

USSU Summary Income/Loss
MTD For the month of April 2025

Description	Actual	Budget	Variance
Administration	414,833	80,717	334,116
Admin-Housing	166	0	166
Communications	(1,223)	(1,426)	203
Events - Welcome Week	0	0	0
Facilities	28,952	24,792	4,160
Food Centre	(1,291)	(6,129)	4,838
Help Centre	(3,143)	(3,470)	327
Louis'	(36,959)	(21,893)	(15,066)
Louis'-Entertainment	215	123	92
Marketing Services	3,065	2,291	774
Pride Centre	(3,088)	(3,502)	414
Safewalk/Student Crew	(2,687)	(2,956)	269
Student Governance	(45,719)	(41,164)	(4,555)
Student Grants	(9,179)	(2,400)	(6,779)
USSU Services	40,696	46,028	(5,332)
Womens Center	(3,437)	(3,662)	225
XL Design	10,147	44	10,103

Totals	391,348	67,393	323,955
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*This is for operating which is through the RBC.

Place Riel (New)	1,029,498	1,107,937	(78,439)
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*This is Infrastructure which is through the First Nations Bank.

Grand Totals	1,420,846	1,175,330	245,516
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USSU Summary Income/Loss
YTD for the month of April 2025

Description	Actual	Budget	Variance
Administration	1,174,793	813,154	361,639
Admin-Housing	2,282	1,461	821
Communications	(16,128)	(16,568)	440
Events - Welcome Week	(2,909)	650	(3,559)
Facilities	155,816	152,159	3,657
Food Centre	(23,880)	(47,344)	23,464
Help Centre	(29,418)	(37,102)	7,684
Louis'	(261,357)	(278,177)	16,820
Louis'-Entertainment	1,621	2,786	(1,165)
Marketing Services	32,175	33,231	(1,056)
Pride Centre	(31,592)	(39,679)	8,087
Safewalk/Student Crew	(28,286)	(30,966)	2,680
Student Governance	(287,270)	(345,240)	57,970
Student Grants	(42,249)	(57,000)	14,751
USSU Services	(19,244)	(21,942)	2,698
Womens Center	(34,881)	(42,320)	7,439
XL Design	72,017	41,164	30,853

Grand Totals	661,490	128,267	533,223
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*This is for operating which is through the RBC.

Place Riel (New)	(60,747)	(87,534)	26,787
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*This is Infrastructure which is through the First Nations Bank.

Grand Totals	600,743	40,733	560,010
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*Subject to Change

GLOSSARY

Actuals
Budget

This is what actually was received or spent
This is an estimated amount at a prior time

Revenue

Over Budget
Under Budget

Positive Figure
Negative Figure

We received more revenue than budget
We received less revenue than budget

Expenses

Over Budget
Under Budget

Negative Figure
Positive Figure

We spent more than budget
We spent less than budget

USSU ACCOUNTABILITY REPORT

Dept: Administration
 Fin. Stmt Date: April 2025
 Completed By: Amanda Mitchell

For the Month:	Actual	Budget	Variance
Revenue	550,694	206,368	344,326
Expenses	135,861	125,651	10,210
Net Income	414,833	80,717	334,116

For the Year:	Actual	Budget	Variance
Revenue	2,329,951	1,981,919	348,032
Expenses	1,155,158	1,168,765	(13,607)
Net Income	1,174,793	813,154	361,639

MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
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RECURRING VARIANCES

ACCOUNT NAME: Salaries/Wages	78,492	83,790	(5,298)	828,155	834,521	(6,366)
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CPP, EI, and Benefits are the factors that makes this line over budget.

ACCOUNT NAME: Bank Charges	1,476	587	889	11,599	6,948	4,651
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Gardaworld have raised their rates, plus carbon tax and regulatory levy to make this over budget.

TIMING VARIANCES

ALL OTHER VARIANCES

ACCOUNT NAME: Interest Revenue	226,229	46,634	179,595	246,812	63,789	183,023
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This line is difficult to budget for as you don't know how the interest rates will be at the time of budget.

ACCOUNT NAME: Student Fee Revenue	324,390	159,709	164,681	2,081,196	1,916,516	164,680
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This line is difficult to budget for as you never know how many students that would be full-time or part-time in a given year.

ACCOUNT NAME: Audit Fee	43,361	27,534	15,827	43,361	27,534	15,827
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This year we also had a GST audit done, which was not budgeted for.

ACCOUNT NAME: Legal Fees	-	928	(928)	6,912	9,280	(2,368)
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This line is difficult to budget for as we never know when legal advice will be needed.

ACCOUNT NAME: Telephone Expense	1,559	1,028	531	9,161	10,420	(1,259)
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This line is over for the month, as more employees submitted their cell phone reimbursements. YTD is under budget.

ACCOUNT NAME: Professional Dev./Wellness	815	2,000	(1,185)	3,248	12,000	(8,752)
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Not as many full-time employees used their Prof Dev/Wellness.

ACCOUNT NAME: Utilities	2,738	2,217	521	41,596	36,135	5,461
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More usage this month than what was budgeted for.

USSU ACCOUNTABILITY REPORT

Dept: Facilities
 Fin. Stmt Date: April 2025
 Completed By: Stefanie Ewen

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	86,000	75,245	10,755
Expenses	57,048	50,453	6,595
Net Income	28,952	24,792	4,160

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	920,937	885,442	35,495
Expenses	765,121	733,283	31,838
Net Income	155,816	152,159	3,657

<u>*Benchmark</u>	<u>\$750.00</u>	<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

ACCOUNT NAME: <u>Rent - Commercial Rent - Facilities</u> An ATM did not renew their lease. Their notice was given after the budget was prepared. This was ongoing throughout much of the year.	34,399	36,150	(1,751)	401,903	414,177	(12,274)
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ACCOUNT NAME: <u>Rent - Occupancy Rent - Facilities</u> The occupancy rent calculations were calculated after budget. The monthly rent was higher than budgeted, and led to reporting on this line for most of the year.	26,730	25,395	1,335	320,757	304,740	16,017
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TIMING VARIANCES

ALL OTHER VARIANCES

ACCOUNT NAME: <u>Rent - Percentage - Facilities</u> One tenant submits percentage rent only if their annual sales exceed a certain amount. This year it did, and resulted in a payout. For year end, this line was better than budget also due to the opening of Ko-Lab and doing better than budgeted.	21,026	13,550	7,476	179,111	157,725	21,386
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ACCOUNT NAME: <u>Rent - Room/Space - Facilities</u> Due to the Federal Election, we had an unbudgeted large room rental of \$3600 for the month of April. With the success of Imaginues and the Eletion booking, this line was well over budget for the year.	3,845	150	3,695	19,166	8,800	10,366
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ACCOUNT NAME: <u>Janitorial - Facilities</u> Supplies were under budget for the month. The annual vacation accrual was also slightly under budget for the year end adjustment.	26,495	25,060	1,435	297,064	302,919	(5,855)
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ACCOUNT NAME: <u>Legal Fees - Facilities</u> In the month of April, we were over budget in Legal for: closing the lawsuit against a former tenant, as well as consulting on occupancy zoning for vacant spaces. YTD we are under budget as the lawsuit did not progress far.	2,017	700	1,317	2,812	8,400	(5,588)
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ACCOUNT NAME: <u>Utilites - Facilities</u> Monthly utility amounts continue to be slightly over budget for both buildings. For April, electrical and steam were slightly over budget. The air conditioning invoice was missed in budget, but after factoring in that, we were still over budget for the year.	21,062	17,033	4,029	318,705	279,177	39,528
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USSU ACCOUNTABILITY REPORT

Dept: Food Centre
 Fin. Stmt Date: April 2025
 Completed By: Jason Kovitch

For the Month:	Actual	Budget	Variance
Revenue	-	-	-
Expenses	1,291	6,129	(4,838)
Net Income	(1,291)	(6,129)	4,838

For the Year:	Actual	Budget	Variance
Revenue	-	-	-
Expenses	23,880	47,344	(23,464)
Net Income	(23,880)	(47,344)	23,464

*Benchmark	\$300.00	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
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RECURRING VARIANCES

ACCOUNT NAME:	Events	(628)	3,500	(4,128)	2,390	22,750	(20,360)
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This line is under budget as we did not anticipate funding from the U of S and GSA at the time of budget. Now that we have funding, there is no cost for the Ufood program. There is a negative cost for the month as we accounted for Fresh Market Sales in April, but all of the products for the market were purchased in March.

TIMING VARIANCES

ALL OTHER VARIANCES

ACCOUNT NAME:	Salaries/Wages & Benefits	1,254	1,724	(470)	13,063	14,659	(1,596)
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Wages are under budget due to an adustment for accruals.

USSU ACCOUNTABILITY REPORT

Dept:	Help Centre
Fin. Stmt Date:	April 2025
Completed By:	Jason Kovitch

For the Month:

Revenue	-	-	-
Expenses	3,143	3,470	(327)
Net Income	(3,143)	(3,470)	327

For the Year:

Revenue	-	-	-
Expenses	29,418	37,102	(7,684)
Net Income	(29,418)	(37,102)	7,684

*Benchmark	\$300.00
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<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

ACCOUNT NAME: Salaries/Wages & Benefits
Wages are over budget due to a vacation accrual adjustment.

2,127	1,724	403	19,332	19,344	(12)
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USSU ACCOUNTABILITY REPORT

Dept: Louis'
 Fin. Stmt Date: April 2025
 Completed By: Morgan Billard

For the Month:	Actual	Budget	Variance
Revenue	94,542	107,883	(13,341)
Expenses	131,501	129,776	1,725
Net Income	(36,959)	(21,893)	(15,066)

For the Year:	Actual	Budget	Variance
Revenue	1,378,867	1,347,872	30,995
Expenses	1,640,224	1,626,049	14,175
Net Income	(261,357)	(278,177)	16,820

	Actual	MONTH Budget	Variance	YEAR TO DATE Actual	Budget	Variance
COS						
Bottled Beer	33%	35%	-2%	31%	35%	-4%
Draft	29%	44%	-15%	43%	44%	-1%
Food	41%	40%	1%	39%	40%	-1%
Liquor	28%	21%	7%	20%	21%	-1%
Non Alcoholic	48%	55%	-7%	40%	55%	-15%
Prepared Bev-Loft	17%	33%	-16%	31%	33%	-2%

*Benchmark - COS	2%	MTD	MTD	MTD	YTD	YTD	YTD
*Benchmark	\$750.00	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE

RECURRING VARIANCES

TIMING VARIANCES

ALL OTHER VARIANCES

ACCOUNT NAME: <u>Sales-Bottled Beer-Louis'</u>	2,519	4,687	(2,168)	177,866	169,442	8,424
Bottled beer sales are behind for the month of April, however year to date this we are ahead of budget. This is due to strong sales during the huskies home opener football game.						
ACCOUNT NAME: <u>Sales-Draft Beer-Louis'</u>	17,265	18,662	(1,397)	148,039	179,776	(31,737)
Draft beer sales are behind for both April and YTD. We have seen a large decrease in draft beer consumption. Louis' is bringing in some alternative draft products such and cider and hard iced teas to provide some variety.						
ACCOUNT NAME: <u>Sales-Food-Louis'</u>	53,739	62,037	(8,298)	749,340	682,100	67,240
Food sales are behind for the month of April. This is due to less catered events in this month and slower than usual daily business during the exam period. YTD however we are well above budget for this line. This is due to a significant increase in our food catering for events.						
ACCOUNT NAME: <u>Sales-Liquor-Louis'</u>	9,357	11,977	(2,620)	129,167	160,963	(31,796)
Liquor sales are behind budget for both April and YTD. A large number of events we hosted this year focused more on food offerings than alcoholic beverages. Louis' management are looking at expanding our cocktail offerings to help incease the day to day liquor sales.						
ACCOUNT NAME: <u>Sales-Prepared Beverage-Louis' Loft</u>	6,276	4,637	1,639	63,884	65,028	(1,144)
Loft prepared beverages are ahead of budget for the month of April, but behind for the year. In April we began pushing our matcha beverages more heavily as an alternative to our traditional coffee programing. For the new year the Louis' team will continue to push current trends to capture additional sales.						
ACCOUNT NAME: <u>COS-Draft Beer-Louis'</u>	4,956	8,211	(3,255)	64,302	79,101	(14,799)
Draft beer cost of sale is ahead of budget for April by 15% and year to date by 1%. A number of new products we are carrying hold a better cost of sale. I have also been working with many of our breweries to bring in lower cost products such as our SpudLight.						
ACCOUNT NAME: <u>COS Liquor-Louis'</u>	2,650	2,515	135	25,660	36,057	(10,397)
COS on liquor for April is over budget by 7%. This appears to be from missing price data for some newer items in the Louis' inventory sheet. Louis' management will go through and make sure prices are properly entered and up to date. YTD we are 1% better than budget, as liquor generally holds good cost of sale.						
ACCOUNT NAME: <u>COS Non. Alch-Louis'</u>	1,419	1,475	(56)	18,384	19,252	(868)
COS on non-alcoholic beverages is better than budget for April by 7% and YTD by 15%. We have seen a significant increase in sales of non-alcoholic beverages and lower liquor sales results in less pop used for mixed drinks.						
ACCOUNT NAME: <u>COS Prepared Bev.-Louis' Loft</u>	1,036	1,390	(354)	19,977	19,508	469
Prepared beverage COS is better than budget by 16% for April and 2% YTD. In April we switched to a new supplier for our syrup, matcha and teas and changed to a different syrup brand which holds better cost overall.						
ACCOUNT NAME: <u>Promotional Items-Louis'</u>	1,216	0	1,216	1,739	0	1,739
Promotional items are overbudget for April and YTD. In April we paid for new Louis' and Louis' Loft merch designs.This line is pimarily used for expenses related to Louis' and Louis' Loft merch which we do not always know what those costs will look like for the year.						
ACCOUNT NAME: <u>Salaries/Wages Benefits-Louis'</u>	66,407	58,329	8,078	762,352	719,501	42,851

Salaries, wages and benefits are over budget for both April and YTD. The upredictable nature of our day to day business has made scheduling our less than full time staff more difficult, as well as events that we staffed for based on initial numbers only for the events attendance to be significantly lower than anticipated. There is also a vacation accrual adjustment in April as well.

ACCOUNT NAME:	<u>Utilities-Louis'</u>	10,762	8,204	2,558	145,190	140,268	4,922
Utilities are over budget for April and YTD. For the year we had some issues with billing from Sask Energy but that issue was resolved. However our utilities bill from the Univiersity itself has been larger than we atticipated throughout the year.							

USSU ACCOUNTABILITY REPORT

Dept: Louis' Entertainment
 Fin. Stmt Date: April 2025
 Completed By: Morgan Billard

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	900	4,000	(3,100)
Expenses	685	3,877	(3,192)
Net Income	215	123	92

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	25,624	47,500	(21,876)
Expenses	24,003	44,714	(20,711)
Net Income	1,621	2,786	(1,165)

*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

ALL OTHER VARIANCES

ACCOUNT NAME: <u>Backline Rental (Tech Fees)-Louis'-Entertainment</u>	900	2,000	(1,100)	24,710	30,000	(5,290)
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Backline rental and tech fees are behind budget for April and YTD. This year had fewer concerts and events requiring sound technicians.

ACCOUNT NAME: <u>Ticket Sales-Louis' Entertainment</u>	-	2,000	(2,000)	914	17,500	(16,586)
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Ticket sales are behind for April as we did not host any events that required us to sell tickets. YTD we only hosted one event that Louis' sold tickets for.

ACCOUNT NAME: <u>Entertainment Live-Louis' Entertainment</u>	-	1,700	(1,700)	500	14,900	(14,400)
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Louis' live entertainment expenses are better than budget due to Louis' not hosting many events throughout the year that we provided entertainment for.

ACCOUNT NAME: <u>Salaries/Wages PT-Louis' Entertainment</u>	550	1,600	(1,050)	16,163	23,200	(7,037)
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Salaries and Wage expenses are better than budget for April and YTD. We did not host as many events that required us to hire sound technicians.

Dept:	Marketing
Fin. Stmt Date:	April 2025
Completed By:	Jason Ventnor

*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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ALL OTHER VARIANCES

ACCOUNT NAME:	<u>Advertising Screens</u>	2,350	400	1,950	6,675	3,750	2,925
Elections ads along with other external ads increased this year.							
ACCOUNT NAME:	<u>Survival Calendar</u>	Revenue	(900)	-	(900)	27,428	32,000
Write off of an ad from previous year.							
							(4,572)

USSU ACCOUNTABILITY REPORT

Dept: Stud. Crew/Safewalk
 Fin. Stmt Date: April 2025
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	6,228	5,550	678
Expenses	8,916	8,506	410
Net Income	(2,688)	(2,956)	268

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	52,198	45,241	6,957
Expenses	80,485	76,207	4,278
Net Income	(28,287)	(30,966)	2,679

		<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

ACCOUNT NAME: <u>Student Crew Revenue</u>	6,228	5,550	678	52,198	45,241	6,957
Revenues are over budget due to Late Night Study hours being a bit greater than what we had anticipated in the month.						

ACCOUNT NAME: <u>Salaries/Wages & Benefits</u>	7,725	7,085	640	64,798	58,248	6,550
Wages are over budget due to the more hours needed than anticipated for the late night study programs. There is also a small vacation accrual adjustment in April as well.						

USSU ACCOUNTABILITY REPORT

Dept: Stud. Governance
 Fin. Stmt Date: April 2025
 Completed By: Owen Deis

For the Month:	Actual	Budget	Variance
Revenue	0	0	0
Expenses	45,719	41,164	4,555
Net Income	(45,719)	(41,164)	(4,555)

For the Year:	Actual	Budget	Variance
Revenue	0	0	0
Expenses	287,270	345,240	(57,970)
Net Income	(287,270)	(345,240)	57,970

*Benchmark	500	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
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RECURRING VARIANCES

TIMING VARIANCES

ACCOUNT NAME:	Projects Events-Stud Gov	1,633	3,009	(1,376)	15,256	35,200	(19,944)
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We hosted fewer events in April than budgeted

ACCOUNT NAME:	Councillor Souveniers-USC	3,207	0	3,207	3,172	5,050	(1,878)
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Councillors gifts for the year were expensed in April

ALL OTHER VARIANCES

ACCOUNT NAME:	Salaries/Wages	29,884	34,117	(4,233)	203,497	207,942	(4,445)
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Lower payouts at end of year as compared to budget.

ACCOUNT NAME:	Sponsorship-Exec	5,752	0	5,752	11,876	11,500	376
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Sponsorship was given out in April, but budgeted in prior months

ACCOUNT NAME:	Socials-USC	1,697	800	897	5,458	6,900	(1,442)
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Social over budget this month but under for the year.

Dept:	Stud. Grants
Fin. Stmt Date:	April 2025
Completed By:	Owen Deis

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	7,572	10,000	(2,428)
Expenses	49,821	67,000	(17,179)
Net Income	(42,249)	(57,000)	14,751

[illegible]

USSU ACCOUNTABILITY REPORT

Dept: USSU Services
 Fin. Stmt Date: April 2025
 Completed By: Jason Kovitch

For the Month:	Actual	Budget	Variance
Revenue	47,428	53,815	(6,387)
Expenses	6,732	7,787	(1,055)
Net Income	40,696	46,028	(5,332)

For the Year:	Actual	Budget	Variance
Revenue	75,396	75,699	(303)
Expenses	94,640	97,641	(3,001)
Net Income	(19,244)	(21,942)	2,698

*Benchmark	\$500.00	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
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RECURRING VARIANCES

TIMING VARIANCES

ACCOUNT NAME:	<u>Upass Commissions</u>	47,061	53,000	(5,939)	51,460	53,000	(1,540)
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Upass commissions are under budget as we accounted for Term 1 GSA Upass revenues earlier in the year, but had budgeted for the revenues in April.

ALL OTHER VARIANCES

ACCOUNT NAME:	<u>Table Rentals</u>	105	650	(545)	19,373	18,750	623
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Table rentals are under budget for the month as fewer paid clients booked given reduced student traffic in the month. Revenues are slightly over budget for the year.

ACCOUNT NAME:	<u>Salaries/Wages & Benefits</u>	6,074	7,030	(956)	82,969	84,360	(1,391)
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Wages are under budget due to a vacation accrual adjustment.

USSU ACCOUNTABILITY REPORT

Dept: XL Design
 Fin. Stmt Date: April 2025
 Completed By: Jason Kovitch

For the Month:	Actual	Budget	Variance
Revenue	40,363	26,997	13,366
Expenses	30,216	26,953	3,263
Net Income	10,147	44	10,103

For the Year:	Actual	Budget	Variance
Revenue	444,348	402,976	41,372
Expenses	372,331	361,812	10,519
Net Income	72,017	41,164	30,853

*Benchmark	\$500.00	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
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RECURRING VARIANCES

TIMING VARIANCES

ACCOUNT NAME: <u>Outsourcing Expense</u>	1,152	1,590	(438)	24,816	16,858	7,958
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Outsourcing expenses are well over budget as some of the jobs were billed to us in April but to our clients in May.

ALL OTHER VARIANCES

ACCOUNT NAME: <u>Banner Stand Revenue</u>	3,093	1,689	1,404	24,227	20,596	3,631
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Revenues are over budget for the month due to a large order from the Vice Provost's office.

ACCOUNT NAME: <u>Copier Revenue</u>	17260	13065	4,195	235,887	209,136	26,751
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Copier revenues are over budget for the month. There was quite a bit of printing for the bookstore, but the majority of the revenue came from over 200 smaller jobs printed for a variety of clients.

ACCOUNT NAME: <u>Finishing Revenue</u>	1,196	502	694	12,375	11,339	1,036
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Finishing revenues are over budget as many of the jobs needed scoring, cutting and stapling.

ACCOUNT NAME: <u>Outsourcing Revenue</u>	661	1,986	(1,325)	23,112	21,072	2,040
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Outsourcing revenues were lower than budgeted as most of the jobs were able to be produced in house in April.

ACCOUNT NAME: <u>Plotter Revenue</u>	16,797	8,466	8,331	128,294	124,872	3,422
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Plotter revenues are over budget for the month as there were large jobs for a local photographer, Pediatrics, Ag Bio Resources, and Boston Pizza.

ACCOUNT NAME: <u>Banner Stand Expense</u>	416	557	(141)	4,987	6,797	(1,810)
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Banner stand expenses are under for the month and year as we have secured low price x stands.

ACCOUNT NAME: <u>Copier Expense Paper</u>	2,934	2,613	321	41,595	41,828	(233)
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Paper costs are under budget for the month as most of the jobs are on bond stock which carries a lower cost.

ACCOUNT NAME: <u>Equipment Maintenance</u>	1,195	400	795	4,084	7,800	(3,716)
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This line is over budget as XL had to replace a cutting mat and rotary trimmer in the month.

ACCOUNT NAME: <u>Laminating Expense</u>	75	186	(111)	2,859	2,964	(105)
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Laminating expenses are under budget as the jobs allowed for efficient use of materials.

ACCOUNT NAME: <u>Plotter Expense</u>	2,958	2,709	249	37,766	39,959	(2,193)
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Plotter expenses are under budget as we have implemented pricing changes which have aided in keeping costs down.