



**USSU ACCOUNTABILITY REPORT**

Dept: Admin  
 Fin. Stmt Date: February 2026  
 Completed By: Amanda Mitchell

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	172,323	172,197	126
Expenses	83,267	84,230	(963)
Net Income	89,056	87,967	1,089

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	1,723,558	1,728,496	(4,938)
Expenses	963,305	1,002,737	(39,432)
Net Income	760,253	725,759	34,494

<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>Utilities</u>	4,785	3,392	1,393	45,496	38,393	7,103
The tenant repaired their equipment in the month of February so hopefully this will start coming down. Water has remained consistently high in consumption.						

**TIMING VARIANCES**

<b>ACCOUNT NAME:</b> <u>Training</u>	760	50	710	2,564	5,540	(2,976)
ARAO training was budgeted for last month but paid for this month.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Insurance Revenue</u>	699	125	574	3,103	1,212	1,891
This line is hard to budget for, as we do not know at the time when Campus Clubs will be needing insurance for their events.						

<b>ACCOUNT NAME:</b> <u>Conferences</u>	-	2,000	(2,000)	14,130	22,030	(7,900)
No Full-time employees applied this month for a conference.						

<b>ACCOUNT NAME:</b> <u>Hiring Expense</u>	-	700	(700)	182	2,100	(1,918)
This line is hard to budget for, as we do not know when we will need to hire.						

<b>ACCOUNT NAME:</b> <u>Professional Dev/Wellness</u>	-	800	(800)	2,679	9,600	(6,921)
This line is hard to budget for, as we never know what month it will be used in.						

**USSU ACCOUNTABILITY REPORT**

Dept: Facilities  
 Fin. Stmt Date: February 2026  
 Completed By: Stefanie Ewen

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	78,698	78,139	559
Expenses	68,295	60,940	7,355
Net Income	10,403	17,199	(6,796)

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	749,748	736,263	13,485
Expenses	664,116	613,877	50,239
Net Income	85,632	122,386	(36,754)

*Benchmark	\$750.00	<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**

**ACCOUNT NAME:** Rent - Occupancy - Facilities 27,829 26,265 1,564 278,285 262,650 15,635  
 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.

**ACCOUNT NAME:** Janitorial - Facilities 24,166 27,212 (3,046) 244,834 259,598 (14,764)  
 Under overall due to collective agreement not being bargained and no changes to salaries.

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Legal Fees - Facilities 1,537 550 987 5,274 5,500 (226)  
 In the process of onboarding a new tenant and reviewing the draft lease, as well as preparing a "Pop Up" lease for short term rentals.

**ACCOUNT NAME:** Utilities - Facilities 35,916 26,044 9,872 341,815 272,439 69,376  
 The tenant repaired their equipment in the month of February so hopefully this will start coming down. Water has remained consistently high in consumption

**For Infrastructure - Repairs & Maintenance**

**ACCOUNT NAME:** Repairs & Maintenance - Place Riel 2,785 8,062 (5,277) 33,576 45,052 (11,476)  
 There were no major repairs of building systems in Place Riel in February outside of ongoing monthly maintenance of systems. We also received credits to invoices this month that weren't supposed to be billed to the USSU.

**ACCOUNT NAME:** Repairs & Maintenance - MUB 1,775 1,328 447 42,614 40,947 1,667  
 There were issues of no hot water in the whole building in February which resulted in repairs to a circulating pump that serves the building.

**ACCOUNT NAME:** Repairs & Maintenance - USSU - 472 (472) (694) 2,061 (2,755)  
 No major repairs this month.

**USSU ACCOUNTABILITY REPORT**

Dept: Food Centre  
 Fin. Stmt Date: February 2026  
 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	-	-	-
Expenses	1,036	2,695	(1,659)
Net Income	(1,036)	(2,695)	1,659

<b>For the Year:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	-	-	-
Expenses	17,846	21,874	(4,028)
Net Income	(17,846)	(21,874)	4,028

	<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**

<b>ACCOUNT NAME:</b> <u>Events</u>	(313)	100	(413)	79	1,100	(1,021)
The events line is under budget as billings were adjusted for Fresh Market produce from CHEP. We have also been keeping market waste to an absolute minimum week to week.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>Salaries/Wages &amp; Benefits</u>	595	1,829	(1,234)	9,590	11,746	(2,156)
Wages are under budget as the Food Centre Coordinator stepped down from their role early in the month. This line will be under budget until year end.						

**USSU ACCOUNTABILITY REPORT**

Dept: Louis'  
 Fin. Stmt Date: February 2026  
 Completed By: Morgan Billard

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	92,558	94,886	(2,328)
Expenses	124,453	132,935	(8,482)
Net Income	(31,895)	(38,049)	6,154

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	1,146,102	1,182,160	(36,058)
Expenses	1,418,766	1,465,399	(46,633)
Net Income	(272,664)	(283,239)	10,575

	<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	31%	35%	-4%	36%	35%	1%
Draft	45%	43%	2%	49%	43%	6%
Food	38%	40%	-2%	42%	40%	2%
Liquor	24%	21%	3%	18%	23%	-5%
Non Alcoholic	45%	45%	0%	34%	45%	-11%
Prepared Bev-Loft	31%	32%	-1%	30%	32%	-2%

*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**

**ACCOUNT NAME:** Salaries/Wages & Benefits 59,177 63,993 (4,816) 625,825 670,891 (45,066)  
 Salaries/Wages & benefits are under budget for this month. This is due to Louis' budgeting for an assisant manager position for this year that we have chosen not to fill at this time.

**TIMING VARIANCES**

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Sales Bottled Beer 5,254 3,944 1,310 217,480 175,270 42,210  
 Sales on bottled beer are better than budget for this month. This is from a sold out heavy metal show that we hosted and sold a large volume of bottled product.

**ACCOUNT NAME:** Sales Draft Beer 11,624 13,944 (2,320) 112,067 121,211 (9,144)  
 Sales on draft beer are behind budget for February. The majority of the sales from this line have been coming from Burger and Beer nights which brings in much lower sales due to the promotional pricing of draft beer. Lots of people are opting for bottled or hard liquor over draft at concerts and events.

**ACCOUNT NAME:** Sales Food 51,297 55,874 (4,577) 549,037 620,935 (71,898)  
 Food sales are behind budget for February. We have seen a decrease in food orders for private and student event catering which has impacted our sales in this category throughout the year.

**ACCOUNT NAME:** Sales Liquor 12,541 9,674 2,867 107,588 110,199 (2,611)  
 Liquor sales are better than budget for this month. We had a number of drag events as well as a sold out concert that brought in sales to this line.

**ACCOUNT NAME:** Sales Non Alc Beverages 3,586 2,654 932 53,059 40,973 12,086  
 Non-alcoholic beverage sales are better than budget for February. We have seen a significant increase in this sales category over the last year as more students are opting for non-alcoholic options.

**ACCOUNT NAME:** Prepared Beverages Louis' 4,648 5,796 (1,148) 48,318 54,682 (6,364)  
 Prepared beverage sales are behind budget for the month. Slower than normal mornings as well as a very slow sales period during the break week impacted this line.

**ACCOUNT NAME:** COS Bottled Beer 1,645 1,380 265 77,993 61,345 16,648  
 Cost of sale on bottled beer is better than budget by 4%. Our costs on products like pabst blue ribbon remain very low and a large increase in the sales of this product at concerts helped out COS on this line by quite a bit.

**ACCOUNT NAME:** COS Liquor 2,970 2,032 938 19,782 25,125 (5,343)  
 COS on liquor is over budget by 3%. I noticed a few errors that I had made while entering inventory for this month. Going forward I will be taking much greater care when entering inventory counts at the end of each month.

**ACCOUNT NAME:** Discounts Louis' 1,558 600 958 7,824 4,900 2,924  
 Discounts are over budget for February. This is due to an increase in Louis' rewards members redeeming their rewards over the course of the month.

**ACCOUNT NAME:** Equipment & Equipment Maint. 359 1,800 (1,441) 13,995 17,800 (3,805)  
 Our equipment and equipment maintenance expenses are below budget for February. Louis' did not require much for equipment repairs or new wares other than some glassware and small items.

**ACCOUNT NAME:** Special Events Expense 195 1,500 (1,305) 45,545 41,450 4,095  
 Special event expenses are under budget for the month. We did not require much for linen rentals or other special event items.

**ACCOUNT NAME:** Utilities  
Utilities are over budget for the month of February. Our bill from the UofS is quite a bit higher than usual, likely due to an increase in heat consumption during the month

14,135

12,112

2,023

136,521

123,326

13,195

**USSU ACCOUNTABILITY REPORT**

Dept: Louis' Entertainment  
 Fin. Stmt Date: February 2026  
 Completed By: Morgan

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	3,065	4,000	(935)
Expenses	3,296	3,847	(551)
Net Income	(231)	153	(384)

  

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	25,914	32,000	(6,086)
Expenses	19,342	31,170	(11,828)
Net Income	6,572	830	5,742

\*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>	3,065	2,000	1,065	25,790	18,500	7,290
We are better than budget for backline rental revenue in Febrauary due to more events requiring us to bring in sound techs.						
<b>ACCOUNT NAME:</b> <u>Ticket Sales</u>	-	2,000	(2,000)	124	13,500	(13,376)
Louis's did not host any events this month that generated ticket revenue.						
<b>ACCOUNT NAME:</b> <u>Entertainment expenses</u>	-	1,700	(1,700)	1,500	11,500	(10,000)
Louis' did not host any events this month that required us to pay for live entertainment.						
<b>ACCOUNT NAME:</b> <u>Salaries /Wages</u>	3,140	1,600	1,540	16,165	14,100	2,065
Due to the increase in bookings that required sound techs, we were billed more than what was budgeted for in February by PR Productions.						

**USSU ACCOUNTABILITY REPORT**

Dept: Marketing  
 Fin. Stmt Date: February 2026  
 Completed By: Jason Ventnor

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	2,608	2,500	108
Expenses	7	132	(125)
Net Income	2,601	2,368	233

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	51,713	52,650	(937)
Expenses	25,246	25,820	(574)
Net Income	26,467	26,830	(363)

		<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**

<u>ACCOUNT NAME:</u>		<u>983</u>	<u>400</u>	<u>583</u>	<u>4,958</u>	<u>2,650</u>	<u>2,308</u>
Advertising - Video							
More paid advertising than budgeted.							

**USSU ACCOUNTABILITY REPORT**

Dept: Student Crew  
 Fin. Stmt Date: February 2026  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	5,586	4,560	1,026
Expenses	8,048	6,898	1,150
Net Income	(2,462)	(2,338)	(124)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	43,273	34,240	9,033
Expenses	63,890	56,882	7,008
Net Income	(20,617)	(22,642)	2,025

	<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>Student Crew Revenue</u>	5,586	4,560	1,026	43,273	34,240	9,033
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Revenues were over budget for the month as Late Night Study billings were higher than anticipated.

<b>ACCOUNT NAME:</b> <u>Salaries Wages &amp; Benefits</u>	6,593	5,530	1,063	49,158	41,527	7,631
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Wages were over budget for the month as more staffing for Late Night Study was needed than what was anticipated.

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Governance  
 Fin. Stmt Date: February 2026  
 Completed By: Owen Deis

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	26,783	27,367	(584)
Net Income	(26,783)	(27,367)	584

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	0	0	0
Expenses	201,310	254,498	(53,188)
Net Income	(201,310)	(254,498)	53,188

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

**RECURRING VARIANCES**

<u>TIMING VARIANCES</u>							

<b>ACCOUNT NAME:</b> <u>Projects Events-Stud Gov</u>	3,949	0	3,949	7,434	6,600	834
As more events are scheduled for February and March, including the Research Symposium. Symposium costs are typically captured in March						

<b>ACCOUNT NAME:</b> <u>Sponsorship-Exec</u>	4,661	2,000	2,661	4,112	13,000	(8,888)
Scholarships were budgeted in January, but paid out this month.						

**ALL OTHER VARIANCES**

<b>ACCOUNT NAME:</b> <u>General Election-Stud. Gov</u>	137	650	(513)	512	650	(138)
'I Voted' stickers were printed in advance for the USSU executive elections. These were inexpensive.						

<b>ACCOUNT NAME:</b> <u>Projects-Exec</u>	857	4,508	(3,651)	10,268	29,180	(18,912)
Executives' projects have mostly come under budget or have not required considerable spending.						

<b>ACCOUNT NAME:</b> <u>Meeting Expense (SGM)-USC</u>	0	1,100	(1,100)	0	1,100	(1,100)
No Special General Meeting was held this year.						

**USSU ACCOUNTABILITY REPORT**

Dept: Stud. Grants  
 Fin. Stmt Date: February 2026  
 Completed By: Owen Deis

<b>For the Month:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	286	300	(14)
Expenses	8,876	10,500	(1,624)
Net Income	(8,590)	(10,200)	1,610

<b>For the Year:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Revenue	10,679	9,800	879
Expenses	43,469	54,000	(10,531)
Net Income	(32,790)	(44,200)	11,410

<b>*Benchmark</b>	<b>\$500.00</b>	<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>
<b>RECURRING VARIANCES</b>							
<b>TIMING VARIANCES</b>							
<b>ALL OTHER VARIANCES</b>							
<b>ACCOUNT NAME:</b>	Grants-Campus Clubs	8,847	10,000	(1,153)	34,926	42,000	(7,074)

Many groups completed their reimbursements steps in February, but many requests will be for events occurring in March, which accounts for the slight variance.

**USSU ACCOUNTABILITY REPORT**

Dept: USSU Services  
 Fin. Stmt Date: February 2026  
 Completed By: Jason Kovitch

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	3,077	1,253	1,824
Expenses	8,034	8,104	(70)
Net Income	(4,957)	(6,851)	1,894

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	27,404	25,127	2,277
Expenses	83,757	84,090	(333)
Net Income	(56,353)	(58,963)	2,610

	<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>Table Rentals</u>	2,750	1,000	1,750	20,360	16,950	3,410
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Table rentals were over budget due to 39 different paid groups booking during the month. Many were not for profits along with vendors selling their wares. There was also an all tunnel booking in the month as well.

**USSU ACCOUNTABILITY REPORT**

**Dept:** Womens Centre  
**Fin. Stmt Date:** February 2026  
**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	-	-	-
Expenses	2,821	3,830	(1,009)
Net Income	(2,821)	(3,830)	1,009

<b>For the Year:</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Revenue	-	-	-
Expenses	29,169	34,936	(5,767)
Net Income	(29,169)	(34,936)	5,767

	<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**

<b>ACCOUNT NAME:</b>						
<u>Events</u>	-	450	(450)	867	4,250	(3,383)

Pro Choice Awareness Week was in January but budgeted for February. There were no costs for events that were held in the month.

**USSU ACCOUNTABILITY REPORT**

Dept: XL Design  
 Fin. Stmt Date: February 2026  
 Completed By: Jason K.

<u>For the Month:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	20,872	25,903	(5,031)
Expenses	26,867	29,648	(2,781)
Net Income	(5,995)	(3,745)	(2,250)

<u>For the Year:</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	332,603	353,545	(20,942)
Expenses	304,700	325,616	(20,916)
Net Income	27,903	27,929	(26)

		<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:** Binding Expense (5) 76 (81) 550 795 (245)  
 Binding expenses are a negative for the month due to an inventory adjustment.

**ACCOUNT NAME:** Outsourcing Expense 587 1,680 (1,093) 15,831 15,087 744  
 Outsourcing costs are under budget at 76% for the month. This is due to costs being incurred in a different month than when we billed our clients.

**ALL OTHER VARIANCES**

**ACCOUNT NAME:** Banner Stand Revenue 1,115 1,644 (529) 18,047 15,888 2,159  
 Bannerstands are slightly under budget for the month due to fewer U of S departments needing stands in February. The bulk of the orders in the month were from U of S Communications and Ag Bio Resources.

**ACCOUNT NAME:** Colour Copier Revenue 11,070 11,687 (617) 168,280 195,107 (26,827)  
 Copy revenues are slightly under budget for the month. The month lacked large print jobs and there were approximately 250 smaller jobs from across campus and the city.

**ACCOUNT NAME:** Outsourcing Revenue 773 2,100 (1,327) 18,207 18,860 (653)  
 Outsourcing revenues are under budget for the month as most of the jobs were able to be completed in house.

**ACCOUNT NAME:** Plotter Revenue 5,586 7,844 (2,258) 98,987 98,600 387  
 Plotter revenues were slightly under budget for the month as there were fewer conference posters printed in the month than anticipated. There were large jobs for Black History Month and Arts and Science.

**ACCOUNT NAME:** Banner Stand Expense 205 543 (338) 3,958 5,243 (1,285)  
 Banner stand expenses are under budget at 18% of sales for the month. This is due to the margins being better on the types of banner stands that were sold in the month.

**ACCOUNT NAME:** Copier Expense Paper 2,794 2,337 457 32,718 39,021 (6,303)  
 Paper costs are slightly over budget at 25% as the jobs printed in the month were lower volume jobs on more expensive stock. For the year to date costs are under budget at 19%

**ACCOUNT NAME:** Copier Expense Service 3,352 3,039 313 51,893 50,729 1,164  
 Click charges are over budget at 30% for the month. This rate will drop as we will be able to print larger formats on a single click charge moving forward.

**ACCOUNT NAME:** Laminating Expense 141 420 (279) 2,475 3,579 (1,104)  
 Laminating costs are under budget at 10%. We were able to keep costs low by making efficient use of materials.

**ACCOUNT NAME:** Plotter Expense 1,957 2,510 (553) 27,443 31,552 (4,109)  
 Plotter expenses are slightly over budget by 3% for the month. This was due to the types of jobs printed in the month cost of the materials for those jobs. Our ink costs have been stable on our new machine and costs are under budget by 4% for the year to date.