

<b>USSU Summary Income/Loss</b>			
<b>MTD For the month of January 2023</b>			
<b>Description</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Administration	70,787	55,569	15,218
Admin-Housing	51	217	(166)
Communications	(817)	(3,041)	2,224
Events - Welcome Week	0	0	0
Facilities	19,452	4,646	14,806
Food Centre	(2,216)	(2,432)	216
Help Centre	(2,081)	(3,126)	1,045
Louis'	(35,198)	(28,123)	(7,075)
Louis'-Entertainment	118	(665)	783
Marketing Services	1,855	2,355	(500)
Pride Centre	(2,392)	(3,376)	984
Safewalk/Student Crew	(4,192)	(2,592)	(1,600)
Student Governance	(19,696)	(28,025)	8,329
Student Grants	(2,811)	(8,000)	5,189
USSU Services	2,983	(862)	3,845
Womens Center	(2,481)	(3,564)	1,083
XL Design	55	175	(120)

<b>Totals</b>	<b>23,417</b>	<b>(20,844)</b>	<b>44,261</b>
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\*This is for operating which is through the RBC.

Place Riel (New)	(112,883)	(121,447)	8,564
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\*This is Infrastructure which is through the First Nations Bank.

<b>Grand Totals</b>	<b>(89,466)</b>	<b>(142,291)</b>	<b>52,825</b>
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<b>USSU Summary Income/Loss</b>			
<b>YTD for the month of January 2023</b>			
<b>Description</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Administration	555,765	483,996	71,769
Admin-Housing	1,513	3,610	(2,097)
Communications	(10,352)	(15,104)	4,752
Events - Welcome Week	3,088	150	2,938
Facilities	109,696	128,871	(19,175)
Food Centre	(15,582)	(17,122)	1,540
Help Centre	(18,141)	(25,932)	7,791
Louis'	(140,812)	(189,839)	49,027
Louis'-Entertainment	2,609	(2,135)	4,744
Marketing Services	25,746	27,545	(1,799)
Pride Centre	(19,590)	(25,967)	6,377
Safewalk/Student Crew	(18,910)	(18,305)	(605)
Student Governance	(187,894)	(215,211)	27,317
Student Grants	3,712	(43,800)	47,512
USSU Services	(31,999)	(39,798)	7,799
Womens Center	(21,407)	(26,863)	5,456
XL Design	49,585	6,496	43,089

<b>Grand Totals</b>	<b>287,027</b>	<b>30,592</b>	<b>256,435</b>
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\*This is for operating which is through the RBC.

Place Riel (New)	(1,067,093)	(1,045,634)	(21,459)
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\*This is Infrastructure which is through the First Nations Bank.

<b>Grand Totals</b>	<b>(780,066)</b>	<b>(1,015,042)</b>	<b>234,976</b>
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**USSU ACCOUNTABILITY REPORT**

Dept: Administration  
 Fin. Stmt Date: January , 2023  
 Completed By: Amanda Mitchell

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	150,951	148,717	2,234
Expenses	80,164	93,148	(12,984)
Net Income	70,787	55,569	15,218

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	1,338,996	1,333,932	5,064
Expenses	783,231	849,936	(66,705)
Net Income	555,765	483,996	71,769

<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>

**RECURRING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Salaries/Wages</u>	65,657	71,510	(5,853)	583,623	632,178	(48,555)
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CPP, EI, Benefits and staff changes are the factors that makes this line under budget for the year to date.

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Membership Fees</u>	-	900	(900)	0	900	(900)
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Waiting for our AMICCUS-C membership invoice to come in.

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Interest Revenue</u>	3,228	391	2,837	9,499	2,028	7,471
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By holding more in our chequing account gave us more interest.

<b>ACCOUNT NAME:</b> <u>Insurance Revenue</u>	25	629	(604)	150	2,624	(2,474)
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Not as many clubs have applied for insurance this month.

<b>ACCOUNT NAME:</b> <u>Conferences</u>	-	3,140	(3,140)	12,431	23,720	(11,289)
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No conferences were applied for this month.

<b>ACCOUNT NAME:</b> <u>Janitorial</u>	3,843	3,141	702	26,204	26,644	(440)
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CUPE 1975 negotiations were finalized and retro pay was paid out this month.

<b>ACCOUNT NAME:</b> <u>Legal Fees</u>	-	2,055	(2,055)	3,661	6,009	(2,348)
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No legal advise was needed this month.

<b>ACCOUNT NAME:</b> <u>Professional Dev/Wellness</u>	998	2,000	(1,002)	2,653	8,800	(6,147)
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Not as many employees used their Professional Dev/Wellness as what was budgeted for this month.

<b>ACCOUNT NAME:</b> <u>Training</u>	-	600	(600)	3,300	5,390	(2,090)
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No training was needed this month.

**USSU ACCOUNTABILITY REPORT**

Dept: Communication  
 Fin. Stmt Date: January 2023  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	817	3,041	(2,224)
Net Income	(817)	(3,041)	2,224

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	10,352	15,104	(4,752)
Net Income	(10,352)	(15,104)	4,752

		<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
*Benchmark	\$500.00						

**RECURRING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Advertising Expense</u>	530	2,500	(1,970)	5,503	11,300	(5,797)
The Sheaf decided to have printed copies every three weeks instead of weekly after the budget had been approved.						

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

**USSU ACCOUNTABILITY REPORT**

Dept: Facilities  
 Fin. Stmt Date: January 2023  
 Completed By: Stefanie Ewen

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	80,434	79,145	1,289
Expenses	60,982	74,499	(13,517)
Net Income	19,452	4,646	14,806

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	631,104	632,961	(1,857)
Expenses	521,408	504,090	17,318
Net Income	109,696	128,871	(19,175)

*Benchmark	\$750.00	<u>MTD</u> <u>ACTUAL</u>	<u>MTD</u> <u>BUDGET</u>	<u>MTD</u> <u>VARIANCE</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>YTD</u> <u>VARIANCE</u>
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**RECURRING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Rent - Commercial Based - Facilities</u>	37,386	38,894	(1,508)	302,230	316,295	(14,065)
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The Treats location did not reopen after COVID when the building reopened. This renewal lease, was incorporated into the budget.

<b>ACCOUNT NAME:</b> <u>Rent -Occupancy Based - Facilities</u>	23,657	22,867	790	212,916	205,803	7,113
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Occupancy Rent for 2022-23 has been calculated and is higher than what was budgeted. This will be recurring all year.

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Utilities</u>	22,365	42,337	(19,972)	207,905	200,675	7,230
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The air conditioning invoice was budgeted for January 2023 but came in November 2022 so this was just a timing variance and therefore shows under budget this month.

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Rent - Percentage Based - Facilities</u>	19,111	17,234	1,877	106,909	104,363	2,546
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January was slightly better than budget for the food court percentage rent. YTD we are slightly better than budget.

<b>ACCOUNT NAME:</b> <u>Janitorial - Facilities</u>	28,436	23,325	5,111	193,107	195,797	(2,690)
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CUPE negotiations were finalized and retroactive pay was submitted for the janitorial team with the payout coming out in January. Retroactive pay was from May - December 2022.

<b>ACCOUNT NAME:</b> <u>Repairs &amp; Maintenance</u>	7,869	3,869	4,000	86,884	72,120	14,764
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We had an expensive repair in the ladies washrooms in Lower Place Riel for \$1244.72; there was also some rewiring that needed to be done to a Heater for \$1197.78. Lastly there was a \$1000 invoice from a flood, that will be credited back next month.

**USSU ACCOUNTABILITY REPORT**

Dept: Louis' Entertainment  
 Fin. Stmt Date: January 2023  
 Completed By: Dan Smolinski

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	2,185	4,000	(1,815)
Expenses	2,067	4,665	(2,598)
Net Income	118	(665)	783

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	9,685	29,000	(19,315)
Expenses	7,076	31,135	(24,059)
Net Income	2,609	(2,135)	4,744

*Benchmark	\$750.00	<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Ticket Sales</u>	-	2,000	(2,000)	-	14,500	(14,500)
Louis' did not self-promote and concerts this month.						
<b>ACCOUNT NAME:</b> <u>Entertainment Live</u>	-	1,700	(1,700)	-	12,600	(12,600)
Louis' did not self-promote any concerts this month.						

**USSU ACCOUNTABILITY REPORT**

Dept: Louis'  
 Fin. Stmt Date: January 2023  
 Completed By: Dan Smolinski

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	97,731	98,982	(1,251)
Expenses	132,929	127,105	5,824
Net Income	(35,198)	(28,123)	(7,075)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	931,940	922,978	8,962
Expenses	1,072,752	1,112,817	(40,065)
Net Income	(140,812)	(189,839)	49,027

	<u>MONTH</u>			<u>YEAR TO DATE</u>		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
<b>COS</b>						
Bottled Beer	43%	35%	8%	36%	35%	1%
Draft	29%	44%	-15%	40%	44%	-4%
Food	51%	40%	11%	39%	40%	-1%
Liquor	22%	23%	-1%	21%	24%	-3%
Non Alcoholic	55%	40%	15%	57%	40%	17%
Prepared Bev-Loft	9%	31%	-22%	27%	31%	-4%

*Benchmark - COS	2%	<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
*Benchmark	\$750.00	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Sales- Bottled Beer</u>	4,483	5,332	(849)	136,991	117,255	19,736
Bottled beer sales were a little behind budget for the month. We are ahead YTD. January had fewer events than usual.						
<b>ACCOUNT NAME:</b> <u>Sales - Draft Beer</u>	19,054	15,214	3,840	119,325	110,918	8,407
Draft beer sales were slightly below budget due to slow foot traffic in Louis' in January. We are still ahead YTD.						
<b>ACCOUNT NAME:</b> <u>Sales - Food</u>	52,850	49,664	3,186	472,274	478,202	(5,928)
Food sales were up this month thanks to some late holiday parties that required catering. We are hovering fairly close YTD.						
<b>ACCOUNT NAME:</b> <u>Sales Liquor</u>	11,102	14,210	(3,108)	106,903	96,591	10,312
Liquor sales lagged compared to projections this month. Again, another line that is well-ahead YTD.						
<b>ACCOUNT NAME:</b> <u>Special Event Revenue</u>	950	3,000	(2,050)	22,845	28,800	(5,955)
January yielded fewer events with room rentals this month including 5 Student events.						
<b>ACCOUNT NAME:</b> <u>Prepared Beverage</u>	6,466	7,418	(952)	42,043	54,805	(12,762)
Slower than usual foot traffic in January resulted in sales being below budget for the month of January.						
<b>ACCOUNT NAME:</b> <u>COS Bottled Beer</u>	1,940	1,866	74	49,442	41,039	8,403
Bottled beer costs are slightly up this month due to the Marquis Holiday Party where we sell them inexpensive drinks and they mostly drink corona bottles. We are delivered this in-kind for our holiday party.						
<b>ACCOUNT NAME:</b> <u>COS Draft Beer</u>	6,520	6,694	(174)	48,193	48,804	(611)
Draft beer is under on cost this month and YTD to date. Our staff and bartenders are doing an excellent job avoiding waste in this area overall.						
<b>ACCOUNT NAME:</b> <u>COS Food</u>	26,803	19,866	6,937	181,419	191,281	(9,862)
Food costs are high this month due to an input error that carried on from December resulting in the optics that we used a lot of a food item when we didn't in reality. Marquis' Holiday party runs a high cost of sale as well and the USSU has helped out by contributing some of the holiday party budget to this line. Look for this line to bounce back next month and we are still excellent YTD.						
<b>ACCOUNT NAME:</b> <u>COS Liquor</u>	2,428	3,268	(840)	22,191	22,916	(725)
Liquor costs are behind a point this month and still holding very low YTD. This is another line where staff and managers have been doing an excellent job maintaining margins this year.						

<b>ACCOUNT NAME:</b> <u>COS Non Alc</u> Non Alc costs are high again this month mostly due to finally writing off the remainder of our stadium pop.	1,205	1,098	107	11,375	8,656	2,719
<b>ACCOUNT NAME:</b> <u>COS Prepared Beverage</u> Prepared beverage costs are very low this month and it's likely due to an inventory error. Jordan and Pete have stepped up and they're doing the Loft Inventory and they're working through the process. Look for this to bounce back in February and we are still excellent YTD.	578	2,300	(1,722)	11,416	16,989	(5,573)
<b>ACCOUNT NAME:</b> <u>Equipment &amp; Equipment Maintenance</u> As we've seen throughout the year we've been plagued with repairs and January was no exception.	4,517	2,000	2,517	21,760	14,750	7,010
<b>ACCOUNT NAME:</b> <u>Salaries/Wages &amp; Benefits</u> Salaries and wages are over budget due to retroactive pay paid out back to May based on the terms of the new collective bargaining agreement with CUPE 1975.	62,476	61,523	953	485,183	509,402	(24,219)
<b>ACCOUNT NAME:</b> <u>Utilities</u> Utilities are up this month from budget. YTD they are slightly ahead but not too bad. This line as we know is always hard to nail down given our building and outside forces.	11,893	10,702	1,191	92,286	89,362	2,924

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Crew/Safewalk  
 Fin. Stmt Date: January 2023  
 Completed By: Jason K

<b>For the Month:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	688	3,375	(2,687)
Expenses	4,880	5,967	(1,087)
Net Income	(4,192)	(2,592)	(1,600)

<b>For the Year:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	16,829	27,450	(10,621)
Expenses	35,739	45,755	(10,016)
Net Income	(18,910)	(18,305)	(605)

*Benchmark	\$300.00	<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>

**RECURRING VARIANCES**

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Salaries and Wages</u>	3,659	4,697	(1,038)	24,955	34,127	(9,172)
Wages are under budget as there were no other shifts booked in the month other than Late Night Study at the library. We also had some December hours accounted for in January as payroll was approved later.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Student Crew Revenue</u>	688	3,385	(2,697)	16,829	27,450	(10,621)
Revenues are under budget for the month as billings were not submitted on time and will be reflected in a future month.						



**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Governance  
 Fin. Stmt Date: January 2023  
 Completed By: Lia Storey Gamble

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	19,696	28,025	(8,329)
Net Income	(19,696)	(28,025)	8,329

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	187,894	215,211	(27,317)
Net Income	(187,894)	(215,211)	27,317

*Benchmark	500	<u>MTD ACTUAL</u>	<u>MTD BUDGET</u>	<u>MTD VARIANCE</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>YTD VARIANCE</u>
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**RECURRING VARIANCES**

<u>TIMING VARIANCES</u>							

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> Projects-Exec	1,556	7,500	-5,944	13,747	29,825	-16,078
Not many projects were expensed this month, compared to what was budgeted for. This line is difficult to budget as at budget time you don't know when the projects will take place.						
<b>ACCOUNT NAME:</b> Sponsorship	0	1,000	-1,000	52	4,000	-3,948
There was no sponsorship applied for this month.						
<b>ACCOUNT NAME:</b> Travel	0	1,060	-1,060	1,826	3,860	-2,034
There was no rural campus travel this month.						
<b>ACCOUNT NAME:</b> Meeting Expense-USC	(1,420)	0	-1,420	8	1,275	-1,267
This is an adjustment as USC Social went into this line instead of Socials						
<b>ACCOUNT NAME:</b> Meeting Expense-USC	(709)	0	-709	0	0	0
This is an adjustment as USC Social went into this line instead of Socials						
<b>ACCOUNT NAME:</b> Socials-USC	3,252	1,200	2,052	5,067	5,600	-533
This overage is due to adjusting the miss coded Socials.						

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Grants  
 Fin. Stmt Date: January 2023  
 Completed By: Lia Storey Gamble

<b>For the Month:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	429	500	(71)
Expenses	3,240	8,500	(5,260)
Net Income	(2,811)	(8,000)	5,189

<b>For the Year:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	8,191	9,700	(1,509)
Expenses	4,479	53,500	(49,021)
Net Income	3,712	(43,800)	47,512

*Benchmark	\$500.00	<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
<b>RECURRING VARIANCES</b>							
<b>TIMING VARIANCES</b>							
<b>ALL OTHER VARIANCES</b>							
<b>ACCOUNT NAME:</b> Grants-Campus Clubs		3,211	8,000	(4,789)	4,215	44,000	(39,785)
This line is under budget do to Campus Clubs not submitting the receipts for their events.							

**USSU ACCOUNTABILITY REPORT**

Dept: USSU Services  
 Fin. Stmt Date: January 2023  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	8,791	6,505	2,286
Expenses	5,808	7,367	(1,559)
Net Income	2,983	(862)	3,845

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	22,870	15,965	6,905
Expenses	54,869	55,763	(894)
Net Income	(31,999)	(39,798)	7,799

*Benchmark	\$500.00	<u>MTD</u> <u>ACTUAL</u>	<u>MTD</u> <u>BUDGET</u>	<u>MTD</u> <u>VARIANCE</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>YTD</u> <u>VARIANCE</u>
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**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Locker Revenue</u> Locker revenues are down as fewer people are staying for longer stretches on campus.	240	1,200	(960)	1,680	3,300	(1,620)
<b>ACCOUNT NAME:</b> <u>Table Rentals</u> Table rentals were over budget due to career fairs booked by Career Services and many paid clients that are now coming on a regular basis.	4,431	1,500	2,931	16,712	7,000	9,712
<b>ACCOUNT NAME:</b> <u>Salaries/Wages &amp; Benefits</u> Wages are under budget as we did not need Student Crew assistance to help with Upass distribution.	5,010	6,028	(1,018)	45,124	47,155	(2,031)

**USSU ACCOUNTABILITY REPORT**

Dept: XL Design  
 Fin. Stmt Date: January 2023  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	26,629	17,336	9,293
Expenses	26,214	17,161	9,053
Net Income	415	175	240

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	259,202	176,237	82,965
Expenses	209,617	169,741	39,876
Net Income	49,585	6,496	43,089

		<u>MTD</u>	<u>MTD</u>	<u>MTD</u>	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
*Benchmark	\$500.00						

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Banner Stand Revenue</u>	1,274	2,237	(963)	14,365	17,657	(3,292)
Bannerstand sales were under budget for the month as less U of S departments needed stands for signage compared to last year.						
<b>ACCOUNT NAME:</b> <u>Colour Copier Revenue</u>	14,357	7,831	6,526	133,729	88,191	45,538
Copier sales were well over budget due in large part to production for course materials for the new term. We also did a lot of business card printing for U of S employees. Other large jobs included work for the bookstore, Campus Rec, and exams for various U of S departments.						
<b>ACCOUNT NAME:</b> <u>Outsourcing Revenue</u>	1,875	125	1,750	19,665	12,378	7,287
Outsourcing revenues are higher than budget as some products were delivered in December from suppliers to clients directly over break and Invoiced in January. This work included notepads for OXFAM work for an architectural firm, and envelopes for Al Hattie Insurance.						
<b>ACCOUNT NAME:</b> <u>Plotter Revenue</u>	7,040	6,233	807	72,498	39,178	33,320
Plotter revenue is well over budget for the month due to a large number of architectural drawings, some poster conference work, and jobs for Printerworld and Globe Printers.						
<b>ACCOUNT NAME:</b> <u>Banner Stand Expense</u>	644	604	40	4,703	4,768	(65)
Bannerstands were over as a percentage of sales. This is due to in part to a hardcase stand for Vet Med that has a low margin markup of 20%.						
<b>ACCOUNT NAME:</b> <u>Copier Expense Service</u>	2,905	2,193	712	30,284	24,694	5,590
Click charges are under budget as a percentage of sales for the month due to the type of printing that was done in the month. Costs would likely be lower had we been able to use the 5100 over the 7100 for certain jobs, but the 5100 was down for repairs for part of the month.						
<b>ACCOUNT NAME:</b> <u>Laminating Expense</u>	104	66	38	1,792	1,467	325
Laminating costs are low as percentage of sales. This is likely due to some jobs that were completed in December were picked up or billed in January.						
<b>ACCOUNT NAME:</b> <u>Plotter Expense</u>	5,416	1,371	4,045	22,039	8,619	13,420
Plotter expenses are high for the month. This is due in part to higher sales volume, but we also saw a loss of ink on the plotter through an unknown issue with the ink line. This problem was resolved in February, but our abnormally high ink usage is attributed to this.						