Awards		1,200.00	994.25
Career Service Programs		1,000.00	351.36
CART/Admissions		100.00	0.00
Conferences and Conventions		2,000.00	1,004.44
Constituent Programs		3,000.00	1,337.56
Council		15,000.00	15,135.03
Cultivation		2,500.00	774.06
Homecoming (Alumni Activities)		30,000.00	26,237.06
Printed Alumni Communications		30,000.00	459.85
Promotion		4,000.00	[165.01]
Reunions		2,500.00	[4,057.41]
Scholarships		118,000.00	
Alumni Association Named Awards	3,000.00		3,000.00
Alumni Legacy Scholarship	100,000.00		93,000.00
Alumni Recognition Scholarships	10,000.00		5,675.00
CART Scholarship	5,000.00		5,000.00
Stadium Suite		15,000.00	13,090.66
Student Relations		10,000.00	13,312.05
Total 2011 Alumni Association Budget		\$576,600.00	\$506,561.67
Total 2011 Attillili Association Budget		ψ570,000.00	•
Projected Income			<u>Income</u> <u>12/31/11</u>
Advertising		3,000.00	10,420.00
Affinity Credit Card Royalty		0.00	80,451.95
Affinity Insurance		40,000.00	45,079.37
Affinity License Plates		90,000.00	122,300.00
Ball State Federal Credit Union		0.00	0.00**
Ball State University Foundation		230,000.00	235,750.00
Contributions		30,000.00	25,529.00
Earned Interest		30,000.00	32,040.44
Accounts Receivable		0.00	44,097.73
			44,071.13
Total 2011 Projected Income		\$423,000.00	\$595,668.49
To Balance Budget from Alumni Association Reserves		\$153,600.00	
*Accounts Receivable of \$24,097.71 from Athletics for IU, Oklahoma,			
South Florida Football			
**Accounts Receivable of \$20,000.00 for 2011 Corporate Sponsorship			.
Surplus Returned to Reserves			\$ 89,106.82

12:12 PM 01/11/12 Cash Basis

Ball State Alumni Association Balance Sheet

As of December 31, 2011

	Dec 31, 11
ASSETS	
Current Assets	
Checking/Savings	
Cash and Cash Equivalents	F 000 00
BSU Credit Union - Checking	5,069.60
BSU Credit Union - Savings Indiana Members CU - Memb Sav	49,350.42 400.83
Indiana Members CU - Memb Sav	20,893.32
Old National Bank	40.848.90
Old National Bank-Business Ck	3,985.15
Old National Bank-Money Market	89,680.33
Regions Clearing Account - CC	264.29
Total Cash and Cash Equivalents	210,492.84
Certificates of Deposit	
BSUCU - 03/19/12 - 2 Yr Cert	110,882.38
BSUCU - 09/18/12 - 2 Year Cert	109,731.23
BSUCU - 10/17/11 - 1 YR CD	265,983.88
FIBI - 05/10/13 - 2 Year CD	252,165.00
INCOMB - 03/01/13 - 2 Year Cert	252,915.69
INTrust - 07/19/12 - 18 Mth CD	254,561.43
MB - 01/20/13 - 2 Yr CD	253,682.75
Total Certificates of Deposit	1,499,922.36
Fund 401 - Alumni Association	457,341.01
Fund 402 - AA Shepperd	62,751.79
Fund 408 - Black Alumni Constit	2,024.98
Fund 410 - St.A.R.T.	2,860.33
Fund 411 - Homecoming Steering Fund 412 - Cardinal Football Al	7,284.77 4,324.76
	
Total Checking/Savings	2,247,002.84
Other Current Assets Investment	
Fund 407 - AA Investment	56,428.95
Fund 454 - Edna Ferneau English	49,304.80
Fund 456 - Ray Ashley Memorial	16,643.27
Fund 457 - Oliver C. Bumb Award	140,863.79
Fund 458 - Robert E Linson Awar	47,564.61
Fund 459 - Earl C Yestingsmeier	107,770.54
Fund 460 - MCOB Neil Palomba	9,996.45
Fund 461 - Black Scholarship	16,020.14
Fund 462 - BACS Book Scholarshi	1,405.00
Total Investment	445,997.55
Total Other Current Assets	445,997.55
Total Current Assets	2,693,000.39
TOTAL ASSETS	2,693,000.39
LIABILITIES & EQUITY Liabilities	
Current Liabilities	
Other Current Liabilities	
Ball State Univ - Student Fdn	-1,172.73
Cardinal Corner, Inc.	-8,492.99
Deferred Contribution	115,000.00
Total Other Current Liabilities	105,334.28
Total Current Liabilities	105,334.28
Total Liabilities	105,334.28

12:12 PM 01/11/12 Cash Basis

Ball State Alumni Association Balance Sheet

As of December 31, 2011

	Dec 31, 11
Equity	
Temporarily Restricted Net Asse	386,167.11
Unrestricted Assets - Board Res	425,659.41
Unrestricted Net Assets	1,717,634.62
Net Income	58,204.97
Total Equity	2,587,666.11
TOTAL LIABILITIES & EQUITY	2,693,000.39

Ball State Alumni Association Custom Summary Report January through December 2011

	Jan - Dec 11
Ordinary Income/Expense	
Income Administrative Income	
Technology Income	1,849.00
Administrative Income - Other Total Administrative Income	295,171.27
	297,020.27
Advertising Income Affinity Credit Card Royalty Fe	10,420.00 80,451.95
Constituent Programs Income Contributions	30.00
Expendable Earnings - BSU Fdn	261,279.00 10,268.45
Golf Outings Income	31,637.25
Greek Outreach Income Homecoming Income	3,835.81 12,131.33
Pre-Game Outing Income	25,004.13
Promotion Income Regional Income	15,086.02 22,368.25
Reunions Income	15,833.30
Student Relations Income	248.88
Total Income	785,614.64
Expense	
Administrative Alumni Association Auto	5,224.62
Alumni Association Technology	3,942.32
Alumnus Expenses BSU Foundation Service Fees	459.85 661.63
Credit Card Expense	2,273.74
Professional Services Fees Administrative - Other	5,641.17
	517,113.39
Total Administrative Administrative Service Fees	535,316.72
Administrative Service Fees Alumni Council Awards	30.00 15,135.03
Dist Dissertation/Thesis Award	1,200.00
Faculty Awards Awards - Other	994.25 3,566.59
Total Awards	5,760.84
Career Services	351.36
Conference and Conventions	1,004.44
Constituent Programs Cultivation	1,367.56 774.06
Golf Outings Expense	26,348.14
Greek Outreach Homecoming Expense	2,854.30 38,368.39
Photo ID	3,218.85
Pre-Game Outings Promotion	64,001.83 14,921.01
Regional Outings	30,122.53
Reunions Scholarships	11,775.89
Alumni Association Named Awards	3,000.00
Alumni Legacy Scholarship	93,000.00
Alumni Recognition Scholarship CART Scholarship	5,675.00 5,000.00
Total Scholarships	106,675.00
Stadium Suite	13,090.66
Student Relations	13,560.93
Total Expense	884,677.54
Net Ordinary Income	-99,062.90

12:13 PM 01/11/12 Cash Basis

Ball State Alumni Association Custom Summary Report January through December 2011

	Jan - Dec 11
Other Income/Expense	
Other Income	
Interest Inc - BSCU-1 YR CD	2,316.52
Interest Inc - BSCU-1 Year CD	1,039.61
Interest Inc - BSCU-2 Year Cert	1,621.88
Interest Inc - BSCU-2 Yr Cert	2,172.09
Interest Inc - BSCU-6 Mo CD	398.93
Interest Inc - BSCU-Savings	359.59
Interest Inc - FIBI - 2 Year CD	2,165.00
Interest Inc - IMCU 15 Mth Spec	367.75
Interest Inc - IMCU Money Mkt	105.29
Interest Inc - IMCU Savings	0.49
Interest Income - INCOMB 2 Year	2,915.69
Interest Income - INT 18 Mth CD	4,561.43
Interest Income - MB - 2 Yr CD	3,682.75
Interest Income - ONB Checking	10.34
Interest Income - ONB Money Mar	54.63
Other Income - Cardinal Corner,	11,986.88
Other Income - License Plates	122,300.00
Other Income - Student Fdn	1,209.00
Total Other Income	157,267.87
Net Other Income	157,267.87
Net Income	58,204.97

2012 Projected Program Budget Overview

Account		Net Budget Amount
Administration		\$ 20,000.00
Alumni Association Auto		25,000.00
Alumni Association Technology		6,000.00
CVC Support (Charlie Cardinal Suit)		5,000.00
Calendars (2013)		10,000.00
Alumni Golf Outings		3,000.00
Alumni Greek Outreach		1,000.00
Alumni Photo ID/CARD		7,500.00
Alumni Pre-Game Outings		9,000.00
Alumni Programs Departmental Support		262,000.00
Alumni Regional Outings		10,000.00
Awards		4,000.00
Distinguished Dissertation and Thesis Awards		1,300.00
Faculty Awards		1,200.00
Career Service Programs		1,000.00
CART/Admissions		100.00
Conferences and Conventions		3,000.00
Constituent Programs		3,500.00
Council		17,500.00
Cultivation		2,000.00
Homecoming (Alumni Activities)		28,000.00
Printed Alumni Communications		25,000.00
Promotion		6,000.00
Reunions		3,500.00
Scholarships		134,000.00
Alumni Association Named Awards	4,000.00	
Alumni Legacy Scholarship	125,000.00	
Alumni Recognition Scholarships	5,000.00	
Stadium Suite		15,000.00
Student Relations		11,000.00
Total 2012 Alumni Association Budget		\$614,600.00
Projected Income		
Advertising		10,000.00
Affinity Credit Card Royalty		5,000.00
Affinity Insurance		45,000.00
Affinity License Plates		130,000.00
Ball State Federal Credit Union		20,000.00
Ball State University Foundation		230,000.00
Contributions		35,000.00
Earned Interest		35,000.00 35,000.00
		
Total 2012 Projected Income		\$510,000.00
To Balance Budget from Alumni Association Reserves		\$104,600.00

Actual and Projected Revenue

	2012 Projected Revenue	2011 Actual Revenue	2010 Actual Revenue	2009 Actual Revenue	2008 Actual Revenue	2007 Actual Revenue	2006 Actual Revenue
Advertising	\$ 10,000.00	\$ 10,420.00	\$ 2,400.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Affinity Credit Card Royalty	5,000.00	80,451.95	100,000.00	100,000.00	100,000.00	300,000.00	0.00
Affinity Insurance	45,000.00	45,079.37	34,933.57	29,587.53	19,714.57	12,724.70	8,743.22
Affinity License Plates	130,000.00	122,300.00	98,950.00	78,580.00	77,750.00	84,625.00	88,175.00
Ball State Federal Credit Union	20,000.00	0.00	20,000.00	20,000.00	0.00	0.00	20,000.00
Ball State University Foundation	a 230,000.00	235,750.00	230,000.00	230,000.00	230,000.00	230,000.00	230,000.00
Contributions – Cash Gifts	35,000.00	25,529.00	37,329.54	8,343.28*	5,034.09*	5,057.11*	6,693.84*
Earned Interest	35,000.00	32,040.44	35,805.82	34,757.13	51,788.99	61,782.23	<u>47,395.26</u>
Total Revenue		\$551,570.76	\$559,418.93	\$501,267.94	\$484,287.65	\$694,189.04	\$401,007.32
Projected Revenue	6510,000.00\$423,000.	00\$503,200.00	\$455,000.00	\$495,000.00	\$546,000.00		

^{*}Approximately Half of Gift Total – Amount to be used each Calendar Year

License Plate Revenue

2010 Calend	<u>lar Year</u> – ((Via Bureau of Motor Vehicles)	2011 Calendar Y	<u>ear</u> - (Via l	Bureau of Motor Vehicles)
January	0	\$ 0.00	January	269	\$ 6,725.00
February	368	9,200.00	February	513	12,825.00
March	371	9,275.00	March	511	12,775.00
April	514	12,850.00	April	460	11,500.00
May	382	9,550.00	May	472	11,800.00
June	424	10,600.00	June	557	13,925.00
July	414	10,350.00	July	512	12,800.00
August	384	9,600.00	August	466	11,650.00
September	417	10,425.00	September	500	12,500.00
October	375	9,375.00	October	450	11,250.00
November	241	6,025.00	November	306	
December	182	4550.00	December		
Totals	4,072	\$101,800.00	Totals	5,016	\$117,750.00

Historical Budget Review

		Ball State Foundation	<u>Actual</u>
<u>Year</u>	Budget	Requested Amount	Expenditure
1982	\$177,800.00	0.00	\$166,995.78
1983	\$240,500.00	0.00	\$227,862.87
1984	\$255,000.00	0.00	\$243,159.56
1985	\$285,000.00	0.00	\$273,399.89
1986	\$318,000.00	0.00	\$308,571.56
1987	\$352,000.00	0.00	\$327,725.97
1988	\$168,900.00	\$142,556.78*	\$142,556.78
1989	\$130,000.00	\$130,000.00 (1989-1990)	\$107,565.21
1990	\$166,600.00	\$139,000.00 (1990-1991)	\$133,201.27
1991	\$182,000.00	\$145,000.00 (1991-1992)	\$171,331.50
1992	\$191,900.00	\$178,000.00 (1992-1993)	\$181,693.96
1993	\$210,500.00	\$176,200.00 (1993-1994)	\$209,838.11
1994	\$238,900.00	\$191,000.00 (1994-1995)	\$223,282.34
1995	\$258,400.00	\$198,000.00 (1995-1996)	\$246,727.73
1996	\$318,800.00	\$208,000.00 (1996-1997)	\$263,123.01
1997	\$355,000.00	\$218,000.00 (1997-1998)	\$353,138.49
1998	\$551,000.00	\$229,000.00 (1998-1999)	\$531,010.16
1999	\$488,500.00	\$240,000.00 (1999-2000)	\$464,688.84
2000	\$505,500.00	\$252,000.00 (2000-2001)	\$511,821.32
2001	\$525,000.00	\$265,000.00 (2001-2002)	\$512,689.03
2002	\$539,000.00	\$265,000.00 (2002-2003)	\$486,646.04
2003	\$529,000.00	\$265,000.00 (2003-2004)	\$486,605.19
		\$230,000.00 (2003-2004)#	
2004	\$576,000.00	\$230,000.00 (2004-2005)	\$591,093.20
2005	\$576,000.00	\$230,000.00 (2005-2006)	\$561,872.72
2006	\$584,000.00	\$230,000.00 (2006-2007)	\$546,670.05
2007	\$683,300.00	\$230,000.00 (2007-2008)	\$676,588.83
2008	\$719,300.00	\$230,000.00 (2008-2009)	\$679,270.53
2009	\$713,800.00	\$230,000.00 (2009-2010)	\$533,032.90
2010	\$603,200.00	\$230,000.00 (2010-2011)	\$527,101.59
2011	\$576,600.00	\$230,000.00 (2011-2012)	\$506,561.67
2012	\$614,600.00	\$230,000.00 (2012-2013)	

^{*}Never Paid - Arena Scoreboard Donation in Lieu of Reimbursement #Money Actually Received