COSAF Presentation 2019–20

## Importance of The California Aggie

- Integral part of UC Davis community since 1915
  - Provides a history of UC Davis and city of Davis
- 140 staffers (3.5x the size of 2014)
- Only hands-on journalism experience for:
  - Editors
  - Staff Writers
  - Photographers
  - Graphic Designers
  - Layout Artists
  - Copyreaders
  - New Media Developers
  - Sales Staff

#### californiaaggie 🛛 🗗 the california aggie 📝 Øcaliforniaaggie 🔼 Øcaliforniaaggie 'HE CALIFORNIA A ISCONDUCT. BULLYING. **ALIATION, HAZING REVEALED** FOUND ON CAMPUS IN LESS THAN A YEAR ents released after Band-Uh! investigation shine light on anti-Semitic incident BY REBECCA UC DAVIS UNPAVELS NEW CHANGES TO **ON-CAMPUS FACETS, INCLUDING NEW BUILDINGS, NEW PAYROLL SYSTEM** Keep an eye out for these on-campus i

SECOND INCIDENT OF **ANTI-SEMITIC FLIERS** 

Chancellor, Jewish fraternity respond to







### The Aggie's Fee Initiative

- \$3.73 per quarter beginning Fall Quarter 2016
- \$2.80 to The Aggie
- \$0.93 per quarter for Return to Aid
  - UCOP Policy 80.00

- Fee charged for Fall, Winter and Spring quarters only
  - Summer sessions excluded
- 2017–18 income from fee: \$240,000
- 2018–19 income from fee: \$258,500

### **Profits**

453.21% Difference from Last Year



Profit Margin from 2017–18 to 2018–19

### **Recent Expenses**

-18.29% Difference from Last Year



2017 - 2018 Expenses: \$124,242

2018 - 2019 Proposed Expenses: \$101,512

#### Decrease in expenses from 2017–18 to 2018–19

### **Staff Salaries**



<sup>2017 - 2018</sup> Salaries: \$194,518

2018 - 2019 Proposed Salaries: \$220,033

#### Increase in staff salaries from 2017–18 to 2018–19

## Breakdown of The Aggie Fee Revenue Usage:

- Staff pay: \$189,038 to ~70 staffers
  - One of largest student employers on campus
- Weekly print publication: \$42,000 for 30 issues
  - 4,000 color copies to ~40 distribution points
  - Greater publicity for student resources
  - Expanded access to advertising for student groups and local businesses

## Breakdown of Income from The Aggie's Fee Initiative Month-by-month total advertising revenue

- Full-time **Business/Advertising** Manager
  - Hired in January 2017
  - Explores and pursues • innovative and exploratory ways to generate revenue
  - Provides guidance and • input regarding all business-related functions
  - Generates revenue from • advertising, grants and outreach to potential donors



2016-2017 2017-2918

#### Month-by-month total print advertisements



## **Need for Another Fee Initiative**

- Expanded advertising, marketing and editorial staffs
  - Commissionable advertising sales reps
- Increasing costs of printing
- Equipment needs
- Increased recharge fees
- Funding conferences for editors, such as the UC Newspaper Conference
- Maintaining The Aggie well into the future, not just the next year
  - The Aggie's current fee initiative ends in June of 2021



## **Yearly Stipend Increase**

- Stipend salaries to increase by 12.5% each year
- Unable to cut higher paid positions
- If we lack resources, the smaller jobs are the first to go
- Increase number of staff positions
- Need to anticipate if the university moves pay over from stipend to hourly wages



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