ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (12/27/15 - 01/23/16)

Prepared

February 08, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2016 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		1-15	FY 14			/16)		UARY (12/2	JAN		
			LAST YE		NCE	VARIA		CURRENT	BUD		ACT
			LASTIL	(ACT	ACT/L		ACT/		600	JAL	ACT
		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
25	UCLA Store		4,287	(9.0%)	(384)	(8.1%)	(342)		4,245		3,903
	UCLA Restaurants		1,080	(0.9%)	(10)	(6.0%)	(68)		1,138		1,070
:	Services Division		363	(28.7%)	(104)	(9.8%)	(28)		287		259
	UCLA Student Union		84	(8.3%)	(7)	(14.4%)	(13)		90		77
30	TOTAL		5,814	(8.7%)	(505)	(7.8%)	(451)		5,760		5,309
	GROSS MARGIN			Pts.		Pts.					
8	UCLA Store	28.7%	1,232	1.6	(48)	0.6	(77)	29.7%	1,261	30.3%	1,184
4	UCLA Restaurants		748	3.2	28	2.1	(25)	70.4%	801	72.5%	776
2	Services Division		363	0.0	(104)	0.3	(27)	99.7%	286	100.0%	259
	UCLA Student Union		41	7.0	2	3.6	(4)	52.2%	47	55.8%	43
10	TOTAL	41.0%	2,384	1.6	(122)	1.0	(133)	41.6%	2,395	42.6%	2,262
	WAGES & BENEFITS										
:	UCLA Store	12.6%	540	(1.1)	6	(0.6)	22	13.1%	556	13.7%	534
;	UCLA Restaurants		590	(1.8)	(14)	(4.0)	(8)	52.4%	596	56.4%	604
	Services Division		54	(7.1)	(3)	(2.8)	(2)	19.2%	55	22.0%	57
	UCLA Student Union		61	(4.0)	2	(5.5)	5	71.1%	64	76.6%	59
	TOTAL	21.4%	1,245	(2.2)	(9)	(1.5)	17	22.1%	1,271	23.6%	1,254
	OTHER CONTROLLABLES										
	UCLA Store		152	(0.3)	4	0.1	19	3.9%	167	3.8%	148
	UCLA Restaurants		130	0.0	2	(0.2)	6	11.8%	134	12.0%	128
	Services Division		89	(4.8)	13 2	(3.9)	(3)	25.4%	73	29.3%	76
	UCLA Student Union TOTAL		45 416	(2.2) (0.2)	2 21	(3.6) (0.1)	4 26	52.2% 7.3%	47 421	55.8% 7.4%	43 395
_			410	(0.2)		(0.1)	20	1.070		1.470	000
			5.40		(00)		(00)	40 70/	500	10.00/	500
;	UCLA Store		540	0.3	(38)	0.2	(36)	12.7%	538	12.9%	502
	UCLA Restaurants Services Division		29 219	1.4 (11.7)	15 (93)	(2.2) (6.8)	(28) (33)	6.3% 55.4%	72 159	4.1% 48.6%	44 126
	UCLA Student Union		(65)	0.8	(93)	(5.5)	(33)	(71.1%)	(64)	46.6%	(59)
:		,	723	(0.9)	(110)	(0.7)	(92)	12.2%	705	11.5%	613
		12.470	120	(0.0)	(110)	(0.1)	(02)	12.270	100	11.070	010
	ALLOCATED EXPENSES	10.00/		(0.0)		(0.0)			= 0.1	10.00/	= 0.4
:	Admin&Support Services		579	(0.6)	18	(0.8)	3	9.8%	564	10.6%	561
	Maintenance Division Utilities		231 108	(0.1) 0.2	12 19	(0.2) 0.1	6 14	3.9% 1.8%	225 103	4.1% 1.7%	219 89
	Depreciation		205	(0.2)	8	0.1	14	3.7%	211	3.7%	09 197
(TOTAL		1,123	(0.8)	57	(1.0)	37	19.1%	1,103	20.1%	1,066
	NET INCOME (LOSS)					. , ,					
(FROM OPERATIONS	(6.9%)	(400)	(1.6)	(53)	(1.6)	(55)	(6.9%)	(398)	(8.5%)	(453)
	OTHER INC/(EXP)										
	Non-Recurrent Inc/(Exp)	0.0%	0	0.0	0	0.0	0	0.0%	0	0.0%	0
	Interest Income		15	0.0	(1)	0.0	(1)	0.0%	15	0.0%	14
	Interest (Expense)		(44)	0.0	7	0.0	4	(0.7%)	(41)	(0.7%)	(37)
	Income Taxes		0	0.0	0	0.0	0	0.0%	0	0.0%	0
	Student Union Fee Income		213	0.6	13	0.4	3	3.9%	223	4.3%	226
	TOTAL	3.2%	184	0.6	19	0.4	6	3.4%	197	3.8%	203
	NET INCOME (LOSS)	(3.7%)	(216)	(1.0)	(34)	(1.2)	(49)	(3.5%)	(201)	(4.7%)	(250)

				R 2015-2016				FY 14	4-15
				7/26/15 - 01/				**	
ACTU	JAL	BUDO	GET .		VARI	-		LAST YE	AR ACT
•				ACT/		ACT/L		•	
\$	%	\$	%	\$	%	\$	%	\$	%
				(5.1.0)	(1.00())	(0.5.5.)	(0.50()		
25,951		26,467		(516)	(1.9%)	(655)	(2.5%)	26,606	
7,767		7,733		34	0.4%	282	3.8%	7,485	
2,007		2,135		(128)	(6.0%)	(4)	(0.2%)	2,011	
602		715		(113)	(15.8%)	(91)	(13.1%)	693	
36,327		37,050		(723)	(2.0%)	(468)	(1.3%)	36,795	
					Pts.		Pts.		
8,290	31.9%	8,390	31.7%	(100)	0.2	(46)	0.6	8,336	31.3
5,561	71.6%	5,425	70.2%	136	1.4	341	1.9	5,220	69.7
2,005	99.9%	2,133	99.9%	(128)	0.0	(3)	0.0	2,008	99.9
331	55.0%	387	54.1%	(56)	0.9	(23)	3.9	354	51.1
16,187	44.6%	16,335	44.1%	(148)	0.5	269	1.3	15,918	43.3
3.294	12.7%	3.383	12.8%	89	0.1	(35)	(0.5)	3,259	12.2
3,775	48.6%	3,756	48.6%	(19)	0.0	(110)	0.4	3,665	49.0
323	16.1%	325	15.2%	2	(0.9)	(16)	(0.8)	307	15.3
375	62.3%	385	53.8%	10	(8.5)	(13)	(10.1)	362	52.2
7,767	21.4%	7,849	21.2%	82	(0.2)	(174)	(0.8)	7,593	20.6
1.440	5.5%	1,517	5.7%	77	0.2	70	0.2	1.510	5.7
835	10.8%	843	10.9%	8	0.1	(4)	0.3	831	11.1
721	35.9%	742	34.8%	21	(1.1)	(69)	(3.5)	652	32.4
260	43.2%	275	38.5%	15	(4.7)	(03)	(3.7)	274	39.5
3,256	9.0%	3,377	9.1%	121	() 0.1	11	(0.1)	3,267	8.9
0,200	0.070	0,011	5.170	.2.1	0.1		(0.1)	0,201	0.0
3,555	13.7%	3,490	13.2%	65	0.5	(13)	0.3	3,568	13.4
3,353 951	12.2%	826	10.7%	125	1.5	227	2.5	724	9.7
951 961	47.9%	1,066	49.9%	-				1,049	9.7 52.2
(303)	47.9%	(273)	49.9% (38.2%)	(105) (30)	(2.0) (12.1)	(88) (20)	(4.3) (9.5)	(283)	52.2 (40.8
(303) 5,164	(50.3%) 14.2%	(273) 5,109	(30.2%) 13.8%	(30)	(12.1) 0.4	(20) 106	(9.5) 0.5	(203) 5,058	(40.8
5,104	14.2 /0	5,109	13.0 /6	55	0.4	100	0.5	3,030	13.7
3,226	8.9%	3,345	9.0%	119	0.1	100	0.1	3,326	9.0
1,329	3.7%	1,265	3.4%	(64)	(0.3)	(76)	(0.3)	1,253	3.4
564	1.6%	641	1.7%	77	0.1	49	0.1	613	1.7
1,166	3.2%	1,267	3.4%	101	0.2	61	0.1	1,227	3.3
6,285	17.3%	6,518	17.6%	233	0.3	134	0.1	6,419	17.4
					_				
(1,121)	(3.1%)	(1,409)	(3.8%)	288	0.7	240	0.6	(1,361)	(3.7
24	0.1%	0	0.0%	24	0.1	(19)	0.0	43	0.1
81	0.2%	85	0.2%	(4)	0.0	(9)	0.0	90	0.2
(222)	(0.6%)	(248)	(0.7%)	26	0.1	44	0.1	(266)	(0.7
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
1,358	3.7%	1,337	3.6%	21	0.1	80	0.2	1,278	3.5
1,241	3.4%	1,174	3.2%	67	0.2	96	0.3	1,145	3.1
120	0.3%	(235)	(0.6%)	355	0.9	336	0.9	(216)	(0.6

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2016 (\$000's) DIVISIONS FULLY ALLOCATED

		JAN		27/15 - 01/23	/16)			<u>F</u> Y 1	4-15]					R 2015-201			
			CURREN	T MONTH				*	*						7/26/15 - 01			
A	CTUAL	BUD	GET			ANCE		LAST YE	EAR ACT		ACT	UAL	BUDO	GET		VARIA		
\$	%	\$	%	ACT/ \$	BUD %	ACT/L \$	Y ACT %	s	%		\$	%	\$	%	ACT/ \$	/BUD %	ACT/L \$	Y ACT %
i										GROSS INCOME							·	
3.90	3	4,245		(342)	(8.1%)	(384)	(9.0%)	4.287		UCLA Store	25.951		26,467		(516)	(1.9%)	(655)	(2.59
1,07		1,138		(68)	(6.0%)	(10)	(0.9%)	1,080		UCLA Restaurants	7,767		7,733		34	0.4%	282	3.89
25		287		(28)	(9.8%)	(104)	(28.7%)	363		Services Division	2,007		2,135		(128)	(6.0%)	(4)	(0.2%
7	7	90		(13)	(14.4%)	(7)	(8.3%)	84		UCLA Student Union	602		715		(113)	(15.8%)	(91)	(13.19
5,30	Э	5,760		(451)	(7.8%)	(505)	(8.7%)	5,814		TOTAL	36,327		37,050		(723)	(2.0%)	(468)	(1.3%
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.
1,18		1,261	29.7%	(77)	0.6	(48)	1.6	1,232	28.7%	UCLA Store	8,290	31.9%	8,390	31.7%	(100)	0.2	(46)	0.
77		801	70.4%	(25)	2.1	28	3.2	748	69.3%	UCLA Restaurants	5,561	71.6%	5,425	70.2%	136	1.4	341	1.
25		286	99.7%	(27)	0.3	(104)	0.0	363	100.0%	Services Division	2,005	99.9%	2,133	99.9%	(128)	0.0	(3)	0.
4		47	52.2%	(4)	3.6	2	7.0	41	48.8%	UCLA Student Union	331	55.0%	387	54.1%	(56)	0.9	(23) 269	3.
2,26	2 42.6%	2,395	41.6%	(133)	1.0	(122)	1.6	2,384	41.0%	TOTAL	16,187	44.6%	16,335	44.1%	(148)	0.5	269	1.
				10	(0.5)	10			10.101	TOTAL CONTROLLABLES		10.00/			100			(0)
68 73		722 730	17.0% 64.1%	40	(0.5) (4.3)	10 (12)	(1.4) (1.7)	692 720	16.1% 66.7%	UCLA Store UCLA Restaurants	4,734 4,610	18.2% 59.4%	4,900 4,599	18.5% 59.5%	166 (11)	0.3 0.1	34 (114)	(0. 0.
13		127	44.3%	(2) (6)	(4.3)	(12)	(1.7)	144	39.7%	Services Division	1.044	59.4% 52.0%	4,599	59.5% 50.0%	23	(2.0)	(114)	(4.3
10		111	123.3%	(0)	(9.2)	4	(6.3)	106	126.2%	UCLA Student Union	635	105.5%	660	92.3%	25	(13.2)	(03)	(13.0
1,64		1,690	29.3%	41	(1.8)	13	(2.5)	1,662	28.6%	TOTAL	11,023	30.3%	11,226	30.3%	203	0.0	(163)	(0.8
										CONTRIBUTION								
50	2 12.9%	538	12.7%	(36)	0.2	(38)	0.3	540	12.6%	UCLA Store	3,555	13.7%	3,490	13.2%	65	0.5	(13)	0.
4	4 4.1%	72	6.3%	(28)	(2.2)	15	1.4	29	2.7%	UCLA Restaurants	951	12.2%	826	10.7%	125	1.5	227	2.
12	6 48.6%	159	55.4%	(33)	(6.8)	(93)	(11.7)	219	60.3%	Services Division	961	47.9%	1,066	49.9%	(105)	(2.0)	(88)	(4.3
(5	., (,	(64)	(71.1%)	5	(5.5)	6	0.8	(65)		UCLA Student Union	(303)	(50.3%)	(273)	(38.2%)	(30)	(12.1)	(20)	(9.
61	3 11.5%	705	12.2%	(92)	(0.7)	(110)	(0.9)	723	12.4%	TOTAL	5,164	14.2%	5,109	13.8%	55	0.4	106	0.
										ALLOCATED EXPENSES								
58		600	14.1%	14	(0.9)	31	(0.6)	617		UCLA Store	3,349	12.9%	3,457	13.1%	108	0.2	129	0.:
33		333	29.3%	(6)	(2.4)	10	0.6	349		UCLA Restaurants	2,060	26.5%	2,033	26.3%	(27)	(0.2)	5	1.1
5 8		79 91	27.5% 101.1%	24 5	6.3 (10.6)	10 6	(3.3) (2.2)	65 92	17.9% 109.5%	Services Division UCLA Student Union	346 530	17.2% 88.0%	495 533	23.2% 74.5%	149 3	6.0 (13.5)	(1)	0. (11.
1.06		1.103	19.1%	37	(10.0)	57	(2.2)	1,123		TOTAL	6.285	17.3%	6,518	17.6%	233	0.3	134	0.
.,		.,			(,	0.	(0.0)	.,0	101070		0,200		0,010			0.0		
										NET INCOME (LOSS) FROM OPERATIONS								
(8	3) (1.6%)	(62)	(1.1%)	(21)	(0.5)	(6)	(0.3)	(77)	(1.3%)	UCLA Store	206	0.6%	34	0.1%	172	0.5	116	0.4
(29		(261)	(4.5%)	(34)	(1.1)	25	(0.1)	(320)	(5.5%)	UCLA Restaurants	(1,109)	(3.1%)	(1,208)	(3.3%)	99	0.2	232	0.
7		80	1.4%	(9)	(0.1)	(83)	(1.3)	154	2.6%	Services Division	615	1.7%	571	1.5%	44	0.2	(89)	(0.:
(14	, , ,	(155)	(2.7%)	9	(0.1)	11	(0.1)	(157)	. ,	UCLA Student Union	(833)	(2.3%)	(806)	(2.2%)	(27)	(0.1)	(19)	(0.
(45	3) (8.5%)	(398)	(6.9%)	(55)	(1.6)	(53)	(1.6)	(400)	(6.9%)	TOTAL	(1,121)	(3.1%)	(1,409)	(3.8%)	288	0.7	240	0.
										OTHER INC/(EXP)								1
	0.0%	0	0.0%	0	0.0	0	0.0	0		Non-Recurrent Inc/(Exp)	24	0.1%	0	0.0%	24	0.1	(19)	0.
1 (3		15 (41)	0.3% (0.7%)	(1) 4	0.0 0.0	(1) 7	0.0 0.1	15 (44)		Interest Income Interest (Expense)	81 (222)	0.2% (0.6%)	85 (248)	0.2% (0.7%)	(4) 26	0.0 0.1	(9) 44	0.
	7) (0.7%) 0 0.0%	(41)	(0.7%) 0.0%	4	0.0	/ 0	0.1	(44)	(0.8%) 0.0%	Interest (Expense) Income Taxes	(222)	(0.6%)	(248)	(0.7%) 0.0%	26 0	0.1	44 0	0.
22		223	3.9%	3	0.0	13	0.6	213	3.7%	Student Union Fee Income	1,358	3.7%	1,337	3.6%	21	0.0	80	0.
20	3 3.8%	197	3.4%	6	0.4	19	0.6	184	3.2%	TOTAL	1,241	3.4%	1,174	3.2%	67	0.2	96	0.
(25	0) (4.7%)	(201)	(3.5%)	(49)	(1.2)	(34)	(1.0)	(216)	(3.7%)	NET INCOME (LOSS)	120	0.3%	(235)	(0.6%)	355	0.9	336	0.

FY 14-15 ** LAST YEAR ACT

%

31.3%

69.7%

99.9%

51.1%

43.3%

17.9%

60.1%

47.7%

91.9%

29.5%

13.4%

9.7%

52.2%

(40.8%)

13.7%

13.1% 27.6%

17.2%

76.6%

17.4%

0.2%

(3.6%)

1.9%

(2.2%)

(3.7%)

0.1%

0.2% (0.7%)

0.0%

3.5%

3.1%

(0.6%)

\$

26,606

7,485

2,011

36,795

8,336

5,220

2,008

15,918

4,768

4,496

959

637

10,860

3,568

1,049

(283)

5,058

3,478

2,065

345

531

6,419

90

704

(814)

43

90

0

(266)

1,278

1,145

(216)

(1,341)

(1,361)

724

354

693

(2.5%)

3.8%

(0.2%)

(13.1%)

(1.3%)

0.6

1.9 0.0

3.9

1.3

(0.3)

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(4.3)

(0.8)

0.3

2.5

(4.3)

(9.5)

0.5

0.2

1.1 0.0

(11.4)0.1

0.4

0.5

(0.2)

(0.1)

0.6

0.0

0.0

0.1

0.0

0.2

0.3

0.9

(13.6)

ASUCLA P/L Reconciliation Jan-16

Financial Analysis	\$0	00's
	Ja	n-16
Budgeted Net Income/(Loss)		(\$201
UCLA Store		
Gross Margin:		
Fast Track above plan mostly weather related with strong umbrella sales	17	
Market below plan as the rain/cold weather that increased umbrella sales in Fast Track has a negative impact on beverage/food sales due to reduced traffic	(8)	
E-Commerce below plan due to poor response to promotional marketing efforts and low level of fan enthusiasm	(10)	
Used Text above plan with cost savings due to benefits of a new MBS partnership contract, pricing strategy for buyback and sourcing of goods	7	
Course Reader Solutions below plan due to higher royalty costs from 3rd party digital sales (late Feb./Mar. sales could partially offset)	(50)	
Computer Store below plan due to winter rush demand for Apple equipment down from a year ago for both individual and institutional customers	(10)	
Luvalle Books below plan due to lower law school textbook sales over last year coupled with their late start date	(16)	
Total Wages below plan	13	
Other, positive controllables (employee benefits, freight out and advertising)	21	
Total Contribution		(3
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan as customer traffic is unexpectedly down in many Ackerman restaurants	(8)	
Panda below plan due to customer traffic continuing pattern of decline for many Ackerman restaurants	(4)	
CSSC below plan due to mostly to closing of Southern Lights from a water leak	(16)	
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	7	
Luvalle Food Servery below plan; small decrease in customers from last year trends (budget planned for modest growth) and impact of cold weather and rain with limited indoor seating	(5)	
Kerckhoff Coffeehouse above plan due to some additional customers from the closure of Southern Lights	4	
Catering below plan mainly due to loss of Football training table events	(4)	
Total Wages above plan	(3)	
Other	1	
Total Contribution		(2
Services		
Gross Margin:		
Licensing International below plan mostly due to the poor performance in Europe and Australia	(39)	
Licensing Domestic above plan due to mostly to timing (year-to-date is slightly negative to plan)	22	
Leased Ops below plan due to mostly to the renewal agreement with Chase Bank which resulted in less ATM's and reduced rates	(8)	
Photography below plan mostly due to timing from marketing efforts to encourage seniors to have portraits taken earlier in the year	(3)	
Total wages above plan	(3)	
Other, negative controllables	(2)	
Total Contribution		(3
UCLA Student Union		
Gross Margin:		
Student Union Ops. below plan due to less advertising income opportunities than anticipated	(4)	
Total Wages below plan	3	
Other, positive controllables	6	
Total Contribution		
Allocated Expenses and Other		
A&SS below plan	3	
Utilities below plan: steam and chiller water savings continue due to the efforts of changing some of the HVAC hardware and better control of the chiller water systems timers	14	
Maintenance below plan mostly career wages (some offset in unplanned air conditioning repairs)	6	
Depreciation lower than plan due to timing of capitals and reduced expenditures	14	
Other, positive student union fee and interest expense	6	
Total		4
Actual Net Income/(Loss)		(\$250

ASUCLA P/L Reconciliation Year-To-Date Through January 2016

Financial Analysis	\$()00's
Budgeted Net Income/(Loss)		(\$23
JCLA Store		
Gross Margin:		
Bearwear below plan due to negative results in November and December sales related to reduction in promotional events and reduced fan enthusiasm	(157)	
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks and umbrellas	31	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted	10	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(29)	
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	57	
Used Text below plan due to lower availability of used books	(22)	
Total Wages lower than plan, mostly career	47	
Other, mostly positive controllables (freight out, payment to UCLA, employee benefits and various other)	128	
Total Contribution		6
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(42)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(20)	
Northern Lights above plan due to average check higher than plan and a slight increase in customers	13	
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	29	
CSSC below plan due to closing of Southern Lights from a water leak	(50)	
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	53	
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights	18	
Cooperage below plan due to aggressive budget for sales rebound that has not occurred, (sales in most Ackerman restaurants 1st floor and A-Level softer than expected)	(19)	
Kikka Sushi above plan due to sales in new location better than expected	20	
Music Café above plan due to sales in new rocation octer man expected Music Café above plan due to more customer traffic than last year	18	
Catering above plan due to catered events not budgeted for Special Olympics (partially offset by loss of Football training table events)	32	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	81	
	(15)	
Total Wages higher than plan	(13)	
Other, mostly positive controllables	/	10
Total Contribution		12
Services		
Gross Margin:	(0.7)	
Licensing International below plan due to mostly to poor performance in Europe and Australia	(85)	
Licensing Domestic below plan	(5)	
Leased Ops below plan mostly due to delay of additional offices for Enrollment Management, and the Chase renewal agreement resulted in less ATM's and reduced rates	(17)	
Photography below plan due to an aggressive budget (less on campus events)	(22)	
Other, positive controllables mainly in Licensing	24	
Total Contribution		(10
UCLA Student Union		
Gross Margin:		
Student Union Ops below plan mostly to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities than plan	(45)	
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(11)	
Total Wages lower than plan	11	
Other, positive controllables mainly student union event fund	15	
Total Contribution		(3
Allocated Expenses and Other		
A&SS below plan (total wages, insurance expense and various other)	119	
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerchkoff, elevator repairs)	(64)	
Utilities lower than plan: mostly chiller water and steam savings which are due to changing some of the HVAC hardware and better control of the CW systems timers	77	
Depreciation lower than plan due to timing of capitals and reduced expenditures	101	
Interest Expense below plan due to prior year refinancing of AU debt	26	
Various positive non-recurrent income	24	
Other, mostly positive student fee income	17	
Total		30
Actual Net Income/(Loss)		\$12

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS (\$000)

	Current Month	Prior Month	Prior Year
ASSETS	January 2016	December 2015	July 2015
CURRENT ASSETS: Cash and cash equivalents	\$11,659	\$9,826	\$11,434
Accounts receivable	3,951	3,461	4,012
Less: Allowance for doubtful accounts	(303)	(306)	(263)
Accounts receivable, net	3,648	3,155	3,749
Student fees receivable	420	1,544	489
Inventories	6,195	7,597	5,893
Prepaid expenses and other current assets	204	258	278
Total current assets	22,126	22,380	21,843
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	68,732	68,624	68,112
Less: Accumulated depreciation	(44,922)	(44,727)	(43,761)
Total long term assets	24,010	24,292	24,551
TOTAL ASSETS	\$46,136	\$46,477	\$46,394
		÷ - /	+ - <u>,</u> - <u>,</u>
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:	¢4.400	¢ 4 70 4	#5 004
Accounts payable	\$4,166	\$4,784	\$5,291
Wages and payroll taxes payable Sales tax payable & other liabilities	3,133 1,132	2,844 919	3,324 767
Interest payable	285	247	139
Deferred income	625	653	235
Funds held for others	139	124	102
Current portion of long term debt	736	736	736
Total current liabilities	10,216	10,307	10,594
LONG TERM DEBT:			
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
TOTAL LIABILITIES	19,811	19,902	20,189
RETAINED EARNINGS: Beginning Balanco	26,205	26,205	25,924
Beginning Balance Year-to-date net income/(loss)	20,205	26,205	25,924 281
	120	510	201
Ending Balance	26,325	26,575	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,136	\$46,477	\$46,394

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS January 2016 (\$000's)

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	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net	(\$250)	\$120	(\$216)
cash provided/(used) by operating activities: Depreciation Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets:	197 0	1,166 1	1,227 0
Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets	(493) 1,124 1,403 54	100 69 (302) 74	(1,040) 266 (749) 114
Increase/(decrease) in current liabilities: Accounts payable Sales tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others	(619) 213 289 38 (28) 15	(1,126) 365 (191) 146 390 39	(3) 378
Net cash provided/(used) by operating activities	1,943	851	19 816
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements Change in capital projects in progress	(110) 0	(644) 18	(313) 0
Net cash used in investing activities	(110)	(626)	(313)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	1,833	225	503
CASH AND CASH EQUIVALENTS, Beginning	9,826	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$11,659	\$11,659	\$11,384

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION January 2016 (\$000's)

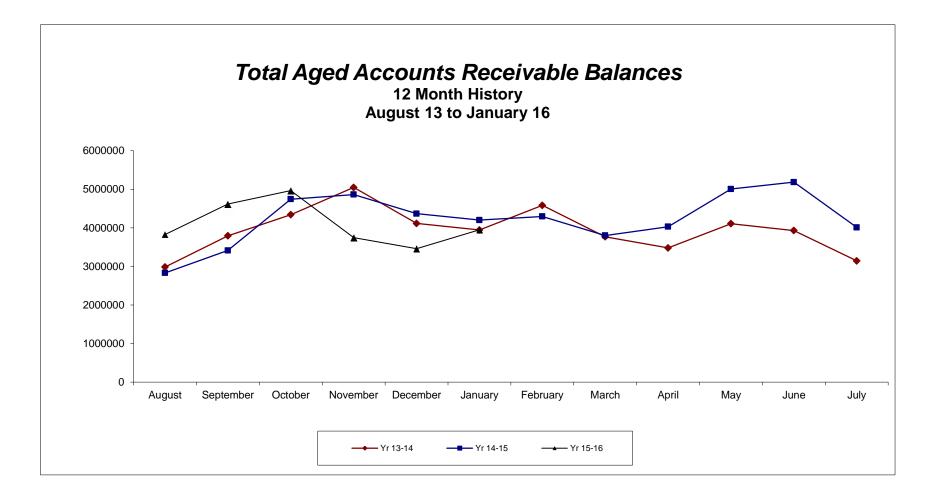
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,659
Ackerman A Level and First Floor Remodel	(2,905)
Student Service Center	(359)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(3,489)
Adjustment for Book Overdraft Entry	(401)
Uncommitted Cash	7,769
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,243
RESERVE SURPLUS (DEFICIT)	(\$2,474)

			FY 2015-	2016 January	y 2016				
PROJECT		BUDGET				PROJECTED		Over	_
PROJEC	NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	(Under)	Status
ASUCLA						0131(318 [0103			
2015-001	A Level/1st Floor Remodel	1,000.0	95.0	0.0	95.0	905.0		0.0	In Progress
Total Store	/Services	1,000.0	95.0	0.0	95.0	905.0	0.0	0.0	
Store/Serv	ices								
2015-002	Store General Replacement	50.0	3.9	0.0	3.9	46.1		0.0	In Progress
2015-003	Informal Photo-Equipment	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2015-004	DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2015-005	DC Equipment - Tunnel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-006	DC Dock Retrofit - Tunnel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
	HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008	Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-009	AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store	/Services	505.0	3.9	0.0	3.9	46.1	455.0	0.0	
Food Serv									
2015-010	FS Miscellaneous and Unanticipated	50.0	1.4	15.6	17.0	33.0		0.0	In Progress
2015-011	FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed
2015-012	FS New trash/recycling/compost receptacles	75.0	12.8	0.0	12.8	62.2		0.0	In Progress
2015-013	LV New cash stands and re-lamination of counters	25.0	0.0	18.3	18.3	6.7		0.0	In Progress
2015-014	NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015	Commissary Dish Machine	60.0	0.0	57.7	57.7	2.3		0.0	In Progress
Total Food	Services	240.0	34.1	91.6	125.7	104.2	10.0	(0.1)	
Technolog									
2015-016	Printer Replacement	2.0	0.0	0.0	0.0	0.0	2.0	0.0	Pending
2015-017	PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018	Kronos Replacement.	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2015-019	Network Infrastructure Upgrade	180.0	161.4	5.2	166.6	13.4		0.0	In Progress
2015-020	Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
Total Tech	nology	357.0	161.4	5.2	166.6	13.4	177.0	0.0	
Others									
2015-021	Fac. Misc. Remodels	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2015-022	KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023	KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-024	NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025	KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026	LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027	SUO Omni Locks	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-028	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-029	Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-030	Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031	LP Security System	40.0	4.2	0.0	4.2	35.8		0.0	In Progress
2015-032	LP Electric cart	0.0	0.0	16.3	16.3	0.0	07F 0	16.3	Completed Awaiting Invoice
Total Othe		415.0	4.2	16.3	20.5	35.8	375.0	16.3	
Total Curre	ent Year Projects	2,517.0	298.6	113.1	411.7	1,104.5	1,017.0	16.2	

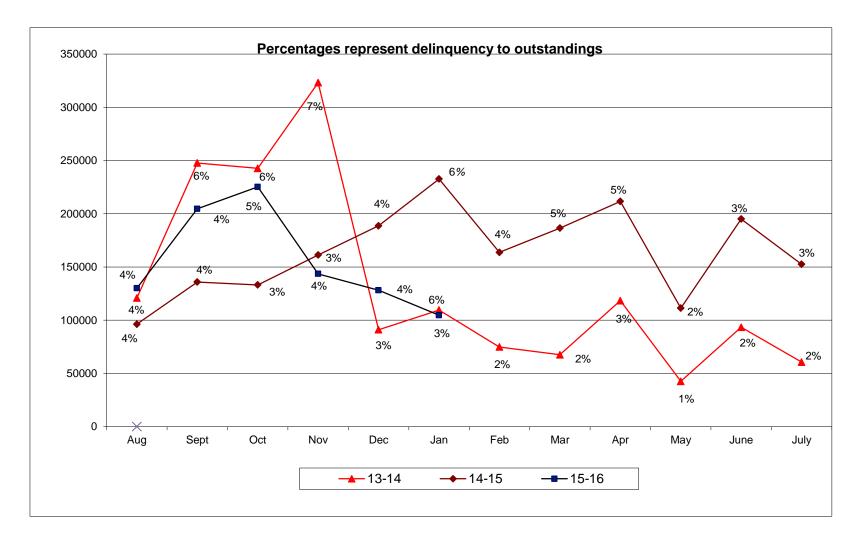
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2015-2016 January 2016

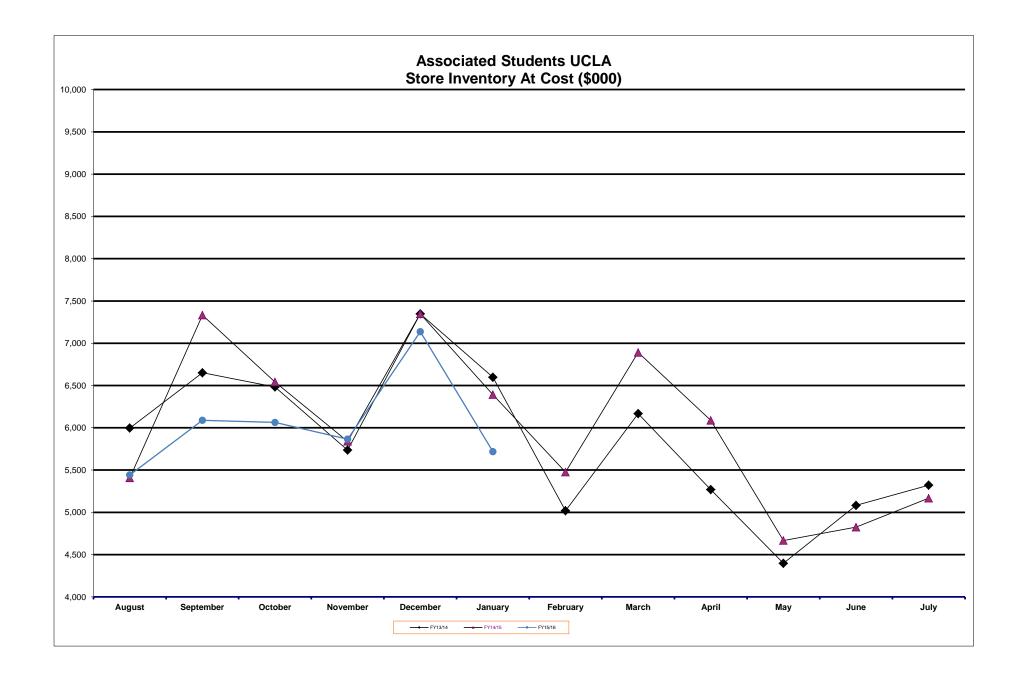
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

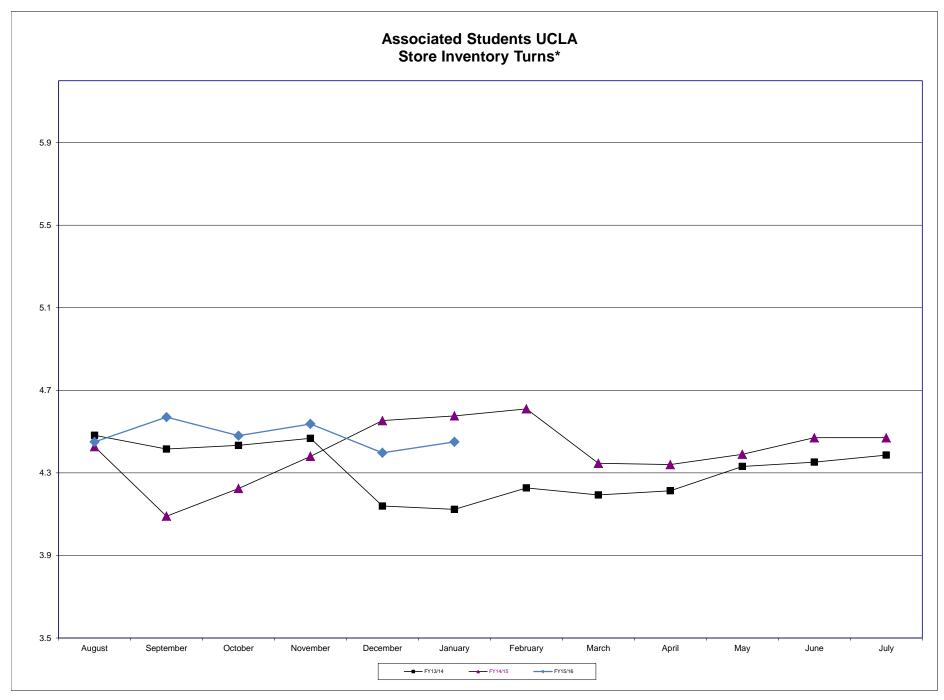
1/23/2016 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$439,200	12%	\$289,028	91%	\$5,667	184%	\$8,411	25%	\$2,003	6%	\$16,521	46%	\$760,830	19%
ASUCLA PUBLICATIONS	\$200,638	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$200,638	5%
ASUCLA USA/GSA	\$87,184	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,184	3%
DUE FROM VENDORS	\$203,487	6%	\$1,925	1%	(\$2,384)	-78%	\$22,502	66%	\$28,942	91%	\$19,296	54%	\$273,768	7%
DENTAL KITS	\$290,882	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$290,882	7%
OTHER	\$2,309,298	66%	\$24,510	8%	(\$209)	-6%	\$2,941	9%	\$982	3%	\$57	0%	\$2,337,579	59%
TOTAL CURRENT MONTH	\$3,530,689	100%	\$315,463	100%	\$3,074	100%	\$33,854	100%	\$31,927	100%	\$35,874	100%	\$3,950,881	100%
	89%		8%		0%		1%		1%		1%		100%	
	•								400					\square
12/26/2015 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$703,085	22%	\$64,631	96%	\$11,914	37%	\$6,590	25%	\$3,479	10%	\$13,782	39%	\$803,481	23%
ASUCLA PUBLICATIONS	\$135,264	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$135,264	4%
ASUCLA USA/GSA	\$80,502	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,502	2%
DUE FROM VENDORS	\$164,327	5%	(\$1,596)	-2%	\$13,126	41%	\$10,402	40%	\$29,094	84%	\$19,397	55%	\$234,750	7%
DENTAL KITS	\$384,971	12%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$384,971	11%
OTHER	\$1,797,577	55%	\$4,342	6%	\$7,051	22%	\$9,302	35%	\$1,979	6%	\$2,009	6%	\$1,822,260	53%
TOTAL CURRENT MONTH	\$3,265,726	100%	\$67,377	100%	\$32,091	100%	\$26,294	100%	\$34,552	100%	\$35,188	100%	\$3,461,228	100%
	94%		2%		1%		1%		1%		1%		100%	
11/21/2015 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$612,832	18%	\$185,984	73%	\$16,410	31%	\$10,341	43%	\$9,992	31%	\$15,615	44%	\$851,174	23%
ASUCLA PUBLICATIONS	\$156,315	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$156,315	4%
ASUCLA USA/GSA	\$89,939	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,939	2%
DUE FROM VENDORS	\$400,089	12%	\$56,288	22%	\$11,747	22%	\$9,311	38%	\$21,813	69%	\$14,542	42%	\$513,790	14%
DENTAL KITS	\$443,801	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$443,801	12%
OTHER	\$1,646,575	49%	\$11,757	5%	\$24,142	47%	\$4,624	19%	\$152	0%	\$4,831	14%	\$1,692,081	45%
TOTAL CURRENT MONTH	\$3,349,551	100%	\$254,029	100%	\$52,299	100%	\$24,276	100%	\$31,957	100%	\$34,988	100%	\$3,747,100	100%
	89%		7%		1%		1%		1%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







*This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

UCLA STORE INCOME STATEMENT

JAN. (06(12/27/15-01/2	3/16)	ľ	F	ISCAL YEAR 15-1	.6	FISCAL YE	AR 14-15
ACTUAL	CURRENT MONTH BUDGET	I VARIANCE		YTD 6 ACTUAL	MO(07/26/15-01, BUDGET	/23/16) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
ACTUAL	DUDGET	VARIANCE		ACTUAL	DUDGET	VARIANCE	MONTH	TID
2,320,759	2,482,155	<161,396>	ACADEMIC SUPPORT DIV	11,458,345	11,963,028	<504,683>	2,598,498	12,030,093
684,750	667,435	17,315	GENERAL MDSE DIVISION	6,959,280	7,103,031	<143,751>	616,731	7,087,210
94,809 378,889	94,500 440,156	309 <61,267>	HILLTOP SHOP LU VALLE COMMONS STORE	563,884 1,587,590	575,200 1,624,560	<11,316> <36,970>	89,764 445,677	571,298 1,657,032
42,911	60,000		E-COMMERCE DIVISION	1,037,388	1,071,000	<33,612>	55,649	1,148,419
279,346	351,148	<71,802>	HEALTH SCIENCES STORE	3,541,518	3,368,512	173,006	345,929	3,354,894
3,801,464	4,095,394	<293,930>	TOTAL SALES	25,148,004	25,705,331	<557,327>	4,152,246	25,848,946
2,700,579	2,966,795	266,216	Less: Cost of Sales	17,557,627	17,979,417	421,790	3,034,611	18,159,196
			Less: Shrinkage					
11,133	10,200	<933>	ACADEMIC SUPPORT DIV	44,320	41,520	<2,800>	12,369	48,698
3,345	2,890		GENERAL MDSE DIVISION	34,032	29,980	<4,052>	2,803	29,989
430	450	20	HILLTOP SHOP	2,608	2,720	112	429	2,695
2,190	1,980	-	LU VALLE COMMONS STORE	9,222	7,110	<2,112>	2,463	9,644
0	220	220	E-COMMERCE DIVISION	<530>	3,880	4,410	271	4,334
1,274 18,372	1,410 17,150	136 <1,222>	HEALTH SCIENCES STORE SHRINKAGE	14,438 104,089	12,680 97,890	<1,758> <6,199>	2,156 20,490	14,895 110,254
2,718,950	2,983,945	264,995	TOTAL COST OF SALES	17,661,716	18,077,307	415,591	3,055,101	18,269,450
, ,,,,,,,							.,,	
71.0	72.4	1.4	COST OF SALES %	69.8	69.9	0.1	73.1	70.3
1,082,513 29.0	1,111,449 27.6	<28,936> 1.4	GROSS MARGIN GROSS MARGIN %	7,486,289	7,628,024 30.1	<141,735> 0.1	1,097,146 26.9	7,579,496 29.8
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	29.0
28.5	27.1	1.3	NET GROSS MARGIN %	29.8	29.7	0.1	26.4	29.3
21.7 50.8	20.7 50.2	1.0	ACADEMIC SUPPORT DIV	17.8 48.9	17.3 49.5	0.5	20.6 49.4	17.0 49.1
50.8 42.0	50.2 39.6	0.6 2.4	GENERAL MDSE DIVISION HILLTOP SHOP	48.9	49.5 39.6	<0.6> 1.4	49.4 39.4	49.1 39.7
26.6	27.1	<0.5>	LU VALLE COMMONS STORE	30.8	39.0	0.6	27.4	29.1
54.3	51.7	2.6	E-COMMERCE DIVISION	51.6	51.0	0.6	50.4	50.7
24.5	21.4	3.1	HEALTH SCIENCES STORE	22.4	23.2	<0.8>	20.7	23.0
101,896	149,278	<47,382>	OTHER INCOME	803,280	761,903	41,377	134,714	756,832
1,184,410	1,260,727	<76,317>	GROSS MARGIN/OTHER	8,289,569	8,389,927	<100,358>	1,231,860	8,336,328
			Less: Controllable Exp					
247,744	250,770	3,026	Career Wages	1,484,936	1,530,322	45,386	260,638	1,514,775
0	0	0	Limited Appointment	5,984	2,500	<3,484>	139	2,412
150,673 398,417	160,995 411,765	10,322 13,348	Student Wages TOTAL WAGES	978,834 2,469,753	984,142 2,516,964	5,308 47,211	132,946 393,724	916,416 2,433,603
598,417 10.5	411,765	13,346 <0.4>	WAGE % TO SALES	2,469,755	2,516,964 9.8	47,211 <0.0>	595,724 9.5	2,433,603 9.4
135,873	143,938	8,065	Employee Benefits	824,725	865,608	40,883	146,033	824,903
5,719	6,131	412	Office Supplies	61,707	58,186	<3,521>	8,740	71,780
10,598	13,660	3,062	Telephone	73,059	81,300	8,241	13,477	80,641
80	80	0	Telex	480	480	0	80	480
16	14		Postage	116	80	<36>	18	184
4,228	2,650	<1,578> <1,000>	Trav/Trips/Conference	11,039	10,700	<339>	1,891	11,351
1,000 4,205	0 4,560	<1,000>	Membership Fees Operating Supplies	1,800 29,744	1,925 28,300	125 <1,444>	800 929	1,900 28,321
17,000	28,910	11,910	Freight Out	162,433	208,050	45,617	22,783	216,537
901	900		Transportation	6,189	5,400	<789>	900	5,403
0	0	0	Merchandise Losses	53	0	<53>	208	614
<7>	0	7	Postage Stamp O/S	<493>	0	493	0	89
0	0 12 E14	0	Uniforms	0 152,502	400	400	12 224	441
5,816 <1,335>	13,514 <1,800>	7,698 <465>	Advertising Vendor Adv. Allowance	<11,040>	169,774 <10,225>	17,272 815	13,224 <1,019>	163,743 <7,961
<1,335> 24	<1,800>		Direct Mail Adv.	<11,040> 261,015	<10,225> 260,300	815 <715>	<1,019> 41	263,714
6,321	4,418		Repairs & Maintenance	44,487	31,716	<12,771>	3,868	30,736
72,574	72,617	43	Bank Card Expense	408,962	418,489	9,527	72,084	419,564
240	0		Overs/Shorts	6,299	0	<6,299>	3,665	2,327
137	0 200		Credit Card Adjustments	2,418	0 1 473	<2,418>	1,346	7,271
1,122 572	200		Textbook Rental Exp Rentals-Facilities	824 2,780	1,473 0	649 <2,780>	3 501	1,633 3,006
269	0		Rentals-Truck	1,437	1,600	<2,780>	0	3,008 1,604
0	300	300	Taxes & Licenses	300	300	0	300	300
9,820	11,000	1,180	Professional Services	69,838	68,729	<1,109>	3,791	31,907
2,340	0		Temp Agency Service	7,557	3,500	<4,057>	636	4,342
2,409 <850>	2,728 75	319 925	Commission Expense Concession Expense	14,089 34,345	17,928 35,271	3,839 926	0 <1,349>	2,801 34,959
<830>	<1>		Alloc of Distr Cntr	0	55,271	520	<1,349>	0
4,721	6,629	1,908	Payment to UCLA	97,728	123,518	25,790	5,574	131,896
283,791	310,573	26,782	TOTAL OTHER CONTROL.	2,264,392	2,382,808	118,416	298,523	2,334,488
682,209	722,338	40,129	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	4,734,146	4,899,772	165,626	692,247	4,768,091
502,201	538,389	<36,188>	SVCS AND ENTERPRISES	3,555,423	3,490,155	65,268	539,613	3,568,237
			Less: Allocated Exp					
	20,422	<6 64A~	Allocated ExpHR	217,272	222,967	5,695	38,849	213,299
46 066				840,401	222,967 881,554	5,695 41,153	38,849 165,518	213,299 947,722
46,066 148,040	39,422 154,472		Allocated Exp. Fin		551,55T	11,155		
148,040	154,472	6,432	Allocated Exp. Fin Allocated ExpIS		444,412	37,950	79,453	446.112
		6,432 5,506		406,462 192,751	444,412 194,903	37,950 2,152	79,453 32,801	
148,040 70,369 33,435 111,339	154,472 75,875 33,294 113,423	6,432 5,506 <141> 2,084	Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA	406,462 192,751 624,243	194,903 636,153	2,152 11,910	32,801 113,224	191,697 620,722
148,040 70,369 33,435 111,339 84,322	154,472 75,875 33,294 113,423 82,428	6,432 5,506 <141> 2,084 <1,894>	Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA Maintenance	406,462 192,751 624,243 511,793	194,903 636,153 465,025	2,152 11,910 <46,768>	32,801 113,224 88,997	191,697 620,722 486,017
148,040 70,369 33,435 111,339 84,322 32,295	154,472 75,875 33,294 113,423 82,428 35,127	6,432 5,506 <141> 2,084 <1,894> 2,832	Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA Maintenance Utilities	406,462 192,751 624,243 511,793 204,149	194,903 636,153 465,025 218,057	2,152 11,910 <46,768> 13,908	32,801 113,224 88,997 38,966	191,697 620,722 486,017 221,884
148,040 70,369 33,435 111,339 84,322 32,295 59,868	154,472 75,875 33,294 113,423 82,428 35,127 65,523	6,432 5,506 <141> 2,084 <1,894> 2,832 5,655	Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA Maintenance Utilities Depreciation	406,462 192,751 624,243 511,793 204,149 352,326	194,903 636,153 465,025 218,057 393,138	2,152 11,910 <46,768> 13,908 40,812	32,801 113,224 88,997 38,966 58,721	446,112 191,697 620,722 486,017 221,884 351,349 3.478.802
148,040 70,369 33,435 111,339 84,322 32,295	154,472 75,875 33,294 113,423 82,428 35,127	6,432 5,506 <141> 2,084 <1,894> 2,832 5,655 13,829	Allocated ExpIS Allocated Exp. Mktg Allocated Exp Othr SA Maintenance Utilities	406,462 192,751 624,243 511,793 204,149	194,903 636,153 465,025 218,057	2,152 11,910 <46,768> 13,908	32,801 113,224 88,997 38,966	191,697 620,722 486,017 221,884

UCLA RESTAURANTS INCOME STATEMENT

ACTUAL BUDGET VARIANCE 108,145 127,003 <18,858> CENTRAL DIVISION 751,943 833,026 <81,083> 116 162,453 165,061 <2,608> NORTH CAMPUS DIVISION 1,078,581 1,015,108 63,473 154 86,531 102,930 <16,399> SOUTH DIVISION 724,490 745,068 <20,578> 100 170,926 185,674 <14,748> LU VALL DIVISION 1,254,622 1,294,42 <39,520> 177 214,447 217,138 <2,691> COOPERAGE DIVISION 1,254,684 1,493,123 <6,278> 200 167,552 179,215 <11,663> SPECIAL EVENTS DIVISION 1,299,342 1,219,946 79,396 166 910,054 977,021 <66,967> TOTAL SALES 6,595,822 6,600,413 <4,591> 915 293,355 336,264 42,909 Less: Cost of Sales 2,205,980 2,307,738 101,758 331 32.2 34.4 2.2 Cost of F Sales % </th <th>ST YEAR ACTUAL TH YTD i,961 765,037 j,203 974,927 j,577 731,719 j,252 1,352,604 j,123 1,240,687 i,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 63.4 62.9 958.8 61.5 i,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897>< <216,263></th>	ST YEAR ACTUAL TH YTD i,961 765,037 j,203 974,927 j,577 731,719 j,252 1,352,604 j,123 1,240,687 i,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 63.4 62.9 958.8 61.5 i,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897>< <216,263>
162,453 165,061 <2,608> NORTH CAMPUS DIVISION 1,078,581 1,015,108 63,473 154 86,531 102,930 <16,599> SOUTH DIVISION 1,274,490 745,068 <20,578> 100 170,926 185,674 <14,748> LU VALLE DIVISION 1,244,622 1,294,142 <39,520> 175 214,447 217,138 <2,691> COOPERAGE DIVISION 1,486,845 1,493,123 <6,278> 200 167,552 179,215 <11,663> SPECIAL EVENTS DIVISION 1,299,342 1,219,946 79,396 166 910,054 977,021 <66,967> TOTAL SALES 6,595,822 6,600,413 <4,591> 915 293,355 336,264 42,909 Less: Cost of Sales 2,205,980 2,307,738 101,758 331 32.2 34.4 2.2 GROSS MARGIN 66.6 65.0 1.5 616,700 640,757 <24,057 GROSS MARGIN 66.6 67.4 <0.9> 66.1 64.4 0.7	,203 974,927 ,577 731,719 ,753 1,245,571 ,252 1,352,604 ,123 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 4,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897><<216,263>
162,453 165,061 <2,608> NORTH CAMPUS DIVISION 1,078,581 1,015,108 63,473 154 86,531 102,930 <16,399> SOUTH DIVISION 1,274,490 745,068 <20,578> 100 170,926 185,674 <14,748> LU VALLE DIVISION 1,284,622 1,294,142 <39,520> 175 214,447 217,138 <2,691> COOPERAGE DIVISION 1,486,645 1,493,123 <6,278> 200 167,552 179,215 <11,663> SPECIAL EVENTS DIVISION 1,299,342 1,219,946 79,396 166 910,054 977,021 <66,967> TOTAL SALES 6,595,822 6,600,413 <4,591> 915 293,355 336,264 42,909 Less: Cost of Sales 2,205,980 2,307,738 101,758 331 32.2 34.4 2.2 GROSS MARGIN 4,389,842 4,292,675 97,167 584 67.8 65.6 2.2 GROSS MARGIN % 66.6 67.4 0.7 564 0.7 <td< td=""><td>,203 974,927 ,577 731,719 ,753 1,245,571 ,252 1,352,604 ,123 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 4,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897><<216,263></td></td<>	,203 974,927 ,577 731,719 ,753 1,245,571 ,252 1,352,604 ,123 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 4,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897><<216,263>
86,531 102,930 <16,399 SOUTH DIVISION 724,490 745,068 <20,578> 100 170,926 185,674 <14,748	,577 731,719 ,753 1,245,571 ,252 1,352,604 ,123 1,240,687 ,123 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 ,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
170,926 185,674 <14,748> LU VALLE DIVISION 1,254,622 1,294,142 <39,520> 179 214,447 217,138 <2,691> COOPERAGE DIVISION 1,486,845 1,493,123 <6,278> 200 167,552 179,215 <11,663> SPECIAL EVENTS DIVISION 1,219,946 79,396 164 910,054 977,021 <66,967> TOTAL SALES 6,595,822 6,600,413 <4,591> 915 293,355 336,264 42,909 Less: Cost of Sales % 33.5 35.0 1.5 616,700 640,757 <24,057> GROSS MARGIN 4,389,842 4,292,675 97,167 584 67.8 65.6 2.2 GROSS MARGIN % 66.6 65.0 1.5 69.0 67.5 1.5 CENTRAL DIVISION 66.6 66.7.4 <0.9> 64.9 64.6 0.3 NORTH CAMPUS DIVISION 65.5 64.8 0.7 65.5 63.9 1.6 SOUTH DIVISION 65	1,243,571 1,252 1,352,604 1,123 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 65.4 62.9 58.8 61.5 ,051 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
214,447 217,138 <2,691> COOPERAGE DIVISION 1,486,845 1,493,123 <6,278> 200 167,552 179,215 <11,663> SPECIAL EVENTS DIVISION 1,299,342 1,219,946 79,396 164 910,054 977,021 <66,967> TOTAL SALES 6,595,822 6,600,413 <4,591> 915 293,355 336,264 42,909 Less: Cost of Sales 2,205,980 2,307,738 101,758 331 32.2 34.4 2.2 COST OF SALES % 33.5 35.0 1.5 5 616,700 640,757 <24,057> GROSS MARGIN % 4,389,842 4,292,675 97,167 584 67.8 65.6 2.2 GROSS MARGIN % 666.6 65.0 1.5 64.9 64.6 0.3 NORTH CAMPUS DIVISION 65.5 64.3 2.2 2.2 72.0 66.4 5.6 LU VALE DIVISION 65.5 64.8 0.7 66.1 64.5 1.5 GROSS MARGIN/OTHER <td>1,352,604 1,223 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 6.3.5 63.4 62.5 64.6 58.8 61.5 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263></td>	1,352,604 1,223 1,240,687 ,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 6.3.5 63.4 62.5 64.6 58.8 61.5 1,174,797 ,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
$\begin{array}{ c c c c c c c c c c c c c c c c c c c$,870 6,310,544 ,475 2,265,408 36.2 35.9 ,394 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 ,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
293,355 336,264 42,909 Less: Cost of Sales 2,205,980 2,307,738 101,758 331 32.2 34.4 2.2 COST OF SALES % 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 336,267 33.5 35.0 1.5 35.0 1.5 366,66,6 50.0 1.5	,475 2,265,408 36.2 35.9 3794 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 241,249 241,245
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	36.2 35.9 3934 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 4,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 8,897> <216,263>
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	36.2 35.9 3934 4,045,136 63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 4,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 8,897> <216,263>
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	63.8 64.1 67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 0,051 1,174,797 4,445 5,219,933 795 11,349 7,221 1,166,619 4,897> <216,263>
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	67.2 66.6 63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 1,051 1,174,797 1,445 5,219,933 795 11,349 1,221 1,166,619 1,897> <216,263>
64.9 64.6 0.3 NORTH CAMPUS DIVISION 65.1 64.4 0.7 65.5 63.9 1.6 SOUTH DIVISION 66.5 64.3 2.2 72.0 66.4 5.6 LU VALLE DIVISION 69.6 66.7 2.9 66.1 64.5 1.5 COOPERAGE DIVISION 65.5 64.8 0.7 68.4 67.0 1.4 SPECIAL EVENTS DIVISION 67.0 63.3 3.8 159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 746 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 2,300 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <t< td=""><td>63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 ,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,221 1,166,619 ,2216,263></td></t<>	63.5 63.9 62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 ,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,221 1,166,619 ,2216,263>
65.5 63.9 1.6 SOUTH DIVISION 66.5 64.3 2.2 72.0 66.4 5.6 LU VALLE DIVISION 69.6 66.7 2.9 66.1 64.5 1.5 COOPERAGE DIVISION 65.5 64.8 0.7 68.4 67.0 1.4 SPECIAL EVENTS DIVISION 65.5 64.8 0.7 159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 748 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 2,300 2,300 2,300 2,300 1,193,850 1,193,850 1,18,371 <12,479> 170 180,209 177,373 <2,835> Student Wages <238,796><<227,338> 11,458<<<33	62.5 64.0 68.8 67.4 63.4 62.9 58.8 61.5 ,051 1,174,797 ,445 5,219,933 ,510 1,743,003 ,795 11,349 ,221 1,166,619 ,897> <216,263>
72.0 66.4 5.6 LU VALLE DIVISION 69.6 66.7 2.9 66.1 64.5 1.5 COOPERAGE DIVISION 65.5 64.8 0.7 68.4 67.0 1.4 SPECIAL EVENTS DIVISION 67.0 63.3 3.8 159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 748 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 1,193,850 1,181,371	68.8 67.4 63.4 62.9 58.8 61.5 1,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 1,221 1,166,619 1,897> <216,263>
66.1 64.5 1.5 COOPERAGE DIVISION 65.5 64.8 0.7 68.4 67.0 1.4 SPECIAL EVENTS DIVISION 67.0 63.3 3.8 159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 748 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 2,300 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33	63.4 62.9 58.8 61.5 1,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 1,221 1,166,619 ,897> <216,263>
68.4 67.0 1.4 SPECIAL EVENTS DIVISION 67.0 63.3 3.8 159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 746 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 2,300 2,300 1,193,850 1,181,371 <1,24,79> 170 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <1,24,79> 170 <36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33	58.8 61.5 1,051 1,174,797 1,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
159,504 160,714 <1,210> OTHER INCOME 1,171,188 1,132,119 39,069 164 776,204 801,471 <25,267> GROSS MARGIN/OTHER 1,171,188 1,132,119 39,069 164 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 1,193,850 1,181,371 <12,479> 170 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <227,328	,051 1,174,797 ,445 5,219,933 ,510 1,743,003 ,795 11,349 ,221 1,166,619 ,897> <216,263>
776,204 801,471 <25,267> GROSS MARGIN/OTHER 5,561,031 5,424,794 136,237 746 286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,300 2,300 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <228,796> <227,338> 11,458 <33	,445 5,219,933 ,510 1,743,003 795 11,349 ,221 1,166,619 ,897> <216,263>
286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 700 Limited Appointment 0 2,300 2,	,510 1,743,003 795 11,349 ,221 1,166,619 8,897> <216,263>
286,996 284,659 <2,337> Career Wages 1,797,837 1,781,526 <16,311> 291 0 700 100 Limited Appointment 0 2,300 2,300 2,300 2,301 1,193,850 1,181,371 <12,479> 170 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,122> 1,608 Labor Recharge <227,338> 11,458 <33	795 11,349),221 1,166,619),897> <216,263>
0 700 Limited Appointment 0 2,300 2,300 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33	795 11,349),221 1,166,619),897> <216,263>
0 700 700 Limited Appointment 0 2,300 2,300 180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33	795 11,349),221 1,166,619),897> <216,263>
180,209 177,373 <2,836> Student Wages 1,193,850 1,181,371 <12,479> 170 <36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33	0,221 1,166,619 8,897> <216,263>
<36,731> <35,123> 1,608 Labor Recharge <238,796> <227,338> 11,458 <33 430,474 427,609 <2,865> TOTAL WAGES 2,752,892 2,737,859 <15,033> 426	<216,263>
430,474 427,609 <2,865> TOTAL WAGES 2,752,892 2,737,859 <15,033> 428	
47.3 43.8 <3.5> WAGE % TO SALES 41.7 41.5 <0.3>	
	46.8 42.9
173,199 168,142 <5,057> Employee Benefits 1,022,273 1,017,801 <4,472> 161	,609 960,507
	2,122 9,171
	,226 25,546
98 500 402 Training Programs 8,274 10,500 2,226	583 7,485
41,112 43,762 2,650 Paper 300,646 310,223 9,577 43 4.5 4.5 <0.0> Paper % To Sales 4.6 4.7 0.1	6,877 301,748 4.8 4.8
	5,643 30,650
<11,588> <10,350> 1,238 Purchasing Rebates <58,090> <62,100> <4,010> <10	,602> <61,235>
	8,535 18,437
	4,304 29,454 .,535> 4,862
	,809 43,450
0 100 100 Menu Development 0 600 600	0 0
0 11 11 Dorm Coupons Expense 2 72 70	0 3
	7,810 61,842 2,216 207,029
	,434 9,334
	,553 11,496
13 0 <13> Credit Card Adjustments 98 0 <98>	65 65
399 700 301 Rentals 3,745 3,200 <545> 181 400 219 Rentals-Truck 1,822 2,450 628	698 3,092 0 2,237
101 400 213 Refinals-intex 1,022 2,450 028 306 0 <306> Taxes & Licenses 431 75 <356>	0 2,237
50 0 <50> Professional Services 600 650 50	0 600
0 0 0 Temp Agency Service 6,556 1,000 <5,556>	0 2,781
	147 1 22,504
	.,147 1,791,134 9,777 4,495,842
GROSS CONTRIBUTION TO	
44,051 71,691 <27,640> SVCS AND ENTERPRISES 950,862 825,658 125,204 28	3,669 724,091
Less: Allocated Exp	
	2,293 236,759
	.,696 274,646
	0,015 125,093 3,263 55,407
	3,522 176,759
71,083 66,899 <4,184> Maintenance 431,439 377,419 <54,020> 75	6,024 409,711
	2,848 187,047
	0,038 599,594 8,699 2,065,017
<295,109> <261,498> <33,611> NET INCOME (LOSS) <1,109,110> <1,207,660> 98,550 <320	,030> <1,340,926>
257,198 277,007 <19,809> TOTAL CUSTOMER COUNT 1,826,173 1,855,827 <29,654> 273	1,839,407
	6,558 657,204
	7,184 1,182,203
6.17 5.98 0.19 TOTAL AVERAGE CHECK 6.04 5.85 0.19 7.77 7.49 0.29 3RD PARTY AVG CHECK 7.62 7.40 0.22	5.74 5.66 7.31 6.39
7.77 7.49 0.29 3RD PARTY AVG CHECK 7.62 7.40 0.22 5.32 5.19 0.13 ASUCLA AVERAGE CHECK 5.18 5.01 0.17	4.89 4.75
	,258 169,787
39.05 41.15 <2.10> SALES/LABOR HOUR 40.33 39.81 0.52 33	37.76 37.17

	6(12/27/15-01/2				ISCAL YEAR 15-1		FISCAL YEAR 14-15 LAST YEAR ACTUAL	
	URRENT MONTH				MO(07/26/15-01/	. ,		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
4,457	7,500	<3.043>	PHOTOGRAPHY	62,668	84,500	<21,832>	11,166	82,674
4,457	7,500		TOTAL SALES	62,668	84,500	<21,832>	11,166	82,674
64	300	236	Less: Cost of Sales	1,775	1,950	176	454	2,768
4,393	7,200	<2,807>	GROSS MARGIN	60,893	82,550	<21,657>	10,712	79,906
98.6	96.0	2.6	GROSS MARGIN %	97.2	97.7	<0.5>	95.9	96.7
98.6	96.0	2.6	PHOTOGRAPHY	97.2	97.7	<0.5>	95.9	96.7
161,117	177,906	<16,789>	TRADEMARKS AND LICENSING	1,358,486	1,447,838	<89,352>	253,722	1,355,514
93,239	101,224		LEASED OPS	585,527	602,591	<17,064>	98,257	572,574
254,356	279,130	<24,774>	OTHER INCOME	1,944,013	2,050,429	<106,416>	351,979	1,928,088
258,749	286,330	,	GROSS MARGIN/OTHER	2,004,906	2,132,979	<128,073>	362,691	2,007,993
			Less: Controllable Exp					
38,266	34,800	~3 466 >	Career Wages	214,781	208,800	<5,981>	36,012	203,361
200	900		Student Wages	1,036	4,575	3,539	159	2,931
38,465	35,700		TOTAL WAGES	215,816	213,375	<2,441>	36,170	206,292
863.0	476.0		WAGE % TO SALES	344.4	252.5	<91.9>	323.9	249.5
10.250	10 012	455	Employee Bonefite	107 454	111 500	4 124	17.074	100,557
18,358 951	18,813 700		Employee Benefits Office Supplies	107,454 2,515	111,588 4,200	4,134 1,685	17,974 147	3,695
770	700		Telephone	2,515 4,564	4,200 4,209	<355>	667	3,963
0	105		Postage	4,304	4,209	573	348	487
0	3,050		Trav/Trips/Conference	7,123	13,300	6,177	5,375	16,443
0	3,030		Enforcement	7,123	7,500	0,177	5,575	7,818
0	0		Enforcement Adv.	0	7,500 0	0	0	500
127	1,550		Business Promotion	8,892	17,300	8,408	1,024	19,121
0	100		Repairs & Maintenance	816	600	<216>	1,021	520
2,083	2,483		Professional Services	12,969	14,898	1,929	2,083	12,498
0	250		Legal	4,997	1,500	<3,497>	2,000	2,200
650	3,800	3,150	Trademark	21,317	22,800	1,483	4,471	28,442
4,800	6,450		Intern'l Agnt Fee/Tax	118,335	119,455	1,120	33,375	147,025
13,278	11,107		Domestic Agency Fee	106,051	106,533	482	7,960	83,262
53,470	42,291	<11,179>	Payment to UCLA	425,665	428,934	3,269	34,041	325,957
94,488	91,408		TOTAL OTHER CONTROL.	828,255	853,447	25,192	107,465	752,488
132,953	127,108	<5,845>	TOTAL CONTROLLABLE EXP	1,044,072	1,066,822	22,750	143,635	958,780
125,795	159,222	<33,427>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	960,834	1,066,157	<105,323>	219,056	1,049,214
			Less: Allocated Exp					
4,447	3,418	<1 070>	Allocated ExpHR	19,166	18,943	<223>	3,569	18,124
9,458	10,060		Allocated Exp. Fin	65,160	72,211	7,051	13,559	69,611
4,666	5,124		Allocated ExpIS	32,799	37,755	4,956	6,730	33,295
2,217	2,248		Allocated Exp. Mktg	15,530	16,578	1,048	2,779	14,529
7,382	7,659		Allocated Exp Othr SA	49,743	53,911	4,168	9,591	46,757
14,957	31,114		Maintenance	90,783	175,526	84,743	15,786	86,211
5,729	13,266		Utilities	36,212	82,352	46,140	6,912	39,358
6,097	6,361		Depreciation	36,580	38,166	1,586	6,238	37,401
54,953	79,250	24,297	TOTAL ALLOCATED EXP	345,972	495,442	149,470	65,165	345,285
70,842	79,972	<9,130>	NET INCOME (LOSS)	614,862	570,715	44,147	153,891	703,929

UCLA STUDENT UNION INCOME STATEMENT

	JAN. 06(12/27/15-01/23/16)] [FISCAL YEAR 15-16			FISCAL YEAR 14-15		
	-	URRENT MONTH				40(07/26/15-01/		LAST YEAR ACTUAL	
A	CTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
	27.054	27.400	274		254 500	201 625	17.000	20 70 4	262.052
	27,854	27,480		EVENT SERVICES OFFICE STUDENT UNION OPERATIONS	254,599	301,635	<47,036>	20,784	263,853
	0 0	55 0	<55> 0	RECREATION & GAMES	0 0	416 0	<416> 0	0 0	32 5
	0 31,569	0 39,864		AU POST OFFICE	232,309	282,559	<50,250>	42,864	د 302,377
	59,423	67,399		TOTAL SALES	486,908	584,610	<97,702>	63,647	566,267
	55,425	07,555	<1,5102	TOTAL SALLS	400,500	504,010	<57,7022	05,047	500,207
	30,823	38,987	8,164	AU Post Office Cost	227,280	276,343	49,063	39,783	297,801
	3,576	3,804	228	Facilities Costs	43,448	51,352	7,904	3,199	41,319
	0	0	0	Cost of Sales GM RM	0	01,552	0	0	0
	34,399	42,791	8,392	Less: Cost of Sales	270,727	327,695	56,968	42,983	339,120
	57.9	63.5	5.6	COST OF SALES %	55.6	56.1	0.5	67.5	59.9
	25,024	24,608	416	GROSS MARGIN	216,180	256,915	<40,735>	20,665	227,148
	42.1	36.5	5.6	GROSS MARGIN %	44.4	44.0	0.5	32.5	40.1
	87.2	86.2	1.0	EVENT SERVICES OFFICE	82.9	83.0	<0.1>	84.6	84.3
	0.0	100.0	<100.0>	STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	100.0
	0.0	0.0	0.0	RECREATION & GAMES	0.0	0.0	0.0	0.0	99.4
	2.4	2.2	0.2	AU POST OFFICE	2.2	2.2	<0.0>	7.2	1.5
	T						I T	Т	
	11,269	15,503	,	STUDENT UNION OPS	74,751	80,356	<5,605>	12,412	72,316
	6,253	7,018		AU POST OFFICE	40,359	49,742	<9,383>	7,554	54,187
	17,522	22,521	1	OTHER INCOME	115,110	130,098	<14,988>	19,966	126,503
	42,546	47,129	<4,583>	GROSS MARGIN/OTHER	331,290	387,013	<55,723>	40,631	353,651
				La ser Canta llabla Erra					
				Less: Controllable Exp					
	27,226	30,859	2 622	Career Wages	179,680	185,154	F 474	20 202	175,493
	17,517	17,240	3,633	Student Wages	98,775	104,334	5,474 5,559	30,202 14,193	91,810
	44,743	48,099	3,356	TOTAL WAGES	278,454	289,488	11,034	44,395	267,304
	75.3	71.4	,	WAGE % TO SALES	57.2	49.5	<7.7>	69.8	47.2
	75.5	71.4	<5.52	WAGE /0 TO SALLS	57.2	17.5	<1.12	05.0	17.2
	14,288	15,997	1,709	Employee Benefits	96,632	95,453	<1,179>	16,268	95,079
	1,448	905		Office Supplies	7,663	8,570	907	852	4,986
	2,960	3,085	125	Telephone	17,736	19,595	1,859	3,423	19,921
	0	0	0	Trav/Trips/Conference	566	1,150	584	0	3,255
	0	0	0	24 Hour Study Lounge	2,716	2,274	<442>	286	2,832
	198	232	34	Student Comm Art	894	928	34	0	696
	267	800	533	Training Programs	2,975	5,108	2,133	131	5,676
	673	614	<59>	Annual ASUCLA Events	22,855	20,934	<1,921>	741	20,951
	9,660	9,200	<460>	Student Event Exp	42,009	40,682	<1,327>	9,474	47,479
	0	139	139	Operating Supplies	89	834	745	54	837
	1,400	2,000	600	Uniforms	1,400	2,000	600	0	0
	5	20	15	Advertising	353	754	401	49	1,741
	483	595		Business Promotion	3,061	3,576	515	546	3,043
	3,001	1,787	,	Repairs & Maintenance	8,378	8,266	<112>	1,700	10,987
	1,042	937		Bank Card Expense	5,425	6,639	1,214	1,299	6,850
	0	24	24	Overs/Shorts	1,759	169	<1,590>	529	1,171
	0	0	0	Commission Expense	575	0	<575>	0	0
	0 15 417	0 15 417	0	Student Support Svcs	3,206	2,629	<577>	0 15 417	2,791
	15,417 6,214	15,417 11,000	0 4,786	Interaction Fund STUDENT UNION EVENT F	92,500 45,487	92,502 58,000	2 12,513	15,417 10,414	92,500 48,763
- H	6,214 57,055	62,752	4,786	TOTAL OTHER CONTROL.	45,487 356,280	370,063	12,513	61,183	48,763
- H	101,798	110,851	9,053	TOTAL OTHER CONTROL.	634,734	659,551	24,817	105,579	636,861
	101,790	110,031	5,055	GROSS CONTRIBUTION TO	דני,דנט	039,331	27,01/	103,373	050,001
	<59,253>	<63,722>	4,469	SVCS AND ENTERPRISES	<303,444>	<272,538>	<30,906>	<64,948>	<283,210>
	10072007	(05/7222	1,105		3005/1112	\$272,0007	(30),500,5		(203)2107
				Less: Allocated Exp					
				P					
	5,174	4,362	<812>	Allocated ExpHR	24,504	24,274	<230>	4,382	23,457
	2,812	4,476		Allocated Exp. Fin	20,307	25,983	5,676	3,122	24,891
	1,387	2,279	892	Allocated ExpIS	10,238	13,608	3,370	1,550	11,963
	659	1,000	341	Allocated Exp. Mktg	4,835	5,955	1,120	640	5,185
	2,195	3,408	1,213	Allocated Exp Othr SA	15,524	19,472	3,948	2,208	16,700
	44,436	43,141		Maintenance	269,705	243,383	<26,322>	46,899	256,122
	17,019	18,384	1,365	Utilities	107,583	114,123	6,540	20,534	116,928
	12,803	14,398	1,595	Depreciation	77,241	86,388	9,147	12,843	75,406
	86,485	91,448	4,963	TOTAL ALLOCATED EXP	529,937	533,186	3,249	92,178	530,652
<	<145,738>	<155,170>	9,432	NET INCOME (LOSS)	<833,381>	<805,724>	<27,657>	<157,126>	<813,862>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JAN. 06(12/27/15-01/23/16)		3/16)]	F	ISCAL YEAR 15-1	6	FISCAL YEAR 14-15	
	URRENT MONTH				40(07/26/15-01/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
313,994	299,402		Career Wages	1,782,670	1,838,106	55,436	312,340	1,861,378
0	500		Limited Appointment	0	2,800	2,800	2,192	19,043
33,154	36,082		Student Wages	190,591	200,140	9,549	32,648	184,389
347,148 6.5	335,984 5.8	<11,164> <0.7>	TOTAL WAGES WAGE % TO TOTAL SALES	1,973,260 5.4	2,041,046 5.5	67,786 0.1	347,180 6.0	2,064,810 5.6
0.5	5.0	<0.72	WAGE 70 TO TOTAL SALLS	J.T	5.5	0.1	0.0	5.0
0	0	0	Emp Awards, Profess.	11,859	12,000	142	0	11,156
0	2,000	2,000	Emp Awards, Students	4,000	4,000	0	2,000	4,000
152,129	145,589		Employee Benefits	869,638	870,314	676	150,237	860,181
7,858	10,732	2,874	Office Supplies	44,895	48,831	3,936	6,049	46,352
7,584	9,701	2,117	Telephone	49,167	58,337	9,170	9,012	53,567
548	700	152	Postage	4,569	5,794	1,225	565	5,209
325	2,123	1,798	Trav/Trips/Conference	3,763	13,362	9,599	0	2,472
0	20		Expense Allowance	39	120	81	0	39
5,188	614	<4,574>	Employee Relations	8,278	8,472	194	3,629	11,234
0	52	52	Tuition Assistance	0	312	312	0	0
0	0	0	Training Programs	0	0	0	0	25
114	1,703	1,589	Fingerprinting	2,342	3,707	1,365	1,653	3,599
75	97	22	Recruitment	4,568	3,317	<1,251>	105	1,445
0	0	0	Operating Supplies	974	2,523	1,549	0	2,449
586	350		Uniforms	2,376	2,100	<276>	624	1,983
10	<400>		Security Expense	<2,397>	<2,400>	<3>	<40>	<1,259>
0	51		Security Equipment	384	306	<78>	0	498
2,525	2,750	225	Alarm Monitoring	16,117	16,500	383	2,562	13,549
1,030	1,425	395	Advertising	7,468	8,305	837	1,000	8,809
1,500	1,500	0	Benefits U Adv	9,000	9,000	0	2,100	12,600
6,699 604	5,567 1,564		Repairs & Maintenance Repair-Mtce Computer	35,921 3,203	38,413 9,384	2,492 6,181	4,238 8,547	27,720 9,027
11,395	12,433	1,038	Repairs & Mtce-Equip	69,266	9,304 74,598	5,332	16,329	9,027 62,740
218	12,433		Printing	218	429	211	10,329	02,740
5,741	5,741	< 1 8>	Bruin One Card Exp	30,082	30,082	0	11,860	54,819
<1>	40	41	Overs/Shorts	<35>	240	275	<41>	<15>
14,303	17,700	3,397	Insurance Expense	85,820	106,200	20,380	16,081	96,486
4,588	5,237	649	Professional Services	32,426	25,078	<7,348>	7,095	20,755
1,383	1,382		Legal	8,295	8,292	<3>	880	5,278
9,996	10,558		External Audit	60,723	63,345	2,622	10,342	62,501
329	500	171	Temp Agency Service	9,781	5,500	<4,281>	<30>	5,544
9,167	9,870	703	Internal Audit	55,002	59,220	4,218	9,583	57,500
0	0	0	Tax Consulting	3,620	3,620	0	0	3,448
1,000	1,000	0	PROFESSIONAL FEES PCI	16,950	17,000	50	0	22,000
15,451	16,800	1,349	Board of Directors	78,368	79,600	1,232	15,274	73,862
336	1,200	864	Special Projects	6,664	3,700	<2,964>	1,174	3,269
3,400	4,102	702	Misc. Bank Charges	22,627	22,879	252	3,400	19,301
3,249	3,600		Armored Carrier Expense	19,439	20,500	1,061	3,302	18,569
7,635	7,864		UCOP Payroll Services	45,810	47,184	1,374	7,635	45,373
13,401	14,374		UCLA Recharge Expense	80,406	87,796	7,390	13,955	83,713
4,555	3,400		Special Events	22,399	24,100	1,701	3,291	18,804
292,920	302,109		TOTAL OTHER CONTROL.	1,724,024	1,792,060	68,036	312,414	1,728,602
640,068	638,093	<1,975>	TOTAL CONTROLLABLE EXP	3,697,285	3,833,106	135,821	659,594	3,793,412
			Less: Allocated Exp					
			Lessi Anocalea Exp					
18,152	18,623	471	Maintenance	110,174	105,062	<5,112>	19,158	104,625
6,952	7,935	983	Utilities	43,947	49,260	5,313	8,388	47,765
12,821	12,193		Depreciation	70,219	73,158	2,939	12,424	73,967
37,925	38,751	826	TOTAL ALLOCATED EXP	224,339	227,480	3,141	39,970	226,357
677,993	676,844	<1,149>	NET EXPENSE	3,921,624	4,060,586	138,962	699,564	4,019,769
<598,936>	<602,525>		Allocated-Svs and Ent	<3,450,301>	<3,572,952>	<122,651>	<618,762>	<3,552,727>
<31,126>	<31,126>		Allocated-USAC	<185,093>	<185,093>	0	<29,813>	<178,829>
<3,412>	<3,412>		Allocated-GSA	<17,787>	<17,787>	0	<3,174>	<17,665>
<44,519>	<39,781>		Allocated-Comm Board	<268,443>	<284,754>	<16,311>	<47,815>	<270,549>
<677,993>	<676,844>	1,149	TOTAL OTHER	<3,921,624>	<4,060,586>	<138,962>	<699,564>	<4,019,769>
		2			~			<u>^</u>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

JAN. 06(12/27/15-01/23/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
C	URRENT MONTH			YTD 6 MO(07/26/15-01/23/16)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		-				-	-	
118,370	124,634	6,264	Career Wages	676,891	690,236	13,345	129,149	678,410
2,387	2,198		Limited Appointment	18,069	7,693	<10,376>	5,174	28,528
, 0	1,078	1,078	Student Wages	209	5,490	5,281	759	4,293
<2,031>	<650>	1,381	Labor Recharge	<5,778>	<3,740>	2,038	<437>	<4,000>
<6,901>	<5,471>		Billed Labor Costs	<40,475>	<33,347>	7,128	<5,634>	<32,873>
<2,520>	<6,300>		Capitalized Wages	<7,040>	<37,800>	<30,760>	<5,840>	<32,835>
109,305	115,489	6,184	TOTAL WAGES	641,876	628,532	<13,344>	123,172	641,523
		-, -		. ,	,		- /	
80,460	77,500	<2,960>	Employee Benefits	427,256	431,391	4,135	77,449	407,400
14	243	,	Office Supplies	689	863	174	256	914
567	677	110	Telephone	3,987	4,062	75	729	4,309
0	0		Trav/Trips/Conference	286	1,600	1,314	0	432
3,792	5,247	1,455	Paper	28,733	30,005	1,272	4,580	29,230
5,395	5,232		Cleaning Supplies	31,792	33,177	1,385	3,821	28,043
610	830		Replacements	5,576	6,918	1,342	680	8,361
328	516		Laundry	2,934	3,043	109	397	2,410
15,340	18,725		Repairs & Maintenance	171,345	118,300	<53,045>	18,573	128,083
2,380	3,190		Repairs & Mtce-Elevator	27,509	19,140	<8,369>	4,543	15,783
_,====_0	0		Repairs & Mtce-Equip	232	525	293	0	0
<658>	900	-	Painting Program	1,413	5,400	3,987	138	1,416
0	250		Incidental Proj Exp	0	1,500	1,500	0	2,880
7,767	3,495		Air Conditioning-Maint	29,201	20,970	<8,231>	3,522	21,246
7,066	7,151		Rub Remvl/Hauling	38,484	41,117	2,633	6,754	39,819
4,080	3,428		Rodent & Pest Control	24,483	20,568	<3,915>	3,944	24,052
1,194	780		Rentals-Truck	6,873	4,680	<2,193>	1,051	4,453
128,334	128,164	<170>	TOTAL OTHER CONTROL.	800,794	743,259	<57,535>	126,435	718,829
237,639	243,653	6,014	TOTAL CONTROLLABLE EXP	1,442,670	1,371,791	<70,879>	249,607	1,360,352
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			Less: Allocated Exp					
			P					
14,124	16,946	2,822	Depreciation	84,726	101,676	16,950	14,934	89,228
14,124	16,946	2,822	TOTAL ALLOCATED EXP	84,726	101,676	16,950	14,934	89,228
251,764	260,599	8,835	NET EXPENSE	1,527,396	1,473,467	<53,929>	264,541	1,449,580
	,	,				· ·	,	
<214,799>	<223,582>	<8,783>	Allocated-Svs and Ent	<1,303,720>	<1,261,353>	42,367	<226,706>	<1,238,060>
<6,994>	<6,994>	0	Allocated-USAC	<41,964>	<41,964>	0	<6,535>	<39,210>
<2,742>	<2,742>	0	Allocated-GSA	<16,452>	<16,452>	0	<2,562>	<15,372>
<9,076>	<8,658>	418	Allocated-Comm Board	<55,087>	<48,636>	6,451	<9,579>	<52,312>
<18,152>	<18,623>		Allocated-A & SS	<110,174>	<105,062>	5,112	<19,158>	<104,625>
<251,764>	<260,599>		TOTAL OTHER	<1,527,396>	<1,473,467>	53,929	<264,541>	<1,449,580>
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0	0	0	TOTAL EXPENSE	0	0	0	0	0

UTILITIES EXPENSE STATEMENT

JAN. (JAN. 06(12/27/15-01/23/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
(CURRENT MONTH			YTD 6 MO(07/26/15-01/23/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,648	15,179	13,531	Chiller Water	103,098	158,133	55,035	11,131	143,139
74,742	67,877	<6,865>	Elec-Non Air Cond.	393,017	390,787	<2,230>	73,789	387,007
10,109	10,622	513	Water-Non Air Cond.	60,321	63,135	2,814	9,983	56,751
6,008	13,208	7,200	Steam-Non Air Cond.	34,220	52,231	18,011	17,573	58,311
3,707	3,530	<177>	Gas	16,414	20,461	4,047	3,937	19,077
1,292	1,551	259	Energy Management	7,752	9,306	1,554	0	0
97,506	111,967	14,461	TOTAL OTHER CONTROL.	614,822	694,053	79,231	116,413	664,285
97,506	111,967	14,461	TOTAL CONTROLLABLE EXP	614,822	694,053	79,231	116,413	664,285
<82,268>	<95,282>	<13,014>	Allocated-Svs and Ent	<520,042>	<591,475>	<71,433>	<99,261>	<565,218>
<3,455>	<3,455>	0	Allocated-USAC	<20,730>	<20,730>	0	<3,283>	<19,698>
<1,355>	<1,355>	0	Allocated-GSA	<8,130>	<8,130>	0	<1,287>	<7,722>
<3,476>	<3,940>	<464>	Allocated-Comm Board	<21,974>	<24,458>	<2,484>	<4,194>	<23,882>
<6,952>	<7,935>	<983>	Allocated-A & SS	<43,947>	<49,260>	<5,313>	<8,388>	<47,765>
<97,506>	<111,967>	<14,461>	TOTAL OTHER	<614,822>	<694,053>	<79,231>	<116,413>	<664,285>
0	0	<0>	TOTAL EVDENCE	0	0	<0>	0	<0>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	<0>