ASSOCIATED STUDENTS
UCLA

FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
February (01/24/16 - 02/20/16)

Prepared

March 07, 2016

ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES

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

FEB Actual $	FEB Actual %	FEB Budget $	FEB Budget %	Var ACT/BUD $	Var ACT/BUD %	Var ACT/LY $	Var ACT/LY %	FY14-15 LY Act $	FY14-15 LY Act %	Category	YTD Actual $	YTD Actual %	YTD Budget $	YTD Budget %	Var ACT/BUD $	Var ACT/BUD %	Var ACT/LY $	Var ACT/LY %	FY14-15 LY Act $	FY14-15 LY Act %
										GROSS INCOME										
2,482		2,575		(93)	(3.6%)	(106)	(4.1%)	2,588		UCLA Store	28,433		29,042		(609)	(2.1%)	(761)	(2.6%)	29,194	
1,568		1,710		(142)	(8.3%)	(67)	(4.1%)	1,635		UCLA Restaurants	9,335		9,443		(108)	(1.1%)	215	2.4%	9,120	
231		235		(4)	(1.7%)	(44)	(16.0%)	275		Services Division	2,237		2,370		(133)	(5.6%)	(49)	(2.1%)	2,286	
98		109		(11)	(10.1%)	(13)	(11.7%)	111		UCLA Student Union	700		823		(123)	(14.9%)	(104)	(12.9%)	804	
4,379		4,629		(250)	(5.4%)	(230)	(5.0%)	4,609		TOTAL	40,705		41,678		(973)	(2.3%)	(699)	(1.7%)	41,404	
					Pts.		Pts.			**GROSS MARGIN**						Pts.		Pts.		
886	35.7%	912	35.4%	(26)	0.3	(36)	0.1	922	35.6%	UCLA Store	9,176	32.3%	9,301	32.0%	(125)	0.3	(83)	0.6	9,259	31.7%
1,131	72.1%	1,207	70.6%	(76)	1.5	(21)	1.6	1,152	70.5%	UCLA Restaurants	6,692	71.7%	6,632	70.2%	60	1.5	320	1.8	6,372	69.9%
231	100.0%	235	100.0%	(4)	0.0	(44)	0.0	275	100.0%	Services Division	2,236	100.0%	2,368	99.9%	(132)	0.1	(47)	0.1	2,283	99.9%
42	42.9%	59	54.1%	(17)	(11.2)	(15)	(8.5)	57	51.4%	UCLA Student Union	373	53.3%	446	54.2%	(73)	(0.9)	(38)	2.2	411	51.1%
2,290	52.3%	2,413	52.1%	(123)	0.2	(116)	0.1	2,406	52.2%	TOTAL	18,477	45.4%	18,747	45.0%	(270)	0.4	152	1.1	18,325	44.3%
										WAGES & BENEFITS										
529	21.3%	550	21.4%	21	0.1	(5)	(1.1)	524	20.2%	UCLA Store	3,823	13.4%	3,933	13.5%	110	0.1	(40)	(0.4)	3,783	13.0%
660	42.1%	672	39.3%	12	(2.8)	(6)	(2.1)	654	40.0%	UCLA Restaurants	4,435	47.5%	4,427	46.9%	(8)	(0.6)	(116)	(0.1)	4,319	47.4%
52	22.5%	55	23.4%	3	0.9	(2)	(4.3)	50	18.2%	Services Division	375	16.8%	379	16.0%	4	(0.8)	(18)	(1.2)	357	15.6%
57	58.2%	68	62.4%	11	4.2	13	4.9	70	63.1%	UCLA Student Union	433	61.9%	452	54.9%	19	(7.0)	(1)	(8.2)	432	53.7%
1,298	29.6%	1,345	29.1%	47	(0.5)	0	(1.4)	1,298	28.2%	TOTAL	9,066	22.3%	9,191	22.1%	125	(0.2)	(175)	(0.8)	8,891	21.5%
										OTHER CONTROLLABLES										
43	1.7%	72	2.8%	29	1.1	38	1.4	81	3.1%	UCLA Store	1,483	5.2%	1,589	5.5%	106	0.3	108	0.2	1,591	5.4%
158	10.1%	182	10.6%	24	0.5	14	0.4	172	10.5%	UCLA Restaurants	993	10.6%	1,025	10.9%	32	0.3	10	0.4	1,003	11.0%
63	27.3%	54	23.0%	(9)	(4.3)	27	5.4	90	32.7%	Services Division	784	35.0%	795	33.5%	11	(1.5)	(42)	(2.5)	742	32.5%
53	54.1%	57	52.3%	4	(1.8)	2	(4.6)	55	49.5%	UCLA Student Union	313	44.7%	332	40.3%	19	(4.4)	16	(3.8)	329	40.9%
317	7.2%	365	7.9%	48	0.7	81	1.4	398	8.6%	TOTAL	3,573	8.8%	3,741	9.0%	168	0.2	92	0.1	3,665	8.9%
										CONTRIBUTION										
314	12.7%	290	11.3%	24	1.4	(3)	0.5	317	12.2%	UCLA Store	3,870	13.6%	3,780	13.0%	90	0.6	(15)	0.3	3,885	13.3%
314	20.0%	354	20.7%	(40)	(0.7)	(12)	0.1	326	19.9%	UCLA Restaurants	1,265	13.6%	1,180	12.5%	85	1.1	215	2.1	1,050	11.5%
116	50.2%	127	54.0%	(11)	(3.8)	(19)	1.1	135	49.1%	Services Division	1,077	48.1%	1,193	50.3%	(116)	(2.2)	(107)	(3.7)	1,184	51.8%
(69)	(70.4%)	(66)	(60.6%)	(3)	(9.8)	(2)	(10.0)	(67)	(60.4%)	UCLA Student Union	(372)	(53.1%)	(338)	(41.1%)	(34)	(12.0)	(22)	(9.6)	(350)	(43.5%)
675	15.4%	705	15.2%	(30)	0.2	(36)	0.0	711	15.4%	TOTAL	5,840	14.3%	5,815	14.0%	25	0.3	71	0.4	5,769	13.9%
										ALLOCATED EXPENSES										
558	12.7%	561	12.1%	3	(0.6)	(35)	(1.4)	523	11.3%	Admin&Support Services	3,784	9.3%	3,906	9.4%	122	0.1	65	0.0	3,849	9.3%
238	5.4%	202	4.4%	(36)	(1.0)	(59)	(1.5)	179	3.9%	Maintenance Division	1,567	3.8%	1,467	3.5%	(100)	(0.3)	(134)	(0.3)	1,433	3.5%
60	1.4%	98	2.1%	38	0.7	42	0.8	102	2.2%	Utilities	624	1.5%	739	1.8%	115	0.3	91	0.2	715	1.7%
187	4.3%	211	4.6%	24	0.3	(1)	(0.3)	186	4.0%	Depreciation	1,353	3.3%	1,478	3.5%	125	0.2	60	0.1	1,413	3.4%
1,043	23.8%	1,072	23.2%	29	(0.6)	(53)	(2.3)	990	21.5%	TOTAL	7,328	18.0%	7,590	18.2%	262	0.2	82	(0.1)	7,410	17.9%
										NET INCOME (LOSS) FROM OPERATIONS										
(368)	(8.4%)	(367)	(7.9%)	(1)	(0.5)	(89)	(2.3)	(279)	(6.1%)		(1,488)	(3.7%)	(1,775)	(4.3%)	287	0.6	153	0.3	(1,641)	(4.0%)
										OTHER INC/(EXP)										
24	0.5%	0	0.0%	24	0.5	4	0.1	20	0.4%	Non-Recurrent Inc/(Exp)	48	0.1%	0	0.0%	48	0.1	(15)	(0.1)	63	0.2%
14	0.3%	13	0.3%	1	0.0	1	0.0	13	0.3%	Interest Income	95	0.2%	97	0.2%	(2)	0.0	(7)	0.0	102	0.2%
(37)	(0.8%)	(41)	(0.9%)	4	0.1	7	0.2	(44)	(1.0%)	Interest (Expense)	(259)	(0.6%)	(289)	(0.7%)	30	0.1	51	0.1	(310)	(0.7%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
226	5.2%	223	4.8%	3	0.4	13	0.6	213	4.6%	Student Union Fee Income	1,584	3.9%	1,559	3.7%	25	0.2	92	0.3	1,492	3.6%
227	5.2%	195	4.2%	32	1.0	25	0.8	202	4.4%	TOTAL	1,468	3.6%	1,367	3.3%	101	0.3	121	0.3	1,347	3.3%
(141)	(3.2%)	(172)	(3.7%)	31	0.5	(64)	(1.5)	(77)	(1.7%)	**NET INCOME (LOSS)**	(20)	0.0%	(408)	(1.0%)	388	1.0	274	0.7	(294)	(0.7%)

*Header: FEBRUARY (01/24/16 - 02/20/16) CURRENT MONTH — FY 14-15 ** LAST YEAR ACT. FISCAL YEAR 2015-2016 YTD 7 MONTHS (07/26/15 - 02/20/16) — FY 14-15 ** LAST YEAR ACT*

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

	FEBRUARY (01/24/16 - 02/20/16) CURRENT MONTH ACTUAL $	%	BUDGET $	%	VARIANCE ACT/BUD $	%	ACT/LY ACT $	%	FY 14-15 ** LAST YEAR ACT $	%	FISCAL YEAR 2015-2016 YTD 7 MONTHS (07/26/15 - 02/20/16) ACTUAL $	%	BUDGET $	%	VARIANCE ACT/BUD $	%	ACT/LY ACT $	%	FY 14-15 ** LAST YEAR ACT $	%
GROSS INCOME																				
UCLA Store	2,482		2,575		(93)	(3.6%)	(106)	(4.1%)	2,588		28,433		29,042		(609)	(2.1%)	(761)	(2.6%)	29,194	
UCLA Restaurants	1,568		1,710		(142)	(8.3%)	(67)	(4.1%)	1,635		9,335		9,443		(108)	(1.1%)	215	2.4%	9,120	
Services Division	231		235		(4)	(1.7%)	(44)	(16.0%)	275		2,237		2,370		(133)	(5.6%)	(49)	(2.1%)	2,286	
UCLA Student Union	98		109		(11)	(10.1%)	(13)	(11.7%)	111		700		823		(123)	(14.9%)	(104)	(12.9%)	804	
TOTAL	**4,379**		**4,629**		**(250)**	**(5.4%)**	**(230)**	**(5.0%)**	**4,609**		**40,705**		**41,678**		**(973)**	**(2.3%)**	**(699)**	**(1.7%)**	**41,404**	
GROSS MARGIN						Pts.		Pts.								Pts.		Pts.		
UCLA Store	886	35.7%	912	35.4%	(26)	0.3	(36)	0.1	922	35.6%	9,176	32.3%	9,301	32.0%	(125)	0.3	(83)	0.6	9,259	31.7%
UCLA Restaurants	1,131	72.1%	1,207	70.6%	(76)	1.5	(21)	1.6	1,152	70.5%	6,692	71.7%	6,632	70.2%	60	1.5	320	1.8	6,372	69.9%
Services Division	231	100.0%	235	100.0%	(4)	0.0	(44)	0.0	275	100.0%	2,236	100.0%	2,368	99.9%	(132)	0.1	(47)	0.1	2,283	99.9%
UCLA Student Union	42	42.9%	59	54.1%	(17)	(11.2)	(15)	(8.5)	57	51.4%	373	53.3%	446	54.2%	(73)	(0.9)	(38)	2.2	411	51.1%
TOTAL	**2,290**	**52.3%**	**2,413**	**52.1%**	**(123)**	**0.2**	**(116)**	**0.1**	**2,406**	**52.2%**	**18,477**	**45.4%**	**18,747**	**45.0%**	**(270)**	**0.4**	**152**	**1.1**	**18,325**	**44.3%**
TOTAL CONTROLLABLES																				
UCLA Store	572	23.0%	622	24.2%	50	1.2	34	0.4	606	23.4%	5,306	18.7%	5,522	19.0%	216	0.3	68	(0.3)	5,374	18.4%
UCLA Restaurants	818	52.2%	853	49.9%	35	(2.3)	8	(1.7)	826	50.5%	5,428	58.1%	5,452	57.7%	24	(0.4)	(106)	0.3	5,322	58.4%
Services Division	115	49.8%	108	46.0%	(7)	(3.8)	25	1.1	140	50.9%	1,159	51.8%	1,175	49.6%	16	(2.2)	(60)	(3.7)	1,099	48.1%
UCLA Student Union	111	113.3%	125	114.7%	14	1.4	13	(1.6)	124	111.7%	745	106.4%	784	95.3%	39	(11.1)	16	(11.7)	761	94.7%
TOTAL	**1,616**	**36.9%**	**1,708**	**36.9%**	**92**	**0.0**	**80**	**(0.1)**	**1,696**	**36.8%**	**12,638**	**31.0%**	**12,933**	**31.0%**	**295**	**0.0**	**(82)**	**(0.7)**	**12,556**	**30.3%**
CONTRIBUTION																				
UCLA Store	314	12.7%	290	11.3%	24	1.4	(3)	0.5	317	12.2%	3,870	13.6%	3,780	13.0%	90	0.6	(15)	0.3	3,885	13.3%
UCLA Restaurants	314	20.0%	354	20.7%	(40)	(0.7)	(12)	0.1	326	19.9%	1,265	13.6%	1,180	12.5%	85	1.1	215	2.1	1,050	11.5%
Services Division	116	50.2%	127	54.0%	(11)	(3.8)	(19)	1.1	135	49.1%	1,077	48.1%	1,193	50.3%	(116)	(2.2)	(107)	(3.7)	1,184	51.8%
UCLA Student Union	(69)	(70.4%)	(66)	(60.6%)	(3)	(9.8)	(2)	(10.0)	(67)	(60.4%)	(372)	(53.1%)	(338)	(41.1%)	(34)	(12.0)	(22)	(9.6)	(350)	(43.5%)
TOTAL	**675**	**15.4%**	**705**	**15.2%**	**(30)**	**0.2**	**(36)**	**0.0**	**711**	**15.4%**	**5,840**	**14.3%**	**5,815**	**14.0%**	**25**	**0.3**	**71**	**0.4**	**5,769**	**13.9%**
ALLOCATED EXPENSES																				
UCLA Store	492	19.8%	492	19.1%	0	(0.7)	(26)	(1.8)	466	18.0%	3,841	13.5%	3,949	13.6%	108	0.1	104	0.0	3,945	13.5%
UCLA Restaurants	410	26.1%	415	24.3%	5	(1.8)	(26)	(2.6)	384	23.5%	2,470	26.5%	2,448	25.9%	(22)	(0.6)	(21)	0.4	2,449	26.9%
Services Division	55	23.8%	76	32.3%	21	8.5	1	(3.4)	56	20.4%	401	17.9%	571	24.1%	170	6.2	0	(0.4)	401	17.5%
UCLA Student Union	86	87.8%	89	81.7%	3	(6.1)	(2)	(12.1)	84	75.7%	616	88.0%	622	75.6%	6	(12.4)	(1)	(11.5)	615	76.5%
TOTAL	**1,043**	**23.8%**	**1,072**	**23.2%**	**29**	**(0.6)**	**(53)**	**(2.3)**	**990**	**21.5%**	**7,328**	**18.0%**	**7,590**	**18.2%**	**262**	**0.2**	**82**	**(0.1)**	**7,410**	**17.9%**
NET INCOME (LOSS) FROM OPERATIONS																				
UCLA Store	(178)	(4.1%)	(202)	(4.4%)	24	0.3	(29)	(0.9)	(149)	(3.2%)	31	0.1%	(168)	(0.4%)	199	0.5	91	0.2	(60)	(0.1%)
UCLA Restaurants	(97)	(2.2%)	(61)	(1.3%)	(36)	(0.9)	(39)	(0.9)	(58)	(1.3%)	(1,206)	(3.0%)	(1,269)	(3.0%)	63	0.0	193	0.4	(1,399)	(3.4%)
Services Division	61	1.4%	51	1.1%	10	0.3	(18)	(0.3)	79	1.7%	675	1.7%	622	1.5%	53	0.2	(108)	(0.2)	783	1.9%
UCLA Student Union	(154)	(3.5%)	(155)	(3.3%)	1	(0.2)	(3)	(0.2)	(151)	(3.3%)	(988)	(2.4%)	(960)	(2.3%)	(28)	(0.1)	(23)	(0.1)	(965)	(2.3%)
TOTAL	**(368)**	**(8.4%)**	**(367)**	**(7.9%)**	**(1)**	**(0.5)**	**(89)**	**(2.3)**	**(279)**	**(6.1%)**	**(1,488)**	**(3.7%)**	**(1,775)**	**(4.3%)**	**287**	**0.6**	**153**	**0.3**	**(1,641)**	**(4.0%)**
OTHER INC/(EXP)																				
Non-Recurrent Inc/(Exp)	24	0.5%	0	0.0%	24	0.5	4	0.1	20	0.4%	48	0.1%	0	0.0%	48	0.1	(15)	(0.1)	63	0.2%
Interest Income	14	0.3%	13	0.3%	1	0.0	1	0.0	13	0.3%	95	0.2%	97	0.2%	(2)	0.0	(7)	0.0	102	0.2%
Interest (Expense)	(37)	(0.8%)	(41)	(0.9%)	4	0.1	7	0.2	(44)	(1.0%)	(259)	(0.6%)	(289)	(0.7%)	30	0.1	51	0.1	(310)	(0.7%)
Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
Student Union Fee Income	226	5.2%	223	4.8%	3	0.4	13	0.6	213	4.6%	1,584	3.9%	1,559	3.7%	25	0.2	92	0.3	1,492	3.6%
TOTAL	**227**	**5.2%**	**195**	**4.2%**	**32**	**1.0**	**25**	**0.8**	**202**	**4.4%**	**1,468**	**3.6%**	**1,367**	**3.3%**	**101**	**0.3**	**121**	**0.3**	**1,347**	**3.3%**
NET INCOME (LOSS)	**(141)**	**(3.2%)**	**(172)**	**(3.7%)**	**31**	**0.5**	**(64)**	**(1.5)**	**(77)**	**(1.7%)**	**(20)**	**0.0%**	**(408)**	**(1.0%)**	**388**	**1.0**	**274**	**0.7**	**(294)**	**(0.7%)**

Financial Analysis		$000's
		Feb-16
Budgeted Net Income/(Loss)		**($172)**
UCLA Store		
Gross Margin:		
Bearwear below plan: customer traffic was down during weeknight basketball games and overall negative impact of unseasonably warm weather leading up to and on the One Day Sale	(22)	
Graduation ETC below plan due to issues related to the web that caused a delay for graduate students ability to order (expected shift in sales to later months)	(5)	
Campus Portrait Studio above plan due to modification in scheduling process for photo sittings has enabled the studio to more efficiently schedule sittings	13	
Course Reader Solutions above plan due to shift in timing of departmental sales from March to February	16	
Computer Store below plan mostly due to not obtaining the quarter end bonus, (some offset from a large department sale)	(16)	
Total Wages below plan	10	
Other, mostly positive controllables (employee benefits, freight out and advertising)	28	
Total Contribution		24
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan due to aggressive budget and continuing pattern of customer traffic decline in many Ackerman restaurants	(10)	
Northern Lights above plan due to slight increase in customers and average check a bit higher than plan	5	
No Campus Student CTR above plan due to higher than plan average check	11	
CSSC below plan due to mostly to continued closure of Southern Lights coffeehouse (re-opened on 2/18)	(19)	
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	10	
Luvalle Food Servery below plan; small decrease in customers from last year trends (budget planned for modest growth)	(7)	
Kikka Sushi above plan due to space continue to be much better than expected	5	
Music Café above plan due to some additional customers captured from Southern Lights closure	4	
Catering below plan mainly due to loss of Football training table events	(45)	
Concessions below plan due to attendance for events has been significantly lower than budget	(36)	
Total Wages below plan	10	
Other, mostly positive controllables	32	
Total Contribution		(40)
Services		
Gross Margin:		
Licensing International below plan due to the continuing decline in sales in the European market	(9)	
Licensing Domestic above plan due to mostly to timing (projected year-end to be at or near budget)	17	
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates) and the delay of the Pharmacy	(11)	
Other, negative controllables	(8)	
Total Contribution		(11)
UCLA Student Union		
Gross Margin:		
Student Union Ops. below plan due to less other income opportunities than anticipated and lower student event income (student events vary in timing, YTD slightly ahead of plan)	(17)	
Total Wages below plan	8	
Other, positive controllables mainly student event expense (corresponds with lower student event income)	6	
Total Contribution		(3)
Allocated Expenses and Other		
A&SS below plan	3	
Utilities below plan: chiller water and elec-non air savings mostly due to measures taken to run the mechanical systems more efficiently (timers and mechanical equipment upgrades)	38	
Maintenance below plan mostly repairs due to water leaks at Kerckhoff and CSSC plus additional charges for the Southern Lights repair	(36)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	24	
Positive non-recurring income	24	
Other, mostly positive student union fee and interest expense	8	
Total		61
Actual Net Income/(Loss)		**($141)**

Financial Analysis	$000's	
Budgeted Net Income/(Loss)		**($408)**
UCLA Store		
Gross Margin:		
Bearwear below plan due to reduced fan enthusiasm, lower sales than budgeted in November and December related to reduction in promotional events, and unseasonably warm weather negatively impacted the One Day sale in February	(179)	
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	32	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	22	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(30)	
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	(26)	
Total Wages lower than plan, mostly career	57	
Other, mostly positive controllables (freight out, payment to UCLA, employee benefits and advertising)	157	
Total Contribution		90
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(52)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(22)	
Northern Lights above plan due to average check higher than plan and a slight increase in customers	17	
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	40	
CSSC below plan due to closing of Southern Lights from a water leak	(69)	
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)	63	
Luvalle Food Servery below plan small decreased in customer from last year trends (budget planned for modest growth) and impact of cold weather and rain with	(16)	
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights	21	
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)	(20)	
Kikka Sushi above plan due to sales in new location better than expected	24	
Music Café above plan due to more customer traffic than last year	22	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	45	
Total Wages higher than plan	(5)	
Other, mostly positive controllables	37	
Total Contribution		85
Services		
Gross Margin:		
Licensing International below plan due to mostly to poor performance in Europe and Australia	(94)	
Licensing Domestic above plan	12	
Leased Ops below plan: delay of the Pharmacy and additional Enrollment Management office space, and the Chase renewal resulted in less ATM's and reduced rates	(28)	
Photography below plan due to an aggressive budget (less on campus events)	(22)	
Other, positive controllables mainly in Licensing	16	
Total Contribution		(116)
UCLA Student Union		
Gross Margin:		
Student Union Ops below plan due to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities	(62)	
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(11)	
Total Wages lower than plan	19	
Other, positive controllables (mainly student union event fund and student event expense)	20	
Total Contribution		(34)
Allocated Expenses and Other		
A&SS below plan (total wages, insurance expense and various other)	122	
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerchkoff, elevator repairs)	(100)	
Utilities lower than plan in chiller water, steam and elec-non air cond. due to changes on the HVAC timer software program and mechanical equipment upgrades	115	
Depreciation lower than plan due to timing of capitals and reduced expenditures	125	
Interest Expense below plan due to prior year refinancing of AU debt	30	
Various positive non-recurring income	48	
Other, mostly positive student fee income	23	
Total		363
Actual Net Income/(Loss)		**($20)**

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

	Current Month February 2016	Prior Month January 2016	Prior Year July 2015
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	$11,897	$11,659	$11,434
Accounts receivable	3,793	3,951	4,012
Less: Allowance for doubtful accounts	(304)	(303)	(263)
Accounts receivable, net	3,489	3,648	3,749
Student fees receivable	455	420	489
Inventories	6,085	6,195	5,893
Prepaid expenses and other current assets	203	204	278
Total current assets	22,129	22,380	21,843
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	68,864	68,732	68,112
Less: Accumulated depreciation	(45,110)	(44,922)	(43,761)
Total long term assets	23,954	24,010	24,551
TOTAL ASSETS	**$46,083**	**$46,136**	**$46,394**
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	$4,861	$4,166	$5,291
Wages and payroll taxes payable	2,962	3,133	3,324
Sales tax payable & other liabilities	902	1,132	767
Interest payable	131	285	139
Deferred income	575	625	235
Funds held for others	137	139	102
Current portion of long term debt	736	736	736
Total current liabilities	10,304	10,216	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	19,899	19,811	20,189
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	(21)	120	281
Ending Balance	26,184	26,325	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	**$46,083**	**$46,136**	**$46,394**

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	($141)	($20)	($293)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	188	1,348	1,413
Loss (Gain) on disposals of fixed assets	0	1	0
(Increase)/decrease in current assets:			
Accounts receivable	159	260	(1,108)
Student fees receivable	(35)	34	53
Inventories	110	(192)	148
Prepaid expenses and other current assets	1	75	109
Increase/(decrease) in current liabilities:			
Accounts payable	696	(430)	(100)
Sales tax payable & other liabilities	(230)	135	101
Wages and payroll taxes payable	(171)	(362)	(181)
Interest payable	(154)	(8)	41
Deferred Income	(50)	340	272
Funds held for others	(2)	35	0
Net cash provided/(used) by operating activities	**371**	**1,216**	**455**
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(133)	(771)	(406)
Change in capital projects in progress	0	18	0
Net cash used in investing activities	**(133)**	**(753)**	**(406)**
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	**238**	**463**	**49**
CASH AND CASH EQUIVALENTS, Beginning	**11,659**	**11,434**	**10,881**
CASH AND CASH EQUIVALENTS, Ending	**$11,897**	**$11,897**	**$10,930**

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

CASH AND CASH EQUIVALENTS	$11,897
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(2,905)
Student Service Center	(359)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(3,489)
Adjustment for Cash Overdraft Entry	(994)
Uncommitted Cash	7,414
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,298
RESERVE SURPLUS (DEFICIT)	($2,884)

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

| PROJECT NAME | BUDGET | PROJECTED | | | | | | Status |
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
ASUCLA								
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/Services								
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
2015-007 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 Service								
2015-010 FS Miscellaneous and Unanticipated	50.0	20.5	4.2	24.7	25.3		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	0.0	0.0	25.0		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**	**53.2**	**61.9**	**115.1**	**114.8**	**10.0**	**(0.1)**	
Technology								
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 Technology	**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	74.7	74.7	0.3		0.0	In Progress
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		16.3	Completed Awaiting Invoice
Total Others	**415.0**	**4.2**	**91.0**	**95.2**	**36.1**	**300.0**	**16.3**	
Total Current Year Projects	**2,517.0**	**317.7**	**158.1**	**475.8**	**1,115.4**	**942.0**	**16.2**	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

2/20/2016 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	$523,275	15%	$100,778	57%	$37,831	74%	$5,283	22%	$127	0%	$9,576	31%	$676,870	18%
ASUCLA PUBLICATIONS	$264,253	8%	$0	0%	$0	0%	$0	0%	$0	0%	$0	0%	$264,253	7%
ASUCLA USA/GSA	$102,488	3%	$0	0%	$0	0%	$0	0%	$0	0%	$0	0%	$102,488	3%
DUE FROM VENDORS	$423,395	12%	($3,319)	-2%	$2,165	4%	$13,038	55%	$30,389	99%	$20,259	66%	$485,927	13%
DENTAL KITS	$223,298	6%	$0	0%	$0	0%	$0	0%	$0	0%	$0	0%	$223,298	6%
OTHER	$1,941,211	56%	$80,625	45%	$11,360	22%	$5,460	23%	$389	1%	$784	3%	$2,039,829	53%
TOTAL CURRENT MONTH	**$3,477,920**	**100%**	**$178,084**	**100%**	**$51,356**	**100%**	**$23,781**	**100%**	**$30,905**	**100%**	**$30,619**	**100%**	**$3,792,665**	**100%**
	91%		5%		1%		1%		1%		1%		100%	

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%	

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%	

ASUCLA Finance Division

Total Aged Accounts Receivable Balances
12 Month History
August 13 to February 16
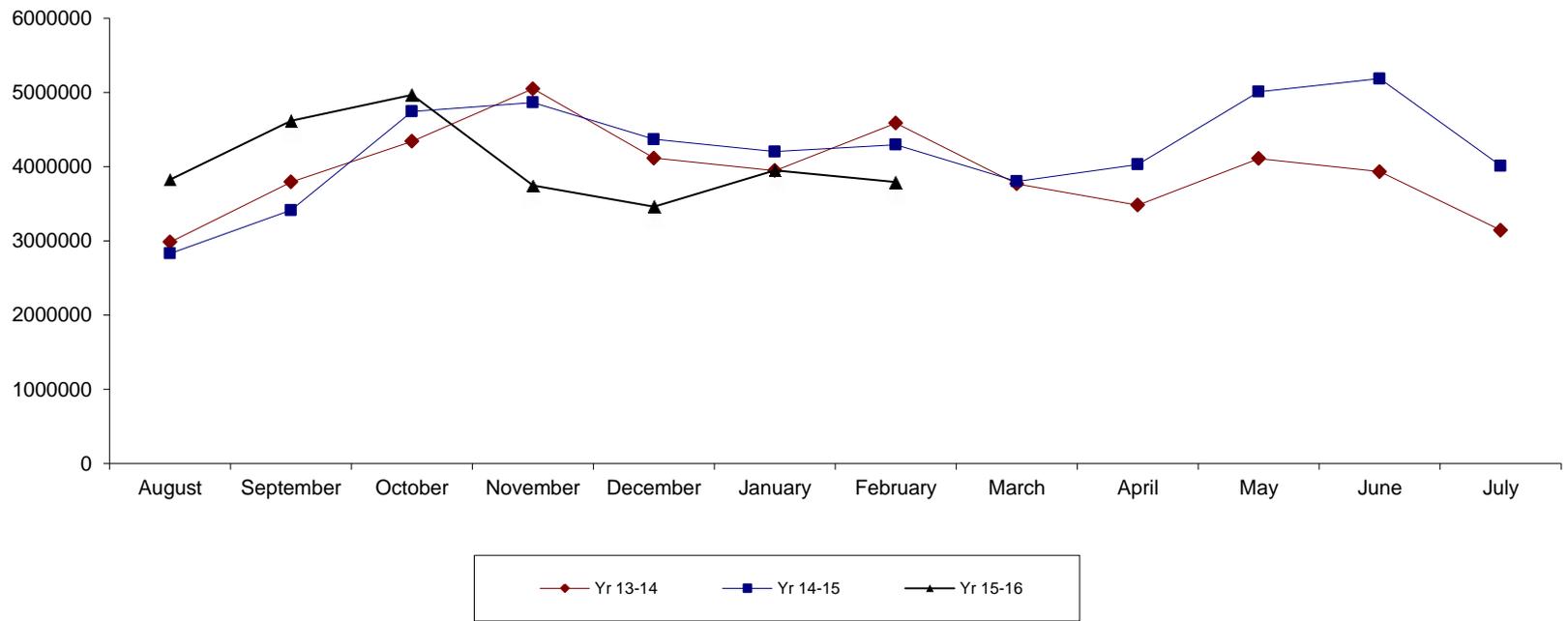
Aged Accounts Receivable Balances
> 60 Days Past Due

Percentages represent delinquency to outstandings

Legend: ▲ 13-14   ◆ 14-15   ■ 15-16
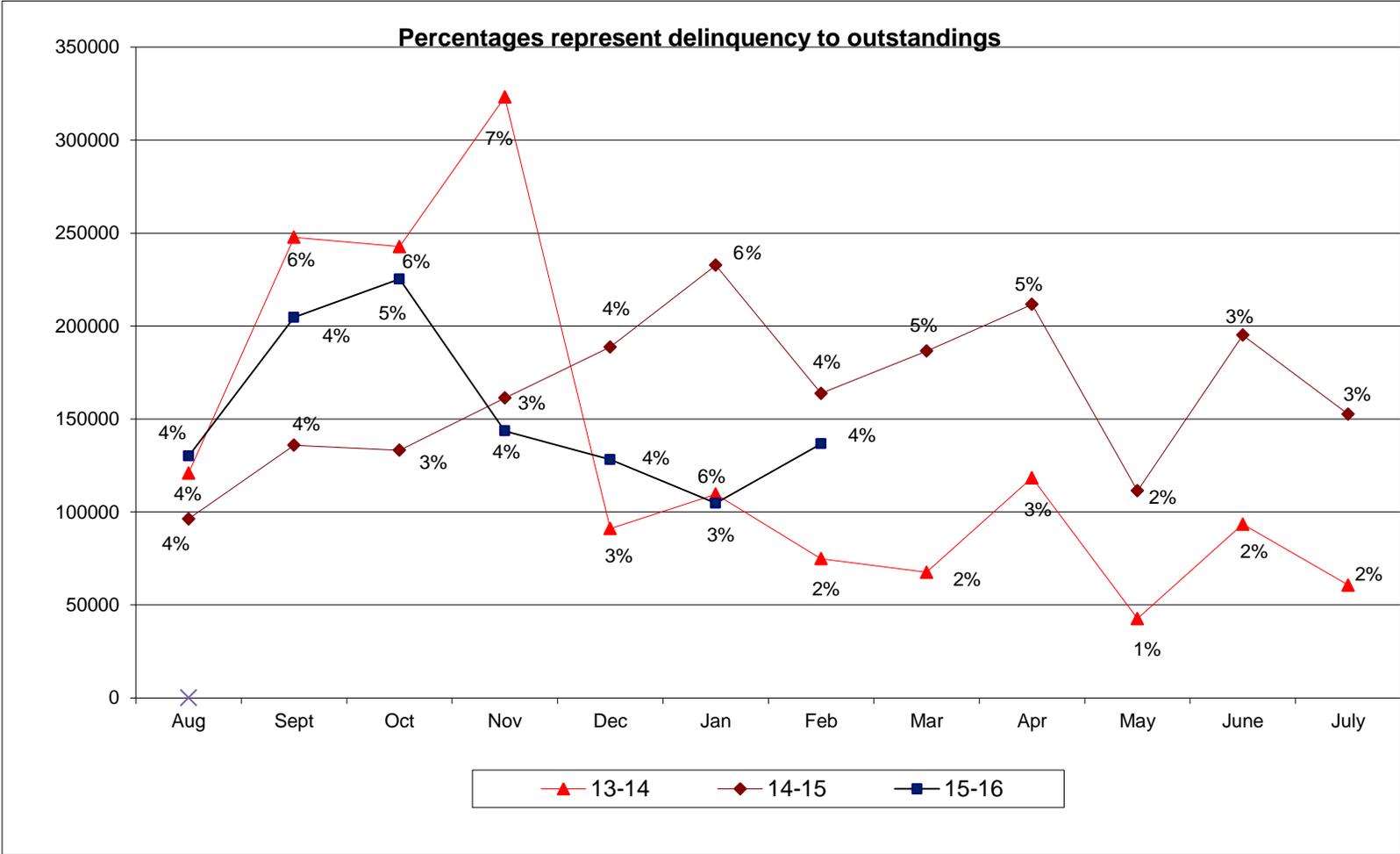
Associated Students UCLA
Store Inventory At Cost ($000)

Chart legend: FY13/14, FY14/15, FY15/16

X-axis months: August, September, October, November, December, January, February, March, April, May, June, July

Y-axis: 4,000 to 10,000
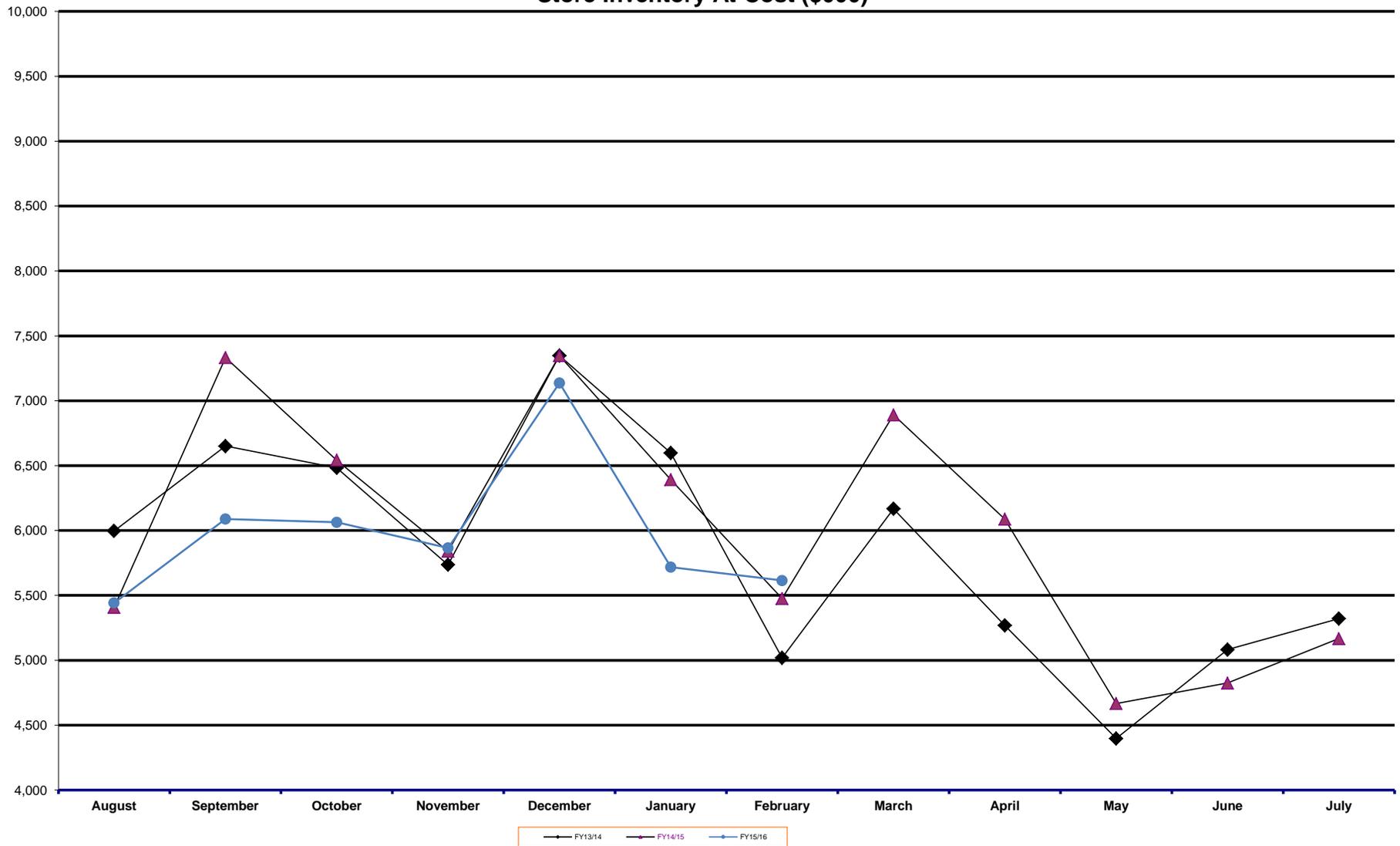
Associated Students UCLA
Store Inventory Turns*
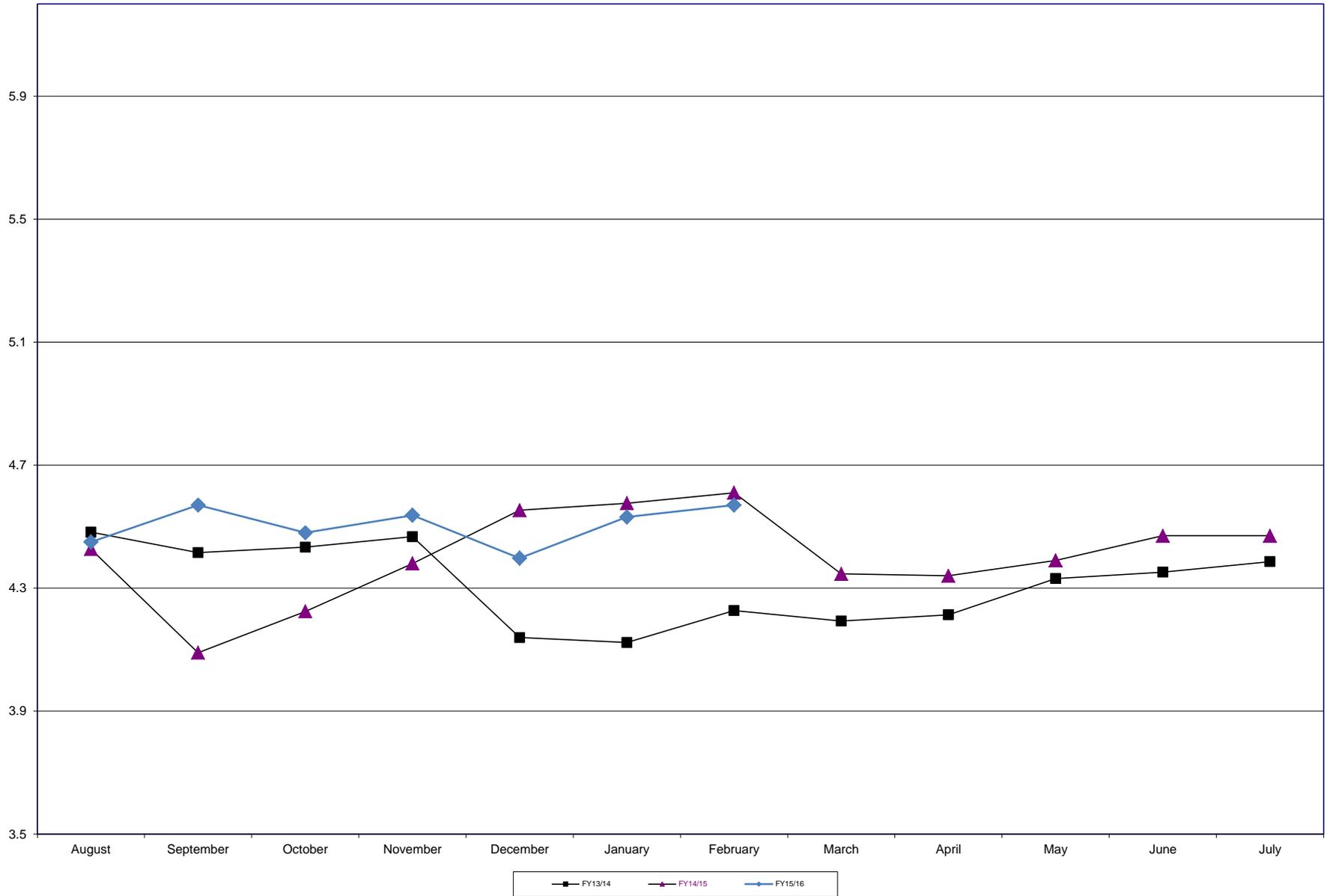
*This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

UCLA STORE
INCOME STATEMENT

FEB. 07(01/24/16-02/20/16) CURRENT MONTH				FISCAL YEAR 15-16 YTD 7 MO(07/26/15-02/20/16)			FISCAL YEAR 14-15 LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
881,346	891,605	<10,259>	ACADEMIC SUPPORT DIV	12,339,690	12,854,633	<514,943>	995,151	13,025,244
950,009	989,763	<39,754>	GENERAL MDSE DIVISION	7,909,289	8,092,794	<183,505>	967,566	8,054,775
142,610	153,300	<10,690>	HILLTOP SHOP	706,494	728,500	<22,006>	131,777	703,075
168,784	182,332	<13,548>	LU VALLE COMMONS STORE	1,756,374	1,806,892	<50,518>	169,271	1,826,303
51,665	52,000	<335>	E-COMMERCE DIVISION	1,089,053	1,123,000	<33,947>	49,037	1,197,456
234,552	238,492	<3,940>	HEALTH SCIENCES STORE	3,776,070	3,607,004	169,066	179,996	3,534,890
2,428,967	2,507,492	<78,525>	TOTAL SALES	27,576,971	28,212,823	<635,852>	2,492,797	28,341,743
1,585,236	1,652,780	67,544	Less: Cost of Sales	19,142,862	19,632,197	489,335	1,654,354	19,813,550
			Less: Shrinkage					
2,901	3,230	329	ACADEMIC SUPPORT DIV	47,220	44,750	<2,470>	3,775	52,472
4,494	4,175	<319>	GENERAL MDSE DIVISION	38,526	34,155	<4,371>	4,158	34,147
670	720	50	HILLTOP SHOP	3,278	3,440	162	634	3,329
1,063	710	<353>	LU VALLE COMMONS STORE	10,285	7,820	<2,465>	1,088	10,732
0	190	190	E-COMMERCE DIVISION	<530>	4,070	4,600	204	4,538
1,344	1,220	<124>	HEALTH SCIENCES STORE	15,782	13,900	<1,882>	1,738	16,632
10,472	10,245	<227>	SHRINKAGE	114,561	108,135	<6,426>	11,596	121,850
1,595,708	1,663,025	67,317	TOTAL COST OF SALES	19,257,423	19,740,332	482,909	1,665,950	19,935,400
65.3	65.9	0.7	COST OF SALES %	69.4	69.6	0.2	66.4	69.9
833,259	844,467	<11,208>	GROSS MARGIN	8,319,548	8,472,491	<152,943>	826,847	8,406,342
34.7	34.1	0.7	GROSS MARGIN %	30.6	30.4	0.2	33.6	30.1
0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
34.3	33.7	0.6	NET GROSS MARGIN %	30.2	30.0	0.1	33.2	29.7
16.6	15.6	1.0	ACADEMIC SUPPORT DIV	17.7	17.2	0.5	16.1	16.9
48.0	47.4	0.7	GENERAL MDSE DIVISION	48.8	49.2	<0.4>	47.6	48.9
39.9	39.4	0.5	HILLTOP SHOP	40.8	39.6	1.2	38.3	39.4
40.6	38.4	2.2	LU VALLE COMMONS STORE	31.8	31.0	0.7	38.9	30.0
49.7	51.4	<1.7>	E-COMMERCE DIVISION	51.5	51.0	0.5	51.6	50.8
34.0	33.4	0.6	HEALTH SCIENCES STORE	23.1	23.9	<0.8>	35.8	23.6
52,968	67,095	<14,127>	OTHER INCOME	856,248	828,998	27,250	95,473	852,304
886,227	911,562	<25,335>	GROSS MARGIN/OTHER	9,175,796	9,301,489	<125,693>	922,319	9,258,647
			Less: Controllable Exp					
240,197	250,770	10,573	Career Wages	1,725,132	1,781,092	55,960	249,696	1,764,471
0	0	0	Limited Appointment	5,984	2,500	<3,484>	0	2,412
156,820	155,858	<962>	Student Wages	1,135,655	1,140,000	4,345	139,720	1,056,136
397,017	406,628	9,611	TOTAL WAGES	2,866,770	2,923,592	56,822	389,417	2,823,020
16.4	16.2	<0.1>	WAGE % TO SALES	10.4	10.4	<0.0>	15.6	10.0
131,564	143,700	12,136	Employee Benefits	956,289	1,009,308	53,019	135,050	959,953
4,514	7,895	3,381	Office Supplies	66,221	66,081	<140>	11,016	82,796
4,148	13,785	9,637	Telephone	77,207	95,085	17,878	12,484	93,124
80	80	0	Telex	560	560	0	80	560
17	20	3	Postage	133	100	<33>	23	207
5,418	4,950	<468>	Trav/Trips/Conference	16,457	15,650	<807>	4,163	15,514
100	0	<100>	Membership Fees	1,900	1,925	25	0	1,900
4,626	4,150	<476>	Operating Supplies	34,370	32,450	<1,920>	4,224	32,545
10,354	14,855	4,501	Freight Out	172,787	222,905	50,118	15,762	232,299
900	900	0	Transportation	7,088	6,300	<788>	900	6,303
0	0	0	Merchandise Losses	53	0	<53>	0	614
10	0	<10>	Postage Stamp O/S	<484>	0	484	<0>	89
0	0	0	Uniforms	0	400	400	0	441
9,060	17,765	8,705	Advertising	161,562	187,539	25,977	19,572	183,316
<69,918>	<70,325>	<407>	Vendor Adv. Allowance	<80,958>	<80,550>	408	<60,500>	<68,461>
34	50	16	Direct Mail Adv.	261,049	260,350	<699>	1,402	265,116
6,233	4,970	<1,263>	Repairs & Maintenance	50,720	36,686	<14,034>	2,350	33,086
49,352	48,976	<376>	Bank Card Expense	458,313	467,465	9,152	51,307	470,871
1,657	0	<1,657>	Overs/Shorts	7,956	0	<7,956>	<3,166>	<838>
<267>	0	267	Credit Card Adjustments	2,152	0	<2,152>	<376>	6,895
0	0	0	Textbook Rental Exp	824	1,473	649	42	1,675
572	0	<572>	Rentals-Facilities	3,352	0	<3,352>	523	3,529
0	800	800	Rentals-Truck	1,437	2,400	963	122	1,727
0	0	0	Taxes & Licenses	300	300	0	0	300
10,827	13,500	2,673	Professional Services	80,665	82,229	1,564	11,924	43,831
<640>	0	640	Temp Agency Service	6,917	3,500	<3,417>	0	4,342
6	676	670	Commission Expense	14,094	18,604	4,510	0	2,801
39	75	36	Concession Expense	34,384	35,346	962	1,340	36,299
0	1	1	Alloc of Distr Cntr	0	7	7	0	0
6,190	8,537	2,347	Payment to UCLA	103,919	132,055	28,137	8,101	139,997
174,875	215,360	40,485	TOTAL OTHER CONTROL.	2,439,268	2,598,168	158,900	216,341	2,550,829
571,893	621,988	50,095	TOTAL CONTROLLABLE EXP	5,306,038	5,521,760	215,722	605,758	5,373,849
314,334	289,574	24,760	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	3,869,758	3,779,729	90,029	316,561	3,884,798
			Less: Allocated Exp					
41,375	34,228	<7,147>	Allocated Exp. -HR	258,647	257,195	<1,452>	27,877	241,176
111,932	117,384	5,452	Allocated Exp. Fin	952,332	998,938	46,606	123,203	1,070,925
62,557	62,638	81	Allocated Exp. -IS	469,019	507,050	38,031	47,846	493,958
25,619	26,170	551	Allocated Exp. Mktg	218,370	221,073	2,703	24,957	216,654
79,119	79,088	<31>	Allocated Exp Othr SA	703,362	715,241	11,879	77,683	698,404
91,708	74,624	<17,084>	Maintenance	603,501	539,649	<63,852>	69,776	555,793
21,878	33,468	11,590	Utilities	226,027	251,525	25,498	36,981	258,864
57,453	65,523	8,070	Depreciation	409,779	458,661	48,882	57,584	408,933
491,640	493,123	1,483	TOTAL ALLOCATED EXP	3,841,037	3,949,332	108,295	465,905	3,944,707
<177,306>	<203,549>	26,243	NET INCOME (LOSS)	28,721	<169,603>	198,324	<149,344>	<59,910>

UCLA RESTAURANTS
INCOME STATEMENT

FEB. 07(01/24/16-02/20/16) CURRENT MONTH				FISCAL YEAR 15-16 YTD 7 MO(07/26/15-02/20/16)			FISCAL YEAR 14-15 LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
159,359	176,705	<17,346>	CENTRAL DIVISION	911,302	1,009,731	<98,429>	163,251	928,288
253,108	237,596	15,512	NORTH CAMPUS DIVISION	1,331,689	1,252,704	78,985	226,286	1,201,212
123,985	141,267	<17,283>	SOUTH DIVISION	848,474	886,335	<37,861>	144,306	876,025
277,896	288,135	<10,239>	LU VALLE DIVISION	1,532,517	1,582,277	<49,760>	279,977	1,525,548
327,132	322,532	4,600	COOPERAGE DIVISION	1,813,977	1,815,655	<1,678>	298,861	1,651,465
213,268	314,638	<101,370>	SPECIAL EVENTS DIVISION	1,512,609	1,534,584	<21,975>	296,111	1,536,798
1,354,747	1,480,873	<126,126>	TOTAL SALES	7,950,568	8,081,286	<130,718>	1,408,791	7,719,336
436,485	502,680	66,195	Less: Cost of Sales	2,642,465	2,810,418	167,953	482,484	2,747,892
32.2	33.9	1.7	COST OF SALES %	33.2	34.8	1.5	34.3	35.6
918,261	978,193	<59,932>	GROSS MARGIN	5,308,103	5,270,868	37,235	926,308	4,971,443
67.8	66.1	1.7	GROSS MARGIN %	66.8	65.2	1.5	65.8	64.4
66.9	67.6	<0.8>	CENTRAL DIVISION	66.6	67.5	<0.8>	68.0	66.8
67.7	64.5	3.2	NORTH CAMPUS DIVISION	65.6	64.4	1.2	64.4	64.0
66.5	64.7	1.8	SOUTH DIVISION	66.5	64.4	2.2	64.2	64.0
69.7	67.9	1.8	LU VALLE DIVISION	69.6	66.9	2.7	66.6	67.3
65.6	65.0	0.7	COOPERAGE DIVISION	65.5	64.8	0.7	65.8	63.4
69.9	66.6	3.3	SPECIAL EVENTS DIVISION	67.4	63.9	3.5	65.5	62.3
212,950	229,145	<16,195>	OTHER INCOME	1,384,138	1,361,264	22,874	226,135	1,400,932
1,131,211	1,207,338	<76,127>	GROSS MARGIN/OTHER	6,692,241	6,632,132	60,109	1,152,443	6,372,376
			Less: Controllable Exp					
289,755	291,102	1,347	Career Wages	2,087,592	2,072,628	<14,964>	288,204	2,031,208
0	700	700	Limited Appointment	0	3,000	3,000	247	11,596
243,395	252,016	8,621	Student Wages	1,437,245	1,433,387	<3,858>	234,636	1,401,255
<44,103>	<43,752>	351	Labor Recharge	<282,899>	<271,090>	11,809	<43,911>	<260,174>
489,046	500,066	11,020	TOTAL WAGES	3,241,938	3,237,925	<4,013>	479,176	3,183,884
36.1	33.8	<2.3>	WAGE % TO SALES	40.8	40.1	<0.7>	34.0	41.3
170,545	171,580	1,035	Employee Benefits	1,192,818	1,189,381	<3,437>	174,829	1,135,337
1,402	1,595	193	Office Supplies	11,820	11,450	<370>	1,366	10,537
1,894	4,380	2,486	Telephone	25,671	30,665	4,995	4,015	29,560
598	1,000	402	Training Programs	8,872	11,500	2,628	500	7,985
56,039	67,116	11,077	Paper	356,685	377,339	20,654	62,606	364,354
4.1	4.5	0.4	Paper % To Sales	4.5	4.7	0.2	4.4	4.7
5,274	4,952	<322>	Cleaning Supplies	37,611	33,898	<3,713>	2,935	33,585
<9,568>	<10,700>	<1,132>	Purchasing Rebates	<67,658>	<72,800>	<5,142>	<9,043>	<70,279>
904	2,430	1,526	Replacements	24,736	18,865	<5,871>	3,354	21,791
5,311	5,732	421	Laundry	29,120	33,838	4,718	6,290	35,744
2,747	1,065	<1,682>	Uniforms	14,442	8,145	<6,297>	1,021	5,884
1,574	2,255	681	Advertising	26,617	50,725	24,108	2,517	45,968
0	100	100	Menu Development	0	700	700	0	0
0	19	19	Dorm Coupons Expense	3	91	88	0	3
5,731	5,344	<387>	Repairs & Maintenance	65,223	37,967	<27,256>	8,664	70,506
45,501	53,477	7,976	Bank Card Expense	260,552	280,063	19,511	46,085	253,114
2,264	2,015	<249>	Sales Tax Expense	12,455	11,436	<1,019>	1,975	11,309
2,355	1,178	<1,177>	Overs/Shorts	11,028	7,149	<3,879>	900	12,397
0	0	0	Credit Card Adjustments	98	0	<98>	5	70
400	0	<400>	Rentals	4,145	3,200	<945>	355	3,446
0	425	425	Rentals-Truck	1,822	2,875	1,053	468	2,705
0	600	600	Taxes & Licenses	431	675	245	511	586
0	0	0	Professional Services	600	650	50	0	600
0	0	0	Temp Agency Service	6,556	1,000	<5,556>	0	2,781
35,491	38,564	3,073	Commission Expense	162,094	175,592	13,498	37,563	160,067
328,463	353,127	24,664	TOTAL OTHER CONTROL.	2,185,739	2,214,404	28,665	346,916	2,138,050
817,509	853,193	35,684	TOTAL CONTROLLABLE EXP	5,427,678	5,452,329	24,651	826,092	5,321,934
			GROSS CONTRIBUTION TO					
313,702	354,145	<40,443>	SVCS AND ENTERPRISES	1,264,564	1,179,803	84,761	326,351	1,050,441
			Less: Allocated Exp					
50,965	42,093	<8,872>	Allocated Exp. -HR	293,944	284,295	<9,649>	34,302	271,061
70,701	77,965	7,264	Allocated Exp. Fin	343,087	348,480	5,393	77,824	352,470
39,514	41,604	2,090	Allocated Exp. -IS	171,733	177,867	6,134	30,223	155,316
16,182	17,382	1,200	Allocated Exp. Mktg	78,583	77,383	<1,200>	15,764	71,172
49,975	52,529	2,554	Allocated Exp Othr SA	251,357	247,829	<3,528>	49,070	225,829
77,310	60,566	<16,744>	Maintenance	508,749	437,985	<70,764>	58,821	468,532
18,443	27,158	8,715	Utilities	190,540	204,102	13,562	31,174	218,222
87,327	95,779	8,452	Depreciation	632,395	670,453	38,058	87,000	686,594
410,416	415,076	4,660	TOTAL ALLOCATED EXP	2,470,388	2,448,394	<21,994>	384,178	2,449,195
<96,714>	<60,931>	<35,783>	NET INCOME (LOSS)	<1,205,824>	<1,268,591>	62,767	<57,828>	<1,398,753>
384,247	398,959	<14,712>	TOTAL CUSTOMER COUNT	2,210,420	2,254,786	<44,366>	404,150	2,243,556
129,016	133,181	<4,165>	3RD PARTY CUST COUNT	771,576	785,610	<14,034>	135,803	793,007
255,231	265,778	<10,547>	ASUCLA CUSTOMER COUNT	1,438,844	1,469,176	<30,332>	268,347	1,450,549
6.09	6.01	0.08	TOTAL AVERAGE CHECK	6.05	5.88	0.17	5.70	5.67
7.80	7.45	0.35	3RD PARTY AVG CHECK	7.65	7.41	0.24	7.39	6.40
5.23	5.29	<0.06>	ASUCLA AVERAGE CHECK	5.19	5.06	0.13	4.84	4.76
30,048	30,512	464	EMPLOYEE HOURS	193,579	196,265	2,686	32,467	202,251
45.09	49.52	<4.43>	SALES/LABOR HOUR	41.07	41.32	<0.25>	43.39	38.17

SERVICES DIVISION
INCOME STATEMENT

ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD

<table>
<tr><th colspan="3">FEB. 07(01/24/16-02/20/16)</th><th></th><th colspan="3">FISCAL YEAR 15-16</th><th colspan="2">FISCAL YEAR 14-15</th></tr>
<tr><th colspan="3">CURRENT MONTH</th><th></th><th colspan="3">YTD 7 MO(07/26/15-02/20/16)</th><th colspan="2">LAST YEAR ACTUAL</th></tr>
<tr><th>ACTUAL</th><th>BUDGET</th><th>VARIANCE</th><th></th><th>ACTUAL</th><th>BUDGET</th><th>VARIANCE</th><th>MONTH</th><th>YTD</th></tr>
<tr><td>12,596</td><td>13,000</td><td><404></td><td>PHOTOGRAPHY</td><td>75,264</td><td>97,500</td><td><22,236></td><td>7,772</td><td>90,446</td></tr>
<tr><td>12,596</td><td>13,000</td><td><404></td><td>TOTAL SALES</td><td>75,264</td><td>97,500</td><td><22,236></td><td>7,772</td><td>90,446</td></tr>
<tr><td>145</td><td>300</td><td>155</td><td>Less: Cost of Sales</td><td>1,920</td><td>2,250</td><td>330</td><td>9</td><td>2,777</td></tr>
<tr><td>12,451</td><td>12,700</td><td><249></td><td>GROSS MARGIN</td><td>73,344</td><td>95,250</td><td><21,906></td><td>7,763</td><td>87,669</td></tr>
<tr><td>98.9</td><td>97.7</td><td>1.2</td><td>GROSS MARGIN %</td><td>97.5</td><td>97.7</td><td><0.2></td><td>99.9</td><td>96.9</td></tr>
<tr><td>98.9</td><td>97.7</td><td>1.2</td><td>PHOTOGRAPHY</td><td>97.5</td><td>97.7</td><td><0.2></td><td>99.9</td><td>96.9</td></tr>
<tr><td>121,082</td><td>113,730</td><td>7,352</td><td>TRADEMARKS AND LICENSING</td><td>1,479,568</td><td>1,561,568</td><td><82,000></td><td>163,365</td><td>1,518,879</td></tr>
<tr><td>97,092</td><td>108,368</td><td><11,276></td><td>LEASED OPS</td><td>682,619</td><td>710,959</td><td><28,340></td><td>104,137</td><td>676,711</td></tr>
<tr><td>218,174</td><td>222,098</td><td><3,924></td><td>OTHER INCOME</td><td>2,162,187</td><td>2,272,527</td><td><110,340></td><td>267,502</td><td>2,195,589</td></tr>
<tr><td>230,624</td><td>234,798</td><td><4,174></td><td>GROSS MARGIN/OTHER</td><td>2,235,531</td><td>2,367,777</td><td><132,246></td><td>275,265</td><td>2,283,258</td></tr>
<tr><td></td><td></td><td></td><td>Less: Controllable Exp</td><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td>34,472</td><td>34,800</td><td>328</td><td>Career Wages</td><td>249,253</td><td>243,600</td><td><5,653></td><td>33,619</td><td>236,981</td></tr>
<tr><td>185</td><td>900</td><td>715</td><td>Student Wages</td><td>1,221</td><td>5,475</td><td>4,254</td><td>438</td><td>3,368</td></tr>
<tr><td>34,657</td><td>35,700</td><td>1,043</td><td>TOTAL WAGES</td><td>250,474</td><td>249,075</td><td><1,399></td><td>34,057</td><td>240,349</td></tr>
<tr><td>275.1</td><td>274.6</td><td><0.5></td><td>WAGE % TO SALES</td><td>332.8</td><td>255.5</td><td><77.3></td><td>438.2</td><td>265.7</td></tr>
<tr><td>17,289</td><td>18,813</td><td>1,524</td><td>Employee Benefits</td><td>124,744</td><td>130,401</td><td>5,657</td><td>16,383</td><td>116,939</td></tr>
<tr><td>73</td><td>1,250</td><td>1,177</td><td>Office Supplies</td><td>2,588</td><td>5,450</td><td>2,862</td><td>783</td><td>4,478</td></tr>
<tr><td>290</td><td>700</td><td>410</td><td>Telephone</td><td>4,854</td><td>4,909</td><td>55</td><td>701</td><td>4,664</td></tr>
<tr><td>0</td><td>105</td><td>105</td><td>Postage</td><td>57</td><td>735</td><td>678</td><td>156</td><td>643</td></tr>
<tr><td>45</td><td>50</td><td>5</td><td>Trav/Trips/Conference</td><td>7,168</td><td>13,350</td><td>6,182</td><td><0></td><td>16,443</td></tr>
<tr><td>0</td><td>0</td><td>0</td><td>Enforcement</td><td>7,499</td><td>7,500</td><td>1</td><td>0</td><td>7,818</td></tr>
<tr><td>0</td><td>0</td><td>0</td><td>Enforcement Adv.</td><td>0</td><td>0</td><td>0</td><td>0</td><td>500</td></tr>
<tr><td>0</td><td>3,550</td><td>3,550</td><td>Business Promotion</td><td>8,892</td><td>20,850</td><td>11,958</td><td>3,249</td><td>22,369</td></tr>
<tr><td>0</td><td>100</td><td>100</td><td>Repairs & Maintenance</td><td>816</td><td>700</td><td><116></td><td>0</td><td>520</td></tr>
<tr><td>2,083</td><td>2,583</td><td>500</td><td>Professional Services</td><td>15,052</td><td>17,481</td><td>2,429</td><td>2,083</td><td>14,581</td></tr>
<tr><td>5,942</td><td>250</td><td><5,692></td><td>Legal</td><td>10,939</td><td>1,750</td><td><9,189></td><td>1,150</td><td>3,350</td></tr>
<tr><td>2,411</td><td>3,800</td><td>1,389</td><td>Trademark</td><td>23,728</td><td>26,600</td><td>2,872</td><td>2,842</td><td>31,284</td></tr>
<tr><td>12,071</td><td>10,125</td><td><1,946></td><td>Intern'l Agnt Fee/Tax</td><td>130,406</td><td>129,580</td><td><826></td><td>0</td><td>147,025</td></tr>
<tr><td>8,652</td><td>7,039</td><td><1,613></td><td>Domestic Agency Fee</td><td>114,704</td><td>113,572</td><td><1,132></td><td>15,353</td><td>98,615</td></tr>
<tr><td>31,168</td><td>23,961</td><td><7,207></td><td>Payment to UCLA</td><td>456,833</td><td>452,895</td><td><3,938></td><td>63,384</td><td>389,341</td></tr>
<tr><td>80,024</td><td>72,326</td><td><7,698></td><td>TOTAL OTHER CONTROL.</td><td>908,279</td><td>925,773</td><td>17,494</td><td>106,084</td><td>858,572</td></tr>
<tr><td>114,681</td><td>108,026</td><td><6,655></td><td>TOTAL CONTROLLABLE EXP</td><td>1,158,753</td><td>1,174,848</td><td>16,095</td><td>140,141</td><td>1,098,920</td></tr>
<tr><td>115,943</td><td>126,772</td><td><10,829></td><td>GROSS CONTRIBUTION TO SVCS AND ENTERPRISES</td><td>1,076,778</td><td>1,192,929</td><td><116,151></td><td>135,124</td><td>1,184,338</td></tr>
<tr><td></td><td></td><td></td><td>Less: Allocated Exp</td><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td>3,612</td><td>3,005</td><td><607></td><td>Allocated Exp. -HR</td><td>22,778</td><td>21,948</td><td><830></td><td>2,438</td><td>20,562</td></tr>
<tr><td>10,021</td><td>10,336</td><td>315</td><td>Allocated Exp. Fin</td><td>75,181</td><td>82,547</td><td>7,366</td><td>12,669</td><td>82,280</td></tr>
<tr><td>5,817</td><td>5,720</td><td><97></td><td>Allocated Exp. -IS</td><td>38,615</td><td>43,475</td><td>4,860</td><td>5,089</td><td>38,383</td></tr>
<tr><td>2,382</td><td>2,390</td><td>8</td><td>Allocated Exp. Mktg</td><td>17,912</td><td>18,968</td><td>1,056</td><td>2,654</td><td>17,184</td></tr>
<tr><td>7,356</td><td>7,222</td><td><134></td><td>Allocated Exp Othr SA</td><td>57,099</td><td>61,133</td><td>4,034</td><td>8,262</td><td>55,018</td></tr>
<tr><td>16,267</td><td>28,166</td><td>11,899</td><td>Maintenance</td><td>107,050</td><td>203,692</td><td>96,642</td><td>12,377</td><td>98,588</td></tr>
<tr><td>3,881</td><td>12,640</td><td>8,759</td><td>Utilities</td><td>40,093</td><td>94,992</td><td>54,899</td><td>6,560</td><td>45,918</td></tr>
<tr><td>6,035</td><td>6,361</td><td>326</td><td>Depreciation</td><td>42,615</td><td>44,527</td><td>1,912</td><td>6,052</td><td>43,453</td></tr>
<tr><td>55,371</td><td>75,840</td><td>20,469</td><td>TOTAL ALLOCATED EXP</td><td>401,343</td><td>571,282</td><td>169,939</td><td>56,100</td><td>401,385</td></tr>
<tr><td>60,572</td><td>50,932</td><td>9,640</td><td>NET INCOME (LOSS)</td><td>675,434</td><td>621,647</td><td>53,787</td><td>79,024</td><td>782,952</td></tr>
</table>

	CURRENT MONTH				YTD 7 MO(07/26/15-02/20/16)			LAST YEAR ACTUAL	
	FEB. 07(01/24/16-02/20/16)				FISCAL YEAR 15-16			FISCAL YEAR 14-15	
ACTUAL	BUDGET	VARIANCE			ACTUAL	BUDGET	VARIANCE	MONTH	YTD
27,851	24,235	3,616	EVENT SERVICES OFFICE		282,450	325,870	<43,420>	21,205	285,058
0	50	<50>	STUDENT UNION OPERATIONS		0	466	<466>	0	32
0	0	0	RECREATION & GAMES		0	0	0	0	5
46,251	47,260	<1,009>	AU POST OFFICE		278,560	329,819	<51,259>	50,817	353,194
74,103	71,545	2,558	TOTAL SALES		561,010	656,155	<95,145>	72,022	638,289
45,155	46,220	1,065	AU Post Office Cost		272,435	322,563	50,128	49,730	347,530
10,324	3,554	<6,770>	Facilities Costs		53,772	54,906	1,134	3,907	45,226
0	0	0	Cost of Sales GM RM		0	0	0	0	0
55,479	49,774	<5,705>	Less: Cost of Sales		326,207	377,469	51,262	53,636	392,756
74.9	69.6	<5.3>	COST OF SALES %		58.2	57.5	<0.6>	74.5	61.5
18,623	21,771	<3,148>	GROSS MARGIN		234,803	278,686	<43,883>	18,386	245,533
25.1	30.4	<5.3>	GROSS MARGIN %		41.9	42.5	<0.6>	25.5	38.5
62.9	85.3	<22.4>	EVENT SERVICES OFFICE		81.0	83.2	<2.2>	81.6	84.1
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	2.1	1.6
15,425	28,903	<13,478>	STUDENT UNION OPS		90,176	109,259	<19,083>	29,869	102,185
8,052	8,320	<268>	AU POST OFFICE		48,411	58,062	<9,651>	8,991	63,178
23,477	37,223	<13,746>	OTHER INCOME		138,587	167,321	<28,734>	38,861	165,364
42,100	58,994	<16,894>	GROSS MARGIN/OTHER		373,390	446,007	<72,617>	57,246	410,897
			Less: Controllable Exp						
25,788	30,859	5,071	Career Wages		205,468	216,013	10,545	30,369	205,863
17,538	20,411	2,873	Student Wages		116,312	124,745	8,433	23,190	115,001
43,326	51,270	7,944	TOTAL WAGES		321,780	340,758	18,978	53,560	320,863
58.5	71.7	13.2	WAGE % TO SALES		57.4	51.9	<5.4>	74.4	50.3
14,094	16,236	2,142	Employee Benefits		110,726	111,689	963	15,982	111,061
434	753	319	Office Supplies		8,097	9,323	1,226	459	5,445
1,148	3,310	2,162	Telephone		18,884	22,905	4,021	3,105	23,026
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>	0	2,832
4,067	4,067	0	Student Comm Art		4,961	4,995	34	4,568	5,264
1,459	0	<1,459>	Training Programs		4,435	5,108	673	0	5,676
1,503	89	<1,414>	Annual ASUCLA Events		24,359	21,023	<3,336>	676	21,627
10,838	16,800	5,962	Student Event Exp		52,847	57,482	4,635	12,081	59,560
0	139	139	Operating Supplies		89	973	884	0	837
0	0	0	Uniforms		1,400	2,000	600	0	0
215	90	<125>	Advertising		569	844	275	7	1,749
590	601	11	Business Promotion		3,651	4,177	526	498	3,541
1,113	500	<613>	Repairs & Maintenance		9,490	8,766	<724>	588	11,575
1,129	1,111	<18>	Bank Card Expense		6,555	7,750	1,195	1,221	8,072
151	28	<123>	Overs/Shorts		1,910	197	<1,713>	241	1,412
0	0	0	Commission Expense		575	0	<575>	0	0
0	0	0	Student Support Svcs		3,206	2,629	<577>	0	2,791
15,417	15,417	0	Interaction Fund		107,917	107,919	2	15,417	107,917
15,248	14,500	<748>	STUDENT UNION EVENT F		60,736	72,500	11,764	16,019	64,782
67,408	73,641	6,233	TOTAL OTHER CONTROL.		423,688	443,704	20,016	70,862	440,420
110,734	124,911	14,177	TOTAL CONTROLLABLE EXP		745,468	784,462	38,994	124,422	761,283
<68,634>	<65,917>	<2,717>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES		<372,078>	<338,455>	<33,623>	<67,176>	<350,386>
			Less: Allocated Exp						
4,516	3,835	<681>	Allocated Exp. -HR		29,020	28,109	<911>	3,835	27,292
4,237	5,607	1,370	Allocated Exp. Fin		24,544	31,590	7,046	5,103	29,994
2,459	3,103	644	Allocated Exp. -IS		12,697	16,711	4,014	2,050	14,013
1,007	1,296	289	Allocated Exp. Mktg		5,843	7,251	1,408	1,069	6,254
3,111	3,917	806	Allocated Exp Othr SA		18,635	23,389	4,754	3,328	20,028
48,328	39,056	<9,272>	Maintenance		318,033	282,439	<35,594>	36,771	292,892
11,529	17,514	5,985	Utilities		119,112	131,637	12,525	19,488	136,416
10,436	14,398	3,962	Depreciation		87,677	100,786	13,109	12,259	87,665
85,624	88,726	3,102	TOTAL ALLOCATED EXP		615,561	621,912	6,351	83,903	614,555
<154,258>	<154,643>	385	NET INCOME (LOSS)		<987,638>	<960,367>	<27,271>	<151,079>	<964,941>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

FEB. 07(01/24/16-02/20/16) CURRENT MONTH				FISCAL YEAR 15-16 YTD 7 MO(07/26/15-02/20/16)			FISCAL YEAR 14-15 LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
311,907	299,402	<12,505>	Career Wages	2,094,577	2,137,508	42,931	307,137	2,168,515
0	300	300	Limited Appointment	0	3,100	3,100	592	19,635
33,873	35,653	1,780	Student Wages	224,464	235,793	11,329	29,016	213,405
345,780	335,355	<10,425>	TOTAL WAGES	2,319,040	2,376,401	57,361	336,745	2,401,555
7.9	7.3	<0.7>	WAGE % TO TOTAL SALES	5.7	5.7	0.0	7.3	5.8
0	0	0	Emp Awards, Profess.	11,859	12,000	142	0	11,156
2,000	0	<2,000>	Emp Awards, Students	6,000	4,000	<2,000>	0	4,000
150,625	144,222	<6,403>	Employee Benefits	1,020,263	1,014,536	<5,727>	140,182	1,000,363
7,899	8,422	523	Office Supplies	52,794	57,253	4,459	4,761	51,114
4,124	9,921	5,797	Telephone	53,291	68,258	14,967	8,125	61,691
603	1,216	613	Postage	5,172	7,010	1,838	885	6,094
369	2,226	1,857	Trav/Trips/Conference	4,133	15,588	11,455	7	2,479
19	20	1	Expense Allowance	57	140	83	0	39
233	586	353	Employee Relations	8,510	9,058	548	456	11,690
0	52	52	Tuition Assistance	0	364	364	0	0
0	0	0	Training Programs	0	0	0	0	25
399	892	493	Fingerprinting	2,741	4,599	1,858	1,430	5,029
293	442	150	Recruitment	4,861	3,759	<1,102>	188	1,632
250	205	<45>	Operating Supplies	1,224	2,728	1,504	63	2,512
0	350	350	Uniforms	2,376	2,450	74	276	2,259
<200>	<400>	<200>	Security Expense	<2,597>	<2,800>	<203>	<49>	<1,308>
286	52	<234>	Security Equipment	670	358	<312>	0	498
2,997	2,750	<247>	Alarm Monitoring	19,114	19,250	136	2,860	16,409
1,230	1,425	195	Advertising	8,698	9,730	1,032	1,790	10,599
1,500	1,500	0	Benefits U Adv	10,500	10,500	0	2,100	14,700
4,462	6,026	1,564	Repairs & Maintenance	40,383	44,439	4,056	5,858	33,577
3,404	1,564	<1,840>	Repair-Mtce Computer	6,607	10,948	4,341	<4,801>	4,226
17,316	12,433	<4,883>	Repairs & Mtce-Equip	86,582	87,031	449	9,797	72,537
0	41	41	Printing	218	470	252	0	0
3,249	4,749	1,500	Bruin One Card Exp	33,331	34,831	1,500	9,100	63,919
<2>	40	42	Overs/Shorts	<37>	280	317	0	<15>
14,303	17,700	3,397	Insurance Expense	100,123	123,900	23,777	16,081	112,567
4,569	3,841	<728>	Professional Services	36,995	28,919	<8,076>	2,568	23,322
1,178	1,383	205	Legal	9,473	9,675	202	1,424	6,702
9,906	10,558	652	External Audit	70,629	73,903	3,274	8,242	70,743
1,133	1,500	368	Temp Agency Service	10,914	7,000	<3,914>	1,412	6,956
8,912	10,044	1,132	Internal Audit	63,914	69,264	5,350	9,583	67,083
0	0	0	Tax Consulting	3,620	3,620	0	0	3,448
7,625	12,000	4,375	PROFESSIONAL FEES PCI	24,576	29,000	4,424	0	22,000
11,756	12,000	244	Board of Directors	90,124	91,600	1,476	13,671	87,533
10	100	90	Special Projects	6,674	3,800	<2,874>	240	3,508
4,698	5,531	833	Misc. Bank Charges	27,325	28,410	1,085	3,173	22,474
3,249	3,600	351	Armored Carrier Expense	22,688	24,100	1,412	3,000	21,569
7,635	7,864	229	UCOP Payroll Services	53,445	55,048	1,603	6,980	52,353
13,401	14,374	973	UCLA Recharge Expense	93,807	102,170	8,363	13,955	97,668
1,050	1,500	450	Special Events	23,449	25,600	2,151	483	19,287
290,479	300,729	10,250	TOTAL OTHER CONTROL.	2,014,503	2,092,789	78,286	263,838	1,992,440
636,259	636,084	<175>	TOTAL CONTROLLABLE EXP	4,333,544	4,469,190	135,646	600,583	4,393,995
			Less: Allocated Exp					
19,742	16,860	<2,882>	Maintenance	129,915	121,922	<7,993>	15,021	119,645
4,710	7,561	2,851	Utilities	48,657	56,821	8,164	7,961	55,726
10,310	12,193	1,883	Depreciation	80,528	85,351	4,823	9,438	83,406
34,761	36,614	1,853	TOTAL ALLOCATED EXP	259,100	264,094	4,994	32,420	258,777
671,020	672,698	1,678	NET EXPENSE	4,592,644	4,733,284	140,640	633,002	4,652,772
<592,456>	<597,510>	<5,054>	Allocated-Svs and Ent	<4,042,757>	<4,170,462>	<127,705>	<555,244>	<4,107,971>
<31,892>	<31,892>	0	Allocated-USAC	<216,985>	<216,985>	0	<29,813>	<208,642>
<3,412>	<3,412>	0	Allocated-GSA	<21,199>	<21,199>	0	<3,174>	<20,839>
<43,261>	<39,884>	3,377	Allocated-Comm Board	<311,703>	<324,638>	<12,935>	<44,771>	<315,320>
<671,020>	<672,698>	<1,678>	TOTAL OTHER	<4,592,644>	<4,733,284>	<140,640>	<633,002>	<4,652,772>
0	0	0	TOTAL EXPENSE	0	0	0	0	0

MAINTENANCE DIVISION
EXPENSE STATEMENT

FEB. 07(01/24/16-02/20/16) CURRENT MONTH				FISCAL YEAR 15-16 YTD 7 MO(07/26/15-02/20/16)			FISCAL YEAR 14-15 LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
106,630	105,867	<763>	Career Wages	783,521	796,103	12,582	98,785	777,195
2,991	2,198	<793>	Limited Appointment	21,060	9,891	<11,169>	2,749	31,276
0	718	718	Student Wages	209	6,208	5,999	856	5,149
<559>	<610>	<51>	Labor Recharge	<6,336>	<4,350>	1,986	<825>	<4,825>
<6,562>	<5,389>	1,173	Billed Labor Costs	<47,038>	<38,736>	8,302	<6,063>	<38,936>
0	<6,300>	<6,300>	Capitalized Wages	<7,040>	<44,100>	<37,060>	<3,710>	<36,545>
102,500	96,484	<6,016>	TOTAL WAGES	744,376	725,016	<19,360>	91,791	733,314
68,059	71,596	3,537	Employee Benefits	495,315	502,987	7,672	63,162	470,562
3	153	150	Office Supplies	692	1,016	324	42	956
370	678	308	Telephone	4,357	4,740	383	716	5,025
0	400	400	Trav/Trips/Conference	286	2,000	1,714	147	579
5,002	5,001	<1>	Paper	33,735	35,006	1,271	4,108	33,338
4,415	5,309	894	Cleaning Supplies	36,207	38,486	2,279	4,117	32,159
1,360	1,467	107	Replacements	6,936	8,385	1,449	1,220	9,581
433	1,366	933	Laundry	3,367	4,409	1,042	1,326	3,736
58,320	18,400	<39,920>	Repairs & Maintenance	229,665	136,700	<92,965>	8,171	136,254
3,950	2,725	<1,225>	Repairs & Mtce-Elevator	31,459	21,865	<9,594>	1,127	16,910
0	175	175	Repairs & Mtce-Equip	232	700	468	0	0
448	900	452	Painting Program	1,861	6,300	4,439	342	1,758
0	250	250	Incidental Proj Exp	0	1,750	1,750	786	3,666
878	3,495	2,617	Air Conditioning-Maint	30,079	24,465	<5,614>	7,121	28,367
7,604	7,239	<365>	Rub Remvl/Hauling	46,089	48,356	2,268	7,376	47,195
2,974	3,428	454	Rodent & Pest Control	27,457	23,996	<3,461>	4,384	28,436
1,050	780	<270>	Rentals-Truck	7,923	5,460	<2,463>	<28>	4,424
154,865	123,362	<31,503>	TOTAL OTHER CONTROL.	955,660	866,621	<89,039>	104,118	822,947
257,365	219,846	<37,519>	TOTAL CONTROLLABLE EXP	1,700,035	1,591,637	<108,398>	195,908	1,556,260
			Less: Allocated Exp					
15,598	16,946	1,348	Depreciation	100,324	118,622	18,298	13,464	102,691
15,598	16,946	1,348	TOTAL ALLOCATED EXP	100,324	118,622	18,298	13,464	102,691
272,963	236,792	<36,171>	NET EXPENSE	1,800,359	1,710,259	<90,100>	209,372	1,658,952
<233,613>	<202,412>	31,201	Allocated-Svs and Ent	<1,537,333>	<1,463,765>	73,568	<177,744>	<1,415,805>
<6,994>	<6,994>	0	Allocated-USAC	<48,958>	<48,958>	0	<6,535>	<45,745>
<2,743>	<2,743>	0	Allocated-GSA	<19,195>	<19,195>	0	<2,562>	<17,934>
<9,871>	<7,783>	2,088	Allocated-Comm Board	<64,958>	<56,419>	8,539	<7,510>	<59,823>
<19,742>	<16,860>	2,882	Allocated-A & SS	<129,915>	<121,922>	7,993	<15,021>	<119,645>
<272,963>	<236,792>	36,171	TOTAL OTHER	<1,800,359>	<1,710,259>	90,100	<209,372>	<1,658,952>
<0>	0	0	TOTAL EXPENSE	<0>	0	0	0	0

UTILITIES
EXPENSE STATEMENT

FEB. 07(01/24/16-02/20/16) CURRENT MONTH				FISCAL YEAR 15-16 YTD 7 MO(07/26/15-02/20/16)			FISCAL YEAR 14-15 LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
6,178	12,719	6,541	Chiller Water	109,276	170,852	61,576	13,313	156,452
41,477	65,878	24,401	Elec-Non Air Cond.	434,494	456,665	22,171	63,553	450,560
7,175	10,710	3,535	Water-Non Air Cond.	67,496	73,845	6,349	12,451	69,202
9,013	12,434	3,421	Steam-Non Air Cond.	43,233	64,665	21,432	17,653	75,964
2,211	3,613	1,402	Gas	18,625	24,074	5,449	3,744	22,821
1,550	1,551	1	Energy Management	9,303	10,857	1,554	0	0
67,604	106,905	39,301	TOTAL OTHER CONTROL.	682,427	800,958	118,531	110,714	774,999
67,604	106,905	39,301	TOTAL CONTROLLABLE EXP	682,427	800,958	118,531	110,714	774,999
<55,730>	<90,780>	<35,050>	Allocated-Svs and Ent	<575,772>	<682,255>	<106,483>	<94,203>	<659,420>
<3,455>	<3,455>	0	Allocated-USAC	<24,185>	<24,185>	0	<3,283>	<22,981>
<1,355>	<1,355>	0	Allocated-GSA	<9,485>	<9,485>	0	<1,287>	<9,009>
<2,355>	<3,754>	<1,399>	Allocated-Comm Board	<24,328>	<28,212>	<3,884>	<3,980>	<27,863>
<4,710>	<7,561>	<2,851>	Allocated-A & SS	<48,657>	<56,821>	<8,164>	<7,961>	<55,726>
<67,604>	<106,905>	<39,301>	TOTAL OTHER	<682,427>	<800,958>	<118,531>	<110,714>	<774,999>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	<0>