# TSM 2016-2017 fiscal year results

## REVENUES

<table>
<thead>
<tr>
<th></th>
<th>FY17 budget</th>
<th>FY17 actual</th>
<th>FY18 budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>SSBC</td>
<td>$440,297</td>
<td>$440,297</td>
<td>$440,297</td>
</tr>
<tr>
<td>advertising</td>
<td>$900,000</td>
<td>$951,342</td>
<td>$1,075,000</td>
</tr>
<tr>
<td>President's office</td>
<td>$100,000</td>
<td>$100,000</td>
<td>$0</td>
</tr>
<tr>
<td>productions</td>
<td>$45,000</td>
<td>$67,635</td>
<td>$45,000</td>
</tr>
<tr>
<td>gift from Moody endowment</td>
<td>$47,804</td>
<td>$47,804</td>
<td>$47,804</td>
</tr>
<tr>
<td>donations</td>
<td>$25,000</td>
<td>$29,708</td>
<td>$35,000</td>
</tr>
<tr>
<td>publications</td>
<td>$10,100</td>
<td>$6,469</td>
<td>$7,500</td>
</tr>
<tr>
<td>Texan endowments</td>
<td>$4,044</td>
<td>$4,024</td>
<td>$4,024</td>
</tr>
<tr>
<td>other</td>
<td>$23,200</td>
<td>$50,219</td>
<td>$35,000</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$1,595,445</td>
<td>$1,697,499</td>
<td>$1,689,625</td>
</tr>
</tbody>
</table>

## EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>FY17 budget</th>
<th>FY17 actual</th>
<th>FY18 budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>professional salaries/wages</td>
<td>$605,384</td>
<td>$569,607</td>
<td>$593,522</td>
</tr>
<tr>
<td>current employee fringe</td>
<td>$116,028</td>
<td>$120,099</td>
<td>$127,217</td>
</tr>
<tr>
<td>retiree fringe</td>
<td>$109,421</td>
<td>$112,177</td>
<td>$112,576</td>
</tr>
<tr>
<td>student wages</td>
<td>$226,000</td>
<td>$210,182</td>
<td>$238,000</td>
</tr>
<tr>
<td>student manager tuition</td>
<td>$21,300</td>
<td>$16,850</td>
<td>$21,300</td>
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<tr>
<td>travel</td>
<td>$8,500</td>
<td>$10,858</td>
<td>$8,500</td>
</tr>
<tr>
<td>printing &amp; delivery</td>
<td>$228,135</td>
<td>$220,458</td>
<td>$225,500</td>
</tr>
<tr>
<td>sales commissions</td>
<td>$81,000</td>
<td>$109,268</td>
<td>$129,000</td>
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<tr>
<td>event expense</td>
<td>$0</td>
<td>$60,383</td>
<td>$77,000</td>
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<tr>
<td>phones / data / IT support</td>
<td>$68,000</td>
<td>$19,780</td>
<td>$57,000</td>
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<tr>
<td>insurance</td>
<td>$16,500</td>
<td>$17,791</td>
<td>$19,000</td>
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<tr>
<td>postage</td>
<td>$9,300</td>
<td>$13,602</td>
<td>$9,300</td>
</tr>
<tr>
<td>equipment</td>
<td>$6,000</td>
<td>$4,088</td>
<td>$8,000</td>
</tr>
<tr>
<td>promotions</td>
<td>$16,000</td>
<td>$12,919</td>
<td>$7,500</td>
</tr>
<tr>
<td>other</td>
<td>$51,047</td>
<td>$62,560</td>
<td>$56,000</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSE</strong></td>
<td>$1,562,615</td>
<td>$1,560,622</td>
<td>$1,689,415</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>net</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>$32,830</td>
<td>$136,876</td>
<td>$210</td>
</tr>
</tbody>
</table>

"other" revenue includes merchandise sales, 91.7 FM tower rental, TSTV equipment classes

"other" expense includes service agreements (copier, AP, online software), office supplies, credit card fees, intellectual property fees, 91.7 FM tower utilities