

**Business Manager Board report  
December 9, 2013**

**Staff**

I have been meeting with the staff individually over the past week to check in and have a bit of a review (as per my job description.) I asked for feedback from Shandi and Will before the meetings as I don't work closely with most of our staff. It's good to identify and problems, see what has been working well, and to help form some goals for the next semester. So far staff is pretty happy and working hard. Everyone is off now until January.

**Financial**

I've attached an updated copy of the budget broken down by month as well as a profit/loss statement showing our to-date income and expenses. Feel free to ask questions about anything on there.

So far this year we've made \$17,554 more (not including the bump in student fees, which brings us to \$39,000 more than last year). We have spent about \$14,000 less to-date.

Hurray!

Ad sales have been pretty good. Hoping to hear from CUP regarding a payment on last year's national ads soon.

**FREE Media (National ads)**

I chatted with Vik from FREE media today. FREE started up around May of last year and so far the ad bookings have been a little bit slower than expected. Vik says this is because they had to get papers signed on with FREE, and clients usually do the majority of their ad buys before that happened. He says they have doubled their Sept. sales in November and that next semester is looking a bit better.

For us, we've booked approximately \$5000 worth of national ads this semester. I budgeted \$7000 for the year, so it looks like we'll reach that goal (and beyond). I am happy so far with the service from FREE. We haven't received a payment yet however.