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

1.462 2.575 (93) (3.8%) (106) (4.1%) 2.588 UCA Store UCA Store <t< th=""><th></th><th>4-15</th><th>FY 14</th><th></th><th></th><th>0/16)</th><th>24/16 - 02/2</th><th></th><th>FEBF</th><th></th><th></th></t<>		4-15	FY 14			0/16)	24/16 - 02/2		FEBF		
S % GROSS INCOME UCA Store					NCE	VADIA			BUD		ACT
* S % S % S % S % S % S % S % S % S % S % SROSE INCOME ULA Store U			LAGITE	Y ACT	-		ACT/		000		ACT
2.422 2.575 (93) 6.8% (100) (4.1%) 2.588 UCA Store : 231 235 (142) (8.3%) (167) (141%) 1.635 UCA Store : UCA Store : UCA Store : : UCA Store : : UCA Store : UCA Store : : UCA Store : : : UCA Store : <th></th> <th>%</th> <th>\$</th> <th>-</th> <th></th> <th>-</th> <th></th> <th>%</th> <th>\$</th> <th>%</th> <th>\$</th>		%	\$	-		-		%	\$	%	\$
4.42 2.575 (93) 6.8%) (100) (4.1%) 2.588 UCA Store 1 231 235 (14) (1.7%) (44) (1.7%) (14) (1.1%) (15) (15) UCA Store UCA Store UCA Store 341 235 (14) (1.7%) (13) (13) (15) UCA Store UCA Store 3373 - 4.623 (220) (5.4%) (230) (5.0%) 4.609 - TOTAL CASS MARGIN 3373 - 4.623 (17) (11.2) (15) (21) 10.1 922 35.6% (UA Store UA Store 213 100.0% (4) 0.0 (21) 66.4 40.4% UA Store UA Store 220 52.3% 2.413 521.4% (12) 0.2 (11) 0.1 524 2.20% UA Store UA Store 52 2.1.% 55 3.3.% 1 0.2 (14) 1.29%	GROSS INCOME										
1.568 1.710 (142) (6.3%) (67) (4.1%) 1.635 UCAR Restaurants 98 109 (11) (10.1%) (11) (11.7%) 111 UCAR Student Union 2 1377 4.629 (250) (5.4%) (230) (5.0%) 4.609 TOTAL CAR Student Union 131 72.1% 1.207 70.5% (76) 1.5 (23) (25) 5.7% 51.4% UCA Student Union 231 100.0% 235 100.0% (11) (112) (15) (8.5) 57 51.4% UCA Student Union 242 42.9% 550 21.4% (21) 0.1 246 52.2% TOTAL TOTAL 252 21.3% 550 21.4% 21 0.1 (55) (11) 554 40.0% UCA Student Union 266 42.3% 650 23.4% 3 0.9 2 4.43 70 UCA Student Union UCA Student Union 27 52.2% 55 24.4% 12 0.43 70 4.43	UCLA Store		2,588	(4.1%)	(106)	(3.6%)	(93)		2,575		2,482
98 109 (11) (10,1%) (11) UCAS Sudent Union 1379 4,629 (250) (5.4%) (230) (5.9%) 4,609 TOTAL 886 35.7% 912 55.4% (260) (5.4%) (230) (5.9%) 4,609 TOTAL 231 100.0% 235 100.0% (24) (15) 1.15 1.152 70.5% UCA Store 24 42.9% 59 54.1% (17) (112) (15) (16) 52.2% TOTAL VCAS Store 220 52.3% 52.41% (12) 0.2 (110) 0.1 2.406 52.2% TOTAL VCAS Store 220 52.3% 550 21.4% 521 0.1 (24) 53 70 85.1% UCA Restaurants 52 22.5% 56 2.4% 11 4.2 13 4.3 70 68.1% UCA Restaurants UCA Restaurants UCA Restaurants 56.1% UCA Restaurants	UCLA Restaurants		1,635		(67)				1,710		1,568
1379 4.629 (250) (5.4%) (230) (5.0%) 4.609 TOTAL 8 5.7% 912 35.4% (250) (3.3) (36) 0.1 922 35.6% (UCA Store 131 72.1% 1.207 70.6% (76) 1.5 (21) 1.6 1.152 70.6% UCA Store 231 100.0% 253 50.0% (17) (11.2) (15) (8.5) 57 51.4% UCA Store 220 52.3% 24.13 52.1% (123) 0.2 (116) 0.1 2.406 52.2% TOTAL 52 25.3% 55.0 21.4% 67 23.3% 1.2 (2.8) (6) (2.1) 654 40.0% UCA Store UC	Services Division		275	(16.0%)	(44)	(1.7%)	(4)		235		231
B86 S.7% 912 S.4% (26) 0.3 (36) 0.1 922 S.5% GROSS MARGIN 231 100.0% 235 100.0% (4) 0.0 (44) 0.0 275 100.0% Services Division 231 100.0% 235 100.0% (4) 0.0 (44) 0.0 22.65 52.75 100.0% Services Division 220 52.3% 2.413 52.1% (12) 0.2 (110) 0.1 2.466 52.2% 107.4 7 529 21.3% 550 21.4% 21 0.1 (5) (1.1) 524 20.2% UCIA Student Union 52 22.5% 55 53.3% 12 (2.8) (6) (2.1) 65.4 40.0% UCIA Student Union 1298 29.6% 1.345 29.1% 47 (0.5) 0 (1.4) 1.298 28.2% TOTAL 1298 29.6% 1.345 29.1% 47	UCLA Student Union		111	(11.7%)	(13)	(10.1%)	(11)		109		
886 35.7% 912 35.4% (26) 0.3 (36) 0.1 922 35.6% UCA Store 1.131 72.1% 1.207 70.6% (76) 1.5 (21) 1.6 1.52 70.5% (02.A Restaurants 231 100.0% 235 100.0% (41) 0.0 (44) 0.0 5.7 51.4% UCA Restaurants 230 52.3% 2.413 52.1% (123) 0.2 (116) 0.1 2.406 52.2% TOTAL TOTAL 220 52.3% 55 23.4% 3 0.9 (2) (4.3) 56 12.2% Evices Division 52 22.5% 68 62.4% 11 4.2 13 4.9 70 63.1% UCA Store 10.4 10.8% 28.4% 10.1% 12.88 Services Division 10.1% 12.88 28.1% 10.1% 12.89 28.2% 10.1 38 1.4 13.1% UCA Student Union 10.4 12.89 28.2% 10.1 31.4 13.1% UCA Student Union 10.4	TOTAL		4,609	(5.0%)	(230)	(5.4%)	(250)		4,629		4,379
1.33 72.1% 1.207 70.6% (76) 1.5 (21) 1.6 1.152 70.5% UCA Restaurants 231 100.0% 253 100.0% (4) 0.0 275 100.0% Services Division 230 52.3% 2.413 52.1% (12) 0.2 (16) 0.1 2.406 52.2% TOTAL TOTAL 230 52.3% 2.413 52.1% (12) (15) (11) 52 40.0% UCA Store 52 25.3% 52.3% 12 (2.8) (6) (2.1) 654 40.0% UCA Store 52 25.2% 68 62.4% 11 4.2 13 4.9 70 63.1% UCA Store 1288 29.5% 1.345 29.1% 47 (0.5) 0 (14) 1.288 28.2% TOTAL TOTAL 128 29.5% 1.34 29 1.1 38 1.4 81 3.1% UCA Store 138 10.1% 122 28.3% 29 1.1 38	GROSS MARGIN			Pts.		Pts.					
231 100.0% 225 100.0% 541.% (11) (11,2) (15) (8,5) 57 100.0% Services Division 242 42.9% 53 541.% (12) 0.2 (16) 0.1 2.406 52.2% UCA Student Union 259 2.3% 2.413 52.1% (12) 0.2 (16) 0.1 2.406 52.2% UCA Student Union 529 21.3% 550 21.4% 21 0.1 (5) (11) 524 20.2% UCA Student Union 52 22.5% 65 23.4% 3 0.9 (2) (4.3) 50 18.2% Services Division 1,288 29.6% 1.345 29.1% 47 (0.5) 0 (14) 1.238 28.2% 10LA Store 10A 1,288 29.6% 1.345 29.1% 47 (0.5) 0 (14) 1.238 28.2% 10A 0.5 10LA Store 10A 1,288 29.6% 1.34 21.0% 0.4 0.4 1.28 24.6% 1.4			-	0.1			(26)		-		886
42 42.9% 59 54.1% (17) (11.2) (15) 6.5) 57 51.4% UCLA Student Union 2.200 52.3% 2.413 52.1% (12) 0.2 (116) 0.1 2.406 52.2% TOTAL TOTAL 52 21.3% 550 21.4% 672 39.3% 12 (2.8) (6) (2.1) 654 40.0% UCLA Restaurants 52 25.5% 656 62.4% 11 4.2 13 4.9 70 63.1% UCLA Student Union 1.288 29.6% 13.45 29.1% 47 (0.5) 0 (1.4) 1.288 50 82.8% TOTAL TOTAL 1.288 1.7% 7.7 2.8% 29 1.1 38 1.4 81 3.1% UCLA Student Union 10.5% UCLA Student Union 1.288 1.0% 55 5.2.3% 4 0.1 1.4 81 3.1% UCLA Student Union 1.4 31% UCLA Student Union 1.5% 1.6% 1.6% 1.6% 1.6% 1											1,131
1290 52.3% 2,413 52.1% (123) 0.2 (116) 0.1 2,406 52.2% TOTAL 529 21.3% 550 21.4% 21 0.1 (5) (1.1) 524 20.2% UCIA Restaurants 529 21.3% 650 21.4% 3 0.9 (2) (4.3) 50 UCIA Restaurants 52 22.5% 65 23.4% 3 0.9 (2) (4.3) 50 18.2% Services Division 52 22.5% 66 62.4% 11 4.2 13 4.9 70 63.1% UCIA Restaurants 1298 29.6% 1.345 29.1% 47 (0.5) 0 (1.4) 1.298 28.2% TOTAL 43 1.7% 72 2.8% 29 1.1 38 1.4 81 3.1% UCIA Restaurants 53 54.1% 57 52.3% 4 0.7 81 1.4 398 <					• • •						
529 21.3% 550 21.4% 21 0.1 1 1 1 1 1 1 2 WAGES & BENEFITS 529 21.3% 570 521.4% 31.0 (2) (4.3) 50 18.2% UCLA Store UCLA Restaurants 52 22.5% 55 23.4% 3 0.9 (2) (4.3) 50 18.2% UCLA Student Union 1298 29.6% 13.45 29.1% 47 (0.5) 0 (1.4) 1.298 28.2% TOTAL 43 1.7% 72 2.8% 29 1.1 38 1.4 81 3.1% UCLA Student Union 53 54.1% 57 52.3% 4 (1.8) 2 (4.6) 55 49.5% UCLA Student Union 317 7.2% 365 7.9% 48 0.7 81 1.4 398 8.6% TOTAL 314 12.7% 290 11.3% 24 1.4 </td <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>			-								
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660 42.1% 672 39.3% 12 (2.8) (6) (2.1) 654 40.0% UCLA Restaurants 52 22.5% 68 62.4% 11 4.2 13 4.9 70 63.1% UCLA Student Union 1.298 29.6% 11,345 29.1% 47 (0.5) 0 (1.4) 1.298 28.2% TOTAL OTHER CONTROLLABLES 1.298 29.6% 11,345 29.1% 47 (0.5) 0 (1.4) 1.298 28.2% TOTAL OTHER CONTROLLABLES UCLA Student Union 1.298 27.3% 54 20.0% (4.3) 27 5.4 90 32.7% Services Division 317 7.2% 365 7.9% 48 0.7 81 1.4 388 6.6% 7014 72 2.8% (40) 0.7 81 1.4 386 6.6% 317 7.2% 365 7.9% 48 0.7 81 1.4 386 6.6% 314 12.7% 365 0.79% 1.4 <td></td>											
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158 10.1% 182 10.6% 24 0.5 14 0.4 172 10.5% UCLA Restaurants 63 27.3% 54 23.0% (9) (4.3) 27 5.4 90 32.7% Services Division 317 7.2% 365 7.9% 48 0.7 81 1.4 398 8.6% TOTAL 314 12.7% 290 11.3% 24 1.4 (3) 0.5 317 12.2% UCLA Student Union 314 20.0% 354 20.7% (40) (0.7) (12) 0.1 326 19.9% UCLA Student Union 116 50.2% 17.7 54.0% (11) (3.8) (19) 1.1 154.4% Services Division (69) (70.4%) (66) (60.6%) (3) 0.2 (36) 0.0 711 15.4% Services Division 558 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% Admin&Support Services 328 5.4% 202 <td></td> <td>2 10/</td> <td>01</td> <td>1.4</td> <td>20</td> <td>1 1</td> <td>20</td> <td>2.00/</td> <td>70</td> <td>1 70/</td> <td>42</td>		2 10/	01	1.4	20	1 1	20	2.00/	70	1 70/	42
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317 7.2% 365 7.9% 48 0.7 81 1.4 398 8.6% TOTAL 314 12.7% 290 11.3% 24 1.4 (3) 0.5 317 12.2% UCLA Store 314 20.0% 354 20.7% (40) (0.7) (12) 0.1 326 19.9% UCLA Store 116 50.2% 127 54.0% (11) (3.8) (19) 1.1 135 49.1% Services Division (69) (70.4%) (66) (60.6%) (3) 0.2 (36) 0.0 711 15.4% Services Division (69) 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% AlloCATED EXPENSES 558 12.7% 561 12.1% 3 (0.6) (53) (2.3) 990 21.5% Admin&Support Services 187 4.3% 211 4.6% 24 0.3 (1)				-		. ,	. ,		-		
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314 12.7% 290 11.3% 24 1.4 (3) 0.5 317 12.2% UCLA Store 314 20.0% 354 20.7% (40) (0.7) (12) 0.1 326 19.9% UCLA Restaurants 116 50.2% 127 54.0% (11) (3.8) (19) 1.1 135 49.1% Services Division (69) (70.4%) (66) (60.6%) (3) (9.8) (2) (10.0) (67) (60.4%) UCLA Student Union 675 15.4% 705 15.2% (30) 0.2 (36) 0.0 711 15.4% TOTAL 588 12.7% 561 12.1% 3 (0.6) (55) (1.4) 523 11.3% Admin&Support Services 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 1043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) (27) (6.1%) FrOM OPERATIONS 1.04 </td <td>CONTRIBUTION</td> <td></td>	CONTRIBUTION										
314 20.0% 354 20.7% (40) (0.7) (12) 0.1 326 19.9% UCLA Restaurants 116 50.2% 127 54.0% (11) (3.8) (19) 1.1 135 49.1% Services Division (69) (70.4%) (66) (60.6%) (3) (9.8) (2) (10.0) (67) (60.4%) UCLA Restaurants 675 15.4% 705 15.2% (30) 0.2 (36) 0.0 711 15.4% TOTAL 58 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% Admin&Support Services 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 104 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Depreciation 1043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL TOTAL (36		12.2%	317	0.5	(3)	1.4	24	11.3%	290	12.7%	314
(69) (70.4%) (66) (60.6%) (3) (9.8) (2) (10.0) (67) (60.4%) UCLA Student Union 675 15.4% 705 15.2% (30) 0.2 (36) 0.0 711 15.4% TOTAL 558 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% AllOCATED EXPENSES 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenace Division 60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Maintenace Division 1.043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL 1.043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL 1.043 (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 1.368 (8.4%) <	UCLA Restaurants	19.9%	326	0.1		(0.7)	(40)		354	20.0%	314
675 15.4% 705 15.2% (30) 0.2 (36) 0.0 711 15.4% TOTAL 558 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% Admin&Support Services 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Utilities 187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 1,043 23.8% 1,072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4	Services Division	49.1%	135	1.1	(19)	(3.8)	(11)	54.0%	127	50.2%	116
558 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% Admin&Support Services 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Utilities 187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 1.043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 1	UCLA Student Union	(60.4%)	(67)	(10.0)	(2)	(9.8)	(3)	(60.6%)	(66)	(70.4%)	(69)
558 12.7% 561 12.1% 3 (0.6) (35) (1.4) 523 11.3% Admin&Support Services 238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Utilities 187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 1,043 23.8% 1,072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 1 0.0 1 Non 1ncome Income 226 5.2% 223 <	TOTAL	15.4%	711	0.0	(36)	0.2	(30)	15.2%	705	15.4%	675
238 5.4% 202 4.4% (36) (1.0) (59) (1.5) 179 3.9% Maintenance Division 60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Utilities 187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 10043 23.8% 1,072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 7 0.2 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(ExP) 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(ExP) 14 0.3% 13 0.3% 1 0.0 1 0.0 13 0.3% Interest Income (37) (0.8%) <td< td=""><td>ALLOCATED EXPENSES</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	ALLOCATED EXPENSES										
60 1.4% 98 2.1% 38 0.7 42 0.8 102 2.2% Utilities 187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 19043 23.8% 1.072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) NET INCOME (LOSS) 7 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(ExP) 14 0.3% 13 0.3% 1 0.0 1 0.0% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest Income 1226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% 226 5.2% 195 4.2% 32 1.0 25 0.				(1.4)							
187 4.3% 211 4.6% 24 0.3 (1) (0.3) 186 4.0% Depreciation 1043 23.8% 1,072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) NET INCOME (LOSS) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest Income 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%			-						-		
J.043 23.8% 1,072 23.2% 29 (0.6) (53) (2.3) 990 21.5% TOTAL (368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) NET INCOME (LOSS) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest Income 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%											
(368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) NET INCOME (LOSS) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(ExP) 14 0.3% 13 0.3% 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest Income 0 0.0% 0 0.0 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%	•										
(368) (8.4%) (367) (7.9%) (1) (0.5) (89) (2.3) (279) (6.1%) FROM OPERATIONS 24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(EXP) 14 0.3% 13 0.3% 1 0.0 1 0.03 Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest (Expense) 0 0.0% 0 0.0 0 0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%	TOTAL	21.5%	990	(2.3)	(53)	(0.6)	29	23.2%	1,072	23.8%	1,043
24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest Income 0 0.0% 0 0.0 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4% TOTAL						(
24 0.5% 0 0.0% 24 0.5 4 0.1 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 13 0.3% 1 0.0 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest (Expense) 0 0.0% 0 0.0 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4% <td>FROM OPERATIONS</td> <td>(6.1%)</td> <td>(279)</td> <td>(2.3)</td> <td>(89)</td> <td>(0.5)</td> <td>(1)</td> <td>(7.9%)</td> <td>(367)</td> <td>(8.4%)</td> <td>(368)</td>	FROM OPERATIONS	(6.1%)	(279)	(2.3)	(89)	(0.5)	(1)	(7.9%)	(367)	(8.4%)	(368)
14 0.3% 13 0.3% 1 0.0 1 0.0 13 0.3% Interest Income (37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest (Expense) 0 0.0% 0 0.0% 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%											
(37) (0.8%) (41) (0.9%) 4 0.1 7 0.2 (44) (1.0%) Interest (Expense) 0 0.0% 0 0.0% 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%			-	-							
0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0% Income Taxes 226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4%			-								
226 5.2% 223 4.8% 3 0.4 13 0.6 213 4.6% Student Union Fee Income 227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4% TOTAL			. ,	-				. ,		. ,	
227 5.2% 195 4.2% 32 1.0 25 0.8 202 4.4% TOTAL											
			(77)	(1.5)	(64)	0.5	31	(3.7%)	(172)	(3.2%)	(141)

	FISCAL YEAR 2015-2016 YTD 7 MONTHS (07/26/15 - 02/20/16)												
				7/26/15 - 02				*1	*				
ACT	UAL	BUDO	GET	ACT/	VARI	ANCE ACT/L	VACT	LAST YE	AR ACT				
\$	%	\$	%	AC1/ \$	80D %	AC1/L \$	Y ACT %	\$	%				
28,433		29,042		(609)	(2.1%)	(761)	(2.6%)	29,194					
9,335		9,443		(108)	(1.1%)	215	2.4%	9,120					
2,237		2,370		(133)	(5.6%)	(49)	(2.1%)	2,286					
700		823		(123)	(14.9%)	(104)	(12.9%)	804					
40,705		41,678		(973)	(2.3%)	(699)	(1.7%)	41,404					
					Pts.		Pts.						
9,176	32.3%	9,301	32.0%	(125)	0.3	(83)	0.6	9,259	31.7				
6,692	71.7%	6,632	70.2%	60	1.5	320	1.8	6,372	69.9				
2,236	100.0%	2,368	99.9%	(132)	0.1	(47)	0.1	2,283	99.9				
373	53.3%	446	54.2%	(73)	(0.9)	(38)	2.2	411	51.1				
18,477	45.4%	18,747	45.0%	(270)	0.4	152	1.1	18,325	44.3				
3,823	13.4%	3,933	13.5%	110	0.1	(40)	(0.4)	3,783	13.0				
4,435	47.5%	4,427	46.9%	(8)	(0.6)	(116)	(0.1)	4,319	47.4				
375 433	16.8% 61.9%	379	16.0% 54.9%	4 19	(0.8)	(18)	(1.2)	357 432	15.6 53.7				
433 9.066	22.3%	452 9,191	54.9% 22.1%	19	(7.0) (0.2)	(1) (175)	(8.2) (0.8)	432 8,891	21.5				
9,000	22.3%	9,191	22.1%	123	(0.2)	(175)	(0.0)	0,091	21.0				
4 400	5.2%	4 500	F F0/	400	0.0	400	0.0	4 504	F 4				
1,483 993	5.2% 10.6%	1,589 1,025	5.5% 10.9%	106 32	0.3 0.3	108 10	0.2 0.4	1,591 1,003	5.4 11.0				
993 784	35.0%	795	33.5%	32 11	(1.5)	(42)	(2.5)	742	32.5				
313	44.7%	332	40.3%	19	(4.4)	(42)	(3.8)	329	40.9				
3,573	8.8%	3,741	9.0%	168	0.2	92	0.1	3,665	8.9				
3.870	13.6%	3.780	13.0%	90	0.6	(15)	0.3	3.885	13.3				
1,265	13.6%	1,180	12.5%	85	1.1	215	2.1	1,050	11.5				
1,077	48.1%	1,193	50.3%	(116)	(2.2)	(107)	(3.7)	1,184	51.8				
(372)	(53.1%)	(338)	(41.1%)	(34)	(12.0)	(22)	(9.6)	(350)	(43.5				
5,840	14.3%	5,815	14.0%	25	0.3	71	0.4	5,769	13.9				
3,784	9.3%	3,906	9.4%	122	0.1	65	0.0	3,849	9.3				
1,567	3.8%	1,467	3.5%	(100)	(0.3)	(134)	(0.3)	1,433	3.5				
624	1.5%	739	1.8%	115	0.3	91	0.2	715	1.7				
1,353	3.3%	1,478	3.5%	125	0.2	60	0.1	1,413	3.4				
7,328	18.0%	7,590	18.2%	262	0.2	82	(0.1)	7,410	17.9				
(4.400)	(0.70())	(4 775)	(4.00())	287		153		(4.641)	(4.5				
(1,488)	(3.7%)	(1,775)	(4.3%)	287	0.6	153	0.3	(1,641)	(4.0				
40	0.1%	0	0.0%	48	0.4	(15)	(0.4)	60	0.2				
48 95	0.1%	0 97	0.0%	48 (2)	0.1 0.0	(15) (7)	(0.1) 0.0	63 102	0.2				
(259)	(0.6%)	(289)	(0.7%)	(2)	0.0	(7) 51	0.0	(310)	(0.2				
(200)	0.0%	(203)	0.0%	0	0.0	0	0.0	(010)	0.0				
1,584	3.9%	1,559	3.7%	25	0.2	92	0.3	1,492	3.6				
1,468	3.6%	1,367	3.3%	101	0.3	121	0.3	1,347	3.3				
(20)	0.0%	(408)	(1.0%)	388	1.0	274	0.7	(294)	(0.7				

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

		FEBF		24/16 - 02/20	0/16)			FY 1	4-15					SCAL YEA		
			CURREN	r month				*	*						7/26/15 - 02/	
ACT	UAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET		VAR
\$	%	\$	%	ACT/ \$	BUD %	ACT/L` \$	Y ACT %	\$	%		\$	%	\$	%	ACT/ \$	BUD %
Ť		Ť		Ť	10	Ť		•		GROSS INCOME	Ť		Ť		Ť	,.
2,482		2,575		(93)	(3.6%)	(106)	(4.1%)	2,588		UCLA Store	28,433		29.042		(609)	(2.1%
1,568		1,710		(142)	(8.3%)	(100)	(4.1%)	1,635		UCLA Restaurants	9,335		9,443		(108)	(2.1%)
231		235		(142)	(0.3%)	(07)	(16.0%)	275		Services Division	2,237		2,370		(100)	(5.6%
98		109		(11)	(10.1%)	(13)	(11.7%)	111		UCLA Student Union	700		823		(100)	(14.9%
4,379		4,629		(250)	(5.4%)	(230)	(5.0%)	4,609		TOTAL	40,705		41,678		(973)	(2.3%
					Pts.		Pts.			GROSS MARGIN						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
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
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
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
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
										TOTAL CONTROLLABLES						
572	23.0%	622	24.2%	50	1.2	34	0.4	606	23.4%	UCLA Store	5,306	18.7%	5,522	19.0%	216	0.3
818	52.2%	853	49.9%	35	(2.3)	8	(1.7)	826	50.5%	UCLA Restaurants	5,428	58.1%	5,452	57.7%	24	(0.4
115	49.8%	108	46.0%	(7)	(3.8)	25	1.1	140	50.9%	Services Division	1,159	51.8%	1,175	49.6%	16	(2.2
111	113.3%	125	114.7%	14	1.4	13	(1.6)	124	111.7%	UCLA Student Union	745	106.4%	784	95.3%	39	(11.1
1,616	36.9%	1,708	36.9%	92	0.0	80	(0.1)	1,696	36.8%	TOTAL	12,638	31.0%	12,933	31.0%	295	0.0
										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
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
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
(69) 675	(70.4%) 15.4%	(66) 705	(60.6%) 15.2%	(3) (30)	(9.8) 0.2	(2) (36)	(10.0) 0.0	(67) 711	(/	UCLA Student Union TOTAL	(372) 5,840	(53.1%) 14.3%	(338) 5,815	(41.1%) 14.0%	(34) 25	(12.0 0.3
675	15.4%	705	13.2%	(30)	0.2	(30)	0.0	711	15.4%		5,640	14.3%	5,015	14.0%	25	0.3
	10.00/	100	10.101		(0.7)	(0.0)	(1.0)	100				10 50/		10.00/		
492 410	19.8% 26.1%	492	19.1%	0 5	(0.7)	(26)	(1.8)	466 384	18.0% 23.5%	UCLA Store	3,841	13.5%	3,949	13.6%	108	0.1
410 55	26.1%	415 76	24.3% 32.3%	э 21	(1.8) 8.5	(26) 1	(2.6) (3.4)	384 56	23.5%	UCLA Restaurants Services Division	2,470 401	26.5% 17.9%	2,448 571	25.9% 24.1%	(22) 170	(0.6 6.2
35 86	23.8%	89	32.3% 81.7%	21	6.5 (6.1)	(2)	(3.4)	56 84	20.4% 75.7%	UCLA Student Union	616	88.0%	622	75.6%	6	(12.4
1,043	23.8%	1,072	23.2%	29	(0.1) (0.6)	(53)	(12.1)	990		TOTAL	7,328	18.0%	7,590	18.2%	262	0.2
										NET INCOME (LOSS)						
										FROM OPERATIONS						
(178)	(4.1%)	(202)	(4.4%)	24	0.3	(29)	(0.9)	(149)	(3.2%)	UCLA Store	31	0.1%	(168)	(0.4%)	199	0.5
(97)	(2.2%)	(61)	(1.3%)	(36)	(0.9)	(39)	(0.9)	(58)	(1.3%)	UCLA Restaurants	(1,206)	(3.0%)	(1,269)	(3.0%)	63	0.0
61	1.4%	51	1.1%	10	0.3	(18)	(0.3)	79	1.7%	Services Division	675	1.7%	622	1.5%	53	0.2
(154)	(3.5%)	(155)	(3.3%)	1	(0.2)	(3)	(0.2)	(151)	. ,	UCLA Student Union	(988)	(2.4%)	(960)	(2.3%)	(28)	(0.1
(368)	(8.4%)	(367)	(7.9%)	(1)	(0.5)	(89)	(2.3)	(279)	(6.1%)	TOTAL	(1,488)	(3.7%)	(1,775)	(4.3%)	287	0.6
										OTHER INC/(EXP)						
24	0.5%	0	0.0%	24	0.5	4	0.1	20		Non-Recurrent Inc/(Exp)	48	0.1%	0	0.0%	48	0.1
14	0.3%	13	0.3%	1	0.0	1	0.0	13		Interest Income	95	0.2%	97	0.2%	(2)	0.0
(37)	(0.8%)	(41)	(0.9%)	4	0.1	7	0.2	(44)		Interest (Expense)	(259)	(0.6%)	(289)	(0.7%)	30	0.1
0 226	0.0% 5.2%	0 223	0.0% 4.8%	0 3	0.0 0.4	0 13	0.0 0.6	0 213	0.0% 4.6%	Income Taxes Student Union Fee Income	0 1,584	0.0% 3.9%	0 1,559	0.0% 3.7%	0 25	0.0 0.2
220 227	5.2% 5.2%	223 195	4.8% 4.2%	3 32	0.4 1.0	13 25	0.8	213 202	4.6%		1,584	3.9% 3.6%	1,559	3.7% 3.3%	25 101	0.2
	J.= /J		(3.7%)		0.5	(64)	(1.5)	(77)	,0	NET INCOME (LOSS)	(20)	0.0%	(408)	2.075		0.0

FY 14-15

**

LAST YEAR ACT

\$

29,194

9,120

2,286

41,404

9,259

6,372

2,283

18,325

5,374

5,322

1,099

12,556

3,885

1,050

1,184

(350)

5,769

3,945

2,449

401

615

7,410

(60)

783

(965)

63 102

(310)

1,492

1,347

(294)

0

(1,641)

(1,399)

761

411

804

%

31.7%

69.9%

99.9%

51.1%

44.3%

18.4%

58.4%

48.1%

94.7%

30.3%

13.3%

11.5%

51.8%

(43.5%)

13.9%

13.5%

26.9%

17.5%

76.5%

17.9%

(0.1%)

(3.4%)

1.9%

(2.3%)

(4.0%)

0.2%

0.2% (0.7%)

0.0%

3.6%

3.3%

(0.7%)

VARIANCE

(2.1%)

(1.1%)

(5.6%)

(2.3%)

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1.5

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ACT/LY ACT

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(11.7)

(12.9%)

Pts.

\$

(761)

215

(49)

(104)

(699)

(83)

320

(47)

(38)

152

68

(60)

16

(82)

(15)

215

(107)

(22)

71

104

(21)

0

(1)

82

91

193

(108)

(23)

153

(15)

(7)

51

0

92

121

274

(106)

ASUCLA P/L Reconciliation Feb-16

Financial Analysis	-	000's
	Fe	eb-16
Budgeted Net Income/(Loss)	—	(\$17
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		2
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	—	(4
Services Coase Mangin	_	
Gross Margin:	(9)	
Licensing International below plan due to the continuing decline in sales in the European market 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)	1
Other, negative controllables	(11)	
Total Contribution	(0)	(1
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		
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		(
Actual Net Income/(Loss)		(\$14

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

Budgeted Net Income/(Loss) Budgeted Net Income/(Loss) 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 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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 Used Text below plan due to lower availability of used books	(179) 32 22 (30) 57	(\$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 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	(\$40)
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 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	
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 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	
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 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	
weather negatively impacted the One Day sale in February 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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	
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 Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	32 22 (30)	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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	22 (30)	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions 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		
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	
cool reaction plan and to lower availability of about 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		9
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		8
Services		
Gross Margin:		L
Licensing International below plan due to mostly to poor performance in Europe and Australia	(94)	ļ
Licensing Domestic above plan	12	L
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)	L
Photography below plan due to an aggressive budget (less on campus events)	(22)	
Other, positive controllables mainly in Licensing	16	
Total Contribution		(11
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		(3
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-recurrent income	48	
Other, mostly positive student fee income	23	
Total Actual Net Income/(Loss)		36

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

	Current Month February 2016	Prior Month January 2016	Prior Year July 2015
ASSETS		January 2010	501y 2015
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
	<u> </u>	ψ - 0,130	ψ+0,00+
LIABILITIES AND RETAINED EARNINGS			
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

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$141)	(\$20)	(\$293)
Adjustments to reconcile net income/(loss) to net	(\$141)	(ψ20)	(\$200)
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	(100)
Net cash used in investing activities	(133)	(753)	(406)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
	<u> </u>	0	Ű
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)

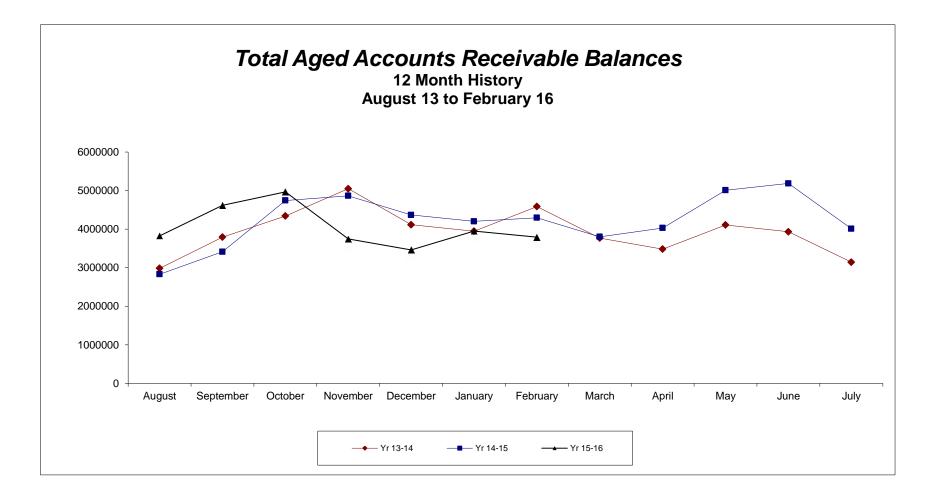
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,897
Ackerman A Level and First Floor Remodel	(2,905)
Student Service Center	(359)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(3,489)
Adjustment for Cash Overdraft Entry	(994)
Uncommitted Cash	7,414
BOARD REQUIRED CASH RESERVE (EXC. COMM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

-			FT 2015-2	2016 February	y 2016				
		BUDGET				PROJECTED		0	_
PROJEC1	NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
ASUCLA			Favments	FUS	LOIAL	Dalance			SIGIUS
	A Level/1st Floor Remodel	1,000.0	95.0	0.0	95.0	905.0		0.0	In Progress
Total Store		1,000.0	95.0	0.0	95.0	905.0	0.0	0.0	III I Togless
Store/Serv									
2015-002	Store General Replacement	50.0	3.9	0.0	3.9	46.1		0.0	In Progress
2015-002	Informal Photo-Equipment	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2015-003	DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
	DC Equipment - Tunnel	50.0	0.0	0.0	0.0	0.0	23.0 50.0	0.0	Pending
	DC Dock Retrofit - Tunnel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
	HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
	Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
	AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store		505.0	3.9	0.0	3.9	46.1	455.0	0.0	rending
		000.0	0.0	0.0	0.0	10.1		0.0	
Food Servi 2015-010	Ice FS Miscellaneous and Unanticipated	50.0	20.5	4.2	24.7	25.3		0.0	
	•	20.0	20.5 19.9	4.2 0.0	24.7 19.9	25.5		(0.1)	In Progress
	FS Patio Furniture Upgrade	20.0 75.0		0.0	19.9	62.2		· · · ·	Completed
2015-012	FS New trash/recycling/compost receptacles		12.8					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	10.0	0.0	In Progress
2015-014	NC Convection Oven	10.0 60.0	0.0	0.0 57.7	0.0 57.7	0.0	10.0	0.0	Pending
2015-015 Total Food	Commissary Dish Machine	240.0	0.0 53.2	61.9	115.1	2.3 114.8	10.0	0.0 (0.1)	In Progress
		240.0	<u>JJ.2</u>	01.5	113.1	114.0	10.0	(0.1)	
Technolog									
	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	45.0	0.0	In Progress
	Marketing Hardware/software Upgrade	15.0 357.0	0.0	0.0 5.2	0.0 166.6	0.0 13.4	15.0 177.0	0.0 0.0	Pending
Total Tech	nolody	357.0	101.4	J. Z	100.0	13.4	177.0	0.0	
Others									
	Fac. Misc. Remodels	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
	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
	LP Electric cart	0.0	0.0	16.3	16.3	0.0		16.3	Completed Awaiting Invoice
Total Othe		415.0	4.2	91.0	95.2 475.8	<u>36.1</u> 1,115.4	<u>300.0</u> 942.0	<u>16.3</u> 16.2	
	ent Year Projects	2,517.0	317.7	158.1					

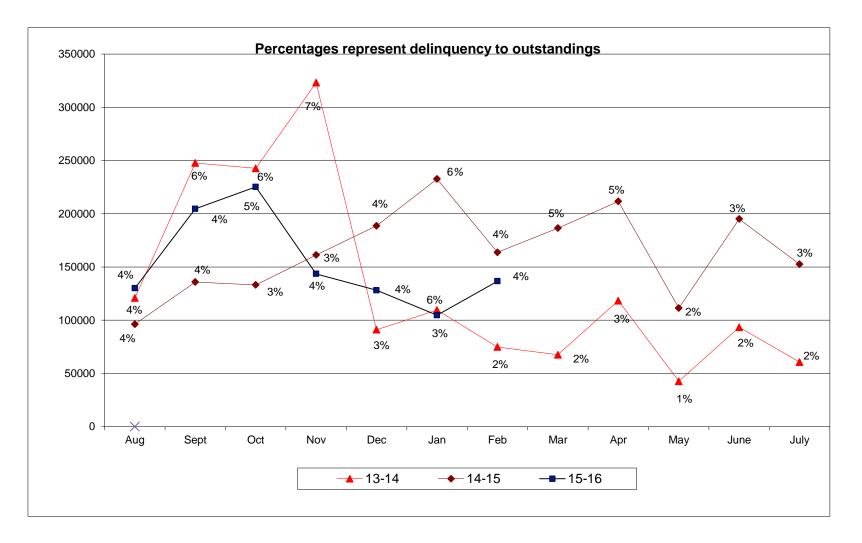
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2015-2016 February 2016

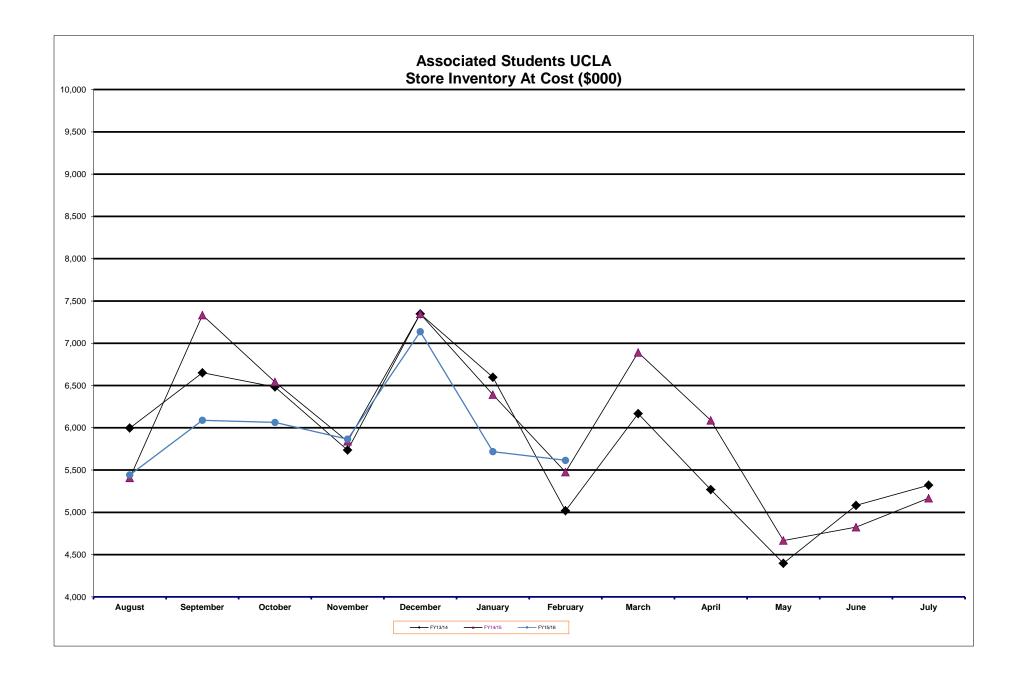
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

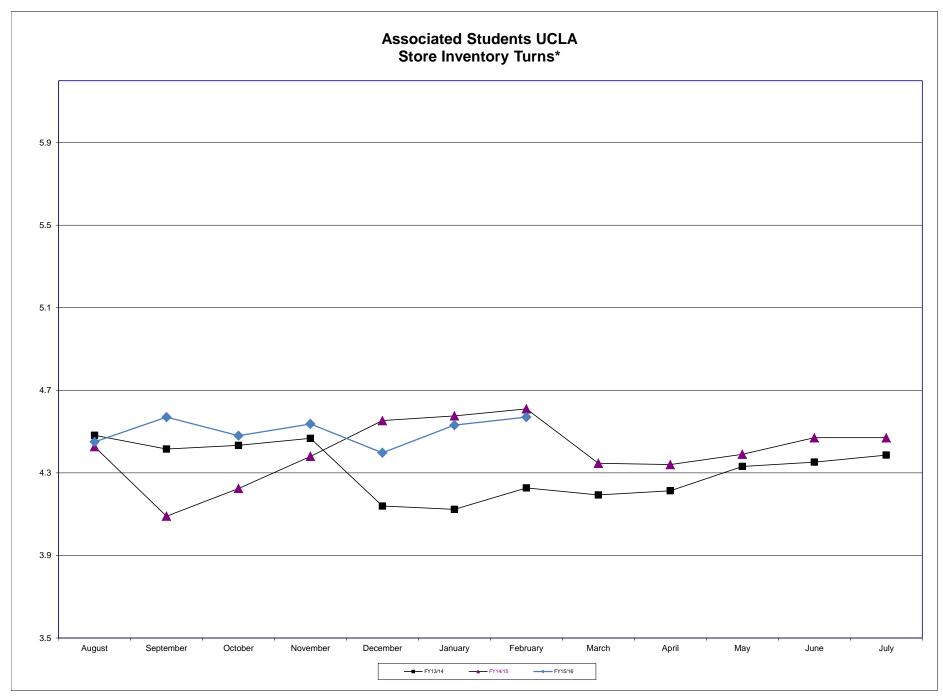
2/20/2016 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$523,275	15%	\$100,778	57%	\$37,831	74%	\$5,283	22%	\$127	0%	\$9,576	31%	\$676,870	18%
ASUCLA PUBLICATIONS	\$264,253	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$264,253	7%
ASUCLA USA/GSA	\$102,488	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	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%	



Aged Accounts Receivable Balances > 60 Days Past Due







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

UCLA STORE INCOME STATEMENT

	07(01/24/16-02/2		[F	ISCAL YEAR 15-1	6	FISCAL YE	AR 14-15
ACTUAL	URRENT MONTH BUDGET	I VARIANCE		YTD 7 ACTUAL	MO(07/26/15-02, BUDGET	(20/16) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
ACTOAL	DODOLI	VARIANCE		ACTORE	DODGET	VARIANCE	HONTH	ΠD
881,346	891,605		ACADEMIC SUPPORT DIV	12,339,690	12,854,633	<514,943>	995,151	13,025,244
950,009 142,610	989,763 153,300		GENERAL MDSE DIVISION HILLTOP SHOP	7,909,289 706,494	8,092,794 728,500	<183,505> <22,006>	967,566 131,777	8,054,775 703,075
168,784	133,300		LU VALLE COMMONS STORE	1,756,374	1,806,892	<50,518>	169,271	1,826,303
51,665	52,000		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 0	710 190	<353> 190	LU VALLE COMMONS STORE E-COMMERCE DIVISION	10,285 <530>	7,820	<2,465> 4,600	1,088 204	10,732 4,538
1,344	1,220		HEALTH SCIENCES STORE	15,782	4,070 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
100	15.0	1.0		47.7	17.3	0.5	10.1	10.0
16.6 48.0	15.6 47.4	1.0 0.7	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	17.7 48.8	17.2 49.2	0.5 <0.4>	16.1 47.6	16.9 48.9
39.9	39.4	0.7	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 34.0	51.4 33.4	<1.7> 0.6	E-COMMERCE DIVISION HEALTH SCIENCES STORE	51.5 23.1	51.0 23.9	0.5 <0.8>	51.6 35.8	50.8 23.6
54.0	33.4	0.0	HEALTH SCIENCES STORE	23.1	23.9	<0.0>	35.0	23.0
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
0 156,820	0 155,858	0 <962>	Limited Appointment Student Wages	5,984 1,135,655	2,500 1,140,000	<3,484> 4,345	0 139,720	2,412 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 5,418	20 4,950	3 <468>	Postage Trav/Trips/Conference	133 16,457	100 15,650	<33> <807>	23 4,163	207 15,514
100	0	<100>	Membership Fees	1,900	1,925	25	4,105	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 0	900 0	0	Transportation Merchandise Losses	7,088 53	6,300 0	<788> <53>	900 0	6,303 614
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>		Vendor Adv. Allowance	<80,958>	<80,550>	408	<60,500>	<68,461>
34 6,233	50 4,970		Direct Mail Adv. Repairs & Maintenance	261,049 50,720	260,350 36,686	<699> <14,034>	1,402 2,350	265,116 33,086
49,352	48,976		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		<2,152>	<376>	6,895
0	0				0		40	1 675
572	0	0	Textbook Rental Exp Rentals-Facilities	824	1,473	649	42 523	1,675 3.529
572 0	0 0 800	0	Textbook Rental Exp Rentals-Facilities Rentals-Truck				42 523 122	1,675 3,529 1,727
0 0	0 800 0	0 <572> 800 0	Rentals-Facilities Rentals-Truck Taxes & Licenses	824 3,352 1,437 300	1,473 0 2,400 300	649 <3,352> 963 0	523 122 0	3,529 1,727 300
0 0 10,827	0 800 0 13,500	0 <572> 800 0 2,673	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services	824 3,352 1,437 300 80,665	1,473 0 2,400 300 82,229	649 <3,352> 963 0 1,564	523 122 0 11,924	3,529 1,727 300 43,831
0 0 10,827 <640>	0 800 0 13,500 0	0 <572> 800 0 2,673 640	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service	824 3,352 1,437 300 80,665 6,917	1,473 0 2,400 300 82,229 3,500	649 <3,352> 963 0 1,564 <3,417>	523 122 0 11,924 0	3,529 1,727 300 43,831 4,342
0 0 10,827 <640> 6 39	0 800 0 13,500	0 <572> 800 0 2,673	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense	824 3,352 1,437 300 80,665	1,473 0 2,400 300 82,229	649 <3,352> 963 0 1,564	523 122 0 11,924	3,529 1,727 300 43,831
0 0 10,827 <640> 6 39 0	0 800 0 13,500 0 676 75 1	0 <572> 800 0 2,673 640 670 36 1	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Alloc of Distr Cntr	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7	523 122 0 11,924 0 0 1,340 0	3,529 1,727 300 43,831 4,342 2,801 36,299 0
0 0 10,827 <640> 6 39 0 6,190	0 800 0 13,500 676 75 1 8,537	0 <572> 800 0 2,673 640 670 36 1 2,347	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Alloc of Distr Cntr Payment to UCLA	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 132,055	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137	523 122 0 11,924 0 0 1,340 0 8,101	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997
0 0 10,827 <640> 6 39 0	0 800 0 13,500 0 676 75 1	0 <572> 800 0 2,673 640 670 36 1	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Alloc of Distr Cntr	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7	523 122 0 11,924 0 0 1,340 0	3,529 1,727 300 43,831 4,342 2,801 36,299 0
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038	1,473 0 2,400 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137 158,900 215,722	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849
0 0 10,827 640> 6 39 0 6,190 174,875	0 800 0 13,500 0 676 75 1 8,537 215,360	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268	1,473 0 2,400 82,229 3,500 18,604 35,346 7 132,055 2,598,168	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137 158,900	523 122 0 11,924 0 0 1,340 0 8,101 216,341	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038	1,473 0 2,400 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137 158,900 215,722	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574	0 <572> 800 0 2,673 640 670 36 1 1 2,347 40,485 50,095 24,760	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 0 103,919 2,439,268 5,306,038 3,869,758	1,473 0 2,400 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760 3,779,729	649 <3,352> 963 0 1,564 <3,417> 7 28,137 158,900 215,722 90,029	523 122 0 11,924 0 1,340 0 8,101 216,341 605,758 316,561	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574 34,228	0 <572> 800 0 2,673 640 670 36 1 1,2,347 40,485 50,095 24,760 <7,147>	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 7 132,055 2,598,168 5,521,760 3,779,729 257,195	649 <3,352> 963 0 1,564 <3,417> 7 4,510 962 7 7 28,137 158,900 215,722 90,029 <1,452>	523 122 0 11,924 0 0 1,340 0 0 8,101 216,341 605,758 316,561 27,877	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932	0 800 0 13,500 676 75 1 8,537 215,360 621,988 289,574 34,228 117,384	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095 24,760 <7,147> 5,452	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760 3,779,729 257,195 998,938	649 <3,352> 963 963 963 1,564 <3,417> 4,510 962 7 7 28,137 158,900 215,722 90,029 90,029 <1,452> 46,606	523 122 0 11,924 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203	3,529 1,727 300 43,831 4,342 2,801 36,299 0 0 139,997 2,550,829 5,373,849 3,884,798
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574 34,228	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095 24,760 <7,147> 5,452	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 7 132,055 2,598,168 5,521,760 3,779,729 257,195	649 <3,352> 963 0 1,564 <3,417> 7 4,510 962 7 7 28,137 158,900 215,722 90,029 <1,452>	523 122 0 11,924 0 0 1,340 0 0 8,101 216,341 605,758 316,561 27,877	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176 1,070,925
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619 79,119	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574 34,228 117,384 62,638 26,170 79,088	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095 24,760 <7,147> 5,452 81 551 <31>	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpIn Allocated ExpIS Allocated Exp. Othr SA	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760 3,779,729 257,195 998,938 507,050 221,073 715,241	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 7 28,137 158,900 215,722 90,029 90,029 <1,452> 46,606 38,031 2,703 11,879	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203 47,846 24,957 77,663	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176 1,070,925 433,958 216,654 698,404
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619 79,119 91,708	0 800 0 13,500 0 676 75 1 18,537 215,360 621,988 289,574 34,228 117,384 62,638 26,170 79,088 74,624	0 <572> 800 0 2,673 640 670 36 1 1 2,347 40,485 50,095 24,760 <7,147> 5,452 81 551 <31> <17,084>	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Chtr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated Exp. IS Allocated Exp. IS Allocated Exp. Mkg Allocated Exp. Mkg	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501	1,473 0 2,400 300 82,229 3,500 18,604 35,346 5,521,760 3,779,729 257,195 998,938 507,050 221,073 715,241 539,649	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137 158,900 215,722 90,029 <1,452> 46,606 38,031 2,703 11,879 <63,852>	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203 47,846 24,957 77,683 69,776	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176 1,070,925 493,958 216,654 698,404 555,793
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619 79,119 91,708 21,878	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574 34,228 117,384 62,638 26,170 79,088 26,170	0 <572> 800 0 2,673 640 670 36 1 1 2,347 40,485 50,095 24,760 <7,147> 5,452 81 551 <31> <17,084> 11,590	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated ExpIS Allocated ExpIS Allocated Exp. Nktg Allocated Exp. Othr SA Maintenance Utilities	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501 226,027	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760 3,779,729 257,195 998,938 507,050 221,073 715,241 539,649 251,525	649 <3,352> 963 0 1,564 <3,417> 7 28,137 158,900 215,722 90,029 <1,452> 46,606 38,031 2,703 11,879 <63,852> 25,498	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203 47,846 24,957 77,683 69,776 36,981	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176 1,070,925 493,958 216,654 698,404 555,793 258,864
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619 79,119 91,708	0 800 0 13,500 0 676 75 1 18,537 215,360 621,988 289,574 34,228 117,384 62,638 26,170 79,088 74,624	0 <572> 800 0 2,673 640 670 36 1 1 2,347 40,485 50,095 24,760 <7,147> 5,452 81 551 <31> <17,084>	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Chtr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated Exp. IS Allocated Exp. IS Allocated Exp. Mkg Allocated Exp. Mkg	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501	1,473 0 2,400 300 82,229 3,500 18,604 35,346 5,521,760 3,779,729 257,195 998,938 507,050 221,073 715,241 539,649	649 <3,352> 963 0 1,564 <3,417> 4,510 962 7 28,137 158,900 215,722 90,029 <1,452> 46,606 38,031 2,703 11,879 <63,852>	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203 47,846 24,957 77,683 69,776	3,529 1,727 300 43,831 4,342 2,801 36,299 0 0 139,997 2,550,829 5,373,849 3,884,798 2,5373,849 3,884,798 2,41,176 1,070,925 493,958 2,16,654 493,958 2,16,654 493,958
0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619 79,119 91,708 21,878 57,453	0 800 0 13,500 0 676 75 1 8,537 215,360 621,988 289,574 34,228 117,384 62,638 26,170 79,088 74,624 33,468 35,523	0 <572> 800 0 2,673 640 670 36 1 2,347 40,485 50,095 24,760 <7,147> 5,452 81 551 551 <31> <17,084> 11,590 8,070 1,483	Rentals-Facilities Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpIHR Allocated ExpIHR Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Mktg Maintenance Utilities Depreciation	824 3,352 1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 7703,362 603,501 226,027 409,779	1,473 0 2,400 300 82,229 3,500 18,604 35,346 7 132,055 2,598,168 5,521,760 3,779,729 257,195 998,938 507,050 221,073 715,241 339,649 251,525	649 <3,352> 963 963 964 (3,417> 4,510 962 7 7 28,137 158,900 215,722 90,029 90,029 90,029 (1,452> 46,606 38,031 2,703 11,879 <63,852> 25,498 48,882	523 122 0 11,924 0 0 1,340 0 8,101 216,341 605,758 316,561 27,877 123,203 47,846 24,957 77,683 69,776 36,981 57,584	3,529 1,727 300 43,831 4,342 2,801 36,299 0 139,997 2,550,829 5,373,849 3,884,798 241,176 1,070,925 493,958 216,654 698,404 555,793 258,864 408,933

UCLA RESTAURANTS INCOME STATEMENT

CURRENT MORTH VID VID VID VID VID 191330 17,705 11,727 11,728 11,728 11,727 11,728		07(01/24/16-02/2]		ISCAL YEAR 15-1		FISCAL YE	
151,353 172,768 172,365 CMTRAL DWSCM 91,302 1,007,711 -58,079 162,333 0.02,335 <		CURRENT MONTH BUDGET							
253,08 227,06 1,532,08 1,232,08 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>									
12.288 14.267 -17.288 SUIM DWSDW 88,474 88,33 -17.281 14.136 87.005 212.208 21.24.638 -10.277 647.66 77.97 12.55.78									
127.286 280,135 <1.02.284									
127.12 32,52 4.60 CODENAGE DIVISION 1,81,677 1,854,665 -1,678- 284,841 1,554,465 1,124,240 3,4543 -1,075- 597CAL (SEN) DIVISION 7,953,586 6,881,226 (137,737) 1,487,465 1,224 3,33 -1,57 -0,577 59,135 -0,577 54,465 54,6465 54,6465 54,6465 54,6465 54,6465 54,6465 54,646 54,646 54,646 42,727,937.55 54,64 -1,5 54,64 54,646 54,646 42,727,937.55 54,64 -1,2 64,64 64,64 -1,2 64,64		,							
11.1.200 31.4(AB <10.1.200 PETCAL EVENTS DUISSON 1.53.469 1.24.747 1.261.747 1.55.798 1.354/24 1.480.873 <12.521									
456,465 50,460 61,15 Less: Cast of Seles, 323 324 <t< td=""><td></td><td>,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>		,							
32.2 33.3 1.7 COT OF SMLS % 33.3 34.8 1.5 34.3 35.6 912,82 WUR3 (S) WUR3 (S	1,354,747	1,480,873	<126,126>	TOTAL SALES	7,950,568	8,081,286	<130,718>	1,408,791	7,719,336
32.2 33.3 1.7 COT OF SMLS % 33.3 34.8 1.5 34.3 35.6 912,82 WUR3 (S) WUR3 (S	436 485	502 680	66 195	Less: Cost of Sales	2 642 465	2 810 418	167 953	487 484	2 747 892
67.8 64.1 1.2 GOSS MACIN % 66.8 66.2 1.5 66.8 64.4 66.7 67.6 -0.5 -0.5 -0.5 66.0 66.5 -0.5 66.0 66.5 -0.5 66.0 66.5 67.7 67.9 1.8 SUMT HOUSION 66.5 66.5 67.7 67.9 1.8 UNLEDVISION 66.5 66.5 67.7 67.8 6.5.8 66.4 1.2 66.6 67.3 69.9 6.6.4 1.3 GETCAL INVEST DUTSION 65.3 64.4 1.2 66.3 63.4 66.5 67.7 1.31.211 1.207.38 -76.1975 CORPRACE VISION 65.3 64.4 1.2 64.9 0.7 65.8 64.4 1.2 64.9 0.7 65.9 65.9 65.9 65.9 65.9 65.9 65.9 65.9 7.0 1.000 FOL 65.9 7.0 1.000 FOL 7.0 1.000 FOL 7.0 1.000 FOL 7.0 1.000 FOL 7.0 1								,	, ,
66.9 67.6 -0.8- CRITRAL DIVISION (67.7 66.9 67.6 -0.8- 66.0 66.8 6	918,261	978,193	<59,932>	GROSS MARGIN	5,308,103	5,270,868	37,235	926,308	4,971,443
67.7 64.5 3.2 NORTH CAMPUS DIVISION 65.6 64.4 1.2 64.2 64.4 64.4 64.4 64.4 64.2 64.4 64.4 64.4 64.4 64.2 64.4 64.2 64.4 64.2 64.4 64.2 64.4 64.3 64.4 64.3 64.4 64.2 64.4 64.2 64.2 64.3 64.4 64.2 64.3 64.4 64.2 64.3 64.3 64.4 64.2 64.3 64.3 64.4 64.2 64.3 64.4 64.2 64.3 <th64.3< th=""> <th64.3< th=""> <th64.3< th=""></th64.3<></th64.3<></th64.3<>	67.8	66.1	1.7	GROSS MARGIN %	66.8	65.2	1.5	65.8	64.4
67.7 64.5 3.2 NORTH CAMPUS DIVISION 65.6 64.4 1.2 64.2 64.4 64.4 64.4 64.4 64.2 64.4 64.4 64.4 64.4 64.2 64.4 64.2 64.4 64.2 64.4 64.2 64.4 64.3 64.4 64.3 64.4 64.2 64.4 64.2 64.2 64.3 64.4 64.2 64.3 64.4 64.2 64.3 64.3 64.4 64.2 64.3 64.3 64.4 64.2 64.3 64.4 64.2 64.3 <th64.3< th=""> <th64.3< th=""> <th64.3< th=""></th64.3<></th64.3<></th64.3<>	66.0	67.6	-0.95		66.6	67 F	<0.85	69.0	66.9
66.5 64.7 1.8 LOUTH DIVISION 66.5 64.4 2.2 64.2 <th64.2< th=""> 64.2</th64.2<>									
65.6 65.0 0.7 COOPERAGE DIVISION 67.4 65.5 64.8 0.7 65.8 63.3 55.5 65.6 65.6 65.7 65.6 65.7 67.8 65.7 67.8 65.7 67.8 65.7 67.8 67.8 67.7 67.8 67.8 67.8 67.8 67.8 67.8 67.8 67.8 67.8 67.8									
69.9 66.6 3.3 SPECUL EVENTS DIVISION 67.4 6.3.0 3.5 66.5 62.3 212,950 229,142 < <tbody> 1131,211 102,338 <<tbody> 200,950 229,142 261.51 1.400,932 26,9224 26,912 40,109 112,441 1.400,932 209,755 291,102 1.347 Caerer Wages 2,007,572 2,072,573 <14,964+</tbody></tbody>									
212,950 223,145 -(-16,195) OTHER INCOME 1,33,211 1,207,338 -(76,127) (ROSS MARGIN/OTHER) 6,652,241 6,632,132 60,109 1,132,443 6,72,276 289,755 291,102 1,347 Cineer Wageis 0 3,000 2,47 1,342,133 -(16,3338) 24,630 1,402,553 243,395 252,016 86,212 Subor Revenue 2,477,2453 (14,3338) -(16,3338) 24,630 1,402,553 246,103 -43,7255 1,1020 TOTI, Wageis 2,372,953 -(4,9354) 4,93,11 -(26,174) 310 1,020 TOTI, Wageis 1,129,11 -(26,174) -(26,174) -(26,174) 310 1,033 Training Programs 8,72 11,500 1,133,317 -(26,413) 479,116 -(26,174) 310 4,430 2,422 Coloring Supplies 7,1530 1,135,317 -(26,413) 479,116 -(26,613) 479,116 -(26,714) -(26,714) -(26,714) -(26,714) -(26,714) -(26,7									
1.131,211 1.207,338 <76,122 GROSE MARGIUVOTHER 6,692,241 6,692,132 60,109 1.152,443 6,372,376 289,755 291,102 1.07 700 </td <td>69.9</td> <td>66.6</td> <td>3.3</td> <td>SPECIAL EVENTS DIVISION</td> <td>67.4</td> <td>63.9</td> <td>3.5</td> <td>65.5</td> <td>62.3</td>	69.9	66.6	3.3	SPECIAL EVENTS DIVISION	67.4	63.9	3.5	65.5	62.3
1.131,211 1.207,338 <76,122 GROSE MARGIUVOTHER 6,692,241 6,692,132 60,109 1.152,443 6,372,376 289,755 291,102 1.07 700 </td <td>212,950</td> <td>229,145</td> <td><16.195></td> <td>OTHER INCOME</td> <td>1.384.138</td> <td>1.361.264</td> <td>22.874</td> <td>226.135</td> <td>1.400.932</td>	212,950	229,145	<16.195>	OTHER INCOME	1.384.138	1.361.264	22.874	226.135	1.400.932
289,755 291,102 1,347 Career Wages United Appointment 2,087,592 2,077,628 <14,964- (3,000 288,004 2,031,208 243,395 252,016 Bool Bool 1,337,347 1,333,387 2,433,387 2,43,395 2,44,035 - 2,43,238 2,44,035 - 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 1,430 - 3,441,138 1,145,01 - 3,44,123 2,44,17 1,34,501 2,43,45 1,135,15 2,450,15 2,54,51 3,545 1,357 3,355 2,550,39 6,11,107 Paper 1,358,18 1,450,13 2,341,238 5,303,95 4,303,137 2,44 4,77 2,74,64 4,77 2,52,64 6,26,60 3,60,63 3,744 4,217 1,342,84 5,347,33 3,344,34 2,314,13,34,44 2,312,133,338 4,713,13,344 2,44,1									
289,755 291,102 1,347 Career Wages United Appointment 2,087,592 2,077,628 <14,964- (3,000 288,004 2,031,208 243,395 252,016 Bool Bool 1,337,347 1,333,387 2,433,387 2,43,395 2,44,035 - 2,43,238 2,44,035 - 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 2,43,135 1,430 - 3,441,138 1,145,01 - 3,44,123 2,44,17 1,34,501 2,43,45 1,135,15 2,450,15 2,54,51 3,545 1,357 3,355 2,550,39 6,11,107 Paper 1,358,18 1,450,13 2,341,238 5,303,95 4,303,137 2,44 4,77 2,74,64 4,77 2,52,64 6,26,60 3,60,63 3,744 4,217 1,342,84 5,347,33 3,344,34 2,314,13,34,44 2,312,133,338 4,713,13,344 2,44,1									
0 700 700 1000 11,000 2,000 2,47 11,595 <44,02> <43,72> 336 <23,010				Less: Controllable Exp					
0 700 700 1000 11,000 2,000 2,47 11,595 <44,02> <43,72> 336 <23,010	289.755	291.102	1.347	Career Wages	2,087.592	2,072.628	<14.964>	288,204	2,031,208
243,395 252,016 8.621 Student Wages 1,437,245 1,437,245 1,437,347 <23,858									
499,046 500,066 11,000 TOTAL WACES 3,241,938 3,227,925 -4,0135 479,176 3,183,84 170,545 171,580 1.035 Employee Benefits 1,192,818 1,193,818 -3,437> 174,829 1,135,337 1,402 1,595 193 Office Supplies 11,820 11,450 <3,477> 1,366 4,975 4,015 22,560 56,01 6,716 11,079 Pper To sales 35,662 377,139 2,228 50,015 77,295 3,453,84 24,638 46,357 7,329 2,20,23 62,066 46,357 7,329 2,20,23 62,063 7,329 2,20,33 62,046 3,541,38 47,420 53,3385 -3,42,59 3,354 2,37,35 3,334 2,37,215 3,354 2,37,229 5,044 2,37,229 5,043 2,37,215 3,354 2,37,229 2,0,05 5,142 2,013 3,354 2,172 4,945 2,37,35 3,441 2,37,35 3,441 2,37,35 3,441 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>									
36.1 33.8 < c2.3> WAGE % TO SALES 40.8 40.1 < c0.7> 34.0 41.3 170,545 171,580 1.035 Employee Benefits 1,192,818 1,189,381 < c3.737									
170,545 171,580 1,035 Employee Benefits Office Supplies 1,192,818 1,189,381 <3,437> 174,829 1,135,337 1,492 1,595 139 040 4268 Elephone 25,571 30,665 4,995 4,015 29,560 4,015 29,560 4,015 29,560 4,015 29,568 4,07,339 20,654 62,665 44,975 44,4 4,7 5,747 4,952 <2322			,						
1.402 1.995 1.93 Office Supplies 11,820 11,460 370- 1,366 10,377 1.894 4,300 402 Training Programs 8,872 11,500 2,628 500 7,985 56,039 67,116 11,077 Paper 356,658 377,33 20,654 62,666 34,394 4,1 4,5 0.4 Paper % 15 Sales 3,571 33,685 -47,2000 -2,414 4,47 5,747 1,665 <5,871	50.1	55.5	12.57		10.0	10.1	50.77	51.5	11.5
1.884 4.380 2.486 Telephone 25,671 30,665 4.995 4.015 2.9560 56,039 67,116 11,077 Paper 356,685 377,339 20,654 62,064 364,344 5,274 4,952 <2222	170,545				1,192,818		<3,437>	174,829	1,135,337
598 1,000 402 Training Programs 8,872 11,500 2,628 500 7,985 5,039 67,116 11,077 Paper 76 Sales 4,6 4,7 4,7 3,733 20,654 62,606 364,334 4,7 <td< td=""><td></td><td></td><td></td><td>· · · · · · · · · · · ·</td><td></td><td></td><td></td><td></td><td></td></td<>				· · · · · · · · · · · ·					
56,039 67,116 11,077 Paper % To Sales 47,739 20,654 62,606 364,334 5,274 4,952 <322> Cleaning Supplies 37,611 33,898 37,133 29,335 33,585 59,568.5 <10,700-									
4.1 4.5 0.4 Paper % to Sales 4.5 4.7 0.2 4.4 4.7 5.274 4.952 3.388 <3.713									
- 69,568- <10,700-									
904 2,430 1,526 Replacements 24,736 18,855 <5,871- 3,354 21,741 2,747 1,065 <1,682-									
5,311 5,722 421 Laundry 29,120 33,383 4,718 6,290 35,744 1,574 2,255 681 Advertising 26,617 50,725 24,108 2,517 45,984 1,574 2,255 681 Advertising 26,617 50,725 24,108 2,517 45,984 0 19 19 Dorn Coupons Expense 3 91 88 0 3 5,731 5,344 -387× Reprine 12,455 11,104 41,019 1,975 11,309 2,364 2,015 <-249×			,						
2,747 1,065 < <1,682 Unforms 14,442 8,1442 6,125 1,021 5,884 1,574 2,255 661 Advertising 26,617 50,725 24,108 2,517 45,968 0 19 19 Dorm Coupons Expense 3 91 88 0 3 5,731 5,344 <237.2									
1,574 2,255 681 Advertising 26,617 50,725 24,108 2,151 45,508 0 19 19 Dorn Coupons Expense 3 91 88 0 3 5,731 5,344 <387> Repairs & Maintenance 65,223 37,967 <27,256> 8,664 70,006 2,264 2,015 <2499									
0 19 19 Dorn Coupons Expense 3 91 88 0 3 5,731 5,744 Repairs & Maintenance 5,232 37,967 <227,255									
5,731 5,344 <387> Repairs & Maintenance 65,223 23,967 <22,256> 8,664 70,506 45,501 53,477 7,976 Bank Card Expense 260,552 280,063 19,511 46,085 253,11 2,355 1,178 <1,177> Overs/Shorts 11,028 7,149 <3,879> 900 12,397 0 0 Credit Card Adjustments 98 0 <99.5			100						
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2,264 2,015 <249> Sales Tax Expense 12,455 11,436 <1,019> 19,75 11,309 2,355 1,178 <1,177> Overs/Shorts 11,028 7,149 <3,879> 900 12,397 400 0 <400> Rentals 4,145 3,200 <945> 3,55 3,446 0 4202 425 Rest Rentals 4,145 3,200 <945> 3,55 3,446 0 0 0 0 0 0 600 650 50 0 660 3,5,491 3,8,564 3,0,73 Commission Expense 162,094 175,592 1,408 3,7,653 160,067 313,702 354,145 <40,443> SVCS AND ENTERPTINOL 2,185,739 2,214,404 28,665 346,901 2,138,050 313,702 354,145 <40,443> SVCS AND ENTERPTINOL 1,264,564 1,179,803 84,761 326,351 1,050,441 49,975 5,252 Al									
2,355 1,178 <1,177> Overs/Shorts 11,028 7,149 <3,879> 900 12,397 0 0 0 0 0 <98> 5 70 0 0 0 <400> Rentals 4,145 3,200 <945> 335 3,446 0 425 425 Rentals Truck 1,822 2,875 1,053 468 2,705 0 0 0 0 0 0 600 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
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313,702 354,145 <40,443> SVCS AND ENTERPRISES 1,264,564 1,179,803 84,761 326,351 1,050,441 50,965 42,093 <8,872> Allocated ExpHR 293,944 284,295 <9,649> 34,302 271,061 70,701 77,965 7,264 Allocated ExpHR 343,087 348,480 5,933 77,824 352,470 39,514 41,604 2,090 Allocated ExpIS 171,733 177,867 6,134 30,223 155,316 16,182 17,382 1,200 Allocated Exp. NExpIS 171,733 177,867 6,134 30,223 155,316 18,443 27,158 8,715 Utilities 190,540 247,829 <3,528> 49,070 225,829 77,310 60,566 <16,744> Maintenance 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,	817,509	853,193	35,684		5,427,678	5,452,329	24,651	826,092	5,321,934
Less: Allocated Exp Less: Allocated Exp Less: Allocated Exp. Less: Allocated Exp. <thless: allocated="" exp.<="" th=""> <thless: allocat<="" td=""><td>313,702</td><td>354,145</td><td><40,443></td><td></td><td>1,264,564</td><td>1,179,803</td><td>84,761</td><td>326,351</td><td>1,050,441</td></thless:></thless:>	313,702	354,145	<40,443>		1,264,564	1,179,803	84,761	326,351	1,050,441
50,965 42,093 <8,872> Allocated ExpHR 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 ExpIS 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									
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39,514 41,604 2,090 Allocated ExpIS 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									
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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	<90,/14>	<00,931>	<33,/83>	INET TINCOME (LUSS)	<1,203,824>	<1,200,391>	٥٢,/٥/	<37,828>	<1,3%,/33>
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	384,247	398,959	<14,712>	TOTAL CUSTOMER COUNT	2,210,420	2,254,786	<44,366>	404,150	2,243,556
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									
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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	C 00	C 01	0.00		C OF	Г 00	0.17	F 70	F (7
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30,048 30,512 464 EMPLOYEE HOURS 193,579 196,265 2,686 32,467 202,251									
43.39 38.17 (4.43) SALES/LABUR HUUR (41.07) 41.32									
	45.09	49.52	<4.43>	SALES/LADUK HUUK	41.0/	41.32	<0.25>	43.39	38.17

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

UCLA STUDENT UNION INCOME STATEMENT

FEB. 07(01/24/16-02/20/16)		1 1	FISCAL YEAR 15-16			FISCAL YEAR 14-15		
	CURRENT MONTH			YTD 7 MO(07/26/15-02/20/16)			LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
27,851	24,235	,	EVENT SERVICES OFFICE	282,450	325,870	<43,420>	21,205	285,058
0	50		STUDENT UNION OPERATIONS	0	466	<466>	0	32
0	0	0	RECREATION & GAMES	0	0	0	0	5
46,251	47,260		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	,	AU Post Office Cost	272,435	322,563	50,128	49,730	347,530
10,324	3,554		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		Less: Cost of Sales	326,207	377,469	51,262	53,636	392,756
74.9 18,623	69.6 21,771		COST OF SALES % GROSS MARGIN	58.2 234,803	57.5 278,686	<0.6> <43,883>	74.5 18,386	61.5 245,533
25.1	30.4	<5.3>	GROSS MARGIN %	41.9	42.5	<0.6>	25.5	38.5
25.1	50.4	<3.32		11.5	72.5	<0.02	25.5	50.5
62.9	85.3	<72.4>	EVENT SERVICES OFFICE	81.0	83.2	<2.2>	81.6	84.1
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	100.0
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
		012				0.0		1.0
15,425	28,903	<13.478>	STUDENT UNION OPS	90,176	109,259	<19,083>	29,869	102,185
8,052	8,320		AU POST OFFICE	48,411	58,062	<9,651>	8,991	63,178
23,477	37,223		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		Training Programs	4,435	5,108	673	0	5,676
1,503	89		Annual ASUCLA Events	24,359	21,023	<3,336>	676	21,627
10,838	16,800		Student Event Exp	52,847	57,482	4,635	12,081	59,560
0	139	139	Operating Supplies Uniforms	89	973	884	0	837
0 215	0 90	0	Advertisina	1,400 569	2,000 844	600 275	0 7	0 1,749
590	90 601	-	Business Promotion	3,651	4,177	526	7 498	3,541
1,113	500		Repairs & Maintenance	9,490	8,766	<724>	588	11,575
1,113	1,111		Bank Card Expense	9,490 6,555	8,766 7,750	1,195	1,221	8,072
1,129	28		Overs/Shorts	0,555 1,910	7,750 197	<1,713>	241	8,072 1,412
0	28	<123>	Commission Expense	575	197	<575>	0	1,412
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
	,	, ,	GROSS CONTRIBUTION TO	,			., .==	,
<68,634>	<65,917>	<2,717>	SVCS AND ENTERPRISES	<372,078>	<338,455>	<33,623>	<67,176>	<350,386>
			1			· · ·	·	
			Less: Allocated Exp					
4,516	3,835	<681>	Allocated ExpHR	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		Allocated ExpIS	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		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)]	FI	ISCAL YEAR 15-1	6	FISCAL YEAR 14-15		
			1	YTD 7 MO(07/26/15-02/20/1			LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
211.00-	200 405		Company Manager	2 00 1 575	2 127 505	42.024	207 427	2 1 62 515
311,907	299,402		Career Wages	2,094,577	2,137,508	42,931	307,137	2,168,515
0 22 972	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 7.9	335,355 7.3		TOTAL WAGES WAGE % TO TOTAL SALES	2,319,040 5.7	2,376,401 5.7	57,361 0.0	336,745 7.3	2,401,555 5.8
7.5	7.5	<0.72	WAGE % TO TOTAL SALLS	5.7	5.7	0.0	7.5	5.0
0	0	0	Emp Awards, Profess.	11,859	12,000	142	0	11,156
2,000	0		Emp Awards, Students	6,000	4,000	<2,000>	ů 0	4,000
150,625	144,222		Employee Benefits	1,020,263	1,014,536	<5,727>	140,182	1,000,363
7,899	8,422		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		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		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>		Security Expense	<2,597>	<2,800>	<203>	<49>	<1,308>
286	52		Security Equipment	670	358	<312>	0	498
2,997	2,750		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		Repairs & Maintenance	40,383 6,607	44,439	4,056	5,858	33,577
3,404 17,316	1,564 12,433		Repair-Mtce Computer Repairs & Mtce-Equip	86,582	10,948 87,031	4,341 449	<4,801> 9,797	4,226 72,537
17,516	12,433		Printing	218	470	252	9,797	12,537
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	9,100 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		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		Armored Carrier Expense	22,688	24,100	1,412	3,000	21,569
7,635	7,864		UCOP Payroll Services	53,445	55,048	1,603	6,980	52,353
13,401	14,374		UCLA Recharge Expense	93,807	102,170	8,363	13,955	97,668
1,050	1,500		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		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>		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	٥	TOTAL EXPENSE	0	0	0	0	0
U	U	U	I U IAL LAFENJE	U	U	U	U	U

MAINTENANCE DIVISION EXPENSE STATEMENT

FEB. 07(01/24/16-02/20/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
CURRENT MONTH			YTD 7 MO(07/26/15-02/20/16)		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		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		Trav/Trips/Conference	286	2,000	1,714	147	579
5,002	5,001		Paper	33,735	35,006	1,271	4,108	33,338
4,415	5,309		Cleaning Supplies	36,207	38,486	2,279	4,117	32,159
1,360	1,467		Replacements	6,936	8,385	1,449	1,220	9,581
433	1,366		Laundry	3,367	4,409	1,042	1,326	3,736
58,320	18,400		Repairs & Maintenance	229,665	136,700	<92,965>	8,171	136,254
3,950	2,725		Repairs & Mtce-Elevator	31,459	21,865	<9,594>	1,127	16,910
0	175	,	Repairs & Mtce-Equip	232	700	468	_,!	0
448	900		Painting Program	1,861	6,300	4,439	342	1,758
0	250		Incidental Proj Exp	0	1,750	1,750	786	3,666
878	3,495		Air Conditioning-Maint	30,079	24,465	<5,614>	7,121	28,367
7,604	7,239		Rub Remvl/Hauling	46,089	48,356	2,268	7,376	47,195
2,974	3,428		Rodent & Pest Control	27,457	23,996	<3,461>	4,384	28,436
1,050	780		Rentals-Truck	7,923	5,460	<2,463>	<28>	4,424
154,865	123,362		TOTAL OTHER CONTROL.	955,660	866,621	<89,039>	104,118	822,947
257,365	219,846		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	1	NET EXPENSE	1,800,359	1,710,259	<90,100>	209,372	1,658,952
				_//	_,: _0,_00			_,,
<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>	•	Allocated-USAC	<48,958>	<48,958>	0	<6,535>	<45,745>
<2,743>	<2,743>		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>	,	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)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
(CURRENT MONTH			YTD 7 MO(07/26/15-02/20/16)			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>