

**The Agricultural Foundation
of
California State University, Fresno**

**2021-22 Annual Report
Supplemental Information
(Unaudited)**

**Approved by the Board of Directors
October 7, 2022**

**THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY,
FRESNO
Table of Contents**

2021 - 22

Page Number

Statement of Income and Expense	1
Schedule of Investments	2
Statement of Operations - Administration	3
Statement of Operations - Beef – Feedlot	4
Statement of Operations - Beef - Purebred Herd	5
Beef - Purebred Herd Livestock Inventory Summary	6
Statement of Operations - Beef - Red Wave Classic	7
Statement of Operations - Beef - San Joaquin Experimental Range	8
Beef - San Joaquin Experimental Range - Livestock Inventory Summary	9
Statement of Operations – Creamery	10
Statement of Operations - Dairy	11
Dairy Livestock Inventory Summary	12
Statement of Operations - Farm Market	13
Statement of Operations - Farm Operations	14
Statement of Operations - Field Crops	15
Statement of Operations - Quarter Horse	16
Quarter Horse Livestock Inventory Summary	17
Statement of Operations - Meats Laboratory	18
Statement of Operations - Orchard	19
Statement of Operations - Ornamental Horticulture - Nursery	20
Statement of Operations - Poultry	21
Statement of Operations - Sheep	22
Sheep Livestock Inventory Summary	23
Statement of Operations - Swine	24
Swine Livestock Inventory Summary	25
Statement of Operations - Vegetable Crops	26
Statement of Operations - Vineyard - Table Grapes	27
Statement of Operations - Vineyard - Wine Grapes	28
Statement of Operations - Winery	29

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
STATEMENT OF INCOME AND EXPENSE
FOR THE YEAR ENDED JUNE 30, 2022

ENTERPRISES	SALES/ INCOME	INVENTORY 6/30/2021	PRODUCTION EXPENSES	INVENTORY 6/30/2022	NET COST OF PRODUCTION	SURPLUS/ (DEFICIT)
Administration	\$ 218,256	\$ -	\$ 218,256	\$ -	\$ 218,256	\$ -
Beef - Feedlot	0	30,381	(30,381)	0	0	0
Beef - Purebred Herd	306,090	40,440	368,021	85,588	322,873	(16,783)
Beef - Red Wave Classic	0	4,503	(4,499)	0	4	(4)
Creamery	311,917	60,026	318,889	65,941	312,974	(1,057)
Dairy	1,110,670	286,890	1,458,559	327,027	1,418,421	(307,751)
Farm Market	688,714	26,254	629,593	28,833	627,014	61,700
Farm Operations	15,010	0	61,557	0	61,557	(46,547)
Field Crops	216,655	20,400	231,253	1,500	250,153	(33,498)
Horse - Quarter Horse	138,705	15,664	135,185	15,239	135,610	3,095
Meats Laboratory	347,013	79,650	334,496	59,851	354,296	(7,283)
Orchard	1,288,678	16,071	787,018	2,401	800,689	487,989
Ornamental Horticulture - Nursery	91,445	0	97,487	0	97,487	(6,042)
Poultry	109,691	0	76,688	0	76,688	33,003
Sheep	31,181	17,130	61,267	19,757	58,639	(27,458)
Swine	166,217	36,682	204,731	30,138	211,274	(45,057)
Vegetable Crops	482,244	0	531,924	0	531,924	(49,680)
Vineyard - Table Grapes	540,181	0	550,964	0	550,964	(10,783)
Vineyard-Wine Grapes	187,128	0	208,118	0	208,118	(20,990)
Winery	471,034	233,159	444,104	223,629	453,634	17,400
TOTALS	\$ 6,720,830	\$ 867,249	\$ 6,683,228	\$ 859,904	\$ 6,690,574	\$ 30,261

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
SCHEDULE OF INVESTMENTS
AS OF JUNE 30, 2022

INVESTMENTS	COST	MARKET VALUE 6/30/2022	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
Citibank	\$319,793	\$319,793			0.10%
Local Agency Investment Fund	286,589	286,589			1.47%
Total Money Markets	<u>606,382</u>	<u>606,382</u>			
<u>Long-Term Receivables:</u>					
California Dairies, Inc. Base Capital Fund	55,356	55,356			
<u>Endowment Fund:</u>					
Fresno State Foundation	737,595	1,166,652			-11.13%
Total Investments	<u>\$1,399,333</u>	<u>\$1,828,390</u>			

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Administrative Fees	\$ 208,555	\$ 202,041	\$ 213,586
Insurance Refund	4,546	4,431	3,300
Interest Income	2,137	10,000	1,370
Miscellaneous Income	0	-	0
Total Income	215,238	216,472	218,256
<u>EXPENSES:</u>			
Audit:			
Certified Public Accountants	19,115	23,000	24,615
Bank Charges	2,587	1,500	2,792
Dues	2,042	1,750	2,103
Insurance	23,142	17,381	17,995
Legal Fees	1,902	3,000	4,547
Licenses/Taxes/Fee	264	200	279
Management and Financial Services Fee	161,385	161,385	161,385
Miscellaneous	404	1,500	770
Office Supplies/Postage/Telephone	4,397	6,000	3,770
Total Expenses	215,238	215,716	218,256
NET SURPLUS/(DEFICIT)	\$ -	\$ 756	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - FEEDLOT
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21		2021-22		2021-22
	ACTUAL		BUDGET		ACTUAL
<u>INCOME:</u>					
Feed	\$ 135,766	\$	-	\$	-
Sale of Livestock	-		-		0
Agricultural Operations Support	2,553		0		0
Donation Income (Non Cash)	64,109		0		0
	<hr/>				
Total Income	202,428		-		-
<u>EXPENSES:</u>					
Payroll:					
Monthly	42,694		0		0
Student	6,459		0		0
CSUF Benefits	21,415		0		0
Total Payroll	70,568		0		0
Administrative Fees	6,210		0		0
Equipment:					
Rental/Repair	14,406		0		0
Feed	113,678		0		0
Miscellaneous	2,094		0		0
	<hr/>				
Total Expenses	206,956		0		0
	<hr/>				
NET SURPLUS/(DEFICIT)	\$ (4,528)	\$	-	\$	-
	<hr/> <hr/>				

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - PUREBRED HERD
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Feed	\$ 12,216	\$ 90,000	\$ 146,259
Sale of Livestock	51,547	67,000	74,471
Other :			
Veterinary Supplies	2,450	3,000	1,950
Other	2,750	2,000	9,086
Donation Income (Non Cash)	0	0	64,109
Agricultural Operations Support	2,160	0	10,215
	<hr/>	<hr/>	<hr/>
Total Income	71,123	162,000	306,090
<u>EXPENSES:</u>			
Payroll:			
Monthly	0	0	42,694
Student	11,507	30,000	22,315
CSUF Benefits	0	0	21,415
Total Payroll	11,507	30,000	86,424
Administrative Fees	3,154	7,262	9,870
Equipment:			
Rental/Repair	6,150	18,500	30,312
Exhibition/Marketing Expenses:			
Advertising	2,558	1,500	1,879
Feed	25,303	79,000	169,349
Livestock Expense:			
Artificial Insemination/Embryo Transfer	2,543	2,500	1,599
(Increase)/Decrease in Herd Value	(1,200)	0	4,080
Registration/Performance Programs	1,000	1,500	1,291
Other	0	1,000	679
Miscellaneous	1,521	5,500	4,323
Purchase of Livestock	0	7,000	0
Supplies:			
Veterinary	4,455	5,500	5,427
Other	1,245	1,500	3,050
Utilities	4,780	1,000	4,590
	<hr/>	<hr/>	<hr/>
Total Expenses	74,523	191,762	322,873
NET SURPLUS/(DEFICIT)	<hr/> <hr/> \$ (3,400)	<hr/> <hr/> \$ (29,762)	<hr/> <hr/> \$ (16,783)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
BEEF - PUREBRED HERD
FOR THE YEAR ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
COWS	45	47	51	43
HEIFERS	64	57	58	62
BULLS	20	14	21	11
TOTAL	129	118	130	116

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - RED WAVE CLASSIC
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21 ACTUAL	2021-22 BUDGET	2021-22 ACTUAL
<u>INCOME:</u>			
Bedding Sales	\$ -	\$ 700	\$ -
Entry Fees	0	47,000	0
Major Sponsor	0	11,000	0
Merchandise Sales	0	9,000	0
Other Sponsors	0	6,500	0
Agricultural Operations Support	0	0	0
Total Income	0	74,200	0
<u>EXPENSES:</u>			
Administrative Fees	0	3,300	0
Advertising/Promotion	0	1,500	0
Awards	0	14,000	0
Bedding for Resale/Rings	0	700	0
Catering	0	2,500	0
CJLA Sanctioning Fees	0	480	0
Credit Card Fees	0	3,000	0
Equipment Rental	0	2,500	0
Judges Travel Expense	0	3,500	0
Judging Fees	0	3,000	0
Merchandise for Resale	0	11,000	4
Miscellaneous	0	2,000	0
Premiums	0	22,000	0
Security	0	2,500	0
Waste Disposal	0	1,800	0
Total Expenses	0	73,780	4
NET SURPLUS/(DEFICIT)	\$ -	\$ 420	\$ (4)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - SAN JOAQUIN EXPERIMENTAL RANGE
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21		2021-22		2021-22
	ACTUAL		BUDGET		ACTUAL
<u>INCOME:</u>					
Sale of Livestock:					
SJER Sales	\$ 14,744	\$	-	\$	-
Pasture Cattle Income	7,195		0		0
Miscellaneous:					
Pasture Rent	6,880		0		0
Agricultural Operations Support	179		0		0
Total Income	34,513		0		0
<u>EXPENSES:</u>					
Payroll:					
Monthly	15,377		0		0
Student	273		0		0
Employee Benefits	12,707		0		0
Total Payroll	28,357		0		0
Administrative Fees	1,570		0		0
Equipment:					
Rental/Repair	1,190		0		0
Feed	413		0		0
Livestock Expense:					
Increase in Herd valuation	7,920		0		0
Miscellaneous:					
Other	249		0		0
Supplies:					
Other	1,815		0		0
Utilities	2,209		0		0
Total Expenses	43,723		0		0
NET SURPLUS/(DEFICIT)	\$ (9,210)	\$	-	\$	-

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF-SAN JOAQUIN EXPERIMENTAL RANGE
FOR THE YEAR ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
COMMERCIAL HERD	30	17	0	0

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
CREAMERY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 247,549	\$ 263,500	\$ 264,440
Public Relations	0	0	56
Agricultural Operations Support	8,122	0	13,822
Donation Income	28,672	0	31,256
Miscellaneous	700	0	2,343
Total Income	<u>285,043</u>	<u>263,500</u>	<u>311,917</u>
<u>EXPENSES:</u>			
Payroll:			
Monthly	19,392	0	19,976
Hourly	10,239	9,696	10,898
Student	64,425	75,000	69,422
Employee Benefits	11,588	0	11,455
Total Payroll	<u>105,644</u>	<u>84,696</u>	<u>111,751</u>
Administrative Fees	11,355	11,812	11,361
Bad Debt Expense	0	0	0
Dues/Memberships	404	600	404
Equipment:			
Depreciation	10,053	8,455	8,455
Rental/Repair	21,469	24,000	23,035
Miscellaneous:			
Inspections/Assessments	6,985	8,007	11,474
Purchased Products for Resale	57,003	50,000	67,668
Public Relations	0	1,200	243
Supplies:			
Cleaning Chemicals	4,167	0	4,904
Ingredients	31,588	32,000	31,004
Packaging	28,801	30,000	32,623
Miscellaneous	9,199	5,000	9,912
Uniforms	233	600	140
Total Expenses	<u>286,901</u>	<u>256,370</u>	<u>312,974</u>
NET SURPLUS/(DEFICIT)	<u>\$ (1,858)</u>	<u>\$ 7,130</u>	<u>\$ (1,057)</u>

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
DAIRY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 39,464	\$ 38,000	\$ 57,766
Sale of Products	624,010	701,786	847,156
Other Income	74,733	-	37,250
Donation Income (Non Cash)	84,430	50,000	103,606
Agricultural Operations Support	32,703	0	53,962
Federal Crop Subsidy	33,611	0	10,930
	<hr/>	<hr/>	<hr/>
Total Income	888,951	789,786	1,110,670
<u>EXPENSES:</u>			
Payroll:			
Monthly	26,606	0	26,606
Hourly	39,065	45,000	58,370
Student	195,174	190,000	212,316
Employee Benefits	18,385	11,880	20,890
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	279,230	246,880	318,182
Administrative Fees	35,303	35,405	40,587
Equipment:			
Depreciation	16,421	15,334	18,251
Rental/Repair	79,208	90,000	97,284
Feed	632,753	500,000	778,398
Insurance	4,770	4,768	4,770
Livestock Expense:			
Artificial Insemination/Embryo Transfer	35,715	36,000	31,317
Bedding	14,617	3,200	16,154
Biologicals/Antibiotics	29,830	20,000	28,923
DHI Testing/Classification	7,604	5,000	14,826
Donation of Livestock	5,880	0	0
Hoof Trimming	4,298	3,000	3,863
(Increase)/Decrease in Herd Value	16,914	0	3,854
Livestock Expense	4,428	0	5,469
Registration/Classification	4,196	4,500	4,070
Veterinary Services	32	4,000	1,734
Waste Management/Nutrient	3,196	1,000	3,578
Other	0	0	1,920
Supplies:			
Cleaning	40,176	18,000	42,058
Veterinary Supplies	907	2,000	2,474
Other	4,273	8,000	709
	<hr/>	<hr/>	<hr/>
Total Expenses	1,219,751	997,087	1,418,421
 NET SURPLUS/(DEFICIT)	 <hr/>	 <hr/>	 <hr/>
	\$ (330,800)	\$ (207,301)	\$ (307,751)
	<hr/>	<hr/>	<hr/>

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
DAIRY
FOR THE YEAR ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
BULLS	0	0	0	0
COWS	265	247	245	265
HEIFERS	63	72	108	125
TOTAL	328	319	353	390

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
GIBSON FARM MARKET
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Commissions	\$ 118,616	\$ 120,000	\$ 119,407
Food Sales	218,912	270,000	273,265
Non-Food Sales	37,872	65,000	65,798
Wine Sales	160,957	168,000	200,688
Agricultural Operations Support	20,247	0	29,556
	<hr/>	<hr/>	<hr/>
Total Income	556,604	623,000	688,714
EXPENSES:			
Payroll:			
Benefitted	61,393	58,240	60,320
Student	162,791	160,000	150,226
Employee Benefits	37,698	39,451	50,983
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	261,882	257,691	261,529
Advertising	0	1,000	46
Bad Debt Expense	0	50	0
Contract Labor - Custodial	649	700	613
Credit Card Fees	27,486	27,000	30,312
Donations	156	0	162
Equipment:			
Depreciation	12,110	12,110	12,110
Rental/Repair	5,115	6,000	8,070
Licenses/Taxes/Fees	9,354	10,000	8,911
Miscellaneous	(25)	400	303
Products for Resale - Wine	99,371	105,000	128,743
Products for Resale - Food	90,685	115,000	116,870
Products for Resale - Non-Food	12,812	32,500	31,252
Public Relations	34	500	170
Shrinkage	587	750	485
Supplies	24,993	27,000	26,782
Special Events	435	1,500	30
Uniforms	305	1,000	0
Utilities	899	1,700	626
	<hr/>	<hr/>	<hr/>
Total Expenses	546,848	599,901	627,014
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 9,756	\$ 23,099	\$ 61,700

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
FARM OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Agricultural Operations Support from University	\$ 71,578	\$ 195,505	\$ 52,529
Donation Income	1,550	0	1,600
Endowment Income:			
Interest Income	44,171	30,000	47,934
Miscellaneous	0	1,320	0
SBA PPP Federal Subsidy	2	0	0
	<hr/>	<hr/>	<hr/>
Total Income	117,301	226,825	102,063
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	3,216	5,000	5,667
Salaries/Wages	0	0	2,525
Student	9,834	30,000	9,967
Employee Benefits	0	0	486
Total Payroll	<hr/>	<hr/>	<hr/>
13,050	13,050	35,000	18,645
Equipment:			
Depreciation	9,731	4,524	4,524
Rental/Repair	306	4,000	2,106
Bad Debt	0	200	0
Miscellaneous	2,217	5,000	19,219
Supplies	12,384	10,000	4,740
Utilities	1,435	500	1,582
Waste Management/Nutrient	5,449	10,000	10,741
	<hr/>	<hr/>	<hr/>
Total Expenses	44,572	69,224	61,557
OPERATING SURPLUS/(DEFICIT)	<hr/>	<hr/>	<hr/>
	\$ 72,729	\$ 157,601	\$ 40,507
NONOPERATING ACTIVITIES			
Endowment Income:			
Unrealized Gain (Loss) on Securities	<hr/>	<hr/>	<hr/>
	275,803	0	(87,053)
Total Nonoperating Activities	<hr/>	<hr/>	<hr/>
	275,803	0	(87,053)
NET SURPLUS/(DEFICIT)	<hr/>	<hr/>	<hr/>
	\$ 348,532	\$ 157,601	\$ (46,547)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
FIELD CROPS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	<u>2020-21</u> <u>ACTUAL</u>	<u>2021-22</u> <u>BUDGET</u>	<u>2021-22</u> <u>ACTUAL</u>
<u>INCOME:</u>			
Sale of Products	\$ 173,727	\$ 188,756	\$ 193,171
Agricultural Operations Support	4,668	0	7,847
Donation Income (Non Cash)	13,769	0	15,637
	<hr/>		
Total Income	192,164	188,756	216,655
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	26,254	36,000	19,854
Benefitted	8,999	0	10,220
Student	6,971	10,000	12,482
Employee Benefits	4,769	0	5,417
Total Payroll	46,993	46,000	47,973
Administrative Fees	7,013	8,462	9,031
Equipment:			
Rental/Repair	31,184	28,000	27,945
Harvesting/Hauling	32,064	28,000	39,374
Miscellaneous	0	500	0
Supplies:			
Fertilizer	16,339	20,000	49,231
Herbicides	12,421	15,000	7,086
Insecticides	2,980	6,000	3,421
Irrigation	4,932	1,000	17,633
Seeds	14,559	15,000	15,351
Soil Amendments	0	4,000	0
Other	15,880	0	176
Utilities	30,050	15,000	32,932
	<hr/>		
Total Expenses	214,415	186,962	250,153
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ (22,251)	\$ 1,794	\$ (33,498)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - QUARTER HORSE/EQUINE
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 33,084	\$ 15,500	\$ 10,450
Boarding Fees-SHC	17,118	23,000	34,693
Boarding Fees-QH	28,560	10,740	39,914
Breeding	0	0	(250)
Equestrian Fees-SHC	11,250	11,250	14,063
Pen Rental	-	4,500	12,605
Other	278	1,000	630
Agricultural Operations Support	3,504	0	6,175
Donation Income	21,277	19,000	20,425
Total Income	115,071	84,990	138,705
<u>EXPENSES:</u>			
Payroll:			
Non-Benefitted	12,649	19,000	15,960
Student	20,883	21,000	20,443
Employee Benefits	3,062	0	3,348
Total Payroll	36,594	40,000	39,751
Administrative Fees	4,130	3,810	4,774
Credit Card Fees	909	950	1,030
Equipment:			
Depreciation	3,611	0	0
Rental/Repair	8,339	8,000	11,371
Feed	22,606	15,000	49,679
Livestock Expense:			
Donation of Livestock	3,360	0	960
Farrier	6,230	7,000	6,920
Decrease in Herd Valuation	1,920	0	(1,440)
Livestock Expense	7,036	0	5,069
Miscellaneous	24	0	117
Registration Fees	850	1,200	740
Veterinary Services	632	1,000	1,072
Supplies:			
Straw/Bedding	2,931	1,000	7,304
Veterinary Supplies	4,794	3,000	5,079
Other	33	250	65
Utilities	3,163	2,500	3,119
Total Expenses	107,162	83,710	135,610
NET SURPLUS/(DEFICIT)	\$ 7,909	\$ 1,280	\$ 3,095

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - QUARTER HORSE
FOR THE YEARS ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
STALLIONS	0	0	0	0
MARES	16	14	12	12
FILLIES & COLTS	9	10	8	12
GELDINGS	1	1	0	0
TOTAL	26	25	20	24

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
MEATS LABORATORY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 237,232	\$ 250,000	\$ 242,724
Catering	-	-	0
Custom Slaughter	25,263	10,000	31,821
Product Development	0	3,000	0
Agricultural Operations Support	4,405	0	11,781
Donation Income (Non Cash)	60,665	0	60,100
Miscellaneous	3,165	0	587
Total Income	330,730	263,000	347,013
<u>EXPENSES:</u>			
Payroll:			
Benefitted	39,637	0	39,637
Non-Benefitted	27,656	28,406	22,065
Student	35,547	50,000	60,216
Employee Benefits	29,819	5,500	26,930
Total Payroll	132,659	83,906	148,848
Administrative Fees	12,151	11,790	11,716
Equipment:			
Depreciation	17,986	15,513	15,513
Rental/Repair	804	3,000	1,866
Miscellaneous:			
Rendering	4,380	3,500	4,000
Other	899	1,500	1,477
Products for Resale	62,514	80,000	126,311
Livestock For Resale	23,209	28,000	20,871
Supplies:			
Packaging Materials	1,087	7,500	10,337
Processing Supplies	190	1,000	118
Small Equipment	4,190	2,000	5,269
Other	3,170	3,000	7,970
Total Expenses	263,239	240,709	354,296
NET SURPLUS/(DEFICIT)	\$ 67,491	\$ 22,291	\$ (7,283)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORCHARD
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 727,464	\$ 755,192	\$ 736,717
Other Income	39,537	15,000	83,427
Sale of Olive Oil (Bottled)	24,615	19,250	20,462
Agricultural Operations Support	11,857	0	22,875
Donation Income (Non Cash)	198,916	0	354,052
Federal Crop Subsidy	73,745	0	71,145
	<hr/>	<hr/>	<hr/>
Total Income	1,076,134	789,442	1,288,678
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	230,867	210,000	174,578
Benefitted	9,152	0	10,220
Student	47,717	42,000	53,561
Employee Benefits	4,697	0	7,296
Total Payroll	<hr/>	<hr/>	<hr/>
	292,433	252,000	255,953
Administrative Fees	39,581	35,390	52,692
Development Depreciation	33,828	33,828	33,828
Equipment:			
Depreciation	5,212	5,212	5,212
Rental/Repair	66,710	56,000	79,626
Harvesting/Marketing:			
Hauling	6,572	7,000	4,494
Other	22,495	23,000	35,131
Insurance	12,342	13,500	20,587
Irrigation	12,710	7,000	4,773
Miscellaneous	5,039	1,000	29,492
Net Change - Investment in Growing Crops	(29,929)	0	10,501
Products for Resale - Olive Oil	10,802	7,000	21,619
Supplies:			
Bees	59,700	70,000	49,200
Fertilizer	66,729	55,000	52,013
Fungicides	11,377	12,600	10,970
Herbicides	31,523	38,000	41,609
Insecticides	39,334	40,000	36,236
Other	28,759	6,000	22,385
Utilities	36,786	35,000	34,368
	<hr/>	<hr/>	<hr/>
Total Expenses	752,000	697,530	800,689
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 324,134	\$ 91,912	\$ 487,989

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORNAMENTAL HORTICULTURE - NURSERY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Greenhouse Plants(Store)	\$ 42,459	\$ 31,000	\$ 38,636
Nursery Plants	773	10,000	2,343
Organic Plants	4,113	5,000	5,279
Fresh Crops	4,629	5,000	3,079
Agricultural Operations Support	4,742	0	7,616
Donation Income (Non Cash)	32,597	0	33,161
Federal Subsidy	3,420	0	86
Other Income	133	1,000	1,245
	<hr/>	<hr/>	<hr/>
Total Income	92,866	52,000	91,445
<u>EXPENSES:</u>			
Payroll:			
Benefitted	18,828	0	19,392
Student	34,708	32,000	38,081
Contract Labor	198	0	0
Employee Benefits	13,769	0	13,769
Total Payroll	<hr/>	<hr/>	<hr/>
	67,503	32,000	71,242
Administrative Fees	2,540	2,331	2,158
Credit Card Fees	266	700	253
Depreciation	0	0	0
Equipment Rental/Repair	1,387	2,200	1,158
Miscellaneous:			
Certification/License	802	500	671
Miscellaneous	0	0	17
Office Supplies	453	800	710
Products for Resale:			
Bedding Plants/Perennials	0	0	302
Nursery/House Plants	2,272	2,000	3,048
Supplies:			
Containers	5,808	4,000	6,809
Fertilizers	100	400	292
Herbicides	183	200	42
Insecticides/Fungicides	80	100	339
Labels	2,084	130	1,816
Plant Material	125	0	0
Soil Media	5,268	4,000	5,832
Other	2,110	2,000	2,798
	<hr/>	<hr/>	<hr/>
Total Expenses	90,981	51,361	97,487
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 1,885	\$ 639	\$ (6,042)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
POULTRY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21 ACTUAL	2021-22 BUDGET	2021-22 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ -	\$ 1,750	\$ -
Foster Farms Stipend	103,514	60,000	103,514
Agricultural Operations Support	5,726	0	6,177
Total Income	109,240	61,750	109,691
<u>EXPENSES:</u>			
Payroll:			
Benefitted	29,115	0	29,115
Student	45,935	45,000	30,790
CSUF Benefits	14,399	0	14,399
Total Payroll	89,449	45,000	74,304
Administrative Fees	0	78	0
Equipment Rental/Repair	873	750	1,252
Minor Equipment	2,845	0	0
Miscellaneous	0	13,011	0
Supplies	4,133	400	230
Waste Management	782	771	902
Total Expenses	98,082	60,010	76,688
NET SURPLUS/(DEFICIT)	\$ 11,158	\$ 1,740	\$ 33,003

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SHEEP
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21 ACTUAL	2021-22 BUDGET	2021-22 ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 27,756	\$ 42,000	\$ 30,515
Other Income	0	500	0
Federal Subsidy	5,521	0	0
Agricultural Operations Support	641	0	666
	<hr/>	<hr/>	<hr/>
Total Income	33,918	42,500	31,181
<u>EXPENSES:</u>			
Payroll:			
Hourly	7,455	9,000	17,727
Student	3,352	5,000	0
Employee Benefits	1,745	0	3,508
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	12,552	14,000	21,235
Administrative Fees	1,522	1,905	1,299
Equipment:			
Rental/Repair	2,173	2,000	4,037
Feed	28,176	25,000	23,824
Livestock Expense:			
(Increase)/Decrease in Herd Valuation	1,563	0	(227)
Purchase of Livestock	0	1,000	3,406
Shearing	700	700	1,232
Miscellaneous:			
Other	0	0	288
Supplies:			
Bedding	0	200	0
Veterinary	1,976	2,500	3,545
Other	105	450	0
	<hr/>	<hr/>	<hr/>
Total Expenses	48,767	47,755	58,639
NET SURPLUS/(DEFICIT)	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (14,849)	\$ (5,255)	\$ (27,458)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SHEEP
FOR THE YEARS ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
STUD RAMS	5	4	2	3
EWES	108	83	78	59
LAMBS	45	65	58	81
TOTAL	158	152	138	143

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SWINE
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 75,901	\$ 125,509	\$ 97,866
Sale of Semen	0	600	0
Other	0	100	2,500
Agricultural Operations Support	1,512	0	2,703
Donation Income	63,148	0	63,148
Federal Subsidy	14,044	0	0
	<hr/>	<hr/>	<hr/>
Total Income	154,605	126,209	166,217
<u>EXPENSES:</u>			
Payroll:			
Benefitted	41,894	0	41,894
Student	10,412	21,600	12,841
Employee Benefits	21,254	0	21,254
Total Payroll	<hr/>	<hr/>	<hr/>
	73,560	21,600	75,989
Administrative Fees	4,114	5,658	4,274
Bad Debt Expense	1	0	650
Equipment:			
Rental/Repair	1,943	3,000	1,083
Feed	112,172	110,781	112,605
Livestock Expense:			
(Increase)/Decrease in Herd Valuation	(1,955)	0	7,335
Purchase of Semen	5,285	5,700	5,200
Miscellaneous:			
Advertising	0	500	0
Dues	150	225	0
Miscellaneous	0	200	209
Registrations	0	400	0
Veterinary Services	0	250	0
Supplies:			
Artificial Insemination	1,087	600	77
Bedding:			
Straw	1,393	1,420	680
Shavings	0	0	64
Miscellaneous	50	0	80
Pharmaceuticals	2,771	4,500	3,028
Travel	0	0	0
	<hr/>	<hr/>	<hr/>
Total Expenses	200,571	154,834	211,274
NET SURPLUS/(DEFICIT)	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (45,966)	\$ (28,625)	\$ (45,057)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SWINE
FOR THE YEARS ENDED JUNE 30, 2022

CLASSIFICATION	2019	2020	2021	2022
HERD BOARS	5	3	8	5
BREEDING SOWS	66	52	55	40
MARKET SWINE	294	236	256	180
TOTAL	365	291	319	225

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VEGETABLE CROPS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 430,954	\$ 389,340	\$ 436,150
Agricultural Operations Support	7,725	0	9,414
Donation Income (Non Cash)	35,785	0	36,522
Miscellaneous Income	199	0	158
Federal Subsidy	29,599	0	0
Total Income	504,262	389,340	482,244
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	267,549	190,000	283,008
Benefitted	24,530	0	25,267
Student	25,371	26,000	14,492
Employee Benefits	11,255	0	11,255
Total Payroll	328,705	216,000	334,022
Administrative Fees	21,078	17,454	18,580
Equipment:			
Rental/Repair	37,776	30,000	34,010
Supplies:			
Fertilizers	30,709	21,000	30,566
Fungicides	945	2,000	0
Herbicides	22,607	13,000	18,988
Insecticides	16,425	10,500	13,960
Irrigation	4,529	9,000	8,134
Seed	28,608	21,000	18,597
Other	22,625	12,000	25,239
Utilities	29,283	20,000	29,828
Total Expenses	543,290	371,954	531,924
NET SURPLUS/(DEFICIT)	\$ (39,028)	\$ 17,386	\$ (49,680)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VINEYARD - TABLE GRAPES
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Sale of Products	\$ 640,100	\$ 654,882	\$ 465,365
Raisin Income	0	42,210	0
Agricultural Operations Support	4,003	0	5,730
Donation Income (Non Cash)	5,000	0	0
Miscellaneous Income	6,070	2,000	46,663
Federal Crop Subsidy	29,553	0	22,423
	<hr/>	<hr/>	<hr/>
Total Income	684,726	699,092	540,181
EXPENSES:			
Payroll:			
Contract Labor	413,688	450,000	354,230
Benefitted	19,495	19,378	20,341
Non-Benefitted	0	0	0
Student	20,567	24,000	19,025
Employee Benefits	6,578	5,721	6,832
Total Payroll	<hr/>	<hr/>	<hr/>
	460,328	499,099	400,428
Administrative Fees	30,904	31,339	22,758
Equipment:			
Rental/Repair	12,152	18,000	10,498
Harvesting/Packing/Marketing	32,032	32,000	25,549
Miscellaneous:			
Crop Insurance	14,197	13,000	9,379
Laundry	0	0	0
Other	949	500	9,339
Net Change-Investment in Growing Crops	8,700	0	7,440
Supplies:			
Fertilizers	4,277	5,000	7,537
Fungicides	17,612	17,500	7,181
Growth Regulator	7,414	8,000	3,300
Herbicides	4,092	8,000	5,751
Insecticides	13,730	9,500	11,349
Packaging Materials	0	3,500	0
Soil Amendments	0	8,000	0
Trellis Repair	78	500	445
Other	3,840	3,000	2,336
Utilities	19,658	16,000	16,146
	<hr/>	<hr/>	<hr/>
Total Expenses	629,963	672,938	539,436
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT)	54,763	26,154	745
NONCASH EXPENSES:			
Development Depreciation	8,290	8,290	8,290
Equipment Depreciation	3,238	3,238	3,238
Total Non Cash Expenses	<hr/>	<hr/>	<hr/>
	11,528	11,528	11,528
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 43,235	\$ 14,626	\$ (10,783)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VINEYARD - WINE GRAPES
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Sale of Products	\$ 201,460	\$ 217,491	\$ 174,824
Miscellaneous Income	1,328	0	5,605
Agricultural Operations Support	1,988	0	2,906
Federal Subsidy	18,488	0	3,793
Total Income	223,264	217,491	187,128
EXPENSES:			
Payroll:			
Contract Labor	70,598	74,500	62,856
Benefitted	19,495	19,378	20,341
Non-Benefitted	0	0	0
Student	11,073	10,800	8,794
Employee Benefits	6,578	5,721	6,832
Total Payroll	107,744	110,399	98,823
Administrative Fees	10,121	9,750	7,845
Equipment:			
Rental/Repair	10,541	11,200	9,328
Harvest/Hauling	8,125	8,500	8,600
Insurance	2,543	2,600	2,405
Miscellaneous	295	500	295
Net Change - Investment in Growing Crops	(23,021)	0	22,264
Supplies:			
Fertilizers	10,955	4,000	5,919
Fungicides	23,815	12,000	9,368
Herbicides	4,477	6,000	6,485
Insecticides	14,735	6,000	5,983
Irrigation	0	500	0
Other	1,779	3,000	1,051
Soil Amendments	0	7,000	0
Utilities	6,002	6,500	4,484
Total Expenses	178,111	187,949	182,850
SURPLUS/(DEFICIT)	45,153	29,542	4,278
NONCASH EXPENSES:			
Development Depreciation	20,150	20,150	20,150
Equipment Depreciation	5,118	5,118	5,118
Total Non Cash Expenses	25,268	25,268	25,268
NET SURPLUS/(DEFICIT)	\$ 19,885	\$ 4,274	\$ (20,990)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
WINERY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21	2021-22	2021-22
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products:			
Resale	\$ 254,900	\$ 320,000	\$ 231,759
Taxable	123,288	107,070	142,871
Other Income	791	8,000	5,224
Public Relations	1,470	3,600	6,688
Shipping Charges	10,357	10,500	10,891
Agricultural Operations Support	7,193	0	11,531
Donation Income	17,017	21,400	62,070
	<hr/>	<hr/>	<hr/>
Total Income	415,016	470,570	471,034
<u>EXPENSES:</u>			
Payroll:			
Marketing/Sales	\$ 34,332	\$ -	\$ 37,751
Winemaker	82,400	116,200	82,400
Non-Benefitted	0	1,200	0
Student	49,771	64,000	51,527
Employee Benefits	15,755	14,200	15,648
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	17,808	16,295	16,640
Advertising/Public Relations	2,851	6,400	15,073
Advertising	710	0	271
Bottling Services	14,996	11,985	10,116
Public Relations	108	0	1,002
Public Relations Sales Tax	9	0	84
Consulting	0	2,000	0
Credit Card Fees	4,350	2,900	4,482
Commissions-TCB	0	0	0
Dues/License Fees/Taxes	7,459	6,800	6,194
Equipment Main/Repair	10,241	12,000	12,818
(Increase)/Decrease in Wine Inventory	24,697	0	1,728
Insurance	615	615	615
Miscellaneous	3,114	2,700	3,119
Office Supplies/Mail/Printing Services	3,059	3,800	2,127
Postage/Freight	17,016	10,500	13,220
Shrinkage	1,117	2,400	1,276

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
WINERY
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2020-21 ACTUAL	2021-22 BUDGET	2021-22 ACTUAL
<u>EXPENSES (continued):</u>			
Supplies:			
Barrels	1,031	3,000	262
Bottles	44,251	46,528	45,627
Capsules	1,342	1,452	2,617
Chemicals/Cleaners/Gases	20,769	14,500	16,773
Concentrate/Wine	20,201	6,700	12,853
Corks	8,906	9,592	17,620
Filtering Materials	2,061	2,309	1,195
Grapes	44,680	58,530	47,604
Labels	18,598	19,624	22,466
Laboratory Supplies	1,514	7,200	1,615
Testing	1,789	200	3,302
Packaging Materials	7,023	4,000	5,407
Yeast/Enzymes	0	1,800	0
Travel	0	0	202
Uniforms	0	200	0
	<hr/>	<hr/>	<hr/>
Total Expenses	462,573	449,630	453,634
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT)	(47,557)	20,940	17,400
	<hr/>	<hr/>	<hr/>
NONCASH EXPENSES:			
Equipment Depreciation	757	0	0
Total Non Cash Expenses	757	-	-
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ (48,314)	\$ 20,940	\$ 17,400
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>