ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

November (10/29/17 - 11/25/17)

Prepared

December 11, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2017 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

\$ 2,459 1,505	AL %	BUD	CURRENT GET	T MONTH	VARIA			**		1			VTD 4 I	MONTHE (0	7/20/17 - 11	/2E/47\			*1	,
\$ 2,459			GET		V/ADIA						YTD 4 MONTHS (07/30/17 - 11/25/17)				**					
2,459	%							LAST YE	AR ACT		ACT	JAL	BUD	GET			ANCE		LAST YE	AR ACT
2,459	%			ACT/E		ACT/LY	-								ACT/		ACT/L	-		
		\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
1,505		2,524		(65)	(2.6%)	277	12.7%	2,182		UCLA Store	17,344		17,353		(9)	(0.1%)	818	4.9%	16,526	
		1,517		(12)	(0.8%)	30	2.0%	1,475		UCLA Restaurants	5,305		5,489		(184)	(3.4%)	(127)	(2.3%)	5,432	
413		387		26	6.7%	17	4.3%	396		Services Division	1,700		1,594		106	6.6%	265	18.5%	1,435	
121		126		(5)	(4.0%)	22	22.2%	99		UCLA Student Union	463		502		(39)	(7.8%)	(12)	(2.5%)	475	
4,498		4,554		(56)	(1.2%)	346	8.3%	4,152		TOTAL	24,812		24,938		(126)	(0.5%)	944	4.0%	23,868	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
943	38.3%	997	39.5%	(54)	(1.2)	49	(2.7)	894		UCLA Store	5,556	32.0%	5,694	32.8%	(138)	(0.8)	70	(1.2)	5,486	33.2%
1,077 413	71.6% 100.0%	1,096 387	72.2% 100.0%	(19) 26	(0.6) 0.0	4 17	(1.1) 0.0	1,073 396		UCLA Restaurants Services Division	3,780 1,698	71.3% 99.9%	3,938 1,591	71.7% 99.8%	(158) 107	(0.4) 0.1	(115) 265	(0.4) 0.0	3,895 1,433	71.7% 99.9%
68	56.2%	80	63.5%	(12)	(7.3)	6	(6.4)	62		UCLA Student Union	258	55.7%	320	63.7%	(62)	(8.0)	(46)	(8.3)	304	64.0%
2.501	55.6%	2.560	56.2%	(59)	(0.6)	76	(2.8)	2,425		TOTAL	11,292	45.5%	11,543	46.3%	(251)	(0.8)	174	(1.1)	11,118	46.6%
2,001	00.070	2,000	00.270	(00)	(0.0)	10	(2.0)	2,420			11,202	40.070	11,040	40.070	(201)	(0.0)		(1.1)	11,110	40.070
										WAGES & BENEFITS										
540	22.0%	581	23.0%	41 21	1.0	21 37	3.7	561 700		UCLA Store	2,278	13.1%	2,411 2,753	13.9%	133	0.8	46	1.0	2,324	14.1% 49.9%
663 53	44.1% 12.8%	684 55	45.1% 14.2%	21	1.0 1.4	37	3.4 1.3	700 56		UCLA Restaurants Services Division	2,612 213	49.2% 12.5%	2,753	50.2% 13.9%	141 9	1.0 1.4	98 5	0.7 2.7	2,710 218	49.9% 15.2%
72	59.5%	73	57.9%	1	(1.6)	(4)	9.2	68		UCLA Student Union	277	59.8%	297	59.2%	20	(0.6)	(9)	(3.4)	268	56.4%
1,328	29.5%	1,393	30.6%	65	1.1	57	3.9	1,385		TOTAL	5,380	21.7%	5,683	22.8%	303	1.1	140	1.4	5,520	23.1%
								,		OTHER CONTROLLABLES										
217	8.8%	240	9.5%	23	0.7	21	2.1	238		UCLA Store	1,085	6.3%	1,096	6.3%	11	0.0	(16)	0.2	1.069	6.5%
173	11.5%	166	10.9%	(7)	(0.6)	(9)	(0.4)	164		UCLA Restaurants	574	10.8%	571	10.4%	(3)	(0.4)	(4)	(0.3)	570	10.5%
169	40.9%	136	35.1%	(33)	(5.8)	(14)	(1.8)	155		Services Division	632	37.2%	565	35.4%	(67)	(1.8)	(157)	(4.1)	475	33.1%
61	50.4%	62	49.2%	1	(1.2)	12	23.3	73		UCLA Student Union	213	46.0%	202	40.2%	(11)	(5.8)	5	(0.1)	218	45.9%
620	13.8%	604	13.3%	(16)	(0.5)	10	1.4	630	15.2%	TOTAL	2,504	10.1%	2,434	9.8%	(70)	(0.3)	(172)	(0.3)	2,332	9.8%
										CONTRIBUTION										
186	7.6%	176	7.0%	10	0.6	90	3.2	96	4.4%	UCLA Store	2,193	12.6%	2,187	12.6%	6	0.0	100	(0.1)	2,093	12.7%
241	16.0%	246	16.2%	(5)	(0.2)	32	1.8	209	14.2%	UCLA Restaurants	594	11.2%	614	11.2%	(20)	0.0	(21)	(0.1)	615	11.3%
191	46.2%	196	50.6%	(5)	(4.4)	6	(0.5)	185		Services Division	852	50.1%	804	50.4%	48	(0.3)	112	(1.5)	740	51.6%
(65)	(53.7%)	(55)	(43.7%)	(10)	(10.0)	14	26.1	(79)		UCLA Student Union	(231)	(49.9%)	(179)	(35.7%)	(52)	(14.2)	(49)	(11.6)	(182)	(38.3%)
553	12.3%	563	12.4%	(10)	(0.1)	142	2.4	411	9.9%	TOTAL	3,408	13.7%	3,426	13.7%	(18)	0.0	142	0.0	3,266	13.7%
										ALLOCATED EXPENSES										.
598	13.3%	612	13.4%	14	0.1	(33)	0.3	565		Admin&Support Services	2,403	9.7%	2,557	10.3%	154	0.6	(84)	0.0	2,319	9.7%
229	5.1%	225	4.9%	(4)	(0.2)	(12)	0.1	217		Facilities Division	905	3.6%	922	3.7%	17	0.1	(71)	(0.1)	834	3.5%
86	1.9%	83	1.8%	(3)	(0.1)	(3)	0.1	83		Utilities	374	1.5%	369	1.5%	(5)	0.0	(9)	0.0	365	1.5%
192	4.3%	204	4.5%	12	0.2	11	0.6	203		Depreciation	764	3.1%	817	3.3%	53	0.2	46	0.3	810	3.4%
1,105	24.6%	1,124	24.7%	19	0.1	(37)	1.1	1,068	25.7%	TOTAL	4,446	17.9%	4,665	18.7%	219	0.8	(118)	0.2	4,328	18.1%
			(40.00:	ا _			ا ۽ ا			NET INCOME (LOSS)	// aa=:	44.50	// aa=:	45 6 0.11					// aa	44.4
(552)	(12.3%)	(561)	(12.3%)	9	0.0	105	3.5	(657)	(15.8%)	FROM OPERATIONS	(1,038)	(4.2%)	(1,239)	(5.0%)	201	0.8	24	0.2	(1,062)	(4.4%)
	0.00/	40	0.001	(4)	0.0					OTHER INC/(EXP)		0.001	4.5	0.00		0.0	60		4.0	0.401
9	0.2% 0.3%	10 13	0.2% 0.3%	(1)	0.0	0	0.0 0.0	9 12		Non-Recurrent Inc/(Exp) Interest Income	44 58	0.2% 0.2%	40 51	0.2% 0.2%	4 7	0.0	26 9	0.1 0.0	18 49	0.1% 0.2%
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.0	(35)		Interest (Expense)	(128)	(0.5%)	(128)	(0.5%)	0	0.0	12	0.0	(140)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	(/	Income Taxes	(120)	0.0%	(120)	0.0%	0	0.0	0	0.0	(140)	0.0%
236	5.2%	236	5.2%	0	0.0	5	(0.4)	231		Student Union Fee Income	945	3.8%	945	3.8%	0	0.0	20	(0.1)	925	3.9%
228	5.1%	227	5.0%	1	0.1	11	(0.1)	217		TOTAL	919	3.7%	908	3.6%	11	0.1	67	0.1	852	3.6%
(324)	(7.2%)	(334)	(7.3%)	10	0.1	116	3.4	(440)	(10.6%)	NET INCOME (LOSS)	(119)	(0.5%)	(331)	(1.3%)	212	0.8	91	0.4	(210)	(0.9%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2017 (\$000's) DIVISIONS FULLY ALLOCATED

		NOVE	MBFR (10/	29/17 - 11/25	5/17)		1	FY 16	S-17	1			F	ISCAL YEA	R 2017-201	R			FY 1	6-17
			CURREN		,			**		1					7/30/17 - 11				**	
ACTU	AL	BUDO	GET		VARIA	NCE		LAST YE	AR ACT		ACTI	JAL	BUD	GET		VARI	ANCE		LAST YE	AR ACT
				ACT/		ACT/LY									ACT/	ACT/BUD ACT/LY ACT				
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,459		2,524		(65)	(2.6%)	277	12.7%	2,182		UCLA Store	17,344		17,353		(9)	(0.1%)	818	4.9%	16,526	
1,505		1,517		(12)	(0.8%)	30	2.0%	1,475		UCLA Restaurants	5,305		5,489		(184)	(3.4%)	(127)	(2.3%)	5,432	
413 121		387 126		26 (5)	6.7% (4.0%)	17 22	4.3% 22.2%	396 99		Services Division UCLA Student Union	1,700 463		1,594 502		106 (39)	6.6% (7.8%)	265 (12)	18.5% (2.5%)	1,435 475	
4.498		4.554		(56)	(1.2%)	346	8.3%	4,152		TOTAL	24.812		24,938		(126)	(0.5%)	944	4.0%	23,868	
4,430		4,554		(30)	` /	340		4,132			24,012		24,330		(120)	, ,	344		23,000	
943	38.3%	997	39.5%	(54)	Pts. (1.2)	49	Pts. (2.7)	894	44 00/	GROSS MARGIN UCLA Store	5,556	32.0%	5,694	32.8%	(138)	Pts. (0.8)	70	Pts. (1.2)	5,486	33.2%
1,077	71.6%	1,096	72.2%	(19)	(0.6)	49	(1.1)	1,073		UCLA Store UCLA Restaurants	3,780	71.3%	3,938	71.7%	(158)	(0.6)	(115)	(0.4)	3,895	71.7%
413	100.0%	387	100.0%	26	0.0	17	0.0	396	100.0%	Services Division	1,698	99.9%	1,591	99.8%	107	0.1	265	0.0	1,433	99.9%
68	56.2%	80	63.5%	(12)	(7.3)	6	(6.4)	62	62.6%	UCLA Student Union	258	55.7%	320	63.7%	(62)	(8.0)	(46)	(8.3)	304	64.0%
2,501	55.6%	2,560	56.2%	(59)	(0.6)	76	(2.8)	2,425	58.4%	TOTAL	11,292	45.5%	11,543	46.3%	(251)	(0.8)	174	(1.1)	11,118	46.6%
										TOTAL CONTROLLABLES										
757	30.8%	821	32.5%	64	1.7	42	5.8	799	36.6%	UCLA Store	3,363	19.4%	3,507	20.2%	144	0.8	30	1.1	3,393	20.5%
836	55.5%	850	56.0%	14	0.5	27	3.0	863	58.5%	UCLA Restaurants	3,186	60.1%	3,324	60.6%	138	0.5	94	0.3	3,280	60.4%
222	53.8%	191	49.4%	(31)	(4.4)	(11)	(0.5)	211	53.3%	Services Division	846	49.8%	787	49.4%	(59)	(0.4)	(153)	(1.5)	693	48.3%
133	109.9%	135	107.1%	2	(2.8)	8	32.5	141	142.4%	UCLA Student Union	490	105.8%	499	99.4%	9	(6.4)	(4)	(3.5)	486	102.3%
1,948	43.3%	1,997	43.9%	49	0.6	66	5.2	2,014	48.5%	TOTAL	7,885	31.8%	8,117	32.5%	232	0.7	(33)	1.1	7,852	32.9%
										CONTRIBUTION										
186	7.6%	176	7.0%	10	0.6	90	3.2	96		UCLA Store	2,193	12.6%	2,187	12.6%	6	0.0	100	(0.1)	2,093	12.7%
241 191	16.0% 46.2%	246 196	16.2% 50.6%	(5) (5)	(0.2) (4.4)	32 6	1.8	209 185	14.2%	UCLA Restaurants	594 852	11.2% 50.1%	614 804	11.2% 50.4%	(20) 48	0.0	(21) 112	(0.1)	615 740	11.3% 51.6%
(65)	(53.7%)	(55)	(43.7%)	(10)	(4.4)	14	(0.5) 26.1	(79)	46.7% (79.8%)	Services Division UCLA Student Union	(231)	(49.9%)	(179)	(35.7%)	(52)	(0.3) (14.2)	(49)	(1.5) (11.6)	(182)	(38.3%)
553	12.3%	563	12.4%	(10)	(0.1)	142	2.4	411	(/	TOTAL	3,408	13.7%	3,426	13.7%	(18)	0.0	142	0.0	3,266	13.7%
										ALLOCATED EXPENSES										
504	20.5%	520	20.6%	16	0.1	(28)	1.3	476	21.8%	UCLA Store	2.316	13.4%	2.455	14.1%	139	0.7	(73)	0.2	2,243	13.6%
403	26.8%	409	27.0%	6	0.2	2	0.7	405	27.5%	UCLA Restaurants	1,387	26.1%	1,452	26.5%	65	0.4	45	0.3	1,432	26.4%
108	26.2%	104	26.9%	(4)	0.7	(7)	(0.7)	101	25.5%	Services Division	393	23.1%	393	24.7%	0	1.6	(91)	(2.1)	302	21.0%
90	74.4%	91	72.2%	1	(2.2)	(4)	12.5	86	86.9%	UCLA Student Union	350	75.6%	365	72.7%	15	(2.9)	1	(1.7)	351	73.9%
1,105	24.6%	1,124	24.7%	19	0.1	(37)	1.1	1,068	25.7%	TOTAL	4,446	17.9%	4,665	18.7%	219	0.8	(118)	0.2	4,328	18.1%
										NET INCOME (LOSS) FROM OPERATIONS										
(319)	(7.1%)	(343)	(7.5%)	24	0.4	62	2.1	(381)	(9.2%)	UCLA Store	(124)	(0.5%)	(268)	(1.1%)	144	0.6	26	0.1	(150)	(0.6%)
(161)	(3.6%)	(163)	(3.6%)	2	0.0	34	1.1	(195)		UCLA Restaurants	(793)	(3.2%)	(837)	(3.4%)	44	0.2	24	0.2	(817)	(3.4%)
83	1.8%	91	2.0%	(8)	(0.2)	(1)	(0.2)	84	2.0%	Services Division	460	1.9%	411	1.6%	49	0.3	22	0.1	438	1.8%
(155)	(3.4%)	(146)	(3.2%)	(9)	(0.2)	10	0.6	(165)	(4.0%)	UCLA Student Union	(581)	(2.3%)	(545)	(2.2%)	(36)	(0.1)	(48)	(0.1)	(533)	(2.2%)
(552)	(12.3%)	(561)	(12.3%)	9	0.0	105	3.5	(657)	(15.8%)	TOTAL	(1,038)	(4.2%)	(1,239)	(5.0%)	201	0.8	24	0.2	(1,062)	(4.4%)
										OTHER INC/(EXP)										
9	0.2%	10	0.2%	(1)	0.0	0	0.0	9		Non-Recurrent Inc/(Exp)	44	0.2%	40	0.2%	4	0.0	26	0.1	18	0.1%
15	0.3%	13	0.3%	2	0.0	3	0.0	12	0.3%	Interest Income	58	0.2%	51	0.2%	7	0.0	9	0.0	49	0.2%
(32)	(0.7%) 0.0%	(32)	(0.7%)	0	0.0	3	0.1 0.0	(35)	, ,	Interest (Expense)	(128) 0	(0.5%) 0.0%	(128)	(0.5%) 0.0%	0	0.0	12 0	0.1 0.0	(140) 0	(0.6%) 0.0%
236	5.2%	0 236	0.0% 5.2%	0	0.0	5	(0.4)	231	0.0% 5.6%	Income Taxes Student Union Fee Income	945	3.8%	945	3.8%	0	0.0	20	(0.1)	925	3.9%
228	5.1%	227	5.0%	1	0.0	11	(0.1)	217	5.2%	TOTAL	919	3.7%	908	3.6%	11	0.1	67	0.1	852	3.6%
(324)	(7.2%)	(334)	(7.3%)	10	0.1	116	3.4	(440)		NET INCOME (LOSS)	(119)	(0.5%)	(331)	(1.3%)	212	0.8	91	0.4	(210)	(0.9%)
(324)	(1.2%)	(334)	(1.5%)	10	0.1	110	3.4	(440)	(10.0%)	INCOME (LUSS)	(119)	(0.5%)	(331)	(1.3%)	212	0.8	91	0.4	(210)	(0.9%)

ASUCLA P/L Reconciliation Nov-17

Financial Analysis	\$0	00's
	No	v-17
Budgeted Net Income/(Loss)		(334)
UCLA Store		
Gross Margin:		<u> </u>
Bearwear below plan: fan enthusiasm continued to decline as the football season progressed, and warm weather negatively impacted sales of cold weather product	(43)	<u> </u>
Campus Portrait Studio below plan: decline in number of sitting appointments compared to last year and plan	(7)	
Market above plan: increased foot traffic with completion of construction (Engineering steps and UCLA Hotel), and higher drinks and sports nutrition sales due to Wooden Center closure	5	
Wooden Center below plan due to closure	(5)	
E-Commerce below plan due to continued decline in fan enthusiasm	(12)	
CRS above plan mostly due to timing as sales were originally budgeted for in prior months	8	
Bookzone above plan as department sales were higher than anticipated	5	
HSS Dental above plan mostly due to the timing of fulfilling backordered items earlier than anticipated (will have a negative impact on sales in December)	6	
Hilltop below plan as this area continues to experience less foot traffic	(8)	
Total Wages below plan	16	
Other, positive controllables mostly employee benefits	45	
Total Contribution		10
UCLA Restaurants		
Gross Margin:		
Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	9	
Northern Lights below plan: general traffic has shifted away from northern areas	(4)	
North Campus Student Ctr. below plan: general traffic seems to have shifted away from northern areas plus poke concept budgeted to start in October started soft opening mid-November	(12)	
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(25)	
Catering above plan due to an unbudgeted plated dinner and no events were budgeted for Thanksgiving weekend however a few increased sales	5	
Concessions above plan due to an unbudgeted Women's soccer playoffs hosted at UCLA and several highly attended women's basketball games	14	
Total Wages above plan (mostly students)	(13)	
Other, positive controllables mostly employee benefits	21	
Total Contribution		(5)
Services		
Gross Margin:		
Licensing Domestic above plan: relaunch of Old Navy program, higher Walmart and Target over last year and timing for Under Armour shipments compared to prior year with Adidas	18	
Licensing International above plan mostly from India due to an uptick in retail market overall including UCLA program (partial negative offsets from declines in China and Middle East)	21	
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(12)	
Other, negative controllables mostly Licensing	(32)	
Total Contribution		(5)
UCLA Student Union		(-)
Gross Margin:		
Event Services below plan: fewer high-cost events by student groups and departments on campus have begun to actively solicit off-campus advertisers	(10)	
AU Post Office below plan: budget was written to start passport acceptance service	(3)	
Other, mostly positive controllables	3	
Total Contribution		(10)
Allocated Expenses and Other	+	(10)
A&SS lower than plan due to savings mostly in benefits	14	
Facilities above plan mainly repairs and maintenance (drains in the Kerckhoff Coffeehouse)	(4)	
Utilities above plan due to higher chiller water resulting from the continued heat wave this time of the year	(3)	
Depreciation lower than plan due to timing of capital expenditures	12	1
Other	1	·
Total		20
Actual Net Income/(Loss)	+	(324)

ASUCLA P/L Reconciliation Year-To-Date Through November, 2017

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)		(3
mageieu : Nei Income/(Loss)		(3
UCLA Store		
Gross Margin:		
Bearwear above plan due to strong campus visitor traffic for move-in weekend and leading up to Labor Day and positive response to Team Outfitter product	22	
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(12)	
Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center	21	
Wooden Store below plan due to closure	(16)	
E-Commerce below plan: overall decline in fan enthusiasm	(28)	
New Text above plan: strong overall sales and in rental program	32	
Course Reader Solutions below plan due to lower third party sales and a decline in requisitions	(91)	
Computer Store above plan due to strong demand for Apple's back-to-school promotion and an increase in students using financial/aid computer grants	39	
Luvalle Books below plan: used sales lower due to lack of available high quality used books for the law school	(21)	
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(28)	
HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area	(11)	
Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and overall less foot traffic in the area	(18)	
Total Wages lower than plan	33	
Other, positive controllables mostly employee benefits	84	
Total Contribution		
JCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(20)	
Panda below plan as staffing issues led to slower service and lower sales	(9)	
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	40	
Northern Lights below plan: general traffic has shifted away from northern areas	(10)	
No Campus Student Ctr below plan: general traffic has shifted away from northern areas	(33)	
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(69)	
Café Synapse below plan due ongoing customer traffic decline'	(12)	
Jimmy's below plan mostly lower sales	(15)	
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(30)	
Total Wages above plan	(7)	
Other, positive controllables mostly employee benefits	145	
Total Contribution		
ervices		
Gross Margin:		
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	134	
Licensing International slightly below plan	(8)	
Licensing Promotional Royalties above plan due to increase in UCLA departmental orders at start of the new school year	7	
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(33)	
Photography above plan due to additional bookings	6	
Other, negative controllables mostly Licensing	(58)	
Total Contribution		
JCLA Student Union		
Gross Margin:		
Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall and reduced student group and Undergraduate Admissions events	(51)	
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(11)	
Total Wages below plan	7	
Other, positive controllables	3	
· · · · · · · · · · · · · · · · · · ·		
Total Contribution		
Total Contribution	154	
Total Contribution	134	
Total Contribution	17	
Total Contribution Allocated Expenses and Other A&SS below plan: mostly wages and employee benefits		
Total Contribution A&SS below plan: mostly wages and employee benefits Facilities below plan (mostly employee benefits)	17	
Total Contribution Allocated Expenses and Other A&SS below plan: mostly wages and employee benefits Facilities below plan (mostly employee benefits) Utilities slightly above plan	17 (5)	

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

	Current Month	Prior Month	Prior Year
	November 2017	October 2017	July 2017
ASSETS			
CURRENT ACCETO.			
CURRENT ASSETS:	¢11.024	¢12.470	¢12 101
Cash and cash equivalents Accounts receivable	\$11,034 4,443	\$12,478 4,796	\$12,191 3,526
Less: Allowance for doubtful accounts	(555)	(559)	(551)
Accounts receivable, net	3,888	4,237	2,975
Student fees receivable	1,123	1,082	373
Inventories	6,795	6,815	6,302
Prepaid expenses and other current assets	254	293	368
Total current assets	23,094	24,905	22,209
	·	·	
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,382	70,185	69,851
Less: Accumulated depreciation	(48,657)	(48,480)	(47,919)
Total long term assets	21,925	21,905	22,132
TOTAL ASSETS	\$45,019	\$46,810	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,352	\$6,623	\$5,727
Wages and payroll taxes payable	2,812	3,233	3,155
Sales tax payable & other liabilities	893	1,363	758
Interest payable	14	177	81
Deferred income	992	1,055	573
Funds held for others	129 833	209 832	102
Current portion of long term debt Total current liabilities	12,025	13,492	832 11,228
Total current habilities	12,023	13,492	11,220
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
· ·	·	·	,
TOTAL LIABILITIES	19,987	21,454	19,190
RETAINED EARNINGS:	05.454	05.454	00.000
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(119)	205	(857)
Ending Balance	25,032	25,356	25,151
•			
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,019	\$46,810	\$44,341

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS November 2017 (\$000's)

			Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$324)	(\$119)	(\$210)
Adjustments to reconcile net income/(loss) to net	(,,,	(+ -)	(+ - /
cash provided/(used) by operating activities:			
Depreciation	192	764	810
(Increase)/decrease in current assets:			
Accounts receivable	349	(912)	(1,330)
Student fees receivable	(41)	(750)	(712)
Inventories	20	(493)	(356)
Prepaid expenses and other current assets	39	114	96
Increase/(decrease) in current liabilities: Accounts payable	(270)	626	690
Sales tax payable & other liabilities	(471)	135	60
Wages and payroll taxes payable	(420)	(342)	(154)
Interest payable	(163)	(67)	(74)
Deferred Income	(63)	419	536
Funds held for others	(80)	27	(29)
	, ,		` ,
Net cash provided/(used) by operating activities	(1,232)	(598)	(673)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(212)	(559)	(379)
Net cash used in investing activities	(212)	(559)	(379)
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	(1,444)	(1,157)	(1,052)
CASH AND CASH EQUIVALENTS, Beginning	12,478	12,191	11,907
CACH AND CACH ENGINALEM 13, Deginning	12,470	12,191	11,307
CASH AND CASH EQUIVALENTS, Ending	\$11,034	\$11,034	\$10,855

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION November 2017 (\$000's)

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	11,034
TFC Dining Room Remodel	(500)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(294)
Subtotal	(1,256)
Adjustment for Cash Overdraft Entry	(1,267)
Uncommitted Cash	8,511
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	14,555
RESERVE SURPLUS (DEFICIT)	(6,044)

ASUCLA SERVICES AND ENTERPRISES

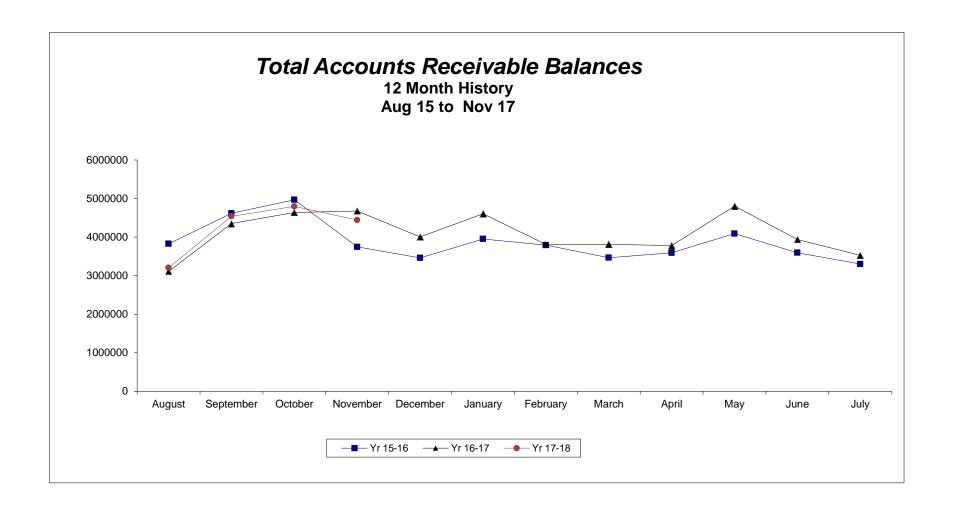
Capital Expenditures -Current Year Projects (\$000's) FY 2017-2018 November 2017

						:PROJECTED			<u>angngngngngngng</u>
PROJECT	NAME	BUDGET	Payments:	₽ ∩'e	Total	Remaining : Balance	Pendina	Over (Under)	Status
Store/Serv	rices		· . · Favillents. ·	. ' F'O' 3'	· total·	. · Dalarice · .	· . r.euaina . ·	· TOTICETT	Status
2017-001	Store General Replacement	50.0	0.0	5.7	5.7	44.3		0.0	In Progress
2017-002	DC Forklift	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2017-003	Market Counter Replacement	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
Total Store	e/Services	: : :175:0 : :	: :33.8	52.9:	86.7	38.3	: 50.0	: :0.0:	
Food Serv	ice_								
2017-005	FS Miscellaneous and Unanticipated	50.0	20.8	4.1	24.9	25.1		0.0	In Progress
2017-006	Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-007	FS POS Kiosks	150.0	0.0	12.2	12.2	137.8		0.0	In Progress
2017-008	Taco Bell space remodel	125.0	35.1	0.0	35.1	89.9		0.0	In Progress
2017-009	Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-010	NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-011	NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-012	TFC Dining Room Remodel	500.0	0.0	0.0	0.0	0.0	500.0	0.0	Pending
Total Food	Services	900:0	55.9	16.3	72.2	252.8	575.0	: : 0.0 : :	
Technolog	ıy								
2017-013	Network Infrastructure Upgrade	10.0	9.9	0.0	9.9	0.0		(0.1)	Completed
2017-014	Printer Replacement	20.0	1.6	1.8	3.4	16.6		0.0	In Progress
2017-015	PC Replacement	20.0	21.1	0.0	21.1	0.0		1.1	Completed
2017-016	Computing & Comm. Room Upgrade	20.0	13.4	0.0	13.4	6.6		0.0	In Progress
2017-017	Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0	17.0	0.0	Pending
2017-018	Marketing Misc. Hardware/Software Upgrades	5.0	0.0	9.9	9.9	0.0		4.9	Completed Awaiting Invoice
Total Tech	nology	92.0	46.0	11.7	57.7	23.2	17.0:	5.9	dadadadadadadad
<u>Others</u>									
2017-019	Fac. Misc. Remodels	50.0	0.0	6.0	6.0	44.0		0.0	In Progress
2017-020	AU 2nd Floor Concourse/Bridge & Coop West P	60.0	0.0	49.5	49.5	10.5		0.0	In Progress
2017-021	AU 1st Floor Restrooms	150.0	0.0	7.0	7.0	143.0		0.0	In Progress
2017-022	Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2017-023	KGS Drapery Replacement	65.0	0.0	0.0	0.0	0.0	65.0	0.0	Pending
2017-024	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2017-025	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-026	Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2017-027	Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-028	MCO Equipment - coin wrapper	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-029	Convert Darkroom to office	0.0	5.5	0.0	5.5	0.0		5.5	Completed
2017-030	AU 1st Floor upgrade	0.0	0.0	0.0	0.0	0.0		0.0	Pending \$747400
2017-031	AU 1st Floor Furniture	0.0	0.0	310.4	310.4	0.0		310.4	In Progress \$360000
2017-032	Fac. Gem Carts	0.0	17.6	0.0	17.6	0.0		17.6	Completed
Total Othe	rs	450.0	23.1	372.9	396.0	197.5	190.0	333.5	
Total Curre	ent Year Projects	1,617.0	158.8	:453.8	612.6	511,8	832.0	339.4	HARRICH HARRICH HARRI

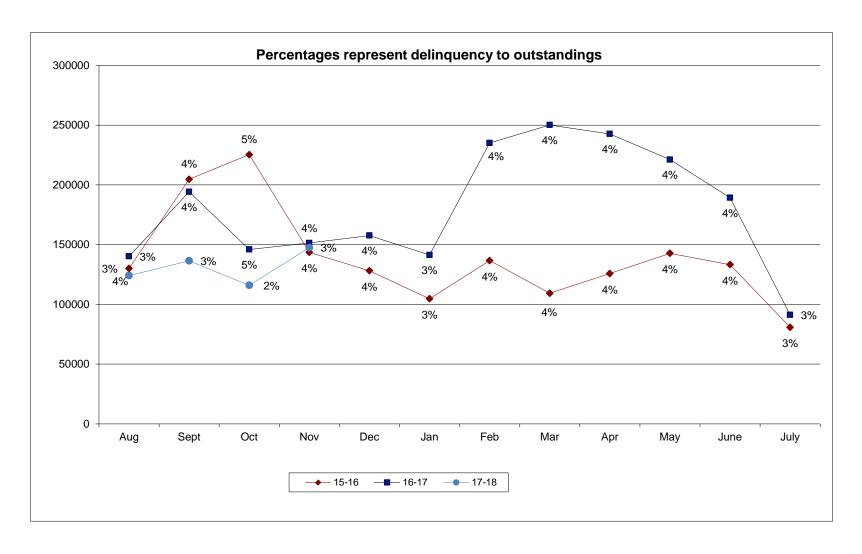
Page 8 **ASUCLA Finance Division**

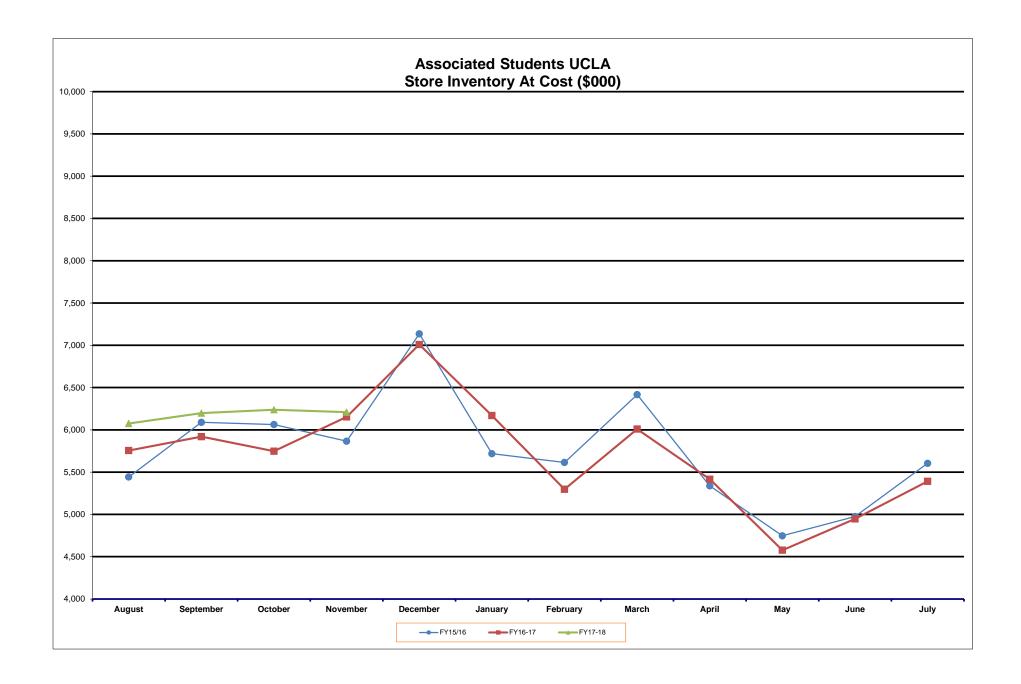
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

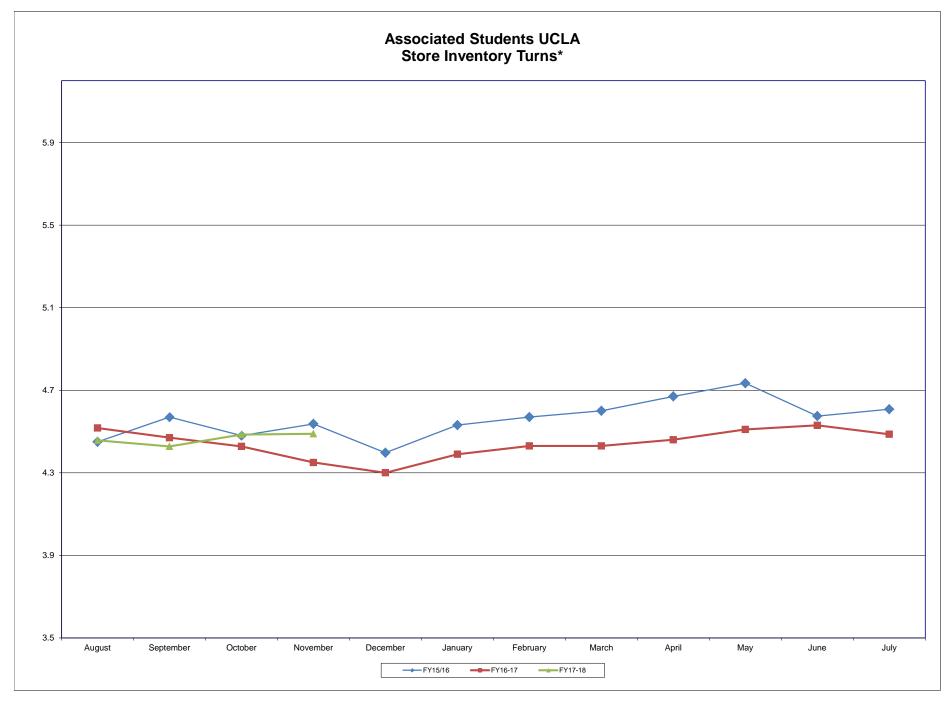
11/25/2017 N	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$621,22	28 17%	\$148,477	24%	\$28,421	68%	\$10,994	23%	\$4,105	12%	\$2,168	9%	\$815,393	18%
ASUCLA PUBLICATIONS	\$78,22	22 2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,222	2%
ASUCLA USA/GSA	\$87,59	95 2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,595	2%
DUE FROM VENDORS	\$653,28	38 18%	\$16,489	3%	\$4,571	11%	\$33,611	68%	\$21,395	66%	\$14,263	60%	\$743,617	17%
DENTAL KITS	\$522,72	29 14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$522,729	12%
OTHER	\$1,723,84	47%	\$444,238	73%	\$8,600	21%	\$4,199	9%	\$7,400	22%	\$7,407	31%	\$2,195,688	50%
TOTAL CURRENT MONTH	\$3,686,90	6 100%	\$609,204	100%	\$41,592	100%	\$48,804	100%	\$32,900	100%	\$23,838	100%	\$4,443,244	100%
	83%		14%		1%		1%		1%		0%		100%	
10/28/2017	ct Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$738,09	93 16%	\$67,325	58%	\$16,526	51%	\$6,101	17%	\$1,823	7%	\$345	2%	\$830,213	17%
ASUCLA PUBLICATIONS	\$75,33	38 2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,338	2%
ASUCLA USA/GSA	\$75,02	28 2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,028	2%
DUE FROM VENDORS	\$412,36	61 9%	\$4,327	4%	\$9,970	30%	\$23,081	63%	\$22,147	79%	\$14,764	78%	\$486,650	10%
DENTAL KITS	\$614,43	30 13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$614,430	12%
OTHER	\$2,649,2	16 58%	\$44,374	38%	\$6,215	19%	\$7,401	20%	\$3,816	14%	\$3,743	20%	\$2,714,765	57%
TOTAL CURRENT MONTH	\$4,564,46	6 100%	\$116,026	100%	\$32,711	100%	\$36,583	100%	\$27,786	100%	\$18,852	100%	\$4,796,424	100%
	96%		2%		1%		1%		0%		0%		100%	
9/30/2017 S	p Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$974,15	51 23%	\$80,897	71%	\$32,590	48%	\$18,268	74%	\$14	0%	\$844	4%	\$1,106,764	24%
ASUCLA PUBLICATIONS	\$53,47	75 1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,475	1%
ASUCLA USA/GSA	\$67,95	57 2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,957	1%
DUE FROM VENDORS	\$465,79	97 11%	\$10,464	9%	\$24,235	35%	(\$1,199)	-5%	\$23,254	100%	\$15,503	78%	\$538,054	12%
DENTAL KITS	\$892,03	34 21%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$892,034	20%
OTHER	\$1,835,82	27 42%	\$23,124	20%	\$11,489	17%	\$7,730	31%	\$74	0%	\$3,669	18%	\$1,881,913	42%
TOTAL CURRENT MONTH	\$4,289,24	1 100%	\$114,485	100%	\$68,314	100%	\$24,799	100%	\$23,342	100%	\$20,016	100%	\$4,540,197	100%



Aged Accounts Receivable Balances > 60 Days Past Due







NOV	04(10/29/17-11/	2E/17\	1		ISCAL YEAR 17-1	0	FISCAL YE	AD 14 17
	CURRENT MONTH				MO(07/30/17-11		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
695,645	735,526 1,113,061		ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	6,937,330 5,335,656	6,762,214 5,323,871	175,116 11,785	543,180 998,116	6,186,427 5,104,888
1,030,558 134,539	1,113,061		HILLTOP SHOP	425,943	464,342	<38,399>	135,876	449,676
116,787	130,903		LU VALLE COMMONS STORE	792,585	837,012	<44,427>	124,428	897,049
151,661	160,000		E-COMMERCE DIVISION	611,743	628,000	<16,257>	142,014	555,399
256,714	173,542	83,172	HEALTH SCIENCES STORE	2,830,475	3,008,747	<178,272>	176,204	3,036,192
2,385,904	2,453,259	<67,355>	TOTAL SALES	16,933,733	17,024,186	<90,453>	2,119,818	16,229,630
4 504 074	4 547 400	40.404		44 704 004	44 500 005	407.554	4 070 000	40.070.440
1,506,976	1,517,100	10,124	Less: Cost of Sales	11,721,391	11,593,835	<127,556>	1,278,029	10,973,148
			Less: Shrinkage					
2,230	2,020		ACADEMIC SUPPORT DIV	23,740	20,780	<2,960>	1,903	22,928
5,286	5,685	399	GENERAL MDSE DIVISION	27,565	27,810	245	5,154	26,389
626	640	14	HILLTOP SHOP	1,945	2,130	185	637	2,064
548 1,043	610 750	62 <293>	LU VALLE COMMONS STORE HEALTH SCIENCES STORE	4,265 10,018	4,170 10,430	<95> 412	577 898	4,710 10,933
9,733	9,705	<28>	SHRINKAGE	67,533	65,320	<2,213>	9,169	67,024
1,516,708	1,526,805	10,097	TOTAL COST OF SALES	11,788,924	11,659,155	<129,769>	1,287,198	11,040,172
63.2	61.8	<1.3>	COST OF SALES %	69.2	68.1	<1.1>	60.3	67.6
869,196	926,454	<57,258>	GROSS MARGIN	5,144,809	5,365,031	<220,222>	832,620	5,189,458
36.8 0.4	38.2 0.4	<1.3> <0.0>	GROSS MARGIN % SHRINKAGE %	30.8 0.4	31.9 0.4	<1.1> <0.0>	39.7 0.4	32.4 0.4
0.4	0.4	<0.0>	STATINANCE /0	0.4	0.4	<0.0>	0.4	0.4
36.4	37.8	<1.3>	NET GROSS MARGIN %	30.4	31.5	<1.1>	39.3	32.0
			1					
18.3	15.9	2.4	ACADEMIC SUPPORT DIV	17.9	19.9	<2.0>	16.6	20.5
48.3	49.7		GENERAL MDSE DIVISION	48.7	48.8	<0.1>	50.2	49.3
40.9 42.0	41.6 42.2		HILLTOP SHOP LU VALLE COMMONS STORE	41.9 31.4	41.3 34.2	0.5 <2.8>	40.6 41.5	41.7 32.7
42.0 48.9	42.2 50.7	<0.2> <1.8>		31.4 49.8	34.2 50.8	<2.8> <1.1>	41.5	32.7 50.9
25.6	35.8	<10.2>		20.5	20.8	<0.4>	36.6	21.1
			1					
73,444	70,281	3,163	OTHER INCOME	410,696	328,492	82,204	61,858	296,768
942,640	996,735	<54,095>	GROSS MARGIN/OTHER	5,555,505	5,693,523	<138,018>	894,478	5,486,226
			Less: Controllable Exp					
			Less. Controllable Exp					
240,057	252,229	12,172	Career Wages	970,733	1,012,750	42,017	250,193	1,010,223
2,415	0		Limited Appointment	4,718	1,440	<3,278>	0	0
181,375	187,418	6,043	Student Wages	831,199	825,728	<5,471>	167,650	756,778
423,847	439,647	15,800	TOTAL WAGES	1,806,649	1,839,918	33,269	417,844	1,767,001
17.8	17.9	0.2	WAGE % TO SALES	10.7	10.8	0.1	19.7	10.9
115,760	141,250	25,490	Employee Benefits	471,474	570,954	99,480	143,112	556,685
4,599	5,908	1,309	Office Supplies	34,283	34,287	4	5,088	33,503
13,205	11,950	<1,255>	Telephone	49,311	45,340	<3,971>	12,269	44,686
31	15	<16>	Postage	90	60	<30>	17	76
1,677	1,800	123	Trav/Trips/Conference	4,301	7,675	3,374	258	4,766
0 3,929	0 4,100	0 171	Membership Fees Operating Supplies	1,745 22,509	800 22,860	<945> 351	0 4,039	800 22,760
15,086	17,165	2,079	Freight Out	83,883	88.911	5,028	15,521	83,307
1,050	1,050	0	Transportation	4,200	4,200	0	1,000	4,000
656	0	<656>	Merchandise Losses	656	0	<656>	0	0
0	0	0	Postage Stamp O/S	0	0	0	0	26
0	25	25	Security Expense	0	100	100	0	0
15,473	21,597	6,125	Advertising	115,960	123,905	7,945	23,660	126,137
<1,070> 64,310	<2,150> 70,025	<1,080> 5,715	Vendor Adv. Allowance Direct Mail Adv.	<11,599> 274,344	<12,350> 261,100	<751> <13,244>	<1,805> 70,040	<14,117> 260,275
1,890	3,410	1,520	Repairs & Maintenance	16,232	20,920	4,688	4,814	28,589
63,420	62,233		Bank Card Expense	304,592	315,256	10,664	52,228	283,603
<1,402>	0	1,402	Overs/Shorts	4,164	0	<4,164>	917	4,498
2,793	0	<2,793>		8,341	0	<8,341>	5,418	11,046
0	0	0	Textbook Rental Exp	0	0	0	0	<468>
0 259	0	0 <259>	Rentals-Facilities Rentals-Truck	0 3,399	0 1,800	0 <1,599>	595 0	2,380 1,779
11,884	12,750	<259> 866	Professional Services	48,334	46,800	<1,599>	12,594	49,062
244	0	<244>	Temp Agency Service	1,339	0	<1,339>	3,232	6,095
395	800	405	Commission Expense	7,539	7,150	<389>	959	6,826
100	100	<0>	Concession Expense	38,759	38,758	<1>	12,274	36,921
0	2	2	Alloc of Distr Cntr	0	5	5	0	0
18,389 332,675	29,452 381,482	11,063 48,807	Payment to UCLA TOTAL OTHER CONTROL.	72,311 1,556,166	88,062 1,666,593	15,751 110,427	14,631 380,860	72,715 1,625,949
756,522	821,129	48,807 64,607	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,362,815	3,506,511	143,696	798,704	3,392,950
,00,022	52.,127	5.,007	GROSS CONTRIBUTION TO	2,002,010	2,000,011	5,575	,,,,,,,,	2,0,2,,00
186,118	175,606	10,512	SVCS AND ENTERPRISES	2,192,690	2,187,012	5,678	95,774	2,093,277
			Less: Allocated Exp					
42,961	43,696	735	Allocated ExpHR	189,622	182,421	<7,201>	29,873	149,465
121,438	130,388	8,950	Allocated Exp. Fin	597,324	630,255	32,931	116,956	580,488
53,648	56,655	3,007	Allocated ExpIS	264,143	276,540	12,397	51,674	282,730
27,903	29,061	1,158	Allocated Exp. Mktg	128,576	163,564	34,988	26,933	125,545
94,137	92,895	<1,242>	Allocated Exp Othr SA	474,519	512,766	38,247	86,408	432,677
79,447	79,084		Maintenance	314,667	323,233	8,566	77,875	314,175
27,639	26,505	<1,134>		120,018	118,214	<1,804>	27,621	126,569
56,870 504,043	61,826 520,110	4,956 16,067	Depreciation TOTAL ALLOCATED EXP	227,481 2,316,350	247,304 2,454,297	19,823 137,947	57,876 475,217	231,393 2,243,042
304,043	320,110	10,007	TO THE HELOUATED EAP	۷,310,330	2,404,271	137,747	4/3,21/	2,243,042
<317,925>	<344,504>	26,579	NET INCOME (LOSS)	<123,660>	<267,285>	143,625	<379,442>	<149,765>
		· ·	•					

NOV.	04(10/29/17-11/2	25/17)]	F	ISCAL YEAR 17-1	8	FISCAL Y	AR 16-17
(CURRENT MONTH	ł		YTD 4	MO(07/30/17-11		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
100 000	170 227	10 5/5	CENTRAL DIVISION	722.077	/71 027	FO 120	177 072	626,908
189,902 225,706	170,337 244,951	19,565 <19,245>	NORTH CAMPUS DIVISION	722,067 748,275	671,937 814,112	50,130 <65,837>	177,973 231,187	800,632
112,399	149,229		SOUTH DIVISION	437,570	559,117	<121,547>	133,396	535,418
256,140	259,362	<3,222>	LU VALLE DIVISION	870,562	904,881	<34,319>	255,989	916,137
306,333	296,462	9,871	COOPERAGE DIVISION	1,089,674	1,052,561	37,113	286,746	1,079,155
217,219	191,226	25,993	SPECIAL EVENTS DIVISION	706,249	714,702	<8,453>	186,410	686,546
1,307,698	1,311,567	<3,869>	TOTAL SALES	4,574,396	4,717,310	<142,914>	1,271,701	4,644,796
427,257	421,171	<6.086>	Less: Cost of Sales	1,525,176	1,550,583	25,407	401,862	1,536,684
32.7	32.1	<0.6>		33.3	32.9	<0.5>	31.6	33.1
880,441	890,396	<9,955>	GROSS MARGIN	3,049,220	3,166,727	<117,507>	869,839	3,108,112
67.3	67.9	<0.6>	GROSS MARGIN %	66.7	67.1	<0.5>	68.4	66.9
67.6	69.5	<1.9>	CENTRAL DIVISION	67.4	69.4	<2.1>	70.5	66.6
64.4	65.4	<1.1>	NORTH CAMPUS DIVISION	65.1	64.7	0.4	66.0	65.3
65.5	66.9	<1.5>	SOUTH DIVISION	67.3	67.1	0.2	68.4	67.6
69.6	69.1	0.5	LU VALLE DIVISION	69.5	69.4	0.1	69.7	69.6
67.8	67.5	0.2	COOPERAGE DIVISION	66.3	66.6	<0.3>	67.3	66.6
67.9	69.5	<1.6>	SPECIAL EVENTS DIVISION	64.7	66.0	<1.4>	69.6	65.7
196,939	205,289	<8,350>	OTHER INCOME	731,100	771,504	<40,404>	202,902	787,036
1,077,380	1,095,685	<18,305>	GROSS MARGIN/OTHER	3,780,320	3,938,231	<157,911>	1,072,741	3,895,148
			Less: Controllable Exp					
277,990	297,120	19,130	Career Wages	1,140,366	1.202.530	62,164	297,005	1,211,325
3,438	247,120	<3,438>	ű .	3,438	1,202,530	<3,438>	3,919	3,919
280,454	254,651	<25,803>	Student Wages	1,046,985	994,067	<52,918>	260,081	970,224
<43,192>	<45,745>	<2,553>	Labor Recharge	<159,489>	<163,926>	<4,437>	<39,233>	<152,134>
518,689	506,026	<12,663> <1.1>		2,031,299	2,032,671	1,372 <1.3>	521,772	2,033,335
39.7	38.6	<1.1>	WAGE 70 TO SALES	44.4	43.1	<1.3>	41.0	43.8
144,242	178,265	34,023	Employee Benefits	581,049	719,837	138,788	177,902	676,870
1,098	1,440	342	Office Supplies	8,762	7,560	<1,202>	1,433	6,533
4,443	3,920	<523>	Telephone	16,475	15,670	<805>	5,187	15,829
0 55,964	1,000 55,485	1,000 <479>	Training Programs	6,115 200,547	6,288 208,533	173 7,986	500 53,828	7,415 207,520
4.3	4.2	<0.1>	Paper Paper % To Sales	4.4	200,555	0.0	4.2	4.5
6,319	5,288		Cleaning Supplies	22,555	20,180	<2,375>	6,828	24,476
<12,862>	<12,500>	362	Purchasing Rebates	<54,600>	<50,000>	4,600	<10,061>	<41,007>
3,207	2,705	<502>		10,778	12,615	1,837	1,436	22,938
4,672	4,020	<652>	Laundry	16,352	17,035	683	4,117	16,801
17 <u>2</u> 1,441	790 1,410	618 <31>	Uniforms Advertising	9,876 32,055	6,960 37,075	<2,916> 5,020	1,004 1,566	11,704 13,909
<1>	32	33	Dorm Coupons Expense	32,033	102	101	0	<0>
15,467	7,153	<8,314>		45,934	26,315	<19,619>	10,909	38,734
51,354	54,011	2,657	Bank Card Expense	157,235	158,712	1,477	52,892	155,357
2,224	2,159	<65>		7,608	7,645	37	2,136	7,551
478 9	1,160 0	682 <9>	Overs/Shorts Credit Card Adjustments	3,286 9	4,391 0	1,105 <9>	3,539 0	8,601 4
0	0	0	Rentals	0	0	<0>	0	0
0	425	425	Rentals-Truck	0	1,650	1,650	0	0
238	344	106	Taxes & Licenses	4,564	1,376	<3,188>	0	0
0	0	0	Professional Services	0	0	0	0	600
957 38,116	0 36,875	<957> <1,241>	Temp Agency Service Commission Expense	2,667 83,870	0 89,258	<2,667> 5,389	250 28,005	837 72,335
317,538	343,982	26,444	TOTAL OTHER CONTROL.	1,155,136	1,291,202	136,066	341,471	1,247,003
836,227	850,008	13,781	TOTAL CONTROLLABLE EXP	3,186,435	3,323,873	137,438	863,243	3,280,339
			GROSS CONTRIBUTION TO					
241,152	245,677	<4,525>	SVCS AND ENTERPRISES	593,885	614,358	<20,473>	209,498	614,809
			Less: Allocated Exp					
			2000. Amounted Exp					
52,574	50,294	<2,280>	Allocated ExpHR	213,112	201,393	<11,719>	37,303	170,833
74,297	78,374	4,077	Allocated Exp. Fin	203,664	217,938	14,274	79,052	218,994
32,822	34,054	1,232	Allocated ExpIS	90,144	95,364 FF 147	5,220	34,927	103,234
17,071 57,593	17,468 55,838	397 <1,755>	Allocated Exp. Mktg Allocated Exp Othr SA	44,517 157,775	55,167 175,199	10,650 17,425	18,204 58,404	48,097 167,769
69,958	69,848	<1,755>	Maintenance	277,081	285,465	8,384	65,605	264,762
24,338	23,342	<996>	Utilities	105,683	104,107	<1,576>	23,268	106,664
73,884	79,293	5,409	Depreciation	295,100	317,172	22,072	87,991	351,515
402,536	408,511	5,975	TOTAL ALLOCATED EXP	1,387,073	1,451,805	64,732	404,754	1,431,868
<161,384>	<162,834>	1,450	NET INCOME (LOSS)	<793,188>	<837,447>	44,259	<195,256>	<817,060>
1.07,0042		.,100	(2000)	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,	,207		.5.7,000/
330,211	336,768	<6,557>	TOTAL CUSTOMER COUNT	1,154,954	1,200,728	<45,774>	343,746	1,256,055
105,004	106,450	<1,446>		378,357	387,623	<9,266>	111,595	430,133
225,207	230,318	<5,111>	ASUCLA CUSTOMER COUNT	776,597	813,105	<36,508>	232,151	825,922
6.56	6.45	0.11	TOTAL AVERAGE CHECK	6.54	6.38	0.15	6.27	6.25
8.43	8.25	0.11	3RD PARTY AVG CHECK	8.47	8.27	0.15	8.00	7.99
5.69	5.62	0.07	ASUCLA AVERAGE CHECK	5.60	5.48	0.11	5.43	5.35
			EMBLOWEE			_		
27,832 46.97	26,061		EMPLOYEE HOURS	109,298	103,790	<5,508>	29,959	114,062 40.72
40.97	50.33	<3.30>	SALES/LABOR HOUR	41.85	45.45	<3.60>	42.45	40.72

SERVICES DIVISION INCOME STATEMENT

NOV (04(10/29/17-11/2	5/17)	1 1	F	ISCAL YEAR 17-1	8	FISCAL YE	AR 16-17
	CURRENT MONTH		1		MO(07/30/17-11/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
12.721	12.0/0	/71	DUOTOCDADUV	// 075	(0.//2	F 412	10 111	(0.070
13,731 13,731	13,060 13,060	671 671	PHOTOGRAPHY TOTAL SALES	66,075 66,075	60,663 60,663	5,412 5,412	13,111 13,111	60,979 60,979
13,731	13,000	071	TOTAL SALES	00,075	00,003	5,412	13,111	00,979
127	90	<37>	Less: Cost of Sales	2,102	2,610	508	93	2,612
13,604	12,970	634	GROSS MARGIN	63,973	58,053	5,920	13,017	58,367
99.1	99.3	<0.2>	GROSS MARGIN %	96.8	95.7	1.1	99.3	95.7
00.1	00.2	0.0	DUOTOCDADUV	0/ 0	05.7	1.1	00.2	05.7
99.1	99.3	<0.2>	PHOTOGRAPHY	96.8	95.7	1.1	99.3	95.7
299,531	262,557	36,974	TRADEMARKS AND LICENSING	1,218,324	1,084,460	133,864	274,723	949,927
100,011	111,515	<11,504>	LEASED OPS	415,653	448,725	<33,072>	108,321	424,548
399,542	374,072	25,470	OTHER INCOME	1,633,977	1,533,185	100,792	383,044	1,374,475
413,146	387,042	26,104	GROSS MARGIN/OTHER	1,697,950	1,591,238	106,712	396,061	1,432,842
			Less: Controllable Exp					
36,792	36,151	<641>	Career Wages	146,785	144,604	<2,181>	36,592	143,542
194	700		Student Wages	271	2,425	2,154	216	828
36,986	36,851		TOTAL WAGES	147,056	147,029	<27>	36,808	144,370
269.4	282.2	12.8	WAGE % TO SALES	222.6	242.4	19.8	280.8	236.8
47.400	40 / 47				74.500	0.555	40.407	70.450
16,403 2,250	18,647 445		Employee Benefits	66,033 4,606	74,588 1,780	8,555	19,187 1,706	73,152 2,835
2,250 671	690		Office Supplies Telephone	2,609	2,696	<2,826> 87	1,708 598	2,300
0/1	60	60	Postage	53	240	187	275	435
0	0		Trav/Trips/Conference	6,519	6,500	<19>	0	2,017
0	0	0	Membership Fees	0	0	0	369	811
2,500	2,500	0	Enforcement	7,246	7,000	<246>	2,000	5,500
1,980	2,600	620	Business Promotion	19,225	21,100	1,875	155	1,877
0	0		Repairs & Maintenance	466	0	<466>	0	0
0	3,750	3,750	Bad Debt	0	8,100	8,100	16,650	5,678
2,084 0	2,084 925		Professional Services Legal	9,371 0	24,336 3,700	14,965 3,700	2,083 0	8,332 3,585
6,371	2,100		Trademark	12,071	8,400	<3,671>	849	9,638
46,664	25,075		Intern'l Agnt Fee/Tax	84,016	77,900	<6,116>	47,016	82,206
22,057	20,522		Domestic Agency Fee	101,282	87,612	<13,670>	17,438	73,058
28	0	<28>	Misc. Bank Charges	28	0	<28>	0	56
84,005	75,241		Payment to UCLA	384,956	315,957	<68,999>	65,959	276,810
185,013	154,639		TOTAL OTHER CONTROL.	698,482	639,909	<58,573>	174,285	548,291
221,999	191,490	<30,509>	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	845,538	786,938	<58,600>	211,093	692,661
191,147	195,552	<4,405>	SVCS AND ENTERPRISES	852,412	804,300	48,112	184,968	740,181
			Less: Allocated Exp					
3,749	3,662	<87>	Allocated ExpHR	15,467	14,609	<858>	2,631	12,205
19,661	19,298		Allocated Exp. Fin	61,641	60,688	<953>	20,444	55,825
9,015	8,691		Allocated ExpIS	28,262	27,500	<762>	9,383	27,424
4,689	4,458		Allocated Exp. Mktg	13,870	15,974	2,104	4,891	12,704
15,819	14,251		Allocated Exp Othr SA	49,822	49,973	151	15,690	43,951
35,836	35,637		Maintenance	141,934	145,658	3,724	31,174	90,231
12,467 6,929	11,951 6,281		Utilities Depreciation	54,136 27,716	53,305 25,124	<831> <2,592>	11,057 6,044	35,369 24,148
108,164	104,229		TOTAL ALLOCATED EXP	392,848	392,831	<2,592> <17>	101,314	301,858
82,983	91,323		NET INCOME (LOSS)	459,565	411,469	48,096	83,654	438,323
02,903	71,323	<0,340>	INC. INCOINE (EUSS)	407,000	411,409	40,070	03,034	430,323

UCLA STUDENT UNION INCOME STATEMENT

NOV. 04(10/29/17-11/25/17)		1	Q	FISCAL YEAR 16-17				
	CURRENT MONTH				FISCAL YEAR 17-18 YTD 4 MO(07/30/17-11/25/17)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
40,382	38,762	1,620	EVENT SERVICES OFFICE	207,164	243,515	<36,351>	20,217	230,031
44,664	38,230	6,434	AU POST OFFICE	171,253	145,254	25,999	32,481	139,007
85,046	76,992	8,054	TOTAL SALES	378,416	388,769	<10,353>	52,698	369,038
43,751	37,389	-4 2425	AU Post Office Cost	168,609	142,058	<26,551>	32,028	135,574
9,137	37,369 8,570	•	Facilities Costs	36,337	40,711	4,374	4,622	35,570
0	0,070	0	Cost of Sales GM RM	0	0	0	0	16
52,888	45,959	<6,929>	Less: Cost of Sales	204,946	182,769	<22,177>	36,650	171,160
62.2	59.7	<2.5>	COST OF SALES %	54.2	47.0	<7.2>	69.6	46.4
32,158	31,033	1,125	GROSS MARGIN	173,470	206,000	<32,530>	16,048	197,879
37.8	40.3	<2.5>	GROSS MARGIN %	45.8	53.0	<7.2>	30.5	53.6
77.4	77.0	.0.5	EVENT CEDVICES OFFICE	00.5	02.2	0.0	77.1	0.4.5
77.4 2.0	77.9 2.2		EVENT SERVICES OFFICE AU POST OFFICE	82.5 1.5	83.3 2.2	<0.8> <0.7>	77.1 1.4	84.5 2.5
2.0	2.2	<0.2>	AU POST OFFICE	1.5	2.2	<0.7>	1.4	2.3
1,062	400	662	STUDENT UNION OPS	2,626	1,703	923	105	1,624
585	6,650		EVENT SERVICES OFFICE	1,725	15,500	<13,775>	5,387	24,872
26,065	31,500	<5,435>	STUDENT PROGRAMMING	51,343	56,963	<5,620>	34,880	55,338
7,932	10,409		AU POST OFFICE	29,309	39,548	<10,239>	5,708	24,545
35,645	48,959		OTHER INCOME	85,003	113,714	<28,711>	46,080	106,379
67,802	79,992	<12,190>	GROSS MARGIN/OTHER	258,473	319,714	<61,241>	62,128	304,257
			Loss, Controllable Evn					
			Less: Controllable Exp					
34,832	33,168	<1.664>	Career Wages	127,285	132,676	5,391	31,862	127,449
21,941	22,839	898	Student Wages	92,548	94,583	2,035	18,365	73,318
56,774	56,007	<767>	TOTAL WAGES	219,833	227,259	7,426	50,227	200,767
66.8	72.7	6.0	WAGE % TO SALES	58.1	58.5	0.4	95.3	54.4
27.7	27.9	0.3	EVENT SERVICES OFFICE	21.2	17.6	<3.6>	51.3	17.8
14,758	17,456	2,698	Employee Benefits	57,100	69,964	12,864	17,674	67,577
1,032	17,456 916	2,098 <116>	. 3	3,262	69,964 3,617	12,864 355	17,674	3,647
3,333	3,166		Telephone	12,106	12,718	612	2,895	10,759
0	0,100	0	Trav/Trips/Conference	653	1,100	447	0	0
120	0	<120>	24 Hour Study Lounge	120	0	<120>	0	0
0	0	0	Student Comm Art	464	464	0	0	464
279	0		Training Programs	4,218	4,308	90	1,004	5,940
1,100	992	<108>		25,207	22,043	<3,164>	1,040	21,833
21,842 0	24,255 0	2,413 0	Student Event Exp Student Union Prog	41,201 0	43,859 0	2,658 0	27,756 97	47,332 97
0	0	0	Operating Supplies	0	0	0	490	1,124
0	0	0	Uniforms	0	0	0	0	229
246	20		Advertising	283	589	306	20	623
102	250		Business Promotion	856	1,000	144	341	1,262
2,409	955	<1,454>	Repairs & Maintenance	14,068	6,704	<7,364>	368	8,538
1,038	1,006		Bank Card Expense	4,073	3,828	<245>	882	3,519
297	23		Overs/Shorts	374	87	<287>	24	125
0 15 417	0 15 417	0	Student Support Svcs	2,787	0	<2,787>	0 15 417	0 41 447
15,417 13,816	15,417 14,500	0 684	Interaction Fund STUDENT UNION EVENT F	61,667 41,405	61,668 40,000	1 <1,405>	15,417 21,743	61,667 50,967
75,789	78,956	3,167	TOTAL OTHER CONTROL.	269,844	271,949	2,105	90,817	285,702
132,563	134,963	2,400	TOTAL CONTROLLABLE EXP	489,678	499,208	9,530	141,044	486,469
			GROSS CONTRIBUTION TO					
<64,761>	<54,971>	<9,790>	SVCS AND ENTERPRISES	<231,205>	<179,494>	<51,711>	<78,916>	<182,212>
			Less: Allocated Exp					
E 7E/	E E41	-100-	Allocated Evn. UD	22 101	22 520	-E49-	2 502	14 000
5,756 5,742	5,566 6,278	< 190> 536	Allocated ExpHR Allocated Exp. Fin	23,101 17,235	22,538 19,579	<563> 2,344	3,592 5,098	16,982 18,588
2,633	2,827	194	Allocated ExpIS	7,897	8,861	2,344 964	2,340	9,270
1,369	1,450	81	Allocated Exp. Mktg	3,874	5,143	1,269	1,219	4,184
4,620	4,636	16	Allocated Exp Othr SA	13,847	15,993	2,146	3,912	14,559
43,458	43,262		Maintenance	172,124	176,822	4,698	42,279	168,028
15,119	14,499	<620>	Utilities	65,651	64,669	<982>	14,995	67,622
11,528	12,925	1,397	Depreciation	46,110	51,700	5,590	13,016	52,037
90,223	91,443	1,220	TOTAL ALLOCATED EXP	349,840	365,305	15,465	86,450	351,270
Z1E4 004	-114 414	-0 E70	NET INCOME (LOSS)	_E01 044	_E44.700	-94 94E.	214E 244	E22 401
<154,984>	<146,414>	<8,570>	NET INCOME (LOSS)	<581,044>	<544,799>	<36,245>	<165,366>	<533,481>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

CTUBLE DECET WARRING	NOV. 04(10/29/17-11/25/17)				ISCAL YEAR 17-1	FISCAL YEAR 16-17			
318.015 315.066 42.744 Career Wages 1,257.736 1,294.451 415.15 297,243 1,190.201 3,374 300 43.744 1,000 413.707 0 0 0 0 0 0 0 0 0									
3.574 300 -2.774 United Appioniment 14.407 1.700 -513,070 0 0 0 3.680 345,64 -2.266 Student Waynes 134,275 131,973 -2.2002 313,336 123,325 38.0 7.7 -0.3 Wolfs & Fo TOTAL WAGES 1,01618 1.427 (241 26,007 328,678 131,352 3.00 7.7 -0.3 Wolfs & Fo TOTAL WAGES 1,01618 1.427 (241 26,007 328,678 131,352 3.00	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
3.574 300 -2.774 United Appioniment 14.407 1.700 -513,070 0 0 0 3.680 345,64 -2.266 Student Waynes 134,275 131,973 -2.2002 313,336 123,325 38.0 7.7 -0.3 Wolfs & Fo TOTAL WAGES 1,01618 1.427 (241 26,007 328,678 131,352 3.00 7.7 -0.3 Wolfs & Fo TOTAL WAGES 1,01618 1.427 (241 26,007 328,678 131,352 3.00	210.015	215.077	.2.040-	Caraar Wagaa	1 252 027	1 204 451	41 515	207.242	1 100 201
386,870				S .					
1.00				• •				_	-
8.0				3					
2,000									
2,000									
132,004 153,746 21,142 Employee Bernells 538,748 630,244 91,496 149,112 576,415 6,034 7,272 1.380 716 539,009 8,719 3405 746,900 34,763 33,632 4,1131 8,127 31,221 6,666 670 4 Postgere 2,693 2,918 225 645 2,262 1,151 1,100 -515 Trav/Trips/Conference 1,768 800 -4,065 24,006 4,007 2,75 496 221 Employee Relations 4,006 4,407 401 457 4,180 2,77 496 221 Employee Relations 4,006 4,407 401 457 4,180 3,77 247 10 Recrutiment 3,240 2,895 2,406 4,06 1,485 3,141 350 3,800 3,300 3,300 3,300 3,300 3,300 3,300 3,314 350 3,800 3,300 3,300 3,300 3,300 3,300 3,300 3,314 350 3,800 3,300 3,300 3,300 3,300 3,300 3,300 3,300 2,995 2,900 3,30		-	_	· ·				_	·
6.034		-		· ·			-	_	
9,059				' '					
666				• •					
1,151				•					
949				S					
319				-					
0 247 247 Recruitment 3,240 5,599 2,359 173 6,848 0 125 125 Operating Supplies 576 500 <76> 250 393 314 336 36 Uniforms 1,335 1,400 65 294 1,300 <209 <500 <500 50 50 Society Expinence 4,816 <2000 <1,184 <229 <2000 <1,184 <229 <2000 <1,184 <229 <2000 <1,000 <200 67 185 <2000 <1,000 <200 67 185 <2000 <1,000 <200 67 185 <2000 <1,000 <200 67 185 <2000 <2,000 <2,000 67 185 <2000 <2,000 <2,000 67 185 <2000 <2,000 67 185 <2000 <2,000 67 185 <2000 <2,000 67 185 <2000 <2,000 67 185 <2000 <2,000 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <2000 <200 67 185 <200 67 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 185 <200 67 1	275	496	221	Employee Relations	4,006	4,407	401	457	4,180
0 125 125 0perating Supplies 576 500 <76> 250 393 394 350 <76> 500 <76> 500 <76> 500 <76> 500 <76 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <760 <76									
314 350 36	-								
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0 50 50 Security Equipment 0 200 200 67 185 5,032 2,409 1,706 <786> Advertising 6,237 7,266 1,049 1,859 5,042 1,150 1,150 0 Benefits U Adv 4,600 4,600 0 1,545 6,188 6,271 7,778 1,507 Pepairs & Mice-Equip 4,600 4,600 0 1,546 6,103 9,100 6,600 4,000 6,722 34,000 6,703 9,175 48,196 1,000 0 0 0 7,000 0 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>·</td></td<>									·
5,032									
1,176	-			, , ,					
1,150				9					
1723 927 204 Repair-MIce Computer 3,846 3,708 <138> 640 4,446 1,136 12,377 1,241 Repairs & Mice-Equip 42,805 49,508 6,703 9,175 48,196 1,4549 4,549 40 44 44 44 44 45 45 45				· ·					
11,136	6,271	7,778	1,507	Repairs & Maintenance	25,893	30,794	4,901	6,722	34,009
0	723		204	Repair-Mtce Computer	3,846	3,708	<138>	640	4,446
4,549									· ·
<4> 40 44 Overs/Shorts <6> 160 166 <15> 37 20,723 21,086 363 Insurance Expense 82,892 84,344 1,452 19,169 76,676 3,700 5,253 1,553 139 Legal 5,583 6,140 557 1,396 5,583 11,288 11,087 <201> External Audit 44,992 44,348 6,644> 10,033 40,606 1,972 1,700 <272> Temp Agency Service 2,142 3,100 958 3,023 7,125 10,443 10,567 124 Internal Audit 41,771 42,268 497 9,607 38,429 3,841 3,841 0 7,605 13,384 0 3,729 3,729 932 500 <432> PROFESSIONAL FEES PCI 2,811 2,206 8115 455 2,025 11,322 11,775 453 Board of Directors 1,335 4,100 2,766	-			· ·				_	-
20,723				•					
3,700									
1,396				•					
11,288									
10.443				S					
3,841 3,841 0 Tax Consulting 3,841 2,000 3,729	1,972	1,700	<272>	Temp Agency Service	2,142	3,100	958	3,023	7,125
932 500				Internal Audit					
11,322							-		
682									
4,300 4,506 206 Misc. Bank Charges 16,944 18,352 1,408 4,181 17,042 3,417 3,900 483 Armored Carrier Expense 13,038 15,600 2,562 3,534 13,280 6,917 6,917 0 UCDP Payroll Services 27,667 27,668 1 7,635 30,540 23,917 23,417 <500> UC PATH CHARGES 95,667 93,668 <1,999> 0 47,129 8,293 8,292 <1> Student Med Supp Fund 32,926 32,926 0 8,050 20,125 16,431 13,695 <2,736> UCLA Recharge Expense 65,725 54,780 <10,945> 13,296 53,057 278 550 272 Special Events 17,103 20,100 2,997 388 18,719 313,764 335,780 22,016 TOTAL OTHER CONTROL. 1,286,406 1,419,706 133,300 305,567 1,279,277 672,173 685,710 13,537 TOTA									
3,417 3,900 483 Armored Carrier Expense 13,038 15,600 2,562 3,534 13,280 6,917 6,917 0 0 UCOP Payroll Services 27,667 27,668 1 7,635 30,540 8,293 8,292 <1>									
6,917 6,917 0 UCOP Payroll Services 27,667 27,668 1 7,635 30,540 23,917 23,417 <500> UC PATH CHARGES 95,667 93,668 <1,999> 0 47,129 8,293 8,292 <1> Student Med Supp Fund 32,926 32,926 0 0 8,050 20,125 16,431 13,695 <2,736> UCLA Recharge Expense 65,725 54,780 <10,945> 13,296 53,057 278 550 272 Special Events 17,103 20,100 2,997 388 18,719 313,764 335,780 22,016 TOTAL OTHER CONTROL. 1,286,406 1,419,706 133,300 305,567 1,279,277 672,173 685,710 13,537 TOTAL CONTROLLABLE EXP 2,688,024 2,847,330 159,306 634,145 2,592,801 19,005 18,905 <100> Maintenance 75,273 77,268 1,995 18,272 70,629 6,612 6,336				3					
23,917 23,417 <500 C PATH CHARGES 95,667 93,668 <1,999 0 47,129				•					
8,293 8,292 <1> Student Med Supp Fund 32,926 32,926 0 8,050 20,125 16,431 13,695 <2,736> UCLA Recharge Expense 65,725 54,780 <10,945> 13,296 53,057 278 550 272 Special Events 17,103 20,100 2,997 388 18,719 313,764 335,780 22,016 TOTAL OTHER CONTROL. 1,286,406 1,419,706 133,300 305,567 1,279,277 672,173 685,710 13,537 TOTAL CONTROLLABLE EXP 2,688,024 2,847,330 159,306 634,145 2,592,801 19,005 18,905 <100> Maintenance 75,273 77,268 1,995 18,272 70,629 6,612 6,336 <276> Utilities 28,710 28,258 <452> 6,481 28,369 23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL			-				<1,999>		
278 550 272 Special Events 17,103 20,100 2,997 388 18,719 313,764 335,780 22,016 TOTAL OTHER CONTROL. 1,286,406 1,419,706 133,300 305,567 1,279,277 672,173 685,710 13,537 TOTAL CONTROLLABLE EXP 2,688,024 2,847,330 159,306 634,145 2,592,801 19,005 18,905 <100> Maintenance 75,273 77,268 1,995 18,272 70,629 6,612 6,336 <276> Utilities 28,710 28,258 <452> 6,481 28,369 23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL ALLOCATED EXP 195,821 194,758 <1,063> 44,215 176,448 721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 <2,495,524> <33,331> <33,335>		8,292	<1>	Student Med Supp Fund			0		20,125
313,764 335,780 22,016 672,173 685,710 13,537 TOTAL OTHER CONTROL. 1,286,406 1,419,706 133,300 305,567 1,279,277 2,688,024 2,847,330 159,306 634,145 2,592,801 19,005 18,905 <100			-	ŭ .					
672,173 685,710 13,537 TOTAL CONTROLLABLE EXP 2,688,024 2,847,330 159,306 634,145 2,592,801 19,005 18,905 <100> Maintenance 75,273 77,268 1,995 18,272 70,629 6,612 6,336 <276> Utilities 28,710 28,258 <452> 6,481 28,369 23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL ALLOCATED EXP 195,821 194,758 <1,063> 44,215 176,448 721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 2,769,249 <647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,335> <3,336> <3,336> <3,336> <3,338> <0									
Less: Allocated Exp 19,005									
19,005	672,173	685,710	13,537	TOTAL CONTROLLABLE EXP	2,688,024	2,847,330	159,306	634,145	2,592,801
6,612 6,336 <276> Utilities 28,710 28,258 <452> 6,481 28,369 23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL ALLOCATED EXP 195,821 194,758 <1,063> 44,215 176,448 721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 2,769,249 <647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,331> 0 Allocated-USAC <133,301> <133,301> 0 <32,644> <129,197> <3,3421> <36,744> 677 Allocated-GSA <13,338> <13,338> 0 <3,332> <13,174> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088				Less: Allocated Exp					
6,612 6,336 <276> Utilities 28,710 28,258 <452> 6,481 28,369 23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL ALLOCATED EXP 195,821 194,758 <1,063> 44,215 176,448 721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 2,769,249 <647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,331> 0 Allocated-USAC <133,301> <133,301> 0 <32,644> <129,197> <3,3421> <36,744> 677 Allocated-GSA <13,338> <13,338> 0 <3,332> <13,174> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088	19,005	18,905	<100>	Maintenance	75,273	77,268	1,995	18,272	70,629
23,792 22,308 <1,484> Depreciation 91,838 89,232 <2,606> 19,462 77,450 49,409 47,549 <1,860> TOTAL ALLOCATED EXP 195,821 194,758 <1,063> 44,215 176,448 721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 2,769,249 <647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,336> <3,336> <3,336> Allocated-USAC <133,301> <133,301> <0									
721,582 733,259 11,677 NET EXPENSE 2,883,844 3,042,088 158,244 678,360 2,769,249 <647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,331> 0 Allocated-USAC <133,301> <133,301> 0 <32,644> <129,197> <37,421> <36,744> 677 Allocated-GSA <13,338> <13,338> 0 <3,332> <13,174> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088> <158,244									· ·
<647,494> <659,848> <12,354> Allocated-Svs and Ent <2,598,410> <2,751,502> <153,092> <608,934> <2,495,524> <33,331> <33,331> <0									
<33,331> <33,331> 0 Allocated-USAC <133,301> <133,301> 0 <32,644> <129,197> <3,336> <3,336> 0 Allocated-GSA <13,338> <13,338> 0 <3,332> <13,174> <37,421> <36,744> 677 Allocated-Comm Board <138,795> <143,947> <5,152> <33,449> <131,354> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088> <158,244> <678,360> <2,769,249>	721,582	733,259	11,677	NET EXPENSE	2,883,844	3,042,088	158,244	678,360	2,769,249
<33,331> <33,331> 0 Allocated-USAC <133,301> <133,301> 0 <32,644> <129,197> <3,336> <3,336> 0 Allocated-GSA <13,338> <13,338> 0 <3,332> <13,174> <37,421> <36,744> 677 Allocated-Comm Board <138,795> <143,947> <5,152> <33,449> <131,354> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088> <158,244> <678,360> <2,769,249>	.447.404	./E0.040	.10.054	Allocated Cus and F-+	-2 E00 440	-0.751.500	,1E2.000	-600 004	-2 40E E24
<3,336 > <3,336 > 0 Allocated-GSA Allocated-GSA Allocated-Comm Board <13,338 > <13,338 > 0 <3,332 > <13,174 > <37,421 > <36,744 > 677 Allocated-Comm Board <138,795 > <143,947 > <5,152 > <33,449 > <131,354 > <131,354 > <133,384 > <133,945 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,947 > <143,			-						
<37,421> <36,744> 677 Allocated-Comm Board <138,795> <143,947> <5,152> <33,449> <131,354> <721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088> <158,244> <678,360> <2,769,249>									· ·
<721,582> <733,259> <11,677> TOTAL OTHER <2,883,844> <3,042,088> <158,244> <678,360> <2,769,249>							-		
0 0 0 TOTAL EXPENSE 0 0 <0> 0 0									
	0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES DIVISION EXPENSE STATEMENT

NOV.	04(10/29/17-11/2	25/17)]
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
440 700			
118,700	114,913		Career Wages
5,024	3,516		Limited Appointment
0	796	796	Student Wages
<138>	<570>		Labor Recharge
<9,630>	<7,719>	1,911	Billed Labor Costs
<5,106>	<4,500>	606	Capitalized Wages
108,849	106,436	<2,413>	TOTAL WAGES
// 5/0	75 500	0.020	Faralassa Danasita
66,560	75,588	9,028	Employee Benefits
302	128		Office Supplies
752	708		Telephone
0	0	0	Trav/Trips/Conference
5,144	5,247	103	Paper
4,712	6,102	1,390	Cleaning Supplies
551	1,027	476	Replacements
432	443	11	Laundry
35,558	25,150	<10,408>	· '
4,993	3,925	<1,068>	
0	0	0	Repairs & Mtce-Equip
279	950	671	Painting Program
0	250	250	Incidental Proj Exp
4,246	3,300	<946>	
9,464	9,909	445	Rub Remvl/Hauling
3,161	3,269	108	Rodent & Pest Control
1,439	1,000		Rentals-Truck
1,200	0	<1,200>	
138,793	136,996	<1,797>	TOTAL OTHER CONTROL.
247,642	243,432	<4,210>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
			Less. Amounted Exp
19,064	21,569	2,505	Depreciation
19,064	21,569	2,505	TOTAL ALLOCATED EXP
266,706	265,001	<1,705>	NET EXPENSE
<228,699>	<227,832>	867	Allocated-Svs and Ent
<7,851>	<7,851>	0	Allocated-USAC
<3,069>	<3,069>	0	Allocated-GSA
<8,083>	<7,344>	739	Allocated-Comm Board
<19,005>	<18,905>	100	Allocated-A & SS
<266,706>	<265,001>	1,705	TOTAL OTHER
	_	_	TOTAL EVDENCE
<0>	0	0	TOTAL EXPENSE

	ISCAL YEAR 17-1	FISCAL YEAR 16-17			
	MO(07/30/17-11/	LAST YEAR ACTUAL			
ACTUAL ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
ACTUAL	DUDGET	VARIANCE	IVIOIVIT	לוו	
475 274	4/0.14/	7 115	100.017	447 214	
475,261	468,146	<7,115>	109,017	446,314	
21,299	15,656	<5,643>	4,519	18,036	
0	3,184	3,184	774	915	
<2,537>	<2,470>	67	<428>	<1,984>	
<38,767>	<31,506>	7,261	<7,994>	<29,957>	
<13,133>	<18,000>	<4,867>	<1,229>	<32,301>	
442,123	435,010	<7,113>	104,659	401,023	
268,730	305,078	36,348	70,867	275,913	
710	672	<38>	78	545	
2,928	2,830	<98>	680	2,682	
0	600	600	1,243	1,393	
20,550	21,113	563	5,918	19,089	
24,843	22,754	<2,089>	4,460	22,389	
3,874	4,995	1,121	553	4,725	
1,720	1,797	77	324	1,596	
116,535	107,600	<8,935>	25,538	101,473	
18,580	15,700	<2,880>	4,862	12,043	
0	400	400	4,002	468	
1,148	3,800	2,652	235	998	
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0	1,000	1,000	720	1,312	
13,935	17,400	3,465	858	12,863	
42,374	38,109	<4,265>	8,107	30,836	
12,874	13,077	203	2,977	11,907	
5,368	4,000	<1,368>	<1,224>	4,207	
4,800	0	<4,800>	4,150	4,150	
538,969	560,925	21,956	130,346	508,590	
981,092	995,935	14,843	235,005	909,613	
75,681	86,276	10,595	18,658	73,552	
75,681	86,276	10,595	18,658	73,552	
1,056,773	1,082,211	25,438	253,663	983,165	
<905,806>	<931,183>	<25,377>	<216,933>	<837,197>	
<31,404>	<31,404>	0	<7,673>	<30,692>	
<12,276>	<12,276>	0	<3,009>	<12,036>	
<32,014>	<30,080>	1,934	<7,775>	<32,610>	
<75,273>	<77,268>	<1,995>	<18,272>	<70,629>	
<1,056,773>	<1,082,211>	<25,438>	<253,663>	<983,165>	
<0>	0	0	<0>	0	

UTILITIES EXPENSE STATEMENT

NOV.	04(10/29/17-11/	25/17)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
19,293	13,495	<5,798>	Chiller Water
56,735	56,976	241	Elec-Non Air Cond.
8,265	8,401	136	Water-Non Air Cond.
4,890	5,798	908	Steam-Non Air Cond.
2,294	3,153	859	Gas
1,550	1,551	1	Energy Management
93,027	89,374	<3,653>	TOTAL OTHER CONTROL.
93,027	89,374	<3,653>	TOTAL CONTROLLABLE EXP
<79,562>	<76,299>	3,263	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<2,812>	<2,697>	115	Allocated-Comm Board
<6,612>	<6,336>	276	Allocated-A & SS
<93,027>	<89,374>	3,653	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 17-1	FISCAL YEAR 16-17		
YTD 4	MO(07/30/17-11/	LAST YEAR ACTUAL		
ACTUAL	ACTUAL BUDGET		MONTH	YTD
96,794	86,665	<10,129>	12,837	82,925
243,804	237,649	<6,155>	51,809	240,542
30,577	37,343	6,766	9,949	36,608
16,459	16,362	<97>	10,457	16,904
8,740	12,532	3,792	4,051	12,480
6,202	6,204	2	1,550	6,202
402,576	396,755	<5,821>	90,653	395,661
402,576	396,755	<5,821>	90,653	395,661
<345,487>	<340,301>	5,186	<76,941>	<336,225>
<11,624>	<11,624>	0	<3,214>	<12,856>
<4,544>	<4,544>	0	<1,260>	<5,040>
<12,210>	<12,028>	182	<2,758>	<13,172>
<28,710>	<28,258>	452	<6,481>	<28,369>
<402,576>	<396,755>	5,821	<90,653>	<395,661>
			·	
0	0	<0>	0	<0>