

<b>USSU Summary Income/Loss</b>			
<b>MTD For the month of Oct, 2025</b>			

Description	Actual	Budget	Variance
Administration	77,684	72,116	5,568
Admin-Housing	115	115	0
Communications	(855)	(1,054)	199
Events - Welcome Week	0	0	0
Facilities	21,642	29,633	(7,991)
Food Centre	(2,469)	(3,337)	868
Help Centre	(2,943)	(3,913)	970
Louis'	(18,797)	(25,418)	6,621
Louis'-Entertainment	(329)	853	(1,182)
Marketing Services	2,482	2,343	139
Pride Centre	(3,752)	(3,642)	(110)
Student Crew	(2,274)	(2,236)	(38)
Student Governance	(20,308)	(24,868)	4,560
Student Grants	(3,027)	(3,500)	473
USSU Services	(4,859)	(5,369)	510
Womens Center	(3,286)	(3,818)	532
XL Design	8,008	1,545	6,463

## GLOSSARY

<b>Actuals</b>	This is what actually was received or spent	
<b>Budget</b>	This is an estimated amount at a prior time	
<b>Revenue</b>		
Over Budget	Positive Figure	We received more revenue than budget
Under Budget	Negative Figure	We received less revenue than budget
<b>Expenses</b>		
Over Budget	Negative Figure	We spent more than budget
Under Budget	Positive Figure	We spent less than budget

<b>Totals</b>	<b>47,032</b>	<b>29,450</b>	<b>17,582</b>
Place Riel (New)	(109,571)	(109,512)	(59)

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

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

<b>Grand Totals</b>	<b>(62,539)</b>	<b>(80,062)</b>	<b>17,523</b>
<b>USSU Summary Income/Loss</b>			
<b>YTD for the month of Oct, 2025</b>			

Description	Actual	Budget	Variance
Administration	411,600	392,352	19,248
Admin-Housing	1,742	1,422	320
Communications	(8,544)	(8,079)	(465)
Events - Welcome Week	(11,782)	(4,850)	(6,932)
Facilities	71,411	88,808	(17,397)
Food Centre	(8,949)	(10,317)	1,368
Help Centre	(14,787)	(16,172)	1,385
Louis'	(151,951)	(151,784)	(167)
Louis'-Entertainment	4,731	568	4,163
Marketing Services	17,762	17,658	104
Pride Centre	(16,468)	(18,107)	1,639
Student Crew	(10,755)	(12,114)	1,359
Student Governance	(117,921)	(141,920)	23,999
Student Grants	(9,641)	(14,000)	4,359
USSU Services	(35,096)	(37,462)	2,366
Womens Center	(17,450)	(19,368)	1,918
XL Design	40,493	23,107	17,386

<b>Grand Totals</b>	<b>144,395</b>	<b>89,742</b>	<b>54,653</b>
Place Riel (New)	(668,143)	(673,051)	4,908
<b>Grand Totals</b>	<b>(523,748)</b>	<b>(583,309)</b>	<b>59,561</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:** Oct 2025  
**Completed By:** Amanda Mitchell

**For the Month:**

<b>Revenue</b>	172,093	172,367	(274)
<b>Expenses</b>	94,409	100,251	(5,842)
<b>Net Income</b>	77,684	72,116	5,568

**For the Year:**

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	1,032,457	1,038,923	(6,466)
Expenses	620,757	646,571	(25,814)
Net Income	411,700	392,352	19,348

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

### RECURRING VARIANCES

**ACCOUNT NAME:** Utilities  
An email has been sent in to investigate further into water meter reads for Place Riel as they were very high in July, August and in September also.

3,988	3,376	612	22,329	17,269	5,060
-------	-------	-----	--------	--------	-------

## TIMING VARIANCES

### ALL OTHER VARIANCES

**ACCOUNT NAME:** Hiring Expense  
We budget during the year for Hiring, just incase it is needed.

-	700	(700)	182	1,400	(1,218)
---	-----	-------	-----	-------	---------

**ACCOUNT NAME:** Salaries and Wages  
CPP, EI, and Benefits are the factors that makes this line under budget.

82,386	86,427	(4,041)	420,088	427,865	(7,777)
--------	--------	---------	---------	---------	---------

# USSU ACCOUNTABILITY REPORT

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

For the Month:	Actual	Budget	Variance
Revenue	86,277	90,464	(4,187)
Expenses	64,164	60,831	3,333
Net Income	22,113	29,633	(7,520)

For the Year:	Actual	Budget	Variance
Revenue	429,950	425,632	4,318
Expenses	358,068	336,824	21,244
Net Income	71,882	88,808	(16,926)

*Benchmark	\$750.00	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
------------	----------	---------------	---------------	-----------------	---------------	---------------	-----------------

## RECURRING VARIANCES

<b>ACCOUNT NAME:</b> Rent - Occupancy - Facilities	27,829	26,265	1,564	166,971	157,590	9,381
Occupancy Rent for the 3rd and 4th Floor, ISSAC and MUB 118 are calculated after the budget has been finalized. This year the rents are slightly over what was budgeted.						

## TIMING VARIANCES

<b>ACCOUNT NAME:</b> Rent - Room/Space - Facilities	220	7,800	(7,580)	1,225	8,050	(6,825)
The Imaginus Poster sale was budgeted in October, but the event will happen in November 2025.						

## ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b> Percentage Rent - Facilities	23,829	22,000	1,829	73,664	69,900	3,764
For the month of October, the percentage rent for the food court tenants is slightly over budget due to slightly higher sales than budgeted.						

<b>ACCOUNT NAME:</b> Janitorial - Facilities	24,266	27,027	(2,761)	146,853	155,152	(8,299)
Supplies orders were down in October, with a larger order coming in beginning of November.						

<b>ACCOUNT NAME:</b> Repairs & Maintenance - Facilities	5,848	3,592	2,256	18,132	22,172	(4,040)
We had the replacement of a panic bar on a MUB hallway door for \$1000, along with some painting/patching of a MUB hallway area due to a hole in the wall for \$650 which were not routine repairs. We also had extra elevator repairs.						

<b>ACCOUNT NAME:</b> Utilities - Facilities	30,070	25,950	4,120	169,782	133,777	36,005
Utilities continue to come in over budget for both building, but especially for Place Riel. An email has been sent in to investigate further into water meter reads for Place Riel in regards to water. A work order has now been created for Facilities to investigate and we should know more in November.						

## For Infrastructure - Repairs & Maintenance

<b>ACCOUNT NAME:</b> Repairs & Maintenance - Place Riel	6,106	4,270	1,836	20,133	20,442	(309)
There were some sprinkler deficiencies repairs in Place Riel. There were also major repairs to Pump 141 (\$2100) along with many filter bag changes (\$2000) for HVAC.						

<b>ACCOUNT NAME:</b> Repairs & Maintenance - MUB	5,044	2,878	2,166	37,957	35,066	2,891
Another invoice came in to the major repair of the replacement of the pressure relief valve that was repaired over the summer.						

<b>ACCOUNT NAME:</b> Repairs & Maintenance - USSU	-	-	-	(694)	-	(694)
Louis' had flooding throughout the summer that were invoiced to the USSU, but should be UofS costs so we are waiting for some of those costs to settle out. There should be no cost to the USSU for those repairs as they are to be covered by the U of S (for drains coming into the building). Right now we are still waiting on other invoices to come in to balance this out.						

## USSU ACCOUNTABILITY REPORT

<b>Dept:</b>	<u>Food Centre</u>
<b>Fin. Stmt Date:</b>	<u>October 2025</u>
<b>Completed By:</b>	<u>Jason Kovitch</u>

**For the Month:**

Revenue	-	-	-
Expenses	2,469	3,337	(868)
Net Income	(2,469)	(3,337)	868

**For the Year:**

Revenue	-	-	-
Expenses	8,949	10,317	(1,368)
Net Income	(8,949)	(10,317)	1,368

*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>
------------	----------	-----------------------------	-----------------------------	-------------------------------	-----------------------------	-----------------------------	-------------------------------

## RECURRING VARIANCES

### TIMING VARIANCES

### ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b>	<u>Events</u>	63	500	(437)	269	650	(381)
Event costs were under budget as Fresh Market had minimal produce waste for the month.							

## USSU ACCOUNTABILITY REPORT

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

**For the Month:**

<b>Revenue</b>	-	-	-
<b>Expenses</b>	2,943	3,913	(970)
<b>Net Income</b>	(2,943)	(3,913)	970

**For the Year:**

Revenue	-	-	-
Expenses	14,787	16,172	(1,385)
Net Income	(14,787)	(16,172)	1,385

**\*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>
-----------------------------	-----------------------------	-------------------------------	-----------------------------	-----------------------------	-------------------------------

### RECURRING VARIANCES

### TIMING VARIANCES

### ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b>	<u>Events</u>	350	900	(550)	452	1,650	(1,198)
----------------------	---------------	-----	-----	-------	-----	-------	---------

Event costs for Mental Health Awareness Week were lower than anticipated. We had supplies for some of the events and the only hard costs were for facilitators.

# USSU ACCOUNTABILITY REPORT

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

<b>For the Month:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	145,263	146,679	(1,416)
Expenses	164,060	172,097	(8,037)
Net Income	(18,797)	(25,418)	6,621

<b>For the Year:</b>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	689,292	700,597	(11,305)
Expenses	841,243	852,381	(11,138)
Net Income	(151,951)	(151,784)	(167)

	<u>MONTH</u>			<u>YEAR TO DATE</u>		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>COS</b>						
Bottled Beer	28%	35%	-7%	37%	35%	2%
Draft	62%	44%	18%	50%	44%	6%
Food	48%	39%	9%	43%	39%	4%
Liquor	21%	21%	0%	17%	22%	-5%
Non Alcoholic	30%	55%	-25%	36%	55%	-19%
Prepared Bev-Loft	44%	30%	14%	30%	30%	0%

<b>*Benchmark - COS</b>	<b>2%</b>	<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>*Benchmark</b>	<b>\$750.00</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>

## RECURRING VARIANCES

### TIMING VARIANCES

<b>ACCOUNT NAME:</b>	<u>Cash Discrepancies-Louis'</u>	(6,965)	-	(6,965)	(7,103)	-	(7,103)
Cash discrepancies are under budget for the month of October. A number of payments made in October were for other months.							

<b>ACCOUNT NAME:</b>	<u>COS Prepared Bev.-Louis' Loft</u>	3,254	2,233	1,021	8,696	9,917	(1,221)
COS on Loft prepared beverages is over budget for the month by 14%. This is due to an invoice from September not being received and paid for until October.							

### ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b>	<u>Sales-Bottled Beer-Louis'</u>	30,099	26,680	3,419	163,588	140,308	23,280
Bottled beer sales are ahead of budget for October. Our sales at Griffiths Stadium were better than we anticipated for October.							

<b>ACCOUNT NAME:</b>	<u>Sales-Food-Louis'</u>	66,146	70,341	(4,195)	314,403	344,320	(29,917)
Louis' food sales are behind budget for the the month. Not as many of our events required larger catering orders.							

<b>ACCOUNT NAME:</b>	<u>Sales-Liquor-Louis'</u>	10,849	13,228	(2,379)	57,151	61,054	(3,903)
Liquor sales are behind budget for October. A shift away from alcoholic beverages has been the primary cause of this.							

<b>ACCOUNT NAME:</b>	<u>Sales-Non Alch. Bev.-Louis'</u>	8,906	7,659	1,247	31,193	26,019	5,174
Sales on non-alcoholic beverages are ahead of budget for October. Our mocktails and non-alcoholic beer options have helped to increase sales in this line.							

<b>ACCOUNT NAME:</b>	<u>COS-Bottled Beer-Louis'</u>	8,388	9,338	(950)	60,834	49,108	11,726
COS on bottled beer is 7% better than budget for October. We received an additional refund from our Welcome Week product return that COOP missed in September.							

<b>ACCOUNT NAME:</b>	<u>COS-Draft Beer-Louis'</u>	10,145	7,135	3,010	30,811	26,450	4,361
COS on draft beer is over budget by 18%. Louis' pays an annual rental fee for our beer gas cylinders that is separate from the price of the gas itself. This fee was billed to us this month which impacted our cost on this line.							

<b>ACCOUNT NAME:</b>	<u>COS Food-Louis'</u>	31,996	28,136	3,860	134,798	137,728	(2,930)
COS on food is over budget by 9%. Louis' management is looking into a number of issues with our inventory counts and pricing. We will be making necessary changes to our inventory sheets to ensure that inventoried items and pricing are correct. We are also working with the culinary team to make sure products are organized properly to ensure inventory counts are accurate.							

<b>ACCOUNT NAME:</b>	<u>COS Non. Alch-Louis'</u>	2,664	3,447	(783)	11,252	11,709	(457)
COS on non-alcoholic beverages is better than budget by 25%. Proper product costing and an increase in sales to this line have helped keep cost of sales low.							

<b>ACCOUNT NAME:</b>	<u>Equipment &amp; Equip. Main.-Louis'</u>	537	2,000	(1,463)	9,163	10,000	(837)
Equipment and maintenance expenses are better than budgeted for October. Louis' didn't require additional maintenance to existing equipment or new equipment.							

<b>ACCOUNT NAME:</b>	<u>Food &amp; Beverage Supplies-Louis'</u>	3,034	2,200	834	11,508	8,900	2,608
----------------------	--	-------	-------	-----	--------	-------	-------

Food and beverage supplies are over budget for October. Additional sales at Giffiths stadium required an increase in to go wares.

<b>ACCOUNT NAME:</b>	<u>Salaries/Wages Benefits-Louis'</u>	78,704	81,309	(2,605)	382,463	397,282	(14,819)
----------------------	---------------------------------------	--------	--------	---------	---------	---------	----------

Salaries/Wages and Benefits are under budget for October. This is due to the budget reflecting a new assisant manager position that has not been filled.

<b>ACCOUNT NAME:</b>	<u>Special Events Expense-Louis'</u>	804	1,750	(946)	11,235	14,750	(3,515)
----------------------	--------------------------------------	-----	-------	-------	--------	--------	---------

Special events expenses are better than budgeted for October. The bulk of this expense comes from the rental of table linens for events, which we had less of this year.

<b>ACCOUNT NAME:</b>	<u>Telephone-Louis'</u>	396	1,518	(1,122)	3,987	4,700	(713)
----------------------	-------------------------	-----	-------	---------	-------	-------	-------

Louis' telephone expenses are under budget for October. No one at Louis' submitted cell phone cheque req forms for this month.

USSU ACCOUNTABILITY REPORT

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

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	2,524	6,500	(3,976)
Expenses	2,853	5,647	(2,794)
Net Income	(329)	853	(1,182)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	17,349	17,000	349
Expenses	12,618	16,432	(3,814)
Net Income	4,731	568	4,163

*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)-Louis'-Entertainment</u>	2,400	4,500	(2,100)	17,225	11,000	6,225
--	-------	-------	---------	--------	--------	-------

Backline rental (tech fees) are under budget for October. Not as many events required us to bring in sound or lighting techs.

<b>ACCOUNT NAME:</b> <u>Ticket Sales-Louis' Entertainment</u>	124	2,000	(1,876)	124	6,000	(5,876)
---	-----	-------	---------	-----	-------	---------

Ticket sales are under budget for October. Louis' only hosted one event in partnership with the Execs that charged a ticket fee.

<b>ACCOUNT NAME:</b> <u>Entertainment Live-Louis' Entertainment</u>	550	1,700	(1,150)	1,500	5,200	(3,700)
---	-----	-------	---------	-------	-------	---------

Louis' entertainment is better than budget for October. Louis' and the Exec split the entertainment costs of the halloween party which cut our expenses down for that event.

<b>ACCOUNT NAME:</b> <u>Salaries/Wages PT-Louis' Entertainment</u>	2,200	3,200	(1,000)	10,000	8,400	1,600
--	-------	-------	---------	--------	-------	-------

Entertainment salaries/wages are better than buget for October. We did not have to bring in soundtechs for as many events this month.



Dept:	Pride Centre
Fin. Stmt Date:	October 2025
Completed By:	Jason Kovitch

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	-	-	-
Expenses	16,468	18,107	(1,639)
Net Income	(16,468)	(18,107)	1,639

### ALL OTHER VARIANCES

Event costs for the month are over budget due to a lack of sales at the Queerapalooza Drag Show. The ticket sales offset costs for the week and attendance was lower than what is has been traditionally and compared to what was anticipated. We will work on improving marketing efforts for the Term 2 show to ensure better attendance. This line is still \$213 under budget for the year to date.

# USSU ACCOUNTABILITY REPORT

Dept: Student Crew  
 Fin. Stmt Date: October 2025  
 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	8,750	5,700	3,050
Expenses	11,024	7,936	3,088
Net Income	(2,274)	(2,236)	(38)

<b>For the Year:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	18,208	13,280	4,928
Expenses	28,963	25,394	3,569
Net Income	(10,755)	(12,114)	1,359

<b>*Benchmark</b>	<b>\$300.00</b>	<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>

## RECURRING VARIANCES

## TIMING VARIANCES

## ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b>	<u>Student Crew Revenue</u>	8,750	5,700	3,050	18,208	13,280	4,928
Revenues are over budget for the month as there were more hours for Late Night Study and Louis' than what was anticipated.							

<b>ACCOUNT NAME:</b>	<u>Salaries/Wages &amp; Benefits</u>	9,698	6,574	3,124	20,758	16,450	4,308
Wages exceeded budget as staffing was required to fulfill the bookings at Late Night Study and Louis'.							

USSU ACCOUNTABILITY REPORT

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

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	0	0	0
Expenses	20,308	24,868	(4,560)
Net Income	(20,308)	(24,868)	4,560

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	0	0	0
Expenses	117,921	141,920	(23,999)
Net Income	(117,921)	(141,920)	23,999

*Benchmark	500	<b>MTD</b>	<b>MTD</b>	<b>MTD</b>	<b>YTD</b>	<b>YTD</b>	<b>YTD</b>
		<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>

RECURRING VARIANCES

<b>TIMING VARIANCES</b>		
<b>ALL OTHER VARIANCES</b>		

<b>ACCOUNT NAME:</b>	By Election-Stud Gov	0	3,075	(3,075)	0	3,075	(3,075)
----------------------	----------------------	---	-------	---------	---	-------	---------

We always budget for a by-election in case an executive leaves their position. That did not occur this year.

<b>ACCOUNT NAME:</b>	Projects-Exec	893	1,508	(615)	5,247	15,248	(10,001)
----------------------	---------------	-----	-------	-------	-------	--------	----------

Fewer projects were approved in October, and we were mindful of our spending, so the costs remained lower than anticipated.

<b>ACCOUNT NAME:</b>	Socials-USC	1,715	1,200	515	1,715	2,000	(285)
----------------------	-------------	-------	-------	-----	-------	-------	-------

We held no socials in September, so we held an extra social in October, which increased our costs compared to budget.

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

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	14,735	11,965	2,770
Expenses	49,831	49,427	404
Net Income	(35,096)	(37,462)	2,366

<b>ACCOUNT NAME:</b>	<u>Table Rentals</u>	4,359	2,300	2,059	12,735	9,500	3,235
Table rentals exceeded budget for the month as we high interest in our Fall Market as well as other paid clients throughout the month.							

# USSU ACCOUNTABILITY REPORT

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

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	46,454	32,525	13,929
Expenses	38,446	30,980	7,466
Net Income	8,008	1,545	6,463

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	231,081	219,627	11,454
Expenses	190,588	196,520	(5,932)
Net Income	40,493	23,107	17,386

<u>*Benchmark</u>	<u>\$500.00</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>
-------------------	-----------------	-----------------------------	-----------------------------	-------------------------------	-----------------------------	-----------------------------	-------------------------------

## RECURRING VARIANCES

### TIMING VARIANCES

<b>ACCOUNT NAME:</b> <u>Outsourcing Revenue</u>	458	1,997	(1,539)	14,074	12,419	1,655
---	-----	-------	---------	--------	--------	-------

Outsourcing Revenues are low due to a timing variance. We paid for orders in the month that were not billed to clients until the next month.

<b>ACCOUNT NAME:</b> <u>Bindery Costs</u>	(75)	73	(148)	347	521	(174)
---	------	----	-------	-----	-----	-------

Bindery costs are negative for the month due to an inventory adjustment.

<b>ACCOUNT NAME:</b> <u>Finishing and Mounting</u>	552	-	552	(131)	-	(131)
--	-----	---	-----	-------	---	-------

This line is over budget due to an inventory adjustment from a previous month. A job for VIDO clinic of 8 large full sheet signs.

<b>ACCOUNT NAME:</b> <u>Laminating Expense</u>	92	214	(122)	2,226	1,959	267
--	----	-----	-------	-------	-------	-----

Laminating costs are under budget due to timing on the billing of jobs.

<b>ACCOUNT NAME:</b> <u>Outsourcing Expense</u>	2,231	1,598	633	12,974	9,935	3,039
---	-------	-------	-----	--------	-------	-------

Outsourcing expenses are over budget as a percentage of sales. This is due to a timing variance where clients are billed for work in a different month than when we incur expenses for sending the work out to print.

<b>ACCOUNT NAME:</b> <u>Plotter Expense</u>	7,321	4,174	3,147	19,414	21,670	(2,256)
---	-------	-------	-------	--------	--------	---------

Plotter expenses are over budget as a percentage of sales. This is a correction from the previous month due to timing of jobs. We remain under budget for the year to date.

### ALL OTHER VARIANCES

<b>ACCOUNT NAME:</b> <u>Banner Stand Revenue</u>	4,204	812	3,392	10,852	9,077	1,775
--	-------	-----	-------	--------	-------	-------

Banner stand sales are over budget due to orders in the month from Nursing, Kinesiology, STM, and Ag Bio Resources.

<b>ACCOUNT NAME:</b> <u>Colour Copier Revenue</u>	21,553	14,687	6,866	112,001	116,376	(4,375)
---	--------	--------	-------	---------	---------	---------

Copier revenues are over budget for the month due to a large job for the College of Medicine and over 250 other jobs that came in during the month from various clients.

<b>ACCOUNT NAME:</b> <u>Finishing Revenue</u>	2,388	966	1,422	7,799	5,280	2,519
---	-------	-----	-------	-------	-------	-------

Finishing revenues are over budget as many of the jobs required value added services in the month. This includes stapling folding and more.

<b>ACCOUNT NAME:</b> <u>Laminating Revenue</u>	2,029	610	1,419	8,266	5,592	2,674
--	-------	-----	-------	-------	-------	-------

Laminating revenues are over budget due to a large job for VIDO.

<b>ACCOUNT NAME:</b> <u>Plotter Revenue</u>	15,212	13,043	2,169	73,877	67,718	6,159
---	--------	--------	-------	--------	--------	-------

Plotter revenues are over budget due to large orders from the School of Public Health, VIDO, and the School of Environment and Sustainability, as well as dozens for smaller jobs from various clients.

<b>ACCOUNT NAME:</b> <u>Banner Stand Expense</u>	916	268	648	2,504	2,995	(491)
--	-----	-----	-----	-------	-------	-------

Banner stand expenses are below budget as a percentage of sales due to a consistent affordable supplier of x stands and updated pricing.

<b>ACCOUNT NAME:</b> <u>Copier Expense Paper</u>	3,742	2,937	805	20,829	23,275	(2,446)
--	-------	-------	-----	--------	--------	---------

Paper costs are slightly under budget for the month as percentage of sales. This is due to a lot of the jobs being printed on bond and consistent efforts to find the best pricing possible.

<b>ACCOUNT NAME:</b> <u>Copier Expense Service</u>	6,623	3,819	2,804	34,226	30,258	3,968
--	-------	-------	-------	--------	--------	-------

Service costs are slightly over budget for the month. This is due in part to a large percentage of sales

<b>ACCOUNT NAME:</b> <u>Salaries &amp; Wages</u>	11,661	12,364	(703)	69,836	73,709	(3,873)
--	--------	--------	-------	--------	--------	---------

Wages are under budget for the month as we scheduled fewer part time hours due to availability of staff.