

**Student Fee Review Board  
Funding Application for Fiscal Year  
2021-2022**

Student Publications

Name of Unit

Daven Quelle

Business Manager

Dean/Director

Title

MSC03 2230; Marron Hall, Room 107

Campus Address

277-5656

daven@unm.edu

Campus Phone

E-mail Address

\$ 85,000

daven.quelle@dailylobo.com

Total Amount Requested

Alternate Email Address

One-Time Funding ☐ Recurring ☒ Requesting Increase ☒

**CERTIFICATION**

I certify that the statements herein are true and complete to the best of my knowledge and accept the obligation to comply with the terms and conditions of the Student Fee Review Board. I understand that the SFRB is a **recommendation** body and that its funding allocations are subject to revision by the Budget Leadership Team before final approval.

Daven Quelle

Submitted By (Print Name)



Department Head Signature

09/11/20

Date

Please submit an electronic version of this application via email to [SFRB@unm.edu](mailto:SFRB@unm.edu).

**DEADLINE September 11, 2020, 5:00 PM.**

**\*Late applications will not be accepted**

**Student Publications**  
**SFRB Application 2021-22**  
**Executive Summary**

The UNM Department of Student Publications supports students who participate in and learn from the opportunities offered in its publications: *Daily Lobo*, *Conceptions Southwest* and *Limina*, *UNM Nonfiction Review*. Each publication is created entirely by students with the target audience of the University of New Mexico students, faculty, staff and community.

The *Daily Lobo* is the University of New Mexico's only recognized student newspaper. The *Daily Lobo* employs 75-90 students each year to produce the newspaper and support its operations. Students are involved in all aspects of producing a newspaper and its operations—delivery, accounting, advertising sales, design, layout, reporting, photography, videography and editing.

The role of the *Daily Lobo* is (1) to provide a learning environment where students can develop skills in all aspects of newspaper operations including journalism and advertising; (2) to give students, faculty, staff, departments and student organizations access to the university community via letters to the editor, calendar events and both free and paid advertising; (3) to provide news, information, entertainment and forums for the dissemination of ideas to readers in the university community. All editorial policy is determined by the editor-in-chief, who is a student. Content is published at the discretion of *Daily Lobo* editors, without prior review or consideration by staff or administration. The role of journalism is essential to a representative government—democracy depends on informed citizens. It is more critical than ever that young journalists acquire the working skills necessary to enter the job market and contribute to journalism and democracy.

The majority of revenue for Student Publications is self-generated through advertising sales in *Daily Lobo*'s newspaper, website and products. The *Daily Lobo* continues to experience the challenges that newspapers are facing nationwide—dramatic increases in availability of digital new sources and a plethora of social media outlets has created declines in print advertising sales without the ability to monetize digital and social media to replace the revenue at the same levels. Businesses that were once the core of *Daily Lobo* advertising have not recovered from the disruption of A.R.T. The pandemic has decimated local businesses and university budgets. From March to June, the *Daily Lobo* ceased publishing, which resulted in no income for those months. The *Daily Lobo* pivoted in April to produce an email newsletter, but cannot monetize it well until the subscription base is increased. We will continue to seek and develop new revenue streams, but the availability of advertising funds from local businesses and campus departments has been dramatically impacted.

Student Publications does receive a percentage of student fees collected by ASUNM from undergraduate students, as per the ASUNM constitution (Article VI, Section 3, B2). The exact amount of the allocation is determined by current undergraduate enrollment. The Student Publication Board allocates \$12,800 of this money to its two magazines, *Conceptions Southwest* and *Limina*, *UNM Nonfiction Review*; each receiving \$6,400. The income for these magazines is spent on editor stipends and printing costs.

To continue providing students with opportunities to gain real-world experience, and providing the community with coverage of events taking place within the campus, the *Daily Lobo* needs support from the University. For FY19, FY20 and FY21 the *Daily Lobo* asked for recurring funding of \$75,000 to ensure that student jobs were funded and not dependent on the vagaries of advertising revenue. SFRB granted one-time funding of \$25,000 for FY19; \$15,000 for FY20 and \$13,500 for FY21. For FY22 the *Daily Lobo* renews its application for recurring funding of \$85,000 for funding of student salaries and our average rolling deficit of \$85,000 over the past several years.

**Student Publications**  
**SFRB Application 2021-22**  
**Application Questions**

**1. Describe the history and mission of your unit, and how its services support the mission of the University.**

The UNM Department of Student Publications supports students who participate in and learn from the opportunities offered in its publications: *Daily Lobo*, *Conceptions Southwest* and *Limina*, *UNM Nonfiction Review*. Each publication is created entirely by students with the target audience of the University of New Mexico students, faculty, staff and community. Student Publications contracts with commercial printers for each publication. Each publication is distributed to the university community free of charge.

*Mission: The UNM Department of Student Publications supports students who participate in and learn from the opportunities offered in its publications. The department provides an environment and the professional resources to ensure an optimal learning experience as an adjunct to formal classroom instruction. The primary objective is to build a broad base of student writers, editors, photographers, designers and advertising professionals for the future.*

The *Daily Lobo* is the University of New Mexico's only recognized student newspaper. The *Daily Lobo* employs 75-100 students each year to produce the newspaper and support its operations. Students are involved in all aspects of producing a newspaper and its operations—delivery, accounting, advertising sales, design, layout, reporting, photography, videography and editing.

The role of the *Daily Lobo* is (1) to provide news, information, entertainment and forums for the dissemination of ideas to the university community; (2) to provide a learning environment where students can develop skills in all aspects of newspaper operations including journalism and advertising. All editorial policy is determined by the editor-in-chief, who is a student. Content is published at the discretion of *Daily Lobo* editors, without prior review or consideration by administration. The role of journalism is essential to a representative government—democracy depends on informed citizens. It is more critical than ever that young journalists acquire the working skills necessary to enter the job market and contribute to journalism and democracy.

The first iteration of the student newspaper was *The Cactus* in 1895. Renamed *The Mirage* in 1898, the newspaper published weekly until 1909 when it became UNM Weekly. In 1923, the name was again changed to *New Mexico Lobo*. At that time, *The Mirage* became the name of the yearbook published by Student Publications from 1906-1975. In the 1960s, the *New Mexico Lobo* began publishing the newspaper daily during the fall and spring semesters, and the name was changed 1974 to *Daily Lobo* to reflect the frequency of publications. The *Daily Lobo* introduced its website, [dailylobo.com](http://dailylobo.com) in the 1990s. In 2015, the *Daily Lobo* continued to publish daily on its website, and prints newspapers twice weekly throughout the fall and spring semesters. The *Daily Lobo* ceased print publications from March through July of 2020, when campus closed due to the pandemic. In April 2020, the *Daily Lobo* pivoted to an email newsletter, which is published on Mondays, Wednesdays and Fridays, which is still produced. For 2020-21, the *Daily Lobo* will print

weekly on Mondays. The *Daily Lobo* began producing detailed coronavirus tracking tables on the website, which has resulted in increased traffic to the website.

*Conceptions Southwest (CSW)* is a student-produced annual art and literary magazine for the University of New Mexico. *CSW* has been publishing since 1978. A student editor recruits a volunteer staff of 15-20 students who seek submissions, select pieces for publication, and designs the magazine for print.

In 1989, Student Publications introduced non-fiction magazine for the university community—*Best Student Essays*. After research and debate, in 2019 the magazine was renamed *Limina, UNM Nonfiction Review*. *Limina* is a student-produced bi-annual non-fiction magazine of essays written by students and nominated by professors. A student editor recruits a volunteer staff of 10-12 students who seek submissions, select pieces for publication, and designs the magazine for print. In 2018, the magazine changed to an annual publication to aid in the submission process achieve a more professional product within the same budget.

**a. What services does your unit specialize in that are not offered in a similar form elsewhere within the University?**

*Daily Lobo*, *Conceptions Southwest* and *Limina, UNM Nonfiction Review* are the only publications of their kind on campus. Each publication is created entirely by students with the target audience of the University of New Mexico students, faculty, staff and community. Each publication provides a unique opportunity to work and/or be published. As the independent voice of UNM, the *Daily Lobo* strives to cover news and events taking place on campus and of interest to students. The *Daily Lobo* provides opportunities for student groups, campus departments, and local businesses to purchase advertising to market their programs and events. Student groups and campus departments are included in the calendar of events curated and published by the *Daily Lobo* in print and online. UNM students are given free ads in several categories in the classified section of the *Daily Lobo* in print and online. Further, the *Daily Lobo* accepts and publishes letters from individuals within the university community, giving the community even more access to the student newspaper. All advertising in the *Daily Lobo* and its products are sold by the student advertising staff.

**b. How does your unit serve the University's commitment to diversity?**

*Daily Lobo*, *Conceptions Southwest* and *Limina, UNM Nonfiction Review* reflect the various views of the student body. Each editor works to solicit and or cover a balanced array of submissions or coverage.

The more than 100 students who work among our three publications roughly mirror the diversity of UNM's student population demographics, based on a recent data report provided by the Office of Student Affairs, based on banner ids of 126 students who were employed at Student Publications between July 1, 2018 and June 30, 2019. For example, approximately 52% of our students are female, 39% are Hispanic and 23% are first generation students. We employ both undergraduate and graduate students, and students come from a variety of academic programs. Certainly Student Publications, in particular the *Daily Lobo*, attract Journalism and Mass Communication students,

but this field of study represents only 17-20% of majors declared by our students—from the same data report referenced above, 40 different majors were declared by our 126 students. Our students come from a varied economic background as well. Approximately 32% our students have received federal Pell Grant awards.

**2. Briefly describe each program/project in your unit that is funded specifically by student fees. What are the outcomes, so far, of each program/project? What, if any, changes do you plan to make to these programs/projects?**

Student Publications does receive a percentage of student fees collected by ASUNM from undergraduate students, as per the ASUNM constitution (Article VI, Section 3, B2). Funding from student fees and a fully funded SFRB request would fund our student salary budget and address our yearly average rolling deficit of \$85,000.

Students are involved in all aspects of producing a newspaper and its operations—delivery, accounting, advertising sales, design, layout, reporting, photography, videography and editing. All of these positions are paid positions. As students increasingly engage with their world through digital and social media, the *Daily Lobo* must evolve to better meet the needs of readers, advertisers and student staff, who are the future of journalism. Producing multimedia content, digital packages, social media engagement and podcasts are necessary in a modern newsroom, and the *Daily Lobo* must offer educational opportunities for student staff in order to provide quality experiential learning. Funding for student salaries for both print and new digital/social platforms allows for the continuation of the educational mission of Student Publications.

**3. Does your unit have an SFRB balance forward? If so, please justify this balance forward and describe how you will utilize it.**

Student Publications does not have an SFRB balance forward.

**4. Describe any increase in SFRB funding you are requesting, and provide justification detailing how raising student fees will improve your unit's impact on the student population. If requesting increases for multiple programs/projects, which program/project is your top priority? If requesting an increase, please state any reserves in your unit's budget and provide justification for not using said reserves for the requested increase.**

To continue providing students with opportunities to gain real-world experience, and providing the community with coverage of events taking place within the campus, Student Publications needs support from the University. For FY19, FY20 and FY21, Student Publications asked for recurring funding of \$75,000 to ensure that student jobs were funded and not dependent on the vagaries of advertising revenue. SFRB granted one-time funding of \$25,000 for FY19, \$15,000 for FY20 and \$13,500 for FY21. For FY21, Student Publications asks for recurring funding of \$85,000 to fund student salaries and address our yearly average rolling deficit of \$85,000. In the current pandemic and resulting economic downturn which will negatively impact advertising sales for the future, the

*Daily Lobo* is dependent on support from the university to continue operations.

Funding for Student Publications, particularly the *Daily Lobo*, is important to ensure that the university's student newspaper is able to continue to provide student learning and access to information for the UNM community in the future. Historically the *Daily Lobo* has been able to adequately cover its expenses with revenue from advertising, with a measure of support from student fees via the ASUNM constitution. Unfortunately, as print revenues decline, digital revenues replace only a fraction of the lost revenue. The *Daily Lobo* has reduced expenses where possible, without cutting student positions and now must seek support for student salaries to continue. For FY20, with a shift to using work study wherever possible, and reduced content during the campus closure, student salaries at the *Daily Lobo* were \$85,272. SFRB funding, along with ASUNM fees, would ensure that student salaries are protected at the *Daily Lobo* and address our yearly average rolling deficit of \$85,000.

**5. What are your unit's current non-SFRB sources of funding (e.g. Instructional & General, state or federal grants, self-generated revenue), and if applicable, what additional funding sources are you seeking this fiscal year?**

The majority of revenue for Student Publications is self-generated through advertising sales in *Daily Lobo* newspaper, website and products such as the *Lobo Deals* magazine.

Student Publications also receives 8.5 percent of student fees collected by ASUNM from undergraduate students, as per the ASUNM constitution (Article VI, Section 3, B2). The exact amount of the allocation is determined by current undergraduate enrollment. The Student Publication Board allocates \$12,800 of this money to its two magazines, *Conceptions Southwest* and *Limina, UNM Nonfiction Review*; each receiving \$6,400. The majority of this income for these magazines is spent on editor stipends printing costs.

The remainder of the student fee allocation is used to fund undergraduate subscriptions by providing for student salaries for the *Daily Lobo*.

**a. What increases or decreases from non-SFRB funding sources do you anticipate compared to your budget last year?**

The *Daily Lobo* continues to experience the challenges that newspapers are facing nationwide—dramatic increases in availability of digital new sources and a plethora of social media outlets creating declines in print advertising sales. After much discussion and deliberation the Student Publications Board voted to reduce print frequency from five to two days a week for FY16, but to publish content digitally five days a week. With a new print contract with the Santa Fe New Mexican, and dropping the Associated Press subscription, the *Daily Lobo* reduced its overall budget by \$129,000 from FY15. However, print sales continued to decline. The majority of college newspapers in the United States have reduced print frequency in the face of disruptive digital and social media innovation. Competition for reader's attention in the digital realm is fierce, and newspapers are not able to monetize digital products in the way print products can be leveraged. Ad blocking technology on websites has further undermined the industry's ability to monetize

digital news outlets.

As it became apparent that the *Daily Lobo* was going to have another year in which expenses exceeded revenue for fiscal year 2016, and there were no longer reserves to cover deficits, the Student Publications Board met to discuss best options moving forward. The Associate Director retired in February, and the Student Publications Board voted to restructure the department, and increase responsibilities of the two remaining professional staff members. At the end of the fiscal year, *Daily Lobo* index 410000 had a deficit balance of \$60,000.

With a restructured professional staff, a tightened budget for expenses, and reduced revenue expectations for advertising sales, Student Publications expected that fiscal year 2017 would have a positive balance toward its deficit. However, advertising sales revenue continues to slide. The economy in the state is still lagging, and businesses who advertised with the *Daily Lobo* have not recovered from the recession. The A.R.T. construction along Central Avenue devastated small businesses that were once the core of *Daily Lobo* advertising. Reductions in budgets to the University dramatically decreased advertising budgets for campus departments. The *Daily Lobo* once again did not meet projected revenue budgets, and fiscal year 2017 ended with another deficit of \$38,000.

Even with these actions, revenue from print continues to slide dramatically, and digital revenue only replaces a fraction of the revenue. For FY18, Student Publications ended with another deficit, bringing the total deficit to \$161,000. The *Daily Lobo* restructured student positions in the advertising office to better address the falling revenue, and reduced the rate for campus departments and student organizations as a way to generate advertising. For FY19, Student Publications ended with a total deficit of \$247,663.

The *Daily Lobo* reduced revenue expectations again, and has a deficit reduction plan in place with Student Affairs, and is continuing to look for ways to generate more revenue and decrease expenses. For example, wherever possible, pay structures have been revised to allow Student Publications to hire work study students. Our unit administrator has moved to a different department, and so we now have a professional staff of one. With the pandemic resulting in campus closure and no income for March - June, Student Publications had another deficit of \$83,046, for FY20, for a total deficit of \$330,709. Our annual average yearly deficit is \$85,000.

**b. Please complete Budget Form C for non-SFRB income.**

Completed and attached.

**6. Describe student participation in your unit, and any plans to improve it, addressing each of the following bullet points.**

The vision of Student Publications is to provide student-generated news, advertising and information for the University of New Mexico community while serving as a learning laboratory for the students we serve. To this end, students are an integral part of the department. Student Publications now has one professional staff member, and 95-125 students. Students make all content decisions for each

of the publications, as well as recruiting, hiring, and training peers to work in various student staff positions. Student Publications is creating an alumni network to provide workshops and mentoring on an ongoing basis as part of the educational environment.

**a. How are students involved in the governance/decision-making of your unit?**

Students make all content decisions for each of their respective publications, without prior review from staff, or consideration from administration. Students also recruit, hire, and train peers to work in various student staff positions for each of the publications.

Below is an excerpt from the Student Publications policy statement which describes the governance of our department:

*The UNM Student Publications Board, hereafter known as the Board, is publisher of the student publications: Conceptions Southwest, Best Student Essays, and the New Mexico Daily Lobo. As such the Board is an advocate for the interests and well-being of the students who comprise the respective staffs and has ultimate responsibility for the financial integrity of the student publications. In addition, the Board has the authority to determine policy, to select the editors, to maintain the editorial freedom of these publications and to assure that these publications serve the students of the University of New Mexico, subject to the statutory and constitutional authority placed in the Board of Regents.*

*Content is the product of student effort and is controlled by student editors and managers. The student press at the University of New Mexico is free of censorship and advance approval of content. Students alone are responsible for the content, design and character of the publications they produce.*

*The Student Publications Board shall be composed of the following members:*

- 1. One member selected from among the ASUNM Senate by the ASUNM vice president;*
- 2. Two members selected from among the undergraduate students by the ASUNM president;*
- 3. One member selected from among undergraduate students by the UNM student chapter of the Society of Professional Journalists.*
- 4. One person selected from among graduate students by the president of the Graduate and Professional Students Association;*
- 5. Two faculty members appointed by the president of the Faculty Senate;*
- 6. One person selected from among the University staff and administration by the president of the University;*
- 7. One journalist, otherwise unaffiliated with the University, who shall be appointed by the president of the New Mexico Press Association.*

Students make up the majority of the Student Publications Board. The makeup of the Board was carefully designed to reflect various constituencies within the university community.



**b. How many students do you employ (including graduate assistants, interns, etc.)?**

Student Publications typically employs 75-100 students, primarily at the *Daily Lobo*. For the year July 1, 2018-June 30, 2019, we had 126 students employed. There are another 15-20 students who work with the magazines on a volunteer basis.

**7. Describe specific improvements your unit has made in the last fiscal year to the visibility/accessibility of its services, and any plans to further improve visibility/accessibility.**

The *Daily Lobo* has created an email newsletter that is sent to 1,300 subscribers on Mondays, Wednesdays, and Fridays. The *Daily Lobo* continues to push its presence on social media, and the advertising staff has created its own social media channels for promotions. Each reporter is asked to have a Twitter account and be active. *Conceptions Southwest* and *Limina* attend Publications Fairs on campus to recruit staff, and provide exposure for their magazines. Student Publications is creating an alumni network to provide workshops and mentoring on an ongoing basis as part of the educational environment.

**8. How does your unit collaborate with other campus units and/or off-campus entities?**

Student Publications collaborates with other departments within Student Affairs at regular meetings. The *Daily Lobo* works with departments, student government, student organizations and local businesses for news articles and advertising. The *Daily Lobo* participates in Discover UNM at new student orientation sessions. The *Daily Lobo* presents to Journalism classes, and has occasionally worked informally with classes who are producing content and submitting pieces for consideration. There is no formal tie between the Communication and Journalism department and the *Daily Lobo*. *Daily Lobo* editors are regular guests on KUNM and KNME.

**9. What methods have been used in evaluating your unit's impact on the student population (e.g. surveys, focus groups, interviews), and how effective have those methods been? Please provide any data collected if it pertains to the application.**

Online traffic of the *Daily Lobo* website has increased 400% during the pandemic, based on analytics provided by Google. Returns of print publications from distribution points across campus remains 3-5%.

**10. If your unit received specific recommendations from last year's SFRB, what are your unit's current plans to address these recommendations?**

Student Publications did not receive any recommendations from last year's SFRB.

**11. Provide any other information or a narrative that will assist the SFRB in making its decision to fund your unit.**

Student Publications has been able to maintain the operations of a newspaper and magazines with

the model of a percentage of student fees and advertising revenues until very recently. The digital shift in media consumption has changed the business model for newspapers. The pressures of decreased revenue from economic forces, and the necessary shift to digital platforms that are difficult to monetize have created an untenable financial situation for Student Publications and the *Daily Lobo*. As we continue to shift into more digital and social media platforms, the *Daily Lobo* will need to invest in infrastructure to support this change. While we continue to try to innovate, create new revenue streams, and cut expenses, Student Publications is asking for institutional support from the university and SFRB. Further cuts in expenses to mirror declining revenue will result in cuts to content, which would negatively impact the entire university community, and to our students, who gain valuable real-world experience at the *Daily Lobo*. The *Daily Lobo* budgets \$140,000 for student salaries. Due to unrealized content and work study allocations, the *Daily Lobo*'s actual expense line for student salaries in FY19 was \$85,272. Student Publications and the *Daily Lobo* ask for funding from SFRB to support student salaries and address our yearly average rolling deficit of \$85,000.

Student Publications is asking for support for students at the *Daily Lobo* for the future, with funding adequate to ensure that student salaries are not impacted so the *Daily Lobo* can continue to provide the information the community relies on, and the training for future journalists, designers and business professionals. Graduates from the editorial staff have the experience to land jobs in newsrooms around the country. The role of journalism is essential to a representative government—democracy depends on informed citizens. It is more critical than ever that young journalists acquire the working skills necessary to enter the job market and contribute to journalism and democracy.

# SFRB Funding Request Form

DEPARTMENT	Student Publications
VICE PRESIDENT	Dr. Eliso Torres
INDEX #	410000

	A	B	C	D	E	F
DESCRIPTION	ORGANIZATION OPERATING BUDGET 2019 -2020	TOTAL BUDGET 2020 - 2021 (not including SFRB)	SFRB BUDGET 2020 - 2021	TOTAL BUDGET 2021 - 2022 (not including SFRB)	SFRB BUDGET REQUESTED 2021- 2022	SFRB FUNDING INCREASE/DECREASE REQUEST 2021 - 2022
1 Faculty salaries						-
2 Staff salaries	88,633.75	59,109		59,109		
3 SUBTOTAL NON-STUDENT SALARIES (Line 1+2)	\$ 88,633.75	\$ 59,109.00	\$ -	\$ 59,109.00	\$ -	\$ -
4 Student (student employment & workstudy)	85,271.77	87,765	13,500	87,765	85,000	71,500
5 GA, TA, RA - Pay and Benefits						
6 Fringe Benefits on Staff & Faculty salary	36,611.07	23,081		23,081		
7 TOTAL COMPENSATION (Lines 3 - 6)	\$ 210,516.59	\$ 169,955.00	\$ 13,500.00	\$ 169,955.00	\$ 85,000.00	\$ 71,500.00
GENERAL EXPENSES						-
8 Office supplies	518.99	750		750		
9 Media supplies	471.00	300		300		
10 Computers-internet, software, supplies	1,008.00	1,455		1,455		
11 Non Capital equipment, tools	314.98	50		50		
12 Dues, membership	250.00	250		250		
13 Books, periodicals	120.00	-		-		
14 Postage	5,313.35	5,300		5,300		
15 Student travel	514.50	600		600		
16 Telecom	2,565.00	1,550		1,550		
17 Long Distance	80.74	50		50		
18 Voice Mail	900.00	900		900		
19 Internet fees	119.97	150		150		
20 Media services	639.69	450		450		
21 Promotional expense	405.00	500		500		
22 Printing/Binding	213.77	3,550		3,550		
23 Professional services--printing DL	39,930.52	38,000		38,000		
24 Professional services--other	16,539.54	12,000		12,000		
25 Repairs and maintenance	703.65	700		700		
26 Banking fees	2,064	2,000		2,000		
27 Foundation surcharge	1,414	2,000		2,000		
28 Bsd Debt	-	250		250		
29						
30						
TOTAL GENERAL EXPENSES (Line 8 - 30)	\$ 74,087.10	\$ 70,805.00	\$ -	\$ 70,805.00	\$ -	\$ -

# Form C

## External Funding Sources

This form is used ONLY if you have **EXTERNAL FUNDING SOURCES**

DEPARTMENT  
VICE PRESIDENT  
INDEX(es) #

Student Publications  
Dr. Eliseo Torres  
410000

STUDENT FEE REVIEW BOARD  
FISCAL YEAR 2021-2022

FUNDING SOURCE	2020-2021 BUDGET	2021-2022 FORECASTED BUDGET	Funding Increase Request for 2021-2022
1 Student Fee Review Board (SFRB)	13,500	85,000	71,500
2 UNM Instruction & General			-
3 Private Donations			-
4 Fundraising/Foundation/Development			-
5 State Funding			-
6 Federal Funding			-
7 Grants (including federal and private)			-
8 Self-Generated Revenue	170,000	125,000	
9			-
10 <b>If Other(s), please list below:</b>			-
11 ASUNM Allocation	60,000	60,000	
12			-
13			-
14			-
15			-
16			-
17			-
18			-
19			-
20			
21			
22			
23			
24			
25			-
26			-
27			-
28			
29			-
30			-
<b>TOTAL OPERATING INCOME/REVENUE</b>	<b>\$ 243,500.00</b>	<b>\$ 270,000.00</b>	<b>\$ 71,500.00</b>

\*The narrative response to question #5 must reflect this information