

# 2017-2018 Preliminary Budget

## University of Toronto Students' Union Preliminary Budget '17 - '18

|   | <u>Actuals May '16 - Apr 17</u> | <u>Operating Budget '16-'17</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> | <u>Preliminary Budget '17-'18</u> |
|---|---------------------------------|---------------------------------|-----------------------|--------------------|-----------------------------------|
| <b>Income</b>                                 |                                 |                                 |                       |                    |                                   |
| <b>4000 · REVENUE</b>                         |                                 |                                 |                       |                    |                                   |
| <b>4100 · MEMBERSHIP FEES</b>                 |                                 |                                 |                       |                    |                                   |
| <b>4110 · Society Fees</b>                    |                                 |                                 |                       |                    |                                   |
| 4111 · Summer St. George                      | 75,485.71                       | 80,000.00                       | (4,514.29)            | 94.36%             | 78,945.08                         |
| 4112 · Summer UTM                             | 46,651.82                       | 50,000.00                       | (3,348.18)            | 93.3%              | 45,365.43                         |
| 4114 · Fall & Winter St. George               | 1,316,929.34                    | 1,287,300.00                    | 29,629.34             | 102.3%             | 1,289,801.04                      |
| 4115 · Fall & Winter UTM                      | 483,573.00                      | 470,000.00                      | 13,573.00             | 102.89%            | 444,706.98                        |
| <b>Total 4110 · Society Fees</b>              | <b>1,922,639.87</b>             | <b>1,887,300.00</b>             | <b>35,339.87</b>      | <b>101.87%</b>     | <b>1,858,818.53</b>               |
| <b>4120 · Student Refugee Program Fees</b>    |                                 |                                 |                       |                    |                                   |
| 4121 · Summer St. George                      | 2,880.82                        | 3,000.00                        | (119.18)              | 96.03%             | 2,800.00                          |
| 4122 · Summer UTM                             | 1,780.41                        | 2,000.00                        | (219.59)              | 89.02%             | 1,700.00                          |
| 4124 · Fall & Winter St. George               | 50,127.82                       | 47,400.00                       | 2,727.82              | 105.76%            | 49,095.00                         |
| 4125 · Fall & Winter UTM                      | 18,405.83                       | 17,600.00                       | 805.83                | 104.58%            | 16,927.00                         |
| <b>Total 4120 · Student Refugee Program I</b> | <b>73,194.88</b>                | <b>70,000.00</b>                | <b>3,194.88</b>       | <b>104.56%</b>     | <b>70,522.00</b>                  |
| <b>4130 · Orientation Fees</b>                |                                 |                                 |                       |                    |                                   |
| 4131 · Summer St. George                      | 2,087.55                        | 2,000.00                        | 87.55                 | 104.38%            | 2,104.08                          |
| 4132 · Summer UTM                             | 1,290.15                        | 1,400.00                        | (109.85)              | 92.15%             | 1,209.10                          |
| 4134 · Fall & Winter St. George               | 35,805.00                       | 47,400.00                       | (11,595.00)           | 75.54%             | 35,068.00                         |
| 4135 · Fall & Winter UTM                      | 13,147.73                       | 12,800.00                       | 347.73                | 102.72%            | 12,091.00                         |
| <b>Total 4130 · Orientation Fees</b>          | <b>52,330.43</b>                | <b>63,600.00</b>                | <b>(11,269.57)</b>    | <b>82.28%</b>      | <b>50,472.18</b>                  |
| <b>4140 · Dollars for Day Care Fees</b>       |                                 |                                 |                       |                    |                                   |
| 4141 · Summer St. George                      | 2,087.55                        | 2,000.00                        | 87.55                 | 104.38%            | 2,000.00                          |
| 4142 · Summer UTM                             | 1,290.15                        | 1,400.00                        | (109.85)              | 92.15%             | 1,300.00                          |
| 4144 · Fall & Winter St. George               | 35,805.00                       | 34,300.00                       | 1,505.00              | 104.39%            | 35,068.00                         |
| 4145 · Fall & Winter UTM                      | 13,147.73                       | 12,800.00                       | 347.73                | 102.72%            | 12,091.00                         |
| <b>Total 4140 · Dollars for Day Care Fees</b> | <b>52,330.43</b>                | <b>50,500.00</b>                | <b>1,830.43</b>       | <b>103.63%</b>     | <b>50,459.00</b>                  |

|  |                     |                     |                     |                |                     |  |
|--|---------------------|---------------------|---------------------|----------------|---------------------|--|
| <b>4150 · Accessibility Program Fees</b>         |                     |                     |                     |                |                     |  |
| 4151 · Summer St. George                         | 4,175.09            | 4,500.00            | (324.91)            | 92.78%         | 4,000.00            |  |
| 4152 · Summer UTM                                | 2,580.30            | 2,800.00            | (219.70)            | 92.15%         | 2,500.00            |  |
| 4154 · Fall & Winter St. George                  | 71,611.17           | 70,700.00           | 911.17              | 101.29%        | 70,136.00           |  |
| 4155 · Fall & Winter UTM                         | <u>26,295.47</u>    | <u>25,000.00</u>    | <u>1,295.47</u>     | <u>105.18%</u> | <u>24,182.00</u>    |  |
| <b>Total 4150 · Accessibility Program Fees</b>   | <b>104,662.03</b>   | <b>103,000.00</b>   | <b>1,662.03</b>     | <b>101.61%</b> | <b>100,818.00</b>   |  |
| <b>4160 · Accessibility Resource Fund</b>        |                     |                     |                     |                |                     |  |
| 4161 · Fall & Winter St. George                  |                     |                     |                     |                | <u>35,068.00</u>    |  |
| <b>Total 4160 · Accessibility Resource Fund</b>  |                     |                     |                     |                | <b>35,068.00</b>    |  |
| <b>4500 · HEALTH &amp; DENTAL PLAN FEES (IN)</b> |                     |                     |                     |                |                     |  |
| <b>4505 · FEES COLLECTED</b>                     |                     |                     |                     |                |                     |  |
| 4530 · Family Opt-Ins                            | <u>1,536.80</u>     |                     | <u>1,536.80</u>     | <u>100.0%</u>  | <u>-</u>            |  |
| <b>Total 4505 · FEES COLLECTED</b>               | <b>1,536.80</b>     |                     | <b>1,536.80</b>     | <b>100.0%</b>  |                     |  |
| 4560 · Health & Dental Admin Fees                | <u>400,000.00</u>   | <u>400,000.00</u>   | <u>0.00</u>         | <u>100.0%</u>  | <u>425,000.00</u>   |  |
| <b>Total 4500 · HEALTH &amp; DENTAL PLAN I</b>   | <b>401,536.80</b>   | <b>400,000.00</b>   | <b>1,536.80</b>     | <b>100.38%</b> | <b>425,000.00</b>   |  |
| <b>Total 4100 · MEMBERSHIP FEES</b>              | <b>2,606,694.44</b> | <b>2,574,400.00</b> | <b>32,294.44</b>    | <b>101.25%</b> | <b>2,591,157.71</b> |  |
| <b>4600 · TTC METROPASS SALES</b>                |                     |                     |                     |                |                     |  |
| <b>4610 · UTSU</b>                               |                     |                     |                     |                |                     |  |
| 4611 · TTC Tokens                                | 15,632.50           | 22,000.00           | (6,367.50)          | 71.06%         | 15,000.00           |  |
| 4610 · UTSU - Other                              | <u>120,105.25</u>   | <u>220,000.00</u>   | <u>(99,894.75)</u>  | <u>54.59%</u>  | <u>115,000.00</u>   |  |
| <b>Total 4610 · UTSU</b>                         | <b>135,737.75</b>   | <b>242,000.00</b>   | <b>(106,262.25)</b> | <b>56.09%</b>  | <b>130,000.00</b>   |  |
| 4620 · Non-UTSU (UTMSU & Chestnut)               | 8,654.50            | 1,000.00            | 7,654.50            | 865.45%        | 7,000.00            |  |
| 4630 · TTC Commissions                           | <u>1,371.13</u>     | <u>2,000.00</u>     | <u>(628.87)</u>     | <u>68.56%</u>  | <u>1,000.00</u>     |  |
| <b>Total 4600 · TTC METROPASS SALES</b>          | <b>145,763.38</b>   | <b>245,000.00</b>   | <b>(99,236.62)</b>  | <b>59.5%</b>   | <b>138,000.00</b>   |  |
| <b>4700 · ORIENTATION</b>                        |                     |                     |                     |                |                     |  |
| 4720 · Kit Sales                                 |                     | 9,500.00            | (9,500.00)          |                | 8,000.00            |  |
| 4730 · Clubs Fair Fees                           | 37,235.32           | 32,000.00           | 5,235.32            | 116.36%        | 35,000.00           |  |
| <b>4740 · Sponsorship</b>                        |                     |                     |                     |                |                     |  |
| 4741 · Corporate Sponsorship                     |                     | 85,000.00           | (85,000.00)         |                | 125,000.00          |  |
| 4742 · Campus Sponsorship                        |                     | 40,000.00           | (40,000.00)         |                | 49,000.00           |  |
| 4743 · Divisional Sponsorship                    |                     | 5,000.00            | (5,000.00)          |                | -                   |  |
| 4744 · UofT Central Admin                        | 10,342.97           | 10,817.00           | (474.03)            |                | 10,000.00           |  |
| 4740 · Sponsorship - Other                       | <u>173,761.87</u>   | <u>32,944.87</u>    |                     |                | <u>3,000.00</u>     |  |
| <b>Total 4740 · Sponsorship</b>                  | <b>184,104.84</b>   | <b>173,761.87</b>   | <b>10,342.97</b>    | <b>105.95%</b> | <b>187,000.00</b>   |  |
| <b>Total 4700 · ORIENTATION</b>                  | <b>221,340.16</b>   | <b>215,261.87</b>   | <b>6,078.29</b>     | <b>102.82%</b> | <b>230,000.00</b>   |  |
| <b>4800 · FRONT DESK SERVICES</b>                |                     |                     |                     |                |                     |  |
| 4830 · Front Desk Over/Short                     | (366.66)            | (350.00)            | (16.66)             | 104.76%        | (350.00)            |  |

|   |                  |                  |                   |                  |                  |
|---|------------------|------------------|-------------------|------------------|------------------|
| 4850 · STOP Plates                                | 280.00           | 100.00           | 180.00            | 280.0%           | 300.00           |
| 4860 · Other (ISIC, Faxes & other)                | 993.16           | 800.00           | 193.16            | 124.15%          | 1,000.00         |
| <b>4870 · TICKET SALES</b>                        |                  |                  |                   |                  |                  |
| 4871 · Ticket Sales ~ Cineplex                    |                  |                  |                   |                  |                  |
| 48711 · Ticket Sales ~ Cineplex                   | 3,280.39         | 28,000.00        | (24,719.61)       | 11.72%           | 4,000.00         |
| 4871 · Ticket Sales ~ Cineplex -                  | <u>19,254.63</u> | <u>2,000.00</u>  | <u>17,254.63</u>  | <u>962.73%</u>   | <u>20,000.00</u> |
| Total 4871 · Ticket Sales ~ Cineplex              | 22,535.02        | 30,000.00        | (7,464.98)        | 75.12%           | 24,000.00        |
| 4873 · Ticket Sales ~ Wonderland                  |                  |                  |                   |                  |                  |
| 48733 · Ticket Sales ~ Wonderla                   | 9,083.68         | 4,000.00         | 5,083.68          | 227.09%          | 8,000.00         |
| 487333 · Wonderland ~ Junior T                    | 235.34           | 225.00           | 10.34             | 104.6%           | 235.00           |
| 48734 · Ticket Sales ~ Wonderland HH              |                  | 3,500.00         | (3,500.00)        |                  |                  |
| 4873 · Ticket Sales ~ Wonderlan                   | <u>8,751.40</u>  | <u>10,000.00</u> | <u>(1,248.60)</u> | <u>87.51%</u>    | <u>8,750.00</u>  |
| Total 4873 · Ticket Sales ~ Wonderl               | 18,070.42        | 17,725.00        | 345.42            | 101.95%          | 16,985.00        |
| 4874 · Ticket Sales ~ Comedy                      | 580.00           | 100.00           | 480.00            | 580.0%           | 600.00           |
| 4876 · Ticket Sales ~ Raptors                     | 833.58           | 1,000.00         | (166.42)          | 83.36%           | 800.00           |
| 4879 · Ticket Sales ~ Archery                     | 360.00           | 1,000.00         | (640.00)          | 36.0%            | 350.00           |
| 4881 · Ticket Sales ~ Ripleys Aquari              |                  |                  |                   |                  |                  |
| 4881 · Ticket Sales ~ Ripleys Aquari              | 9,399.18         | 11,000.00        | (1,600.82)        | 85.45%           | 9,400.00         |
| 4882 · Ticket Sales ~ Events                      |                  |                  |                   |                  |                  |
| 4882 · Ticket Sales ~ Events                      | 1,287.61         | 20,000.00        | (18,712.39)       | 6.44%            | 20,000.00        |
| 4884 · Ticket Sales - Seasonals                   |                  |                  |                   |                  |                  |
| 4884 · Ticket Sales - Seasonals                   | <u>38,755.39</u> | <u>3,000.00</u>  | <u>35,755.39</u>  | <u>1,291.85%</u> | <u>35,000.00</u> |
| Total 4870 · TICKET SALES                         | 91,821.20        | 83,825.00        | 7,996.20          | 109.54%          | 107,135.00       |
| 4890 · Good Food Box                              | 2,735.00         | 4,000.00         | (1,265.00)        | 68.38%           | 4,000.00         |
| 4891 · Merchandise                                | 6,515.68         | 13,000.00        | (6,484.32)        | 50.12%           | 6,500.00         |
| 4892 · BBQ  | 199.08           |                  |                   |                  |                  |
| 4893 · SPC Cards                                  | 768.00           |                  |                   |                  | 1,200.00         |
| 4895 · Photocopies                                | 3,634.17         | 5,000.00         | (1,365.83)        | 72.68%           | 4,000.00         |
| 4896 · Rentals Bank                               | <u>36.00</u>     |                  |                   |                  | <u>500.00</u>    |
| Total 4800 · FRONT DESK SERVICES                  | 106,615.63       | 106,375.00       | 240.63            | 100.23%          | 124,285.00       |
| <b>4810 · FUNDRAISING SPONSORSHIP &amp; EVENT</b> |                  |                  |                   |                  |                  |
| 4812 · HANDBOOK SPONSORSHIP                       |                  |                  |                   |                  |                  |
| 48121 · St. George                                | 23,394.00        | 23,394.00        | 0.00              | 100.0%           |                  |
| 4812 · HANDBOOK SPONSORSHIP                       | <u>3,087.75</u>  | <u>3,087.75</u>  | <u>0.00</u>       | <u>100.0%</u>    |                  |
| Total 4812 · HANDBOOK SPONSORSHI                  | 26,481.75        | 26,481.75        | 0.00              | 100.0%           | 25,000.00        |
| 4813 · Events                                     | 9,118.71         | 8,616.10         | 502.61            | 105.83%          | 10,000.00        |
| 4814 · Grants                                     |                  |                  |                   |                  |                  |
| 4814 · Grants                                     | 9,848.00         | 9,860.00         | (12.00)           | 99.88%           | 6,000.00         |

|   |                            |                            |                           |                      |                            |  |
|---|----------------------------|----------------------------|---------------------------|----------------------|----------------------------|--|
| <b>4815 · Winter Week Events</b>            |                            |                            |                           |                      |                            |  |
| 48155 · WWoW Clubs fee                      | 1,715.00                   | 680.00                     | 1,035.00                  | 252.21%              | 1,700.00                   |  |
| 48156 · WWOW Concert Tickets                | 5,790.00                   |                            | 5,790.00                  | 100.0%               | -                          |  |
| 4815 · Winter Week Event Sponsors           | <u>5,340.00</u>            | <u>6,500.00</u>            | <u>(1,160.00)</u>         | <u>82.15%</u>        | <u>6,500.00</u>            |  |
| <b>Total 4815 · Winter Week Events</b>      | <b><u>12,845.00</u></b>    | <b><u>7,180.00</u></b>     | <b><u>5,665.00</u></b>    | <b><u>178.9%</u></b> | <b><u>8,200.00</u></b>     |  |
| <b>Total 4810 · FUNDRAISING SPONSORSHIP</b> | <b>58,293.46</b>           | <b>52,137.85</b>           | <b>6,155.61</b>           | <b>111.81%</b>       | <b>49,200.00</b>           |  |
| <b>4820 · INTEREST INCOME</b>               |                            |                            |                           |                      |                            |  |
| 4822 · General & TSLD Interest              | 31,614.69                  | 40,000.00                  | (8,385.31)                | 79.04%               | 31,000.00                  |  |
| 4824 · Capital Fund                         | 25.65                      | 25.00                      | 0.65                      | 102.6%               | -                          |  |
| 4826 · TTC                                  |                            | 6,500.00                   | (6,500.00)                |                      | 6,500.00                   |  |
| 4820 · INTEREST INCOME - Other              | <u>6,175.34</u>            |                            |                           |                      | <u>6,000.00</u>            |  |
| <b>Total 4820 · INTEREST INCOME</b>         | <b>37,815.68</b>           | <b>46,525.00</b>           | <b>(8,709.32)</b>         | <b>81.28%</b>        | <b>43,500.00</b>           |  |
| 4900 · Summer Mailing                       |                            | 2,500.00                   | (2,500.00)                |                      | -                          |  |
| 4940 · Sponsorship/Donations - General      | 388.00                     |                            |                           |                      | -                          |  |
| 4950 · Food Bank                            | 3,632.00                   | 1,453.00                   | 2,179.00                  | 249.97%              | 3,500.00                   |  |
| 4970 · Banner Printing                      | 3,437.50                   | 1,899.00                   |                           |                      | 3,500.00                   |  |
| 4975 · Bulk Purchasing                      | 13,712.40                  | 9,253.40                   |                           |                      | 10,000.00                  |  |
| 4980 · External Commission                  | 4.52                       |                            |                           |                      | -                          |  |
| 4990 · Reimbursement                        | 220.00                     | 160.00                     |                           |                      | -                          |  |
| 5999 · Uncategorized Income                 | <u>1,601.09</u>            | <u>1,251.09</u>            |                           |                      | <u>-</u>                   |  |
| <b>Total 4000 · REVENUE</b>                 | <b><u>3,199,518.26</u></b> | <b><u>3,256,216.21</u></b> | <b><u>(56,697.95)</u></b> | <b><u>98.26%</u></b> | <b><u>3,193,142.71</u></b> |  |
| <b>Total Income</b>                         | <b>3,199,518.26</b>        | <b>3,256,216.21</b>        | <b>(56,697.95)</b>        | <b>98.26%</b>        | <b>3,193,142.71</b>        |  |
| <b>Cost of Goods Sold</b>                   |                            |                            |                           |                      |                            |  |
| 5001 · Cost of Goods Sold                   | <u>3,817.93</u>            | <u>10,000.00</u>           | <u>(6,182.07)</u>         | <u>38.18%</u>        | <u>4,000.00</u>            |  |
| <b>Total COGS</b>                           | <b><u>3,817.93</u></b>     | <b><u>10,000.00</u></b>    | <b><u>(6,182.07)</u></b>  | <b><u>38.18%</u></b> | <b><u>4,000.00</u></b>     |  |
| <b>Gross Profit</b>                         | <b>3,195,700.33</b>        | <b>3,246,216.21</b>        | <b>(50,515.88)</b>        | <b>98.44%</b>        | <b>3,189,142.71</b>        |  |
| <b>Expense</b>                              |                            |                            |                           |                      |                            |  |
| Reconciliation Discrepancies                | 2.01                       |                            |                           |                      |                            |  |
| <b>6000 · EXPENSES</b>                      |                            |                            |                           |                      |                            |  |
| <b>6100 · PROGRAMING</b>                    |                            |                            |                           |                      |                            |  |
| <b>6110 · Commissions</b>                   |                            |                            |                           |                      |                            |  |
| 6111 · Campus Life Comm.                    | 3,890.51                   | 15,000.00                  | (11,109.49)               | 25.94%               | 10,000.00                  |  |
| 6112 · Social Justice & Equity Comr         | 15,993.24                  | 14,000.00                  | 1,993.24                  | 114.24%              | 10,000.00                  |  |
| 6113 · Professional Faculties Comm.         |                            | 2,000.00                   | (2,000.00)                |                      | 1,000.00                   |  |
| 6114 · Community Action Comm.               | 4,556.72                   | 6,000.00                   | (1,443.28)                | 75.95%               | 2,000.00                   |  |

|   |                  |                   |                    |                |                   |
|---|------------------|-------------------|--------------------|----------------|-------------------|
| <b>6115 · Academic &amp; Student Rights Comm.</b> |                  |                   |                    |                |                   |
| 6116 · International Students Co                  | 65.81            | 2,000.00          | (1,934.19)         | 3.29%          | 1,500.00          |
| 6117 · Mental Wellness Comm.                      | 1,874.71         | 2,000.00          | (125.29)           | 93.74%         | 1,500.00          |
| 6118 · Sustainability Comm.                       | 1,590.63         | 2,000.00          | (409.37)           | 79.53%         | 1,500.00          |
| 6119 · Academic & Student Right                   | 700.60           | 4,000.00          | (3,299.40)         | 17.52%         | 1,000.00          |
| <b>Total 6115 · Academic &amp; Student Ri</b>     | <b>4,231.75</b>  | <b>10,000.00</b>  | <b>(5,768.25)</b>  | <b>42.32%</b>  | <b>5,500.00</b>   |
| <b>Total 6110 · Commissions</b>                   | <b>28,672.22</b> | <b>47,000.00</b>  | <b>(18,327.78)</b> | <b>61.01%</b>  | <b>28,500.00</b>  |
| <b>6120 · Committees</b>                          |                  |                   |                    |                |                   |
| 6121 · Executive Committee                        | 9,747.36         | 7,000.00          | 2,747.36           | 139.25%        | 10,000.00         |
| 6122 · Campaigns and Advocacy Committee           |                  |                   |                    |                | 12,000.00         |
| <b>6130 · Outreach Committee</b>                  |                  |                   |                    |                |                   |
| 6131 · Breakfast Programs                         | 6,059.18         | 2,000.00          | 4,059.18           | 302.96%        | 10,000.00         |
| 6132 · Blue Crew                                  | 870.61           | 2,000.00          | (1,129.39)         | 43.53%         | 2,000.00          |
| 6133 · UTSUs Got You                              | 2,435.30         | 2,000.00          | 435.30             | 121.77%        | 2,500.00          |
| 6134 · Outreach - Other                           |                  |                   |                    |                | 10,000.00         |
| <b>Total 6130 · Outreach Committee</b>            | <b>9,365.09</b>  | <b>6,000.00</b>   | <b>3,365.09</b>    | <b>156.09%</b> | <b>24,500.00</b>  |
| <b>6140 · Student Aid Committee</b>               |                  |                   |                    |                |                   |
| 6141 · Book Bursary                               | 3,600.00         | 4,500.00          | (900.00)           | 80.0%          | 4,500.00          |
| 6142 · Academic Endeavour Gra                     | 910.00           | 2,000.00          | (1,090.00)         | 45.5%          | 2,000.00          |
| 6143 · Exam Deferral Bursary                      | 555.00           | 3,300.00          | (2,745.00)         | 16.82%         | 3,500.00          |
| 6144 · Dollars for Daycare                        | 37,892.55        | 36,300.00         | 1,592.55           |                | 37,068.00         |
| 6145 · Student Initiative Fund                    |                  | 4,000.00          | (4,000.00)         |                | 6,000.00          |
| 6146 · International Student Bursary              |                  |                   |                    |                | 3,500.00          |
| 6147 · Student Refugee Program                    | 1,000.00         | 50,400.00         | (49,400.00)        |                | 51,895.00         |
| <b>Total 6140 · Student Aid Committee</b>         | <b>43,957.55</b> | <b>100,500.00</b> | <b>(56,542.45)</b> | <b>43.74%</b>  | <b>108,463.00</b> |
| <b>Total 6120 · Committeees</b>                   | <b>63,070.00</b> | <b>113,500.00</b> | <b>(50,430.00)</b> | <b>55.57%</b>  | <b>154,963.00</b> |
| 6160 · Miscellaneous Internal Expenses            | 31,525.57        | 35,000.00         | (3,474.43)         | 90.07%         | 30,000.00         |
| 6195 · Winter Orientation                         | 63,371.29        | 20,000.00         | 43,371.29          | 316.86%        | 20,000.00         |
| <b>6700 · ORIENTATION</b>                         |                  |                   |                    |                |                   |
| 6701 · Events                                     | 128,682.45       | 128,568.75        | 113.70             | 100.09%        | 112,528.00        |
| 6702 · Bulk Purchasing Subsidy                    | 20,824.34        | 6,869.70          | 13,954.64          | 303.13%        | 25,000.00         |
| 6703 · Logistics                                  | 23,377.61        | 23,377.61         | 0.00               | 100.0%         | 28,200.00         |
| 6704 · Promotions                                 | 3,684.40         | 314.85            | 3,369.55           | 1,170.21%      | 10,200.00         |
| 6705 · Transportation                             | 7,041.54         | 7,041.54          | 0.00               | 100.0%         | 2,750.00          |
| 6706 · Training                                   | 1,759.68         | 1,759.68          | 0.00               | 100.0%         | 1,500.00          |
| 6709 · Orientation to UTMSU                       | 1,516.10         |                   |                    |                |                   |

|  |                   |                   |                     |                |                   |
|--|-------------------|-------------------|---------------------|----------------|-------------------|
| 6750 · Orientation - Other                           | 15,352.97         | 9,667.02          | 5,685.95            | 158.82%        | 7,980.00          |
| <b>Total 6700 · ORIENTATION</b>                      | <b>202,239.09</b> | <b>177,599.15</b> | <b>24,639.94</b>    | <b>113.87%</b> | <b>188,158.00</b> |
| <b>Total 6100 · PROGRAMING</b>                       | <b>388,878.17</b> | <b>393,099.15</b> | <b>(4,220.98)</b>   | <b>98.93%</b>  | <b>421,621.00</b> |
| <b>6200 · SERVICES</b>                               |                   |                   |                     |                |                   |
| <b>6400 · MEMBERS HANDBOOK &amp; PLANNER</b>         |                   |                   |                     |                |                   |
| 6410 · St. George                                    | 49,192.95         | 49,192.95         | 0.00                | 100.0%         | 50,000.00         |
| <b>6400 · MEMBERS HANDBOOK &amp; PLANNER - Other</b> |                   |                   |                     |                |                   |
| <b>Total 6400 · MEMBERS HANDBOOK &amp; F</b>         | <b>49,192.95</b>  | <b>49,192.95</b>  | <b>0.00</b>         | <b>100.0%</b>  | <b>50,000.00</b>  |
| <b>6600 · TTC METROPASS PURCHASES</b>                |                   |                   |                     |                |                   |
| 6610 · Inventory Purchases                           | 403,300.00        | 300,000.00        | 103,300.00          | 134.43%        | 300,000.00        |
| 6620 · Inventory Returns (Credits)                   | (279,388.75)      | (79,000.00)       | (200,388.75)        | 353.66%        | (177,000.00)      |
| 6650 · TTC Token Purchases                           | 13,084.00         | 22,000.00         | (8,916.00)          | 59.47%         | 15,000.00         |
| <b>Total 6600 · TTC METROPASS PURCHA</b>             | <b>136,995.25</b> | <b>243,000.00</b> | <b>(106,004.75)</b> | <b>56.38%</b>  | <b>138,000.00</b> |
| <b>7140 · FOOD BANK</b>                              |                   |                   |                     |                |                   |
| 7141 · St. George                                    | 7,558.80          | 10,000.00         | (2,441.20)          | 75.59%         | 12,000.00         |
| <b>Total 7140 · FOOD BANK</b>                        | <b>7,558.80</b>   | <b>10,000.00</b>  | <b>(2,441.20)</b>   | <b>75.59%</b>  | <b>10,000.00</b>  |
| <b>7150 · INCOME TAX CLINICS</b>                     |                   |                   |                     |                |                   |
| 7151 · St. George                                    | 20.00             | 2,000.00          | (1,980.00)          |                | 2,000.00          |
| <b>Total 7150 · INCOME TAX CLINICS</b>               | <b>20.00</b>      | <b>2,000.00</b>   | <b>(1,980.00)</b>   |                | <b>1,000.00</b>   |
| <b>7800 · FRONT DESK SERVICES</b>                    |                   |                   |                     |                |                   |
| <b>7860 · Merchandise</b>                            |                   |                   |                     |                |                   |
| <b>7870 · Tickets</b>                                |                   |                   |                     |                |                   |
| 7871 · Tickets ~ Cineplex                            | 31,442.18         | 30,000.00         | 1,442.18            | 104.81%        | 24,000.00         |
| 7873 · Tickets ~ Wonderland                          | 19,613.28         | 17,725.00         | 1,888.28            | 110.65%        | 16,985.00         |
| 7874 · Tickets ~ Comedy                              | 1,630.01          | 100.00            | 1,530.01            | 1,630.01%      | 600.00            |
| 7875 · Tickets ~ Ripleys                             | 8,663.00          | 11,000.00         | (2,337.00)          | 78.76%         | 9,400.00          |
| 7876 · Tickets ~ Archery                             | 1,593.00          | 1,000.00          | 593.00              | 159.3%         | 350.00            |
| 7879 · Tickets ~ Raptors                             |                   | 1,000.00          | (1,000.00)          |                | 800.00            |
| 7884 · Tickets ~ Events                              |                   | 20,000.00         | (20,000.00)         |                | 20,000.00         |
| 7885 · Tickets - Seasonal                            | 40,272.71         | 3,000.00          | 37,272.71           | 1,342.42%      | 35,000.00         |
| <b>Total 7870 · Tickets</b>                          | <b>103,214.18</b> | <b>83,825.00</b>  | <b>19,389.18</b>    | <b>123.13%</b> | <b>107,135.00</b> |
| 7880 · Good Food Box                                 | 3,277.31          | 5,000.00          | (1,722.69)          | 65.55%         | 4,000.00          |
| 7882 · Banner Printing Services                      | 2,835.92          | 3,000.00          | (164.08)            | 94.53%         | 3,000.00          |
| 7889 · Bulk Purchase Service                         | 127.48            |                   |                     |                | 500.00            |
| 7891 · SPC   |                   |                   |                     |                | 1,200.00          |
| 7999 · Uncategorized Expenses                        | 261.12            |                   |                     |                | 1,000.00          |
| <b>Total 7800 · FRONT DESK SERVICES</b>              | <b>109,716.01</b> | <b>91,825.00</b>  | <b>17,891.01</b>    | <b>119.48%</b> | <b>116,835.00</b> |
| <b>6800 · CLUB &amp; PROJECT SUBSIDIES</b>           |                   |                   |                     |                |                   |

|  |                     |                     |                     |                |                     |
|--|---------------------|---------------------|---------------------|----------------|---------------------|
| 6801 · Long Term Funding                       | 164,677.30          | 181,361.50          | (16,684.20)         | 90.8%          | 190,000.00          |
| 6804 · Clubs - Other Expenses                  | 2,139.53            | 12,000.00           | (9,860.47)          | 17.83%         | 6,000.00            |
| 6808 · Summer Funding                          | 2,388.50            | 2,388.50            | 0.00                | 100.0%         | 3,000.00            |
| 6810 · Unity Ball                              | 18,667.53           | 4,000.00            | 14,667.53           | 466.69%        | 8,000.00            |
| <b>Total 6800 · CLUB &amp; PROJECT SUBSID</b>  | <b>187,872.86</b>   | <b>199,750.00</b>   | <b>(11,877.14)</b>  | <b>94.05%</b>  | <b>207,000.00</b>   |
| <b>Total 6200 · SERVICES</b>                   | <b>491,355.87</b>   | <b>595,767.95</b>   | <b>(104,412.08)</b> | <b>82.47%</b>  | <b>522,835.00</b>   |
| <b>7500 · HUMAN RESOURCES</b>                  |                     |                     |                     |                |                     |
| <b>7510 · SALARIES &amp; WAGES</b>             |                     |                     |                     |                |                     |
| 7511 · Full-Time Staff                         | 530,614.62          | 483,000.00          | 47,614.62           | 109.86%        | 471,138.09          |
| 7512 · Orientation                             | 49,619.73           | 45,000.00           | 4,619.73            | 110.27%        | 50,000.00           |
| 7513 · Executives                              | 166,495.10          | 200,000.00          | (33,504.90)         | 83.25%         | 167,440.00          |
| 7514 · Associates                              | 54,327.01           | 58,000.00           | (3,672.99)          | 93.67%         | 75,000.00           |
| 7515 · Front Desk & Other                      | 41,720.30           | 32,000.00           | 9,720.30            | 130.38%        | 60,000.00           |
| 7516 · Commissioners                           | 1,500.00            | 3,000.00            | (1,500.00)          | 50.0%          | 2,250.00            |
| <b>7517 · Wages - Casual &amp; Contractor</b>  |                     |                     |                     |                |                     |
| 75171 · Food Bank Wages - Cas                  | 6,103.20            | 6,500.00            | (396.80)            | 93.9%          | 7,500.00            |
| 75172 · Postering Wages - Casu                 | 1,337.63            | 1,200.00            | 137.63              | 111.47%        | 2,000.00            |
| 7517 · Wages - Casual & Contra                 | 11,692.89           | 10,000.00           | 1,692.89            | 116.93%        | 15,000.00           |
| <b>Total 7517 · Wages - Casual &amp; Conti</b> | <b>19,133.72</b>    | <b>17,700.00</b>    | <b>1,433.72</b>     | <b>108.1%</b>  | <b>24,500.00</b>    |
| 7518 · Elections                               |                     | 15,000.00           | (15,000.00)         |                | -                   |
| <b>Total 7510 · SALARIES &amp; WAGES</b>       | <b>863,410.48</b>   | <b>853,700.00</b>   | <b>9,710.48</b>     | <b>101.14%</b> | <b>850,328.09</b>   |
| <b>7520 · Payroll Expenses</b>                 |                     |                     |                     |                |                     |
| 7521 · CPP                                     | 34,468.44           | 38,000.00           | (3,531.56)          | 90.71%         | 35,000.00           |
| 7522 · EI                                      | 18,838.49           | 22,000.00           | (3,161.51)          | 85.63%         | 20,000.00           |
| 7523 · Vacation Paid                           | 12,941.01           | 13,000.00           | (58.99)             | 99.55%         | 20,000.00           |
| 7524 · Public Holiday Pay                      |                     | 800.00              | (800.00)            |                | 1,000.00            |
| 7520 · Payroll Expenses - Other                | 798.42              | 1,400.00            | (601.58)            | 57.03%         | 2,000.00            |
| <b>Total 7520 · Payroll Expenses</b>           | <b>67,046.36</b>    | <b>75,200.00</b>    | <b>(8,153.64)</b>   | <b>89.16%</b>  | <b>78,000.00</b>    |
| 7530 · RRSP Contributions                      | 24,301.60           | 23,000.00           | 1,301.60            | 105.66%        | 25,000.00           |
| 7545 · Employer Health Tax                     | 18,577.64           | 14,000.00           | 4,577.64            | 132.7%         | 20,000.00           |
| 7551 · Sunlife Benefits                        | 23,492.64           | 29,000.00           | (5,507.36)          | 81.01%         | 25,000.00           |
| 7560 · WSIB Premiums                           | 6,160.36            | 5,500.00            | 660.36              | 112.01%        | 6,500.00            |
| 7570 · Development & Training                  | 300.00              | 4,000.00            | (3,700.00)          | 7.5%           | 4,000.00            |
| 7572 · Taxable Employee Benefits               | 11,033.00           | 10,000.00           | 1,033.00            | 110.33%        | 12,000.00           |
| 7580 · Mobile Phone Allowance                  |                     | 8,000.00            | (8,000.00)          |                | 7,000.00            |
| <b>Total 7500 · HUMAN RESOURCES</b>            | <b>1,014,322.08</b> | <b>1,022,400.00</b> | <b>(8,077.92)</b>   | <b>99.21%</b>  | <b>1,027,828.09</b> |
| <b>7600 · ADMIN &amp; OFFICE</b>               |                     |                     |                     |                |                     |
| 7605 · Acct & Bkp Fees                         | 9,336.06            | 9,500.00            | (163.94)            | 98.27%         | 9,500.00            |
| 7610 · Audit & Accounting Fees                 | 15,255.00           | 16,000.00           | (745.00)            | 95.34%         | 16,000.00           |
| 7615 · Insurance                               | 28,558.44           | 28,558.44           | 0.00                | 100.0%         | 30,000.00           |

|   |                   |                   |                   |                |                   |
|---|-------------------|-------------------|-------------------|----------------|-------------------|
| 7620 · Legal                                      | 130,405.37        | 120,000.00        | 10,405.37         | 108.67%        | 150,000.00        |
| 7630 · Postage & Courier                          | 1,473.88          | 2,500.00          | (1,026.12)        | 58.96%         | 100.00            |
| 7640 · Telephone                                  | 3,555.39          | 3,750.00          | (194.61)          | 94.81%         | 3,750.00          |
| 7645 · Transportation                             | 5,043.90          | 5,000.00          | 43.90             | 100.88%        | 5,000.00          |
| <b>7650 · ELECTIONS &amp; REFERENDA</b>           |                   |                   |                   |                |                   |
| 7652 · Candidate Reimbursements                   | 18,179.21         | 15,000.00         | 3,179.21          | 121.2%         | 15,000.00         |
| 7654 · Operations & Supplies                      | 20,478.27         | 25,000.00         | (4,521.73)        | 81.91%         | 20,000.00         |
| <b>Total 7650 · ELECTIONS &amp; REFERENDA</b>     | <b>38,657.48</b>  | <b>40,000.00</b>  | <b>(1,342.52)</b> | <b>96.64%</b>  | <b>35,000.00</b>  |
| <b>7660 · EQUIPMENT, PRINTING, &amp; SUPPLIES</b> |                   |                   |                   |                |                   |
| 7662 · Photocopier (Lease & Printin               | 19,631.91         | 20,000.00         | (368.09)          | 98.16%         | 30,000.00         |
| 7664 · Repairs and Maintenance                    | 7,527.03          | 12,000.00         | (4,472.97)        | 62.73%         | 4,000.00          |
| 7665 · Equipment & Supplies                       | 37,095.62         | 33,000.00         | 4,095.62          | 112.41%        | 40,000.00         |
| 7706 · Small Office Equipment                     | 868.50            |                   |                   |                | 1,000.00          |
| 7660 · EQUIPMENT, PRINTING, & SI                  | 285.17            |                   |                   |                | 500.00            |
| <b>Total 7660 · EQUIPMENT, PRINTING, &amp;</b>    | <b>65,408.23</b>  | <b>65,000.00</b>  | <b>408.23</b>     | <b>100.63%</b> | <b>75,500.00</b>  |
| <b>7670 · FINANCIAL FEES</b>                      |                   |                   |                   |                |                   |
| 7672 · Bank Fees                                  | 4,859.67          | 5,500.00          | (640.33)          | 88.36%         | 5,000.00          |
| 7674 · Interest & Late Fees                       | 6,691.36          | 6,891.97          | (200.61)          | 97.09%         | 1,000.00          |
| 7676 · Transaction Fees                           | 904.30            | 2,800.00          | (1,895.70)        | 32.3%          | 1,250.00          |
| 7677 · Merchant Service Charge                    | 1,654.51          | 2,000.00          | (345.49)          | 82.73%         | 2,000.00          |
| <b>Total 7670 · FINANCIAL FEES</b>                | <b>14,109.84</b>  | <b>17,191.97</b>  | <b>(3,082.13)</b> | <b>82.07%</b>  | <b>9,250.00</b>   |
| <b>7680 · ORG. GOVERNANCE &amp; MEETINGS</b>      |                   |                   |                   |                |                   |
| 7682 · Conferences & Other Meeting                | 17,971.71         | 10,000.00         | 7,971.71          | 179.72%        | 15,000.00         |
| 7684 · UTSU Meetings                              | 5,197.48          | 5,500.00          | (302.52)          | 94.5%          | 10,000.00         |
| 7687 · General Meetings                           | 7,034.52          | 8,500.00          | (1,465.48)        | 82.76%         | 10,000.00         |
| 7688 · Board Retreat                              | 18,049.19         | 18,049.19         |                   | 100.0%         | 13,500.00         |
| <b>Total 7680 · ORG. GOVERNANCE &amp; ME</b>      | <b>48,252.90</b>  | <b>42,049.19</b>  | <b>6,203.71</b>   | <b>114.75%</b> | <b>48,500.00</b>  |
| 7600 · ADMIN & OFFICE - Other                     | 1,192.71          |                   |                   |                |                   |
| <b>Total 7600 · ADMIN &amp; OFFICE</b>            | <b>361,249.20</b> | <b>349,549.60</b> | <b>11,699.60</b>  | <b>103.35%</b> | <b>382,600.00</b> |
| <b>7700 · COMMUNICATIONS</b>                      |                   |                   |                   |                |                   |
| 7703 · Software & Computer Parts                  | 4,778.92          | 5,000.00          | (221.08)          | 95.58%         | 5,000.00          |
| 7705 · Support Services                           | 21.00             |                   |                   |                |                   |
| 7707 · Web Development                            | 1,468.49          | 1,500.00          | (31.51)           | 97.9%          | 5,000.00          |
| 7708 · List-Serve Email Communication             | 39.66             | 250.00            | (210.34)          | 15.86%         | 250.00            |
| 7709 · Membership Mailout                         |                   |                   |                   |                |                   |
| 7160 · Summer Mailing                             | 12,957.20         |                   |                   |                | 10,000.00         |
| 7709 · Membership Mailout - Other                 |                   | 12,957.00         | (12,957.00)       |                |                   |
| <b>Total 7709 · Membership Mailout</b>            | <b>12,957.20</b>  | <b>12,957.00</b>  | <b>0.20</b>       | <b>100.0%</b>  | <b>10,000.00</b>  |

|                                    |                          |                          |                         |                       |                          |
|------------------------------------|--------------------------|--------------------------|-------------------------|-----------------------|--------------------------|
| <b>7710 · Promotions</b>           |                          |                          |                         |                       |                          |
| 7711 · Online Advertisement        | 11,734.06                | <u>7,000.00</u>          | 4,734.06                | 167.63%               | <u>15,000.00</u>         |
| 7712 · Postering (POSTIT UP)       |                          | 0.00                     | 0.00                    |                       |                          |
| 7713 · Give Aways                  | 14,329.57                | 20,000.00                | (5,670.43)              | 71.65%                | 5,000.00                 |
| 7710 · Promotions - Other          | <u>5,208.45</u>          | <u>2,000.00</u>          | <u>3,208.45</u>         | <u>260.42%</u>        | <u>2,000.00</u>          |
| <b>Total 7710 · Promotions</b>     | <u>31,272.08</u>         | <u>29,000.00</u>         | <u>2,272.08</u>         | <u>107.84%</u>        | <u>22,000.00</u>         |
| <b>Total 7700 · COMMUNICATIONS</b> | <u>50,537.35</u>         | <u>48,707.00</u>         | <u>1,830.35</u>         | <u>103.76%</u>        | <u>42,250.00</u>         |
| <b>Total 6000 · EXPENSES</b>       | <u>2,306,342.67</u>      | <u>2,409,523.70</u>      | <u>(103,181.03)</u>     | <u>95.72%</u>         | <u>2,397,134.09</u>      |
| <b>Total Expense</b>               | <u>2,306,344.68</u>      | <u>2,409,523.70</u>      | <u>(103,179.02)</u>     | <u>95.72%</u>         | <u>2,397,134.09</u>      |
| <b>Net Income</b>                  | <u><u>889,355.65</u></u> | <u><u>836,692.51</u></u> | <u><u>52,663.14</u></u> | <u><u>106.29%</u></u> | <u><u>792,008.62</u></u> |

**ADJUSTMENTS**

|                                      |                         |                         |                         |                    |                        |
|--------------------------------------|-------------------------|-------------------------|-------------------------|--------------------|------------------------|
| Depreciation                         | (14,543.00)             | (15,000.00)             | 457.00                  | 96.95%             | (15,000.00)            |
| 85% UTM Society Fee                  | (450,691.10)            | (442,000.00)            | (8,691.10)              | 101.97%            | (416,250.00)           |
| 75% UTM Orientation Fee              | (10,828.41)             | (10,650.00)             | (178.41)                | 101.68%            | (10,650.00)            |
| 100% UTM Daycare Fee                 | (14,437.88)             | (14,200.00)             | (237.88)                | 101.68%            | (13,391.00)            |
| 100% UTM Student Refugee Program Fee | (20,186.24)             | (19,600.00)             | (586.24)                | 102.99%            | (18,627.00)            |
| UTM Health and Dental Admin Fee      |                         |                         |                         |                    | (25,000.00)            |
| 50% EngSoc Society Fee               | (83,895.18)             | (86,000.00)             | 2,104.82                | 97.55%             | (85,000.00)            |
| Accessibility Fund Trust             | (104,662.03)            | (103,000.00)            | (1,662.03)              | 101.61%            | (100,818.00)           |
| Student Commons Trust                | (25,000.00)             | (25,000.00)             | -                       | 100.0%             | (25,000.00)            |
| Cash Reserve Contribution            | (25,000.00)             | (25,000.00)             | -                       | 100.0%             | (25,000.00)            |
| HR Contingency                       | (25,000.00)             | (25,000.00)             | -                       | 100.0%             | (25,000.00)            |
| General Contingency                  | (25,000.00)             | (25,000.00)             | -                       | 1.00               | (25,000.00)            |
| <b>Adjusted Net Income</b>           | <u><u>90,111.81</u></u> | <u><u>46,242.51</u></u> | <u><u>43,869.30</u></u> | <u><u>195%</u></u> | <u><u>7,272.62</u></u> |