



**USSU ACCOUNTABILITY REPORT**

**Dept:** Administration  
**Fin. Stmt Date:** September 2024  
**Completed By:** Amanda Mitchell

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	160,866	161,016	(150)
Expenses	183,588	78,365	105,223
Net Income	(22,722)	82,651	(105,373)

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	811,516	805,516	6,000
Expenses	508,608	528,592	(19,984)
Net Income	302,908	276,924	25,984

<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>Insurance Expense</u>	100,856	-	100,856	100,856	109,928	(9,072)
We budgeted insurance in July, but only received the invoices in September.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Equip &amp; Equip Maintenance</u>	6,229	25	6,204	6,447	25	6,422
We purchased a new copier which was not budgeted for.						
<b>ACCOUNT NAME:</b> <u>Legal Fees</u>	530	-	530	1,908	4,674	(2,766)
It is hard to determine at budget time when you will need legal advise. Legal advise was needed this month. YTD we are under budget by \$2,766.						
<b>ACCOUNT NAME:</b> <u>Professional Dev/Wellness</u>	444	2,000	(1,556)	1,019	5,600	(4,581)
Not as many employees applied for the Prof Dev/Wellness, as what was budgeted for.						
<b>ACCOUNT NAME:</b> <u>Salaries/Wages</u>	65,882	66,765	(883)	332,395	333,117	(722)
CPP, EI, Benefits and staff changes are the factors that makes this line under budget.						

**USSU ACCOUNTABILITY REPORT**

Dept: Communication  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue			-
Expenses	3,756	1,432	2,324
Net Income	(3,756)	(1,432)	(2,324)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue			-
Expenses	7,825	6,321	1,504
Net Income	(7,825)	(6,321)	(1,504)

		<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>Advertising Expense</u>	3,430	1,000	2,430	3,458	2,800	658
I made a budgeting error in the monthly operating sheet.						

**ALL OTHER VARIANCES**

**USSU ACCOUNTABILITY REPORT**

Dept: Events  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Ventnor

<b>For the Month:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	33,400	32,000	1,400
Expenses	31,819	25,150	6,669
Net Income	1,581	6,850	(5,269)

<b>For the Year:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	33,400	32,000	1,400
Expenses	35,670	31,350	4,320
Net Income	(2,270)	650	(2,920)

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

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Sponsorship</u>	33,400	32,000	1,400	33,400	32,000	1,400
More sponsors than anticipated.						

<b>ACCOUNT NAME:</b> <u>Equipment</u>	23,420	17,500	5,920	23,526	17,500	6,026
Costs continue to rise but the main factor this year was usask facilities no longer providing tables and chairs. Adding \$3900 to the equipment line.						

**USSU ACCOUNTABILITY REPORT**

Dept: Facilities  
 Fin. Stmt Date: September 2024  
 Completed By: Stefanie Ewen

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	85,710	80,594	5,116
Expenses	58,605	55,600	3,005
Net Income	27,105	24,994	2,111

  

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	342,921	331,058	11,863
Expenses	285,736	304,873	(19,137)
Net Income	57,185	26,185	31,000

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

<b>ACCOUNT NAME:</b> <u>Rent - Occupancy Rent - Facilities</u>	26,730	25,395	1,335	133,649	126,975	6,674
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The occupancy rent calculations were calculated after budget. The monthly rent is higher than budgeted, and will continue on for the rest of the year. This is for 3rd and 4th floors (U of S).

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Rent Percentage - Facilities</u>	22,391	18,850	3,541	48,798	42,750	6,048
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The food court tenants had a busier September than budgeted for.

<b>ACCOUNT NAME:</b> <u>Depreciation - Facilities</u>	1,287	238	1,049	3,408	1,190	2,218
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There was an error in the input of the Capital project for the Fire Safety deficiencies in a tenant space. This should be offset from our Infrastructure fund. Hopefully this corrects itself in October.

<b>ACCOUNT NAME:</b> <u>Repairs &amp; Maintenance - Facilities</u>	9,029	4,875	4,154	48,427	43,887	4,540
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There were repairs needed to a ceiling space in the food court due to leaks. There was also a drain back up in two tenant spaces that required trades on site. These two cost about \$2500.00 that was not budgeted.

**USSU ACCOUNTABILITY REPORT**

Dept: Help Centre  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	3,178	4,242	(1,064)
Net Income	(3,178)	(4,242)	1,064

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	11,319	12,569	(1,250)
Net Income	(11,319)	(12,569)	1,250

		<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>Events/Speakers</u>	303	800	(497)	578	1,050	(472)
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Event costs are under budget as most of the event run in the month didn't carry large costs. We just needed some snacks and inexpensive items.

**USSU ACCOUNTABILITY REPORT**

Dept: Louis' Entertainment  
 Fin. Stmt Date: September 2024  
 Completed By: Morgan Billard

<b>For the Month:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	1,900	9,000	(7,100)
Expenses	1,570	8,276	(6,706)
Net Income	330	724	(394)

<b>For the Year:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	6,567	13,000	(6,433)
Expenses	4,534	12,580	(8,046)
Net Income	2,033	420	1,613

*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>Backline Rental (Tech Fees)</u>	1,900	5,000	(3,100)	6,567	9,000	(2,433)
Fewer events required sound and lighting technicians to be brought in resulting in this line being under budget for September.						
<b>ACCOUNT NAME:</b> <u>Ticket Sales</u>	-	4,000	(4,000)	-	4,000	(4,000)
Louis' did not host any of its own events requiring ticket sales. this month.						
<b>ACCOUNT NAME:</b> <u>Entertainment Live</u>	-	3,500	(3,500)	-	3,500	(3,500)
Louis' did not hire any external entertainment for events this month.						
<b>ACCOUNT NAME:</b> <u>Salaries/Wages</u>	1,375	4,000	(2,625)	2,875	7,200	(4,325)
We are better than budget for this month since we did not need to hire out production for most of the events hosted at Louis'.						

**USSU ACCOUNTABILITY REPORT**

Dept: Louis'  
 Fin. Stmt Date: September 2024  
 Completed By: Morgan Billard

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	208,616	226,597	(17,981)
Expenses	188,188	191,048	(2,860)
Net Income	20,428	35,549	(15,121)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	515,081	519,055	(3,974)
Expenses	616,437	611,059	5,378
Net Income	(101,356)	(92,004)	(9,352)

	<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	30%	35%	-5%	32%	35%	-3%
Draft	54%	44%	10%	38%	44%	-6%
Food	42%	40%	2%	40%	40%	0%
Liquor	24%	21%	3%	19%	25%	-6%
Non Alcoholic	33%	55%	-22%	37%	55%	-18%
Prepared Bev-Loft	22%	30%	-8%	36%	30%	6%

*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**

**ACCOUNT NAME:** Sponsorship 263 4,000 (3,737) 600 5,000 (4,400)  
 Sponsorship is under budget for the month. We are waiting for Great Western to provide us with their sponsorship cheque for welcome week.

**ACCOUNT NAME:** COS Draft Beer 8,707 8,648 59 16,675 23,149 (6,474)  
 Cost of sale on draft beer is over budget by 10% for the month. This is due to product being missed in our inventory counts for September.

**ACCOUNT NAME:** COS Liquor 2,879 4,804 (1,925) 8,299 14,949 (6,650)  
 Cost of sale on liquor is over budget by 3% for the month. This is due to product being missed in our inventory counts for September.

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Sales Bottled Beer 87,743 90,513 (2,770) 103,364 108,523 (5,159)  
 Bottled beer sales for September are slightly under budget. This is due to Welcome Week beer gardens having slightly lower sales than anticipated.

**ACCOUNT NAME:** Sales Draft Beer 16,107 19,654 (3,547) 43,804 52,610 (8,806)  
 Draft beer sales are under budget for September. Beer sales have been trending down for a while now. Louis' is looking at alternative products that can fall under this line that appeal more to current draft product trends.

**ACCOUNT NAME:** Sales Liquor 11,794 22,877 (11,083) 44,271 60,450 (16,179)  
 Liquor sales are down for the month. Many of the events we hosted did not have strong liquor sales.

**ACCOUNT NAME:** Sales Non-Alch 8,029 6,354 1,675 17,555 12,073 5,482  
 Non-alcoholic beverage sales are ahead of budget for the month. We have noticed a trend in non-alcoholic options and an increase in non-alcoholic beer.

**ACCOUNT NAME:** Special Event Revenue 5,600 4,500 1,100 24,875 17,000 7,875  
 Special event revenue is ahead of budget for the month. This is due to many of our events being hosted by non-USSU ratified groups.

**ACCOUNT NAME:** Advertising 836 3,000 (2,164) 2,382 4,650 (2,268)  
 Advertising is under budget for the month. Louis' didn't require external advertising outside of its internal social media channels and Survival Guide. Louis' rewards advertising costs will come in later months.

**ACCOUNT NAME:** Bank Charges 3,614 2,500 1,114 9,077 8,160 917  
 Bank charges are over budget for September. This is due to larger fees associated with our chase banking from increased card sales during welcome week and at Griffiths Stadium.

**ACCOUNT NAME:** COS Bottled Beer 26,340 31,680 (5,340) 32,604 37,983 (5,379)  
 Cost of sales on bottled beer is better than budget by 5% for the month. This is due to lower costs associated with canned beverages served at Griffiths stadium and during welcome week.

**ACCOUNT NAME:** COS Non Alch 2,677 3,495 (818) 6,524 6,640 (116)



Cost of sale on non-alcoholic beverages is better than budget by 22%. This is due to appropriate product costing as well as increased sales from pop products at Griffiths stadium.

<b>ACCOUNT NAME:</b> <u>COS Prepared Beverages</u>	1,863	2,510	(647)	8,009	7,115	894
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Cost of sale on Loft prepared beverages is better than budget by 8%. Bring changes to our coffee menu to reflect product price increases as well as minimizing product waste have help this line greatly.

<b>ACCOUNT NAME:</b> <u>Food and Beverage Supplies</u>	3,211	2,200	1,011	8,313	6,200	2,113
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Food and beverage supplies are over budget for the month. Louis' went through more to go and disposable wares throughout the month between the griffiths stadium concessions, Louis' and Louis' Loft.

<b>ACCOUNT NAME:</b> <u>Promotions - Louis'</u>	981	2,200	(1,219)	1,830	5,200	(3,370)
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Louis' promotions are under budget for September. The in house promotions that we ran for the month required minimal costs and not any many promotional discounts were issued to customers for the month.

<b>ACCOUNT NAME:</b> <u>Salaries/Wages Benefits</u>	77,798	71,122	6,676	291,155	263,094	28,061
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Salaries, wages, and benefits are over budget for September. A number of the events that were hosted over the month required additional staff including the welcome week beer gardens and huskies football games.

<b>ACCOUNT NAME:</b> <u>Special Event Expenses</u>	7,399	4,000	3,399	13,593	7,500	6,093
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Special event expenses are over budget for September. The beer cooler trailers that were rented for welcome week and the football stadium ran a higher cost than previous years.

**USSU ACCOUNTABILITY REPORT**

Dept: Marketing  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	32,430	34,850	(2,420)
Expenses	23,787	24,935	(1,148)
Net Income	8,643	9,915	(1,272)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	39,653	42,450	(2,797)
Expenses	24,056	25,400	(1,344)
Net Income	15,597	17,050	(1,453)

		<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>Other Building Rental</u>	3,375	2,100	1,275	10,825	9,700	1,125
A few more ad campaigns than in previous year.						

<b>ACCOUNT NAME:</b> <u>Survival Calendar Revenue</u>	28,555	32,000	(3,445)	28,328	32,000	(3,672)
Fewer ads than we had hoped. We will continue to monitor if the calendar should continue.						

<b>ACCOUNT NAME:</b> <u>Survival Calendar Expense</u>	23,770	24,500	(730)	23,770	24,500	(730)
Cost is dependant on the amount of pages printed. Less pages printed than quoted at budget time.						

**USSU ACCOUNTABILITY REPORT**

Dept: Pride Centre  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	3,314	4,777	(1,463)
Net Income	(3,314)	(4,777)	1,463

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	12,172	14,790	(2,618)
Net Income	(12,172)	(14,790)	2,618

		<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>Advertising</u>	528	900	(372)	759	1,450	(691)
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Advertising is under budget as the centre didn't need as many printed materials for Welcome Week than what was anticipated.

<b>ACCOUNT NAME:</b> <u>Events/Speakers</u>	25	800	(775)	158	1,350	(1,192)
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Events is under budget as there we no costs other than some snacks for the events that were held in the month.

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Crew/Safewalk  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Kovitch

<b>For the Month:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	5,470	7,030	(1,560)
Expenses	8,850	10,608	(1,758)
Net Income	(3,380)	(3,578)	198

<b>For the Year:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	5,470	7,390	(1,920)
Expenses	15,117	18,778	(3,661)
Net Income	(9,647)	(11,388)	1,741

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

**RECURRING VARIANCES**

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Student Crew Revenue</u>	5,470	7,030	(1,560)	5,470	7,390	(1,920)
Revenues are under budget as there were less billed staff for Welcome						

<b>ACCOUNT NAME:</b> <u>Salaries/Wages</u>	7,276	8,515	(1,239)	9,050	10,597	(1,547)
Wages are under budget due to less bookings for Welcome Week.						



**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Grants  
 Fin. Stmt Date: September 2024  
 Completed By: Moses Ahiabu

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	1,548	3,000	(1,452)
Expenses	1,689	10,500	(8,811)
Net Income	(141)	(7,500)	7,359

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	2,927	6,500	(3,573)
Expenses	10,374	21,500	(11,126)
Net Income	(7,447)	(15,000)	7,553

*Benchmark	\$500.00	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
<b>RECURRING VARIANCES</b>							
<b>TIMING VARIANCES</b>							
<b>ACCOUNT NAME:</b>	Ratification Revenue-Campus Groups	1,548	3,000	(1,452)	2,927	6,500	(3,573)
Many groups have not yet completed their ratification applications. Most of the groups that have been ratified are new, and we do not charge them a fee.							
<b>ACCOUNT NAME:</b>	Grants-Campus Clubs	1,660	10,000	(8,340)	5,227	14,500	(9,273)
We received a lot of funding applications in September, but few groups requested disbursements							
<b>ALL OTHER VARIANCES</b>							

**USSU ACCOUNTABILITY REPORT**

Dept: USSU Services  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	8,100	8,070	30
Expenses	8,105	9,186	(1,081)
Net Income	(5)	(1,116)	1,111

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	8,957	8,809	148
Expenses	39,288	40,826	(1,538)
Net Income	(30,331)	(32,017)	1,686

		<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>Locker Revenue</u>	1,300	720	580	1,460	1,060	400
Locker revenues are over budget as we offered a term 2 discount to those who purchased for the Fall term. Many added the second term leading to increased revenue.						

<b>ACCOUNT NAME:</b> <u>Advertising</u>	310	1,200	(890)	310	1,200	(890)
Advertising is under budget as we did not buy parking passes for vendors						

**USSU ACCOUNTABILITY REPORT**

Dept: XL Design  
 Fin. Stmt Date: September 2024  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	62,972	50,359	12,613
Expenses	43,587	38,113	5,474
Net Income	19,385	12,246	7,139

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	191,463	183,522	7,941
Expenses	159,422	157,055	2,367
Net Income	32,041	26,467	5,574

		<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**

**ACCOUNT NAME:** Outsourcing Expense 5,044 1,622 3,422 10,586 9,433 1,153  
 Outsourcing is higher than normal, as books that came from Edmonton were billed to us but the client was not billed until October.

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Banner Stand Revenue 3,066 2,131 935 7,903 11,157 (3,254)  
 Banner stand sales were over budget for the month due to a large order from Arts & Sciences as well as some other departments. As a whole sales are down this year though as some departments and student groups are resuing their displays

**ACCOUNT NAME:** Bindery Revenue 18 579 (561) 983 1,812 (829)  
 Bindery revenues are down as most people are not coil binding large quantities.

**ACCOUNT NAME:** Colour Copier Revenue 43,838 32,148 11,690 109,764 86,544 23,220  
 Copier revenues were well in excess of budget for the month. The Bookstore accounted for over half of the revenue. They pushed a lot of their jobs to September that could have been done in August or even July. This led to overtime and printing backlogs.

**ACCOUNT NAME:** Plotter Revenue 11,369 10,834 535 55,166 61,421 (6,255)  
 Plotter revenues are slightly over budget for the month. There were no large jobs, just a large number of jobs in the month including various departments on campus.

**ACCOUNT NAME:** Banner Stand Expense 892 703 189 1,236 3,682 (2,446)  
 Banner stand expenses are down overall, as more departments and student groups reuse their displays. Less confrence demand for one time use diaplays. Some clients are using online banner stand displays that are very low quality but are very cheap.

**ACCOUNT NAME:** Copier Paper 5,775 6,430 (655) 18,783 17,310 1,473  
 Paper costs are lower than budget as we are ordering more items in bulk to achieve pallet rates from Spicers, cardstock came down in price this fall. The majority of items we printed this fall were also printed on cheaper stock.

**ACCOUNT NAME:** Copier Expense Service 9,375 8,037 1,338 28,893 21,637 7,256  
 Service costs are under budget as a percentage of costs. We have a lower click charge on the Ricoh 5200 which helps costs remain low relative to volume.

**ACCOUNT NAME:** Freight Expense 1,701 400 1,301 2,799 1,400 1,399  
 Freight is higher than normal as we were transporting hard cover books to and from Edmonton for binding.

**ACCOUNT NAME:** Laminating Expense 149 461 (312) 872 1,552 (680)  
 Laminating & Mounting expense is down overall, as sales were down and XL made efficient use of materials