

**USSU Summary Income/Loss**  
**MTD For the month of Nov, 2023**

Description	Actual	Budget	Variance
Administration	79,226	72,318	6,908
Admin-Housing	128	127	1
Communications	(1,687)	(1,850)	163
Events - Welcome Week	(1,295)	0	(1,295)
Facilities	27,962	(8,639)	36,601
Food Centre	(2,158)	(4,269)	2,111
Help Centre	(2,289)	(3,109)	820
Louis'	(19,730)	(40,234)	20,504
Louis'-Entertainment	(3,127)	(514)	(2,613)
Marketing Services	5,286	2,236	3,050
Pride Centre	(2,425)	(2,758)	333
Safewalk/Student Crew	1,155	(3,142)	4,297
Student Governance	(21,018)	(34,478)	13,460
Student Grants	(3,119)	(7,400)	4,281
USSU Services	(2,687)	(7,732)	5,045
Womens Center	(2,992)	(3,140)	148
XL Design	(4,382)	3,332	(7,714)

Totals	46,848	(39,252)	86,100
Place Riel (New)	(108,311)	(113,927)	5,616
<b>Grand Totals</b>	<b>(61,463)</b>	<b>(153,179)</b>	<b>91,716</b>

\*This is for operating which is through the RBC.

\*This is Infrastructure which is through the First Nations Bank.

**USSU Summary Income/Loss**  
**YTD for the month of Nov, 2023**

Description	Actual	Budget	Variance
Administration	432,910	404,105	28,805
Admin-Housing	1,063	1,365	(302)
Communications	(9,324)	(9,252)	(72)
Events - Welcome Week	8,603	650	7,953
Facilities	103,827	41,227	62,600
Food Centre	(9,829)	(18,881)	9,052
Help Centre	(14,559)	(19,156)	4,597
Louis'	(146,565)	(144,373)	(2,192)
Louis'-Entertainment	11,789	(904)	12,693
Marketing Services	29,438	20,652	8,786
Pride Centre	(16,513)	(20,193)	3,680
Safewalk/Student Crew	(11,019)	(16,002)	4,983
Student Governance	(138,631)	(181,910)	43,279
Student Grants	(6,847)	(30,900)	24,053
USSU Services	(38,691)	(43,200)	4,509
Womens Center	(19,029)	(21,097)	2,068
XL Design	64,392	26,803	37,589

Grand Totals	241,015	(11,066)	252,081
Place Riel (New)	(771,010)	(819,377)	48,367
<b>Grand Totals</b>	<b>(529,995)</b>	<b>(830,443)</b>	<b>300,448</b>

\*This is for operating which is through the RBC.

\*This is Infrastructure which is through the First Nations Bank.

\*Subject to Change

**USSU ACCOUNTABILITY REPORT**

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

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	156,077	155,668	409
Expenses	76,851	83,350	(6,499)
Net Income	79,226	72,318	6,908

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	1,096,391	1,089,954	6,437
Expenses	663,481	685,849	(22,368)
Net Income	432,910	404,105	28,805

<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-Benefits</u>	63,451	65,526	(2,075)	467,153	474,783	(7,630)
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CPP, EI, Benefits and staff changes are the factors that makes this line under budget.

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Computer Maint.</u>	810	2,671	(1,861)	13,977	13,972	5
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Encore (Dynamics) Annual agreement was budgeted for in Nov/23, but it was expensed in Oct/23.

<b>ACCOUNT NAME:</b> <u>Insurance</u>	2,916	-	2,916	99,935	102,342	(2,407)
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The invoice for Sutton only came in this month, but budgeted for July.

<b>ACCOUNT NAME:</b> <u>Conferences</u>	(31)	3,140	(3,171)	16,921	17,418	(497)
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For the month there is a negative expense due to a double entry from May 2023. Also difficult to budget for as we don't know when employees will apply for conferences.

<b>ACCOUNT NAME:</b> <u>Utilities</u>	2,920	6,022	(3,102)	20,411	22,908	(2,497)
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The annual air conditioning invoice was included in the November budget, but the invoice has not been received as of yet.

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Office &amp; General</u>	1,296	538	758	4,354	3,095	1,259
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This month we got shredding done of old files through Access.

**USSU ACCOUNTABILITY REPORT**

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

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	84,406	76,161	8,245
Expenses	56,444	84,800	(28,356)
Net Income	27,962	(8,639)	36,601

  

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	501,639	485,210	16,429
Expenses	397,812	443,983	(46,171)
Net Income	103,827	41,227	62,600

		<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 \$750.00

**RECURRING VARIANCES**

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Rent-Room/Space - Facilities</u>	7,950	150	7,800	9,765	7,300	2,465
This is a timing variance as the event was last week of September, budgeted for October, and payment came in November.						
<b>ACCOUNT NAME:</b> <u>Utilities - Facilities</u>	22,594	44,761	(22,167)	157,568	174,711	(17,143)
The annual air conditioning invoice was included in the November budget, but the invoice has not been received as of yet. This was based on when it was received last year, but can change year to year. Amount will be approx \$22,000.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Janitorial Expenses - Facilities</u>	24,204	23,359	845	164,334	165,168	(834)
This month was over in supplies purchased than what was budgeted. This year has seen more bathroom supplies being purchased as well as some higher item costs overall.						
<b>ACCOUNT NAME:</b> <u>Repairs &amp; Maintenance - Facilities</u>	6,001	12,629	(6,628)	54,490	72,488	(17,998)
There were no major repairs or failures this month which resulted in less work orders/costs than budgeted. More standard/routine work orders initiated and routine monthly maintenance.						

**USSU ACCOUNTABILITY REPORT**

Dept: Food Centre  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	2,158	4,269	(2,111)
Net Income	(2,158)	(4,269)	2,111

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	9,829	18,881	(9,052)
Net Income	(9,829)	(18,881)	9,052

*Benchmark	\$300.00	<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>Events &amp; Speakers</u>	70	1,810	(1,740)	209	7,570	(7,361)
We had budgeted for uFood hamper costs at budget time, but since received funding						

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

**USSU ACCOUNTABILITY REPORT**

Dept: Help Centre  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	2,289	3,109	(820)
Net Income	(2,289)	(3,109)	820

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	14,559	19,156	(4,597)
Net Income	(14,559)	(19,156)	4,597

		<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	\$300.00						

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Training</u>	-	400	(400)	270	2,095	(1,825)
Training is well under budget, as we had planned for additional training						

**USSU ACCOUNTABILITY REPORT**

Dept: Louis'  
 Fin. Stmt Date: November 2023  
 Completed By: Morgan

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	128,198	114,425	13,773
Expenses	147,928	154,659	(6,731)
Net Income	(19,730)	(40,234)	20,504

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	731,900	758,853	(26,953)
Expenses	878,465	903,226	(24,761)
Net Income	(146,565)	(144,373)	(2,192)

	<u>Actual</u>	<u>MONTH Budget</u>	<u>Variance</u>	<u>YEAR TO DATE Actual</u>	<u>Budget</u>	<u>Variance</u>
<b>COS</b>						
Bottled Beer	34%	35%	-1%	30%	30%	1%
Draft	36%	44%	-8%	38%	44%	-6%
Food	49%	39%	10%	44%	39%	5%
Liquor	25%	27%	-2%	17%	27%	-10%
Non Alcoholic	78%	55%	23%	49%	55%	-6%
Prepared Bev-Loft	34%	30%	4%	30%	30%	0%

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

**RECURRING VARIANCES**

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Special Event Expenses</u>	1,071	17,500	(16,429)	11,519	26,750	(15,231)
Special Event Expenses are under budget due to a timing variance. We						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Sales Bottled Beer</u>	14,109	9,044	5,065	133,573	134,705	(1,132)
Sales on bottled beer is up for this month. This is due to a number of concerts						
<b>ACCOUNT NAME:</b> <u>Sales Draft Beer</u>	17,611	16,385	1,226	83,209	86,888	(3,679)
Draft beer sales are up this month. The concerts that were held seemed to						
<b>ACCOUNT NAME:</b> <u>Sales Food</u>	63,230	63,987	(757)	343,003	367,010	(24,007)
Food sales were slightly under budget. Some of our November events ended						
<b>ACCOUNT NAME:</b> <u>Sales Liquor</u>	18,322	13,677	4,645	87,951	84,215	3,736
Liquor sales were up for this month. Partially due to the beginning of Christmas						
<b>ACCOUNT NAME:</b> <u>Special Event Revenue</u>	4,350	2,250	2,100	22,050	21,200	850
Special event revenue is up for this month. This is due to accurately charging						
<b>ACCOUNT NAME:</b> <u>COS Draft Beer</u>	6,322	7,209	(887)	33,767	37,923	(4,156)
COS on draft beer is under budget by 8% this month. This is partially due a						
<b>ACCOUNT NAME:</b> <u>COS Food</u>	30,844	24,955	5,889	149,714	143,134	6,580
COS on Food is up 10% for the month and 5%YTD. This has been a						
<b>ACCOUNT NAME:</b> <u>COS Liqueur</u>	4,668	2,872	1,796	15,169	19,833	(4,664)
COS on liquor for November is under budget by 2%. This is due to appropriate						
<b>ACCOUNT NAME:</b> <u>COS Non-Alc</u>	1,881	1,466	415	11,320	9,674	1,646
COS on Non-Alcoholic beverage for November is high. We are over budget by						
<b>ACCOUNT NAME:</b> <u>COS Prepared Beverage</u>	2,174	1,700	474	9,802	10,795	(993)
COS on prepared beverages is over by 4% for this month. This is caused by a						
<b>ACCOUNT NAME:</b> <u>Equipment &amp; Equipment Main</u>	259	2,250	(1,991)	15,353	12,550	2,803
Equipment and maintenance is under budget for this month as we purchased						
<b>ACCOUNT NAME:</b> <u>Food &amp; Beverage Supplies</u>	3,235	2,200	1,035	14,095	10,600	3,495
Food and beverage supplies is over for the month of November due to an						
<b>ACCOUNT NAME:</b> <u>Salaries Wages Benefits</u>	66,939	64,854	2,085	394,130	403,078	(8,948)
Salaries and wages is slightly over budget for the month due to paying out a						

**USSU ACCOUNTABILITY REPORT**

Dept: Louis' Entertainment  
 Fin. Stmt Date: November 2023  
 Completed By: Morgan

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	7,100	4,000	3,100
Expenses	10,227	4,514	5,713
Net Income	(3,127)	(514)	(2,613)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	27,200	19,500	7,700
Expenses	15,411	20,404	(4,993)
Net Income	11,789	(904)	12,693

*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**

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Salaries and Wages Entertainment</u>	8,350	2,200	6,150	12,475	10,000	2,475
Salaries and wages for PR productions is over budget for this						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Backline rental - Tech Fees</u>	5,615	2,000	3,615	25,715	11,500	14,215
Rental fees are ahead of budget for this month. This is due to properly billing						
<b>ACCOUNT NAME:</b> <u>Backline rental - Equipment Fees</u>	1,485	-	1,485	1,485	-	1,485
Equipment fees for this month are ahead of budget. This line						
<b>ACCOUNT NAME:</b> <u>Ticket Sales - Events</u>	-	2,000	(2,000)	-	8,000	(8,000)
Louis' did not host its own events this month that would have required ticket						
<b>ACCOUNT NAME:</b> <u>Entertainment Live</u>	-	1,700	(1,700)	-	6,900	(6,900)
Louis' did not host any of it own live entertainment this month.						
<b>ACCOUNT NAME:</b> <u>Equipment and Maintenance</u>	1,701	150	1,551	1,701	1,050	651
Equipment and Maintenance for this month was over budget due to equipment						

**USSU ACCOUNTABILITY REPORT**

Dept: Marketing  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	5,300	2,400	2,900
Expenses	14	164	(150)
Net Income	5,286	2,236	3,050

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	53,430	45,050	8,380
Expenses	23,992	24,398	(406)
Net Income	29,438	20,652	8,786

		<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>Advertising -Video</u>	950	300	650	3,800	1,350	2,450
More multi-month campaigns than previous years.						
<b>ACCOUNT NAME:</b> <u>Survival Calendar</u>	2,475		2,475	34,755	30,000	4,755
Missed invoices.						



**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Crew/Safewalk  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	10,251	4,160	6,091
Expenses	9,096	7,302	1,794
Net Income	1,155	(3,142)	4,297

  

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	19,396	16,800	2,596
Expenses	30,415	32,802	(2,387)
Net Income	(11,019)	(16,002)	4,983

*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/Wages</u>	7,247	5,525	1,722	20,874	22,254	(1,380)
Wages are over budget due to the increase in services provided with the Late Night						
<b>ACCOUNT NAME:</b> <u>Utilities</u>	477	994	(517)	3,334	3,757	(423)
The annual air conditioning invoice was included in the November budget, but the invoice has not been received as of yet.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Student Crew Revenue</u>	10,251	4,160	6,091	19,396	16,800	2,596
Revenues are well over budget as we added Late Night Study at the Law Library.						
<b>ACCOUNT NAME:</b> <u>Uniforms</u>	416	-	416	804	700	104
Uniforms are over budget as we added toques for the Safewalk volunteers.						

**USSU ACCOUNTABILITY REPORT**

Dept: Events  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue			-
Expenses	1,295		1,295
Net Income	(1,295)	-	(1,295)

  

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	37,500	30,000	7,500
Expenses	28,897	29,350	(453)
Net Income	8,603	650	7,953

		<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**

<b>ACCOUNT NAME:</b> <u>Entertainment</u>	1,295		1,295		7,050	7,500	(450)
Invoice from PR Productions finally came in.							

**ALL OTHER VARIANCES**

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Governance  
 Fin. Stmt Date: November 2023  
 Completed By: Nishtha Mehta

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	21,018	34,478	(13,460)
Net Income	(21,018)	(34,478)	13,460

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	138,631	181,910	(43,279)
Net Income	(138,631)	(181,910)	43,279

*Benchmark	500	<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> Salaries/Wages/Benefits	16,034	17,149	(1,115)	109,672	120,043	(10,371)
Some benefits have not been submitted as of yet.						

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> Development	0	6,000	(6,000)	5,606	7,500	(1,894)
No conferences						

<b>ACCOUNT NAME:</b> Meeting Expenses	44	700	(656)	237	2,550	(2,313)
Hard to budget for since we don't know when these meetings will take place.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> Projects	1,500	4,683	(3,183)	8,514	24,506	(15,992)
The projects/events we hosted didn't cost as much as we expected.						

<b>ACCOUNT NAME:</b> Socials-USC	528	1,200	(672)	1,202	4,000	(2,798)
Only had one USC social (dinner) in November.						

<b>ACCOUNT NAME:</b> Meeting Expense-(AGM) USC	938	1,575	(637)	938	1,575	(637)
Our AGM did not cost as much as expected						



**USSU ACCOUNTABILITY REPORT**

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

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	5,197	1,710	3,487
Expenses	7,884	9,442	(1,558)
Net Income	(2,687)	(7,732)	5,045

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	11,671	11,855	(184)
Expenses	47,676	47,323	353
Net Income	(36,005)	(35,468)	(537)

*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**

ACCOUNT NAME: <u>Office &amp; General</u>	-	1,500	(1,500)	904	1,925	(1,021)
We budgeted for our POS license renewal in November, but it will come in a						

**ALL OTHER VARIANCES**

ACCOUNT NAME: <u>Table Rentals</u>	5,018	1,500	3,518	14,537	11,000	3,537
Table rentals were well over budget with Kognitive booking all month and						

**USSU ACCOUNTABILITY REPORT**

Dept: XL Design  
 Fin. Stmt Date: November 2023  
 Completed By: Jason Kovtich

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	22,426	28,306	(5,880)
Expenses	26,808	24,974	1,834
Net Income	(4,382)	3,332	(7,714)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	254,870	199,470	55,400
Expenses	190,478	172,667	17,811
Net Income	64,392	26,803	37,589

*Benchmark	\$500.00	<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**

**ACCOUNT NAME:** Salaries, Wages and Benefits 14,008 9,098 4,910 66,625 63,686 2,939  
 With the addition of Candice to the team, this line will be over budget each

**TIMING VARIANCES**

**ACCOUNT NAME:** Equipment Maintenance (466) 100 (566) 1,244 2,800 (1,556)  
 This is a correction from last month due to a recording.

**ACCOUNT NAME:** Office & General 377 1,400 (1,023) 3,591 2,465 1,126  
 This line is under budget as we budgeted to replace printheads this month, but

**ACCOUNT NAME:** Utilities 770 1,605 (835) 5,384 6,062 (678)  
 The annual air conditioning invoice was included in the November budget, but the invoice has not been received as of yet.

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Banner Stand Revenue 2,446 625 1,821 14,389 12,218 2,171  
 Sales of banner stands were well over budget due to jobs from a variety of

**ACCOUNT NAME:** Copier Revenue 11,744 13,355 (1,611) 117,997 94,547 23,450  
 Copier revenue was slightly under budget for the month. Big jobs in the month

**ACCOUNT NAME:** Laminating Revenue 245 902 (657) 5,911 5,150 761  
 Laminating revenue is down as we saw less event printing, which usually

**ACCOUNT NAME:** Outsourcing Revenue 93 1,185 (1,092) 18,115 16,892 1,223  
 Outsourcing revenues are well under budget as we didn't have to send out

**ACCOUNT NAME:** Plotter Revenue 6,567 10,332 (3,765) 87,347 58,732 28,615  
 Plotter revenues were down as there were very few research poster

**ACCOUNT NAME:** Banner Stand Expense 1,181 188 993 4,977 3,645 1,332  
 Banner Stand costs were high in part due to high sales, but we replenish our

**ACCOUNT NAME:** Copier Expense- Service 2,361 3,739 (1,378) 28,284 26,474 1,810  
 Service costs are down as a percentage of sales as we continue to be efficient

**ACCOUNT NAME:** Laminating Expense 55 298 (243) 1,545 1,701 (156)  
 The few items that were laminated were able to be done efficiently and at a

**ACCOUNT NAME:** Outsourcing Expense 64 1,007 (943) 13,209 14,358 (1,149)  
 Costs were well under budget as not much was sent out in the month.

**ACCOUNT NAME:** Plotter Expense 3,644 2,583 1,061 27,313 14,684 12,629  
 Ink and Printheads were purchased from Success offices systems, which pushed costs over for the month. Two print heads are nearing life's end, and need to be changed out.