

Budget Summary		Year End	Last Year's	New
		Projections	Budget	Budget
Revenue				
General				
	Fees	1,643,000	1,625,000	1,622,000
	Commissions	115,000	115,000	115,000
	Operational Revenue	175,000	110,000	151,000
		1,933,000	1,850,000	1,888,000
Business/Departments(Net)				
	Marketing	(252,500)	(308,000)	(414,500)
	GPA's	225,000	245,000	200,000
	IQ's	225	32,000	35,500
	Digital Print & Design Centre	45,500	83,000	41,000
	Degrees	36,000	28,000	29,000
	The Hub	79,000	73,880	80,000
	UMCycle	(72,650)	(67,000)	(82,500)
	Answers	(27,250)	(100,000)	0
		33,325	(13,000)	(111,500)
	Total Revenue	\$1,966,325	\$1,837,000	\$1,776,500
Expenses				
Governance				
	Executive Personnel	194,000	194,500	199,500
	Governance Personnel	167,100	185,500	224,000
	Executive/Council Meetings & Training	20,450	20,500	22,000
	Administration	111,300	44,000	157,000
	Student Services	241,500	206,000	224,500
	Elections	22,500	24,500	22,500
Operations				
	Personnel	510,000	552,000	606,000
	Administration	58,200	70,000	68,000
	Professional	127,000	163,000	145,000
	Occupancy	57,500	85,000	65,000
	Retained Earnings	120,000	125,000	43,000
		1,629,550	1,670,000	1,776,500
Net		\$336,775	\$167,000	\$0

Governance		Year End Projections	Last Year's Budget	New Budget
Revenue				
Governance Revenue				
5001-15	Governance Fees	425,000	441,500	455,000
5009-15	Commissions	115,000	115,000	115,000
5010-15	Sponsorship Revenue	3,050	0	
		543,050	556,500	570,000
Expenses				
Executive Personnel				
8000-15	Executive Salaries & Benefits	187,000	187,000	192,000
8002-15	Parking/Transit	4,500	5,000	5,000
8003-15	Executive Discounts	2,500	2,500	2,500
		194,000	194,500	199,500
Governance Personnel				
8050-15	Salaries and Statutory Benefits	148,000	148,000	195,000
8055-15	Assistants	11,000	14,000	20,000
8060-15	Parking/Transit	3,100	3,000	3,500
8061-15	Professional Development	2,500	2,500	2,500
8062-15	Travel/Meetings/Conferences	2,500	5,000	3,000
		167,100	172,500	224,000
Executive/Council Meetings & Training				
8070-15	Executive	2,500	3,000	3,000
8071-15	Council	5,000	7,000	6,000
8072-15	Committee	2,750	3,000	3,000
8073-15	Council Retreat	5,000	7,500	5,000
8075-15	Retreat, UMSU Skills, Appreciation	5,200		5,000
		20,450	20,500	22,000
Administration				
8021-15	Professional Fees			
8022-15	Travel/Meetings/Conferences	32,800	30,000	30,000
8023-15	Office Supplies	4,500	5,000	5,000
8024-15	Telephone	12,000	9,000	12,000
8025-15	Participatory Budget	500	20,000	30,000
8270-15	UMSU Centennial	45,000	45,000	50,000
8301-15	Community Support	15,000	20,000	20,000
8302-15	Campaigns	1,500	10,000	10,000
		111,300	139,000	157,000
Elections and Winter Referenda				
8500-15	CRO/DRO	8,000	8,000	8,000
8501-15	Poll Clerks	1,000	1,000	1,000
8502-15	Administration	10,000	10,000	10,000
8505-15	Candidate Reimbursements	3,500	3,500	3,500

	22,500	22,500	22,500
Governance Administration	(27,700)	(7,500)	55,000

Governance	Year End Projections	Last Year's Budget	New Budget
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Funding Revenue

5003-15	Community Group Fees	102,000	102,000	104,000
5002-15	Endowment Funding	200,000	200,000	150,000
		302,000	302,000	254,000

Student Services

8210-15	Peer Tutoring	2,500	15,000	5,000
8250-15	Student Club Support	167,000	167,000	145,000
8251-15	Food Hampers	5,000	5,000	5,000
8252-15	Foodbank	12,500	12,500	12,500
8253-15	Inner City Social Work		5,500	0
8254-15	Playcare		5,000	0
8255-15	Hardship	100	15,000	10,000
8256-15	SNAP		3,000	0
8257-15	GoSA	4,500	4,500	0
8271-15	International Student Services	1,000	10,000	0
8300-15	General Sponsorship	20,000	23,000	17,000
8305-15	Alternative Reading Week	1,400	4,000	0
8100-15	Travel Grants	27,500	40,000	30,000
		241,500	309,500	224,500

Governance Student Services	(60,500)	7,500	(29,500)
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Total Governance	(88,200)	0	25,500
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Operations	Year End Projections	Last Year's Budget	New Budget
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Revenue

Revenue

5000-11	Union Fees	1,275,000	1,257,000	1,300,000
5001-11	Governance Fee Transfer	-425,000	-441,500	-455,000
5003-11	Sustainability Fee	66,000	66,000	68,000
5015-11	Operating Account Interest	125,000	60,000	100,000
5020-11	Rental Income	35,000	35,000	35,000
5030-11	UMFM Administration Fee	9,000	9,000	10,000
5031-11	Manitoban Administration Fee	6,000	6,000	6,000
5040-11	Miscellaneous	11,250		
		1,102,250	991,500	1,064,000

Business Income

	GPA's	225,000	245,000	200,000
	IQ's	225	32,000	35,500
	Digital Print & Design Centre	45,500	83,000	41,000
	Degrees	36,000	28,000	29,000
	The Hub	79,000	73,880	80,000
	UMCycle	(72,650)	(67,000)	(82,500)
	Answers	(27,250)	(100,000)	0
	Marketing	(252,500)	(308,000)	(414,500)
		1,388,075	1,286,380	952,500

Operations	Year End Projections	Last Year's Budget	New Budget
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Expenses

Personnel

7000-11	Salaries and Benefits	500,000	525,000	586,000
7001-11	Assistants		2,000	5,000
7005-11	Staff Training	500	3,000	2,000
7006-11	Professional Development	2,000	5,000	1,000
7007-11	Conferences		2,000	0
7010-11	Staff Appreciation	7,500	15,000	12,000
		510,000	552,000	606,000

Administration

7100-11	Office Supplies	12,000	15,000	12,000
7101-11	Parking/Transportation	7,300	6,500	9,000
7102-11	UMSU Van	2,000	5,000	3,000
7105-11	Bank Charges/Exchange	12,000	15,000	15,000
7110-11	Computers	5,100	5,000	4,000
7115-11	Job Vacancies	2,000	2,000	1,000
7116-11	Photocopying	2,500	3,000	3,000
7117-11	Postage	2,500	6,000	4,500
7118-11	Telephone	12,000	10,000	15,000
7119-11	Memberships	500	1,000	500
7125-11	General Business Expense	100	1,000	500
7130-11	Courier	200	500	500
		58,200	70,000	68,000

Professional

7150-11	Legal	25,000	50,000	30,000
7160-11	Audit	31,000	36,000	35,000
7170-11	Insurance	71,000	75,000	75,000
7175-11	Professional Fees			5,000
7180-11	U Pass		2,000	
		127,000	163,000	145,000

Occupancy

7200-11	Repairs & Maintenance	7,500	15,000	5,000
7400-11	Security	50,000	70,000	60,000

		57,500	85,000	65,000
Retained Earnings				
7900-11	Allocation	120,000	108,500	43,000
		120,000	108,500	43,000

Total Operations	515,375	307,880	25,500
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Marketing		Year End Projections	Last Year's Budget	New Budget
Revenue				
5310-26	Business Marketing Revenue	15,200	15,000	15,000
5311-26	Tabling Revenue	26,000	0	30,000
5320-26	General Revenue	900	5,000	1,000
		42,100	20,000	46,000
Personnel				
7000-26	Salaries & Benefits	179,000	179,000	235,500
7001-26	PT Salaries & Benfits	15,000	15,000	5,000
7005-26	Staff Training	1,000	1,000	1,000
7006-26	Professional Deveopment	0	0	15,000
7007-26	Volunteer Coordinator	0	0	0
7010-26	Volunteer Recruitment/Training/Appreciation	1,200	8,000	5,000
		196,200	203,000	261,500
Administration				
7100-26	Office Supplies	2,500	2,500	2,500
7101-26	Parking/Transit	5,000	5,000	5,000
7102-26	Marketing Assets/Supplies	6,000	4,000	6,000
7105-26	Daytimer	300	0	0
7110-26	Computers & Website	4,250	10,000	10,000
7118-26	Telephone	5,000	5,000	5,000
7125-26	Promotional Items	5,000	7,500	30,000
		28,050	34,000	58,500
Programming				
7300-26	Fall Orientation	2,400	40,000	40,000
7301-26	Frosh Concert	800	0	50,000
7310-26	Winter Orientation	25,000	25,000	25,000
7315-26	Bannatyne Programming	0	0	1,500
7320-26	Residence Packages	20,300	15,000	0
7330-26	Malpractice Social	(1,150)	(1,000)	(1,000)
7331-26	Event #2	1,100	0	0
7332-26	Event #3	8,900	0	0

	Administration			
7101-20	Parking	1,700	1,800	1,650
7105-20	Bank Charges	14,000	28,400	21,125
7110-20	Computers	5,000	600	0
7118-20	Telephones	2,900	5,700	2,200
	Total Administration	23,600	36,500	24,975
	Occupancy			
7200-20	Repairs & Maintenance	800	1,200	800
7202-20	Licenses	0	0	0
7205-20	Supplies	200	2,400	800
7219-20	UMSU Discounts	2,000	2,900	1,700
7225-20	Promotions	4,500	4,000	3,000
7226-20	Advertising	0	0	0
7500-20	Cash O/S	7,500	10,500	6,300
	Total Occupancy	7,500	10,500	6,300
	Total Expenses	216,100	238,000	228,675
	Net Profit (Loss)	225,000	245,000	200,000

IQ's	G/L No.	Account	Year End Projections	Last Year's Budget	New Budget
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Revenue

Sales

5105-21	Food - Confection	8,000	8,000	10,200
5106-21	Food - Baked Goods	48,000	47,200	50,100
5107-21	Food - Miscellaneous	45,000	45,700	50,300
5120-21	Beverages - Cold	55,000	34,500	59,000
5125-21	Beverages - Hot	175,000	197,000	181,200
5126-21	Beverages - Prepared	0	0	0
5130-21	Tobacco	22,000	26,000	26,600
5135-21	Sundry	80	300	80
5140-21	Catering/Events	800	800	1,000
5142-21	Billiards	115,000	140,000	118,850
5144-21	ATM Commission	500	500	570
5160-21	Miscellaneous Sales	1,800	0	2,100
	Total Sales	471,180	500,000	500,000

Cost of Sales

6005-21	Food - Packaging	150	430	430
6006-21	Food - Confection	6,200	5,050	5,470
6007-21	Food - Baked Goods	24,000	27,950	24,600
6008-21	Food - Miscellaneous	30,500	33,775	27,800
6020-21	Beverages - Cold	20,000	17,400	24,200
6025-21	Beverages - Packaging	1,340	430	460
6030-21	Beverages - Hot	107,500	120,100	108,500
6031-21	Beverages - Prepared	672	0	0

6040-21	Tobacco	20,000	22,240	23,467
6046-21	Sundry	1,009	0	125
6055-21	Inventory Adjustment	0	0	0
6070-21	Billiards	172	0	5,200
	Total Cost of Sales	211,544	227,375	220,252
	Gross Margin	259,636	272,625	279,748
	Expenses			
	Personnel			
7000-21	FT Salaries & Benefits	80,000	82,800	85,000
7001-21	PT Salaries & Benefits	140,000	122,000	130,000
	Total Personnel	220,000	204,800	215,000
	Administration			
7030-21	Entertainment	0	400	0
7101-21	Parking	1,150	1,360	1,180
7105-21	Bank Charges	8,000	12,000	8,800
7110-21	Computers	555	450	600
7118-21	Telephones	1,400	2,340	1,308
	Total Administration	11,105	16,550	11,888

IQ's	G/L No.	Account	Year End Projections	Last Year's Budget	New Budget
		Occupancy			
	7200-21	Repairs & Maintenance	7,000	4,000	6,625
	7201-21	Satellite	0	300	75
	7202-21	Licenses	150	775	150
	7205-21	Supplies-Operational	7,750	1,000	2,700
	7207-21	Supplies-Cleaning			1,400
	7210-21	Composting	0	0	1,800
	7215-21	Laundry	2,500	600	1,800
	729-21	Janitorial	130	0	0
	7220-21	UMSU Discounts	3,000	200	3,610
	7223-21	Staff Discounts	0	0	0
	7225-21	Open Discounts	0	0	0
	7226-21	Promotions	5,000	12,000	4,300
	7500-21	Advertising	2,776	400	400
		Total Occupancy	28,306	19,275	22,860
		Total Expenses	259,411	240,625	249,748
		Net Profit (Loss)	225	32,000	35,500

Digital Print & Design Centre	Year End Projections	Last Year's Budget	New Budget
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Revenue

Sales

5200-30	Copy/Print - Regular	234,000	253,800	237,300
5201-30	Copy/Print - Colour	142,100	148,300	142,300
5202-30	Copy/Print - Wide Format	23,540	26,200	23,550
5203-30	Copy/Print - Self Serve	42,035	48,075	42,250
5204-30	Copy/Print - WF Kip	9,625	8,100	9,640
5210-30	Binding - Regular	23,500	26,050	23,800
5211-30	Binding - Hard Cover	33,200	33,000	33,200
5220-30	Sales - Paper	1,400	825	1,460
5221-30	Sales - Covers	37,050	35,175	37,050
5222-30	Sales - FAX	435	565	435
5223-30	Sales - Scanning	8,050	4,550	6,650
5224-30	Scanning - WF Kip	0	0	0
5230-30	Finishing Revenue	16,300	17,080	16,275
5235-30	Debit Card Deposit	0	0	0
5240-30	Commissions - Grant's Tutoring	2,975	4,885	2,940
5241-30	Commissions - David Quon Tutoring	1,000	2,640	0

	Total Sales	575,210	609,245	576,850
	Cost of Sales			
6100-30	Copy/Print - Regular	32,695	37,588	32,650
6101-30	Copy/Print - Colour	34,425	37,060	34,250
6102-30	Copy/Print - Wide Format	9,000	4,830	8,980
6103-30	Copy/Print - Self Serve	7,825	9,003	7,870
6104-30	Copy/Print - WF Kip	2,400	1,920	2,668
6110-30	Binding - Regular	1,500	2,690	1,500
6111-30	Binding - Hard Cover	19,225	29,700	19,650
6120-30	Paper	43,500	44,800	43,650
6125-30	Covers	17,100	10,850	17,100
6126-30	FAX	450	185	535
6130-30	Scanning	0	0	0
6135-30	Finishing	2,000	350	1,400
6140-30	2% Discount	(600)	0	0
	Total Cost of Sales	169,520	178,976	170,253
	Gross Margin	405,690	430,269	406,597
	Expenses			
	Personnel			
7000-30	FT Salaries & Benefits	225,000	223,000	232,500
7001-30	PT Salaries & Benefits	116,000	106,400	117,000
	Total Personnel	341,000	329,400	349,500

Digital Print & Design Centre		Year End	Last Year's	New
		Projections	Budget	Budget
	Administration			
7101-30	Parking	3,850	2,530	3,950
7105-30	Bank Charges	6,250	7,800	6,387
7110-30	Computers	750	599	300
7118-30	Telephone	4,200	4,140	4,200
7130-30	Courier	300	0	300
	Total Administration	15,350	15,069	15,137
	Occupancy			
7200-30	Repairs & Maintenance	2,000	0	0
7202-30	Licenses	0	0	0
7205-30	Supplies Operational	450	600	350
7219-30	UMSU Discounts	0	0	0
7225-30	Promotions	460	0	0
7226-30	Advertising	430	720	0

7301-30	Utilities	500	1,480	610
7500-30	Cash O/S	0	0	0
	Total Occupancy	3,840	2,800	960
	Total Expenses	360,190	347,269	365,597
	Net Profit (Loss)	45,500	83,000	41,000

Degrees	Year End Projections	Last Year's Budget	New Budget
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Revenue				
Sales				
5100-40	Meals	1,056,000	1,102,885	1,064,030
5110-40	Alcohol	55,000	55,300	55,500
5120-40	Soft Drinks - Bottles	13,000	3,225	18,250
5121-40	Soft Drinks - Cans	6,000	0	0
5122-40	Soft Drinks - Fountain	10,000	32,750	13,000
5125-40	Coffee	96,000	99,650	98,500
5140-40	Catering	145,000	148,250	148,000
5145-40	Take-Out	17,000	20,650	17,050
5146-40	Packaging	15,500	18,050	16,350
5150-40	Interdept	109,000	89,000	115,500
5160-40	Retail Sales	500	0	1,850

	Total Sales	1,523,000	1,569,760	1,548,030
	Cost of Sales			
6000-40	Meals - Meat	126,000	138,750	126,500
6001-40	Meals - Dairy	79,000	76,750	75,250
6002-40	Meals - Grocery	103,000	107,250	107,750
6003-40	Meals - Produce	99,000	96,000	105,750
6004-40	Meals - Bakery	51,000	48,750	51,250
6005-40	Meals - Packaging	37,000	39,700	39,250
6010-40	Alcohol - Liquor	2,300	3,200	2,900
6011-40	Alcohol - Draft Beer	23,000	21,850	25,500
6012-40	Alcohol - Bottle Beer	4,300	3,950	4,500
6013-40	Alcohol - Wine	2,900	3,900	2,950
6020-40	Beverages - Bottles	2,100	1,450	3,725
6021-40	Beverages - Cans	4,100	2,775	3,500
6022-40	Beverages - Fountain	3,700	5,275	4,500
6023-40	Beverages - Dairy	19,000	22,450	19,800
6024-40	Beverages - Juice	2,200	4,400	3,300
6025-40	Beverages - Packaging	13,500	17,700	14,150
6030-40	Beverages - Coffee	42,000	43,000	44,000
6040-40	Spillage/QSA	0	0	4,850
6050-40	Goods in transit	2,150	2,000	3,000
6060-40	Interdepartmental	1,150	0	0
	Total Cost of Sales	617,400	639,150	642,425
	Gross Margin	905,600	930,610	905,605
		59.46%	59.28%	58.50%
	Expenses			
	Personnel			
7000-40	FT Salaries & Benefits	182,000	175,980	165,000
7001-40	PT Salaries & Benefits	540,000	558,800	542,300
7007-40	Conferences	0	0	0
	Total Personnel	722,000	734,780	707,300

Degrees		Year End	Last Year's	New
		Projections	Budget	Budget
	Administration			
7033-40	Coupons	300	1,200	0
7101-40	Parking	6,700	6,600	6,000
7105-40	Bank Charges	17,500	20,400	7,200
7110-40	Computers	900	600	1,250
7118-40	Telephone	1,550	1,920	1,920
	Total Administration	26,950	30,720	16,370
	Occupancy			
7200-40	Repairs & Maintenance	23,000	29,000	34,000

7201-40	Satellite	0	0	0
7202-40	Licenses	1,000	2,675	2,775
7205-40	Supplies - Operational	20,000	23,200	19,750
7206-40	Supplies - Smallwares	15,000	15,000	18,000
7207-40	Supplies - Cleaning	17,500	20,650	20,760
7208-40	Composting	3,200	2,160	4,050
7210-40	Laundry	12,500	7,450	8,400
7215-40	Janitorial	950	1,375	0
7219-40	UMSU Discounts	4,300	6,650	8,550
7220-40	Staff Discounts	13,500	15,300	14,750
7221-40	U of M Discounts	0	0	0
7223-40	Open Discounts	0	0	0
7225-40	Promotions	6,000	7,650	7,300
7226-40	Advertising	0	0	6,750
7250-40	Declining Balance Fee	6,200	6,000	7,850
7500-40	Cash O/S	(2,500)	0	0
	Total Occupancy	120,650	137,110	152,935
	Total Expenses	869,600	902,610	876,605
	Net Profit (Loss)	36,000	28,000	29,000

Hub	Year End Projections	Last Year's Budget	New Budget
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Revenue				
5100-50	Meals	331,000	354,830	334,744
5140-50	Catering/Events	75,000	42,000	71,000
5145-50	Box n Drop	350	0	1,700
	Total Food Sales	406,350	396,830	407,444
5110-50	Alcohol - Liquor	263,500	250,500	267,500

5111-50	Alcohol - Draft Beer	277,000	296,000	277,500
5112-50	Alcohol - Bottle Beer	35,500	33,600	35,600
5113-50	Alcohol - Wine	14,000	19,300	15,800
	Total Liquor Sales	590,000	599,400	596,400
5120-50	Soft Drinks	11,000	12,500	11,400
5125-50	Beverages - Hot	110	60	1,775
5160-50	Miscellaneous Revenue	8,500	7,100	8,250
5144-50	ATM Commission	3,700	3,750	3,700
	Total Sales	1,019,660	1,019,640	1,028,969

Cost of Sales

6000-50	Meals - Meat	52,000	64,100	57,900
6001-50	Meals - Dairy	24,000	23,200	24,200
6002-50	Meals - Grocery	64,000	61,700	61,000
6003-50	Meals - Produce	17,000	15,400	16,200
6004-50	Meals - Bakery	14,500	12,650	14,100
6005-50	Meals - Packaging	6,200	4,950	6,250
	Total Food Cost of Sales	177,700	182,000	179,650
6010-50	Alcohol - Liquor	66,000	60,800	67,400
6011-50	Alcohol - Draft Beer	108,000	111,000	110,500
6012-50	Alcohol - Bottle Beer	16,000	15,100	16,700
6013-50	Alcohol - Wine	5,000	7,250	5,550
	Total Liquor Cost of Sales	195,000	194,150	200,150
6020-50	Beverages - Soft Drinks	9,000	7,250	6,450
6021-50	Beverages - Canned Drinks	25	0	0
6030-50	Beverages - Hot Drinks	660	140	1,065
6050-50	Goods in transit	1,075	0	0
6060-50	Interdepartmental	0	0	0
	Total Cost of Sales	383,460	383,540	387,315
	Gross Margin	636,200	636,100	641,654

Expenses

	Personnel			
7000-50	FT Salaries & Benefits	97,200	97,200	106,800
7001-50	PT Salaries & Benefits	311,000	317,000	305,500
7007-50	Conferences	3,000	2,000	1,750
	Total Personnel	411,200	416,200	414,050

Administration				
7030-50	Entertainment	24,000	23,000	25,150
7033-50	Coupons	0	0	0
7070-50	Miscellaneous	0	0	0
7101-50	Parking	3,900	5,100	4,900
7105-50	Bank Charges	14,000	14,300	14,100
7110-50	Computers	2,700	1,550	3,102
7118-50	Telephones	1,800	1,920	1,920
	Total Administration	46,400	45,870	49,172
Occupancy				
7200-50	Repairs & Maintenance	19,000	19,400	20,000
7201-50	Satellite	0	200	0
7202-50	Licenses	900	975	900
7205-50	Supplies - Operational	15,000	14,200	14,200
7206-50	Supplies - Smallwares	7,000	6,300	7,000
7207-50	Supplies - Cleaning	8,000	6,800	8,550
7208-50	Composting	3,300	2,300	0
7210-50	Laundry	7,000	5,900	5,800
7215-50	Janitorial	1,000	1,900	0
721950	UMSU Discounts	600	550	675
7220-50	Staff Discounts	6,200	7,650	7,450
7221-50	U of M Discounts	400	475	495
7222-50	QSA	1,200	1,650	1,350
7223-50	Open Discounts	11,000	11,150	11,450
7225-50	Promotions	10,000	9,800	10,850
7226-50	Advertising	7,200	8,400	6,800
7250-50	Declining Balance Fee	1,800	2,500	2,725
7251-50	Box N Drop Commission	0	0	187
	Cash O/S	0	0	0
	Total Occupancy	99,600	100,150	98,432
	Total Expenses	557,200	562,220	561,654
	Net Profit (Loss)	79,000	73,880	80,000

Answers	Year End Projections	Last Year's Budget	New Budget
Revenue			

Sales

5300-25	U of M Contribution	16,000	16,200	16,200
5310-25	Commissions - Transit	55,000	49,000	55,000
5311-25	Commissions - Social Tickets	0	0	0
5312-25	U Pass Admin Fee	70,000	15,000	72,500
5313-25	Commissions - Phone Cards	150	0	170
	Total Sales	141,150	80,200	143,870

Expenses**Personnel**

7000-25	FT Salaries & Benefits	67,700	65,000	71,730
7001-25	PT Salaries & Benefits	73,650	90,600	48,000
	Total Personnel	141,350	155,600	119,730

Administration

7070-25	Miscellaneous	0	0	0
7101-25	Parking	0	0	800
7105-25	Bank Charges	21,000	24,000	19,500
7110-25	Computers	1,500	0	0
7118-25	Telephone	3,100	0	3,600
	Total Administration	25,600	24,000	23,900

Occupancy

7200-25	Repairs & Maintenance	0	0	0
7202-25	Licenses	0	0	0
7205-25	Supplies	200	600	240
7225-25	Promotions	0	0	0
7225-25	Advertising	0	0	0
7500-25	Cash O/S	1,250	0	0
	Total Occupancy	1,450	600	240

	Total Expenses	168,400	180,200	143,870
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	Net Profit (Loss)	(27,250)	(100,000)	0
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UMCycle	Year End Projections	Last Year's Budget	New Budget
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Sales

5302-41	External Funding	2,675	6,000	5,000
5310-41	Sales - Accessories	1,615	500	1,500
5311-41	Sales - Parts	12,000	12,000	12,000
5315-41	Sales - Food & Beverage	0	0	0
5316-41	Sales - Used Bikes	7,000	5,000	7,000
5320-41	Repairs	10,825	10,000	10,000
5325-41	Rentals	135	200	400
5326-41	Service Contracts	1,000	5,000	1,500
5327-41	Workshops	600	2,000	1,000
5328-41	Donations	500	500	500
5330-41	Miscellaneous	0	500	0
	Total Sales	36,350	41,700	38,900

Cost of Sales

6210-41	Accessories	0	400	500
6211-41	Parts	7,000	6,000	7,500
6215-41	Food & Beverage	0	0	0
6216-41	Used Bikes	0	0	0
6220-41	Miscellaneous	0	0	0
	Total Cost of Sales	7,000	6,400	8,000

Gross Margin

Expenses

Personnel

7000-41	FT Salaries & Benefits	65,000	65,000	0
7001-41	PT Salaries & Benefits	25,500	25,125	0
7007-41	Volunteers	500	1,000	0
	Total Personnel	91,000	91,125	0

Administration

7101-41	Parking	550	1,200	0
7105-41	Bank Charges	2,000	875	0
7110-41	Computers	2,150	0	0
7118-41	Telephone	1,300	1,500	0
7120-41	Workshops	100	100	0
7125-41	Events	600	500	0
	Total Administration	6,700	4,175	0

Occupancy

7200-41	Repairs & Maintenance	500	1,000	0
7202-41	Licenses	0	0	0
7205-41	Supplies - Operational	800	1,000	0
7207-41	Supplies - Cleaning	0	0	0
7225-41	Promotions	3,000	5,000	0
	Total Occupancy	4,300	7,000	0

Total Expenses	102,000	102,300	0
Net Profit (Loss)	(72,650)	(67,000)	0

Capital Budget

Department

Amount

Technology & Systems

Systems, software, hardware

0

Physical Improvements/Upgrades

Referring to current structures; improvements made to existing space

0

Space Alterations

Altering space - expansions, removals, reconfigurations

Expanding GPA's, renovating UMSU Office, amalgamate Answers &

Front Desk over a 4 year period GPA's, UMSU office

2,500,000

2,500,000

Equipment/Tools

Total