What Is a Revenue Account?

Definition: Account numbers within the 200000-299999 range that record income for a fund. When the actual income is received from the sponsor, the income is recorded in the Revenue Account. The Revenue Account is also used to record invoices (Accounts Receivable), both outstanding and paid, sent to the sponsoring agency by EFM.

For a list of Revenue Account numbers by fund group, please see the Reference section of the Fund Manager Manual.

Why Do I Need To Review the Revenue Accounts?

Example: Dr. Joseph Bruin receives an American Heart Association (AHA) grant for $60,000 total cost for the project period of July 1, 2007 – June 30, 2008. When EFM establishes the award at the beginning of the project period, EFM will issue a new fund number, and appropriate the entire $60,000 budget into the new fund number via a Transfer of Funds (TOF). Even though EFM appropriated the $60,000 budget into Dr. Bruin’s Acct/Cc/Fund, it does not mean that the University has actually received the $60,000 from the AHA. In fact, the University has probably not received any monies from the agency at this point.

Depending on the Payment Method and Payment Frequency agreed upon with the sponsoring agency at the time of the award, the University should receive payments throughout the course of the project period. If at the end of the project period, the University has not received any part of the monies owed, and if for any reason the sponsoring agency refuses to pay, EFM will deappropriate the PI’s Acct/CC/Fund for the outstanding amount. If the PI has already spent the money, the overdraft created by the deappropriation will have to be covered from an unrestricted fund.

It is, therefore, EXTREMELY important to ensure that the total amount of the actual payments received from the sponsoring agency matches the amount budgeted and appropriated into the expense accounts. This is especially true for non-federal funds where the payments are not automatic. If the actual payments from the sponsor do not match the total amount budgeted, follow-up with EFM and/or the sponsor is required.

For clinical trial funds, it is important to review the Revenue Account to ensure the following:
1. Checks from the sponsor have been received and processed for outstanding invoices/income earned.
2. The appropriate amount has been charged by the University for IRB processing fee.
3. All revenue received has been transferred to the PI’s linked expense account (4413xx).
4. The income received actually belongs to the clinical trial in question.
What are the Payment Methods, How Do I Know Which Payment Method Applies to the Award, & Why are They Important?

Definition of commonly used Payment Methods

**Automatic Advanced Payment:** The sponsor provides payment to UCLA at the onset of the award. No action is required by UCLA to initiate payment submission from the Sponsor.

**Automatic Milestone Payment:** The sponsor provides payments to UCLA based upon the completion of a milestone, as defined in the Award document. No action is required by EFM/OCGA to initiate payment submission from the sponsor.

**Automatic Scheduled Payment:** The sponsor provides a series of payments to UCLA over the life of the award as defined in the Award document. No action is required by UCLA to initiate payment submission from the sponsor. Example: AHA grants.

**EFM Designated:** Payment terms to be determined by EFM. Action may be required by UCLA to request payment. Review the Award documentation to determine the agreed upon method.

**IRR:** UCLA requests payment from other UC campuses using this form. Payment is made via the Inter-Campus Journal transfer for multi-campus awards where the other campus is the recipient of the award and UCLA is a subrecipient.

**Letter of Credit:** The sponsor provides payment electronically via the US Treasury. UCLA is required to submit drawdown requests and periodic financial reports as defined in the Sponsor terms. Example: NIH grants.

**Milestone Invoice:** The sponsor provides payment to UCLA based upon the completion of a milestone, as defined in the award document. UCLA is required to generate an invoice indicating that the milestone has been completed to initiate payment from the sponsor.

**None:** Payment is not required on this R-Net record, e.g. MTAs. Loan Agreements, etc.

**PVTINV:** The sponsor provides payments to UCLA based upon the expenditures incurred. Sponsor does not have an invoice format specified, therefore, EFM uses the standard UCLA invoice template.

**RAR:** Request for Advance or Reimbursement (SF270 form), when the sponsor submits payment based upon cost estimations or actual costs provided by UCLA. Standard Federal Form SF270 is required for all non-construction programs when electronic funds transfer or predetermined advance methods are not used.

**Scheduled Payment Invoice:** The sponsor provides payment based upon a request from UCLA on the sponsor’s form. Formats vary and are identified in the sponsor terms.

**SF1034:** The federal sponsor provides payments based upon actual expenditures incurred. Standard Federal Form 1034 is required for all federal contracts.

**Special Handling:** The sponsor submits payment to UCLA based upon special criteria, as identified in the sponsor terms. Action may be required by UCLA to request payment. Review the award documentation to determine the agreed upon method.
Items highlighted in **RED** require action (submission of invoice) from EFM in order to initiate payment from the sponsor.

Items highlighted in **BLUE** may require action from EFM to initiate payment depending upon the agreed upon method of payment. Check the award documentation from the sponsor.

**Where can I find the Payment Method?**

Review the Award Synopsis (see sample below with the payment information circled in Blue).

Also review the award documentation from the sponsor for additional information/instructions.

**Why is the Payment Method Important?**

Anytime the Payment Method requires action from EFM in order to initiate payment from the sponsor (versus automatic payments), the use of the Revenue Account changes. Therefore, we have to understand the payment method in order to understand what the information contained in the Revenue Account represents. When the Payment Method requires EFM to submit an invoice to the sponsor, the Revenue Account now becomes the account where invoices are recorded, **NOT** where actual payments from the sponsor are recorded. In these cases, it is extremely important to review the Accounts Receivable report in addition to reviewing the Revenue Account. Please see the last section of this chapter on how to review the Accounts Receivable report.
How Do I Review the Revenue Account Using the Online Financial System Reports (OFSR)?

NOTE: The Revenue Account information can also be accessed using the SOM QDB/FPM. This How-To will only cover the OFSR.

Login to the OFSR using either your AIS or QDB login and password.

Click on the UCLA Financial Web Reports link.
Under Financial Systems/Summary, Choose the Fund Balances by Fund link.

Type only the fund number in the Fund field, and click on the Get Report button.

The Fund Summary report shows all of the Account/CCs linked to the fund. Click on the link to the Revenue Account (the account that begins with a 2xxxx).
Click on the Fin Class link.

Change the From date to the project period begin date, and click on the Get Report button.
Below is an example of a detailed report for an **Auto Scheduled Payment Revenue Account**:

Note: For purposes of reviewing the Revenue Accounts, please ignore the lines that indicate Reappropriation.

For this particular Revenue Account, the **Realized** column indicates the actual payments received from the sponsor. The **Estimated** column indicates the monies that have been appropriated to the PI’s linked expense account (Example: 4413xx).

**Note the following in the above example:**

1) The Estimated column (budgeted amount – ignoring the Reappropriation) and the Realized column (actual payments received) are equal ($70,000). This indicates that the University has received all of the payments due from the agency.

2) The date of the Appropriate Award is 07/1/2007, but the first actual payment was not received from the sponsor until 10/16/07.

3) For the payments received, the Description field indicates the name of the sponsor and the award number. This allows you to assure the payments received in the Revenue account actually belong in this Revenue account. If you find payments that do not belong to the fund, follow up with EFM to have the payment deappropriated.

**Items to watch out for:**

1) If the award project period spans more than one year, and the award is issued a new fund number for each budget period, be sure that each payment received is credited to the appropriate year/fund number.

2) Sometimes the sponsor does not send enough detailed information along with the payment in order for EFM to determine the correct Revenue Account in which to deposit the payment. Therefore, it is really important to review the Revenue Accounts to assure the appropriate payments have been deposited.
Below is an example of a detailed report for a PVTINV Revenue Account:

Note, in this case, because EFM must submit an invoice to the sponsor in order to initiate payment, the items in the Realized column now represent the actual invoices EFM has submitted to the sponsor. The items do NOT represent the actual payments received from the sponsor.

In any instance where EFM is required to submit an invoice to the sponsor in order to initiate payment, it is extremely important to assure the invoices have actually been paid by the sponsor. In order to check if the invoices have been paid or are still outstanding, please see the last section of this chapter on reviewing the Accounts Receivable report.
Below is an example of a QDB report for a Clinical Trial Revenue Account:

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<th>Doc Date</th>
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Note the following:

1) The Total of the Estimated column ($568,844.59) is less than the Total of the Realized column ($669,521.76). In this case, this means that the University has received checks from the sponsor that have NOT been appropriated into the PI’s expense account (e.g. 4413xx). Note that the difference between the two amounts, $100,677.18 (not including the reappropriation), is equal to the last two checks received from the sponsor ($57,676.19 plus $43,001.00). Please contact EFM in order to have the difference appropriated into the expense account.

2) Note that in this example there was a check for “BI USA” (Trans No 101189) that was mistakenly deposited into this revenue account for a Novartis study. Luckily, in this case, the mistake was quickly corrected (7 days later – Trans No 101645). Please make sure to review all deposits into the revenue accounts to assure all of the income in the revenue account actually belongs to the project.

3) Note the deductions for the UCLA mandatory IRB fees ($1,500 for year 01, and $350 for each subsequent year).
Reviewing the Accounts Receivable Report

From the OFSR Main Menu, under Financial System/Summary select the Accounts Receivable Report.

Type in the FS Code for your Division, and then click on the Get Report Button.

Contracts and Grants Account Receivable Balance Report
This report shows the Accounts Receivable for your division, i.e. invoices that have been sent to the sponsor by EFM, but have not yet been paid by the sponsor. If necessary, follow up with EFM and/or the sponsor on the status of the payment. **If the University does not receive payment, the PI’s expense account will be deappropriated.**

**Be On The Lookout:** Occasionally, when a payment is received from the sponsor, EFM may post the payment directly to the Revenue Account in error, instead of the Accounts Receivable account. When this happens, the Accounts Receivable account may show an outstanding invoice that has actually been paid. If you find this, please contact EFM to correct the transaction.

**Warning:** The amounts that appear in the Accounts Receivable Report will also appear in your Revenue Accounts for the fund numbers indicated. Please be aware that when these amounts appear in the Revenue Account, they do **NOT** indicate income actually received, but rather, they only indicate invoices sent to the sponsor.

**Frequency:** The fund manager should run the Accounts Receivable Report for the division at least every other month, and follow up with any outstanding issues with EFM and/or the sponsor.

**Additional Resources:**
Link to the Accounts Receivable PowerPoint Presentation by Maurice Taylor from EFM, during the June 2009 RAF Meeting: