ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/29/17 - 02/25/17)

Prepared

March 10, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		5-16	FY 1			5/17)		RUARY (01/2	FEBF		
			LAST YE		NCE	VARIA		CURREN	BUD		ACT
			LASTIE				ACT/	GEI	BUD	UAL	ACT
\$		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
27,0	UCLA Store		2,482	8.0%	198	2.4%	64		2,616		2,680
9,3	UCLA Restaurants		1,568	4.5%	70	(2.0%)	(33)		1,671		1,638
2,3	Services Division		231	12.1%	28	(15.6%)	(48)		307		259
7	UCLA Student Union		98	12.2%	12	(4.3%)	(5)		115		110
39,4	TOTAL		4,379	7.0%	308	(0.5%)	(22)		4,709		4,687
	GROSS MARGIN			Pts.		Pts.					
8,8	UCLA Store	35.7%	886	3.7	170	3.4	115	36.0%	941	39.4%	1,056
6,7	UCLA Restaurants	72.1%	1,131	0.2	54	1.0	(6)	71.3%	1,191	72.3%	1,185
2,3	Services Division	100.0%	231	0.0	28	0.0	(48)	100.0%	307	100.0%	259
4	UCLA Student Union	42.9%	42	16.2	23	3.4	1	55.7%	64	59.1%	65
18,3	TOTAL	52.3%	2,290	2.4	275	1.5	62	53.2%	2,503	54.7%	2,565
	WAGES & BENEFITS										
3,9	UCLA Store	21.3%	529	0.3	(33)	0.6	4	21.6%	566	21.0%	562
4,7	UCLA Restaurants	42.1%	660	(0.3)	(35)	(1.8)	(16)	40.6%	679	42.4%	695
3	Services Division	22.5%	52	1.7	(2)	(2.6)	2	18.2%	56	20.8%	54
4	UCLA Student Union	58.2%	57	(4.5)	(12)	(1.8)	1	60.9%	70	62.7%	69
9,5	TOTAL	29.6%	1,298	0.2	(82)	(0.3)	(9)	29.1%	1,371	29.4%	1,380
	OTHER CONTROLLABLES			()							
1,4	UCLA Store		43	(0.5)	(17)	0.2	4	2.4%	64	2.2%	60
1,0	UCLA Restaurants	10.1% 27.3%	158 63	(0.8) 1.8	(21)	(0.5)	(5) 24	10.4% 29.3%	174 90	10.9% 25.5%	179 66
7	Services Division UCLA Student Union	27.3% 54.1%	53	(9.5)	(3) (17)	3.8 (12.3)	24 (11)	29.3% 51.3%	90 59	25.5% 63.6%	66 70
3,5			317	(9.3) (0.8)	(17)	(12.3) 0.2	12	8.2%	387	8.0%	375
0,0		1.270	011	(0.0)	(00)	0.2		0.270	007	0.078	010
	CONTRIBUTION										
3,4	UCLA Store	12.7%	314	3.5	120	4.3	122	11.9%	312	16.2%	434
9	UCLA Restaurants	20.0%	314	(1.0)	(3)	(1.2)	(27)	20.2%	338	19.0%	311
1,2 (3	Services Division UCLA Student Union	50.2%	116 (69)	3.9 4.0	24 (4)	1.7 (9.9)	(21) (8)	52.4% (56.5%)	161 (65)	54.1% (66.4%)	140 (73)
5,2	TOTAL	()	(09) 675	4.0 1.9	(4) 137	(9.9)	(6) 66	(30.3 %) 15.8%	(03) 746	(00.4 %) 17.3%	(73) 812
5,2		13.4%	0/5	1.9	137	1.5	00	13.0%	740	17.3%	012
	ALLOCATED EXPENSES										
3,9	Admin&Support Services		558	1.1	13	0.8	39	12.4%	584	11.6%	545
1,4	Maintenance Division	5.4%	238	1.0	34	0.4	22	4.8%	226	4.4%	204
6	Utilities Depreciation	1.4% 4.3%	60 187	(0.3) 0.4	(19) 3	0.4 0.7	19 32	2.1% 4.6%	98 216	1.7% 3.9%	79 184
1,4 7,4			1.043	0.4 2.2	3 31	2.3	32 112	4.6% 23.9%	1,124	21.6%	1,012
7,4		20.070	1,040	2.2	01	2.0		20.070	1,124	21.070	1,012
(2,2	NET INCOME (LOSS) FROM OPERATIONS	(8.4%)	(368)	4.1	168	3.7	178	(8.0%)	(378)	(4.3%)	(200)
(2,2		(0.4%)	(300)	4.1	100	3.1	1/0	(0.0%)	(376)	(4.3%)	(200)
	OTHER INC/(EXP)	0.50/		(0, 1)	(1)	0.4		0.00/	0	0.404	
	Non-Recurrent Inc/(Exp)		24	(0.1)	(4)	0.4	20	0.0%	0	0.4%	20
(2	Interest Income Interest (Expense)	0.3% (0.8%)	14 (37)	(0.1) 0.1	(3) 2	0.0 0.0	0	0.2% (0.7%)	11 (35)	0.2% (0.7%)	11 (35)
(2	Income Taxes	(0.8%) 0.0%	(37)	0.1	2	0.0	0	(0.7%)	(35)	(0.7%)	(35)
1,6	Student Union Fee Income		226	(0.3)	5	0.0	0	4.9%	231	4.9%	231
1,5	TOTAL	5.2%	227	(0.4)	0	0.4	20	4.4%	207	4.8%	227
(6	NET INCOME (LOSS)	(3.2%)	(141)	3.8	168	4.2	198	(3.6%)	(171)	0.6%	27

	FISCAL YEAR 2016-2017 FY 15-16								5-16
				7/31/16 - 02				**	*
ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/	-	ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%
27,002		28,312		(1,310)	(4.6%)	(1,431)	(5.0%)	28,433	
9,315		9,588		(273)	(2.8%)	(20)	(0.2%)	9,335	
2,351		2,310		41	1.8%	114	5.1%	2,237	
735		764		(29)	(3.8%)	35	5.0%	700	
39,403		40,974		(1,571)	(3.8%)	(1,302)	(3.2%)	40,705	
					Pts.		Pts.		
8,875	32.9%	9,304	32.9%	(429)	0.0	(301)	0.6	9,176	32.3
6,707	72.0%	6,830	71.2%	(123)	0.8	15	0.3	6,692	71.7
2,349	99.9%	2,309	100.0%	40	(0.1)	113	(0.1)	2,236	100.0
433	58.9%	433	56.7%	0	2.2	60	5.6	373	53.3
18,364	46.6%	18,876	46.1%	(512)	0.5	(113)	1.2	18,477	45.4
3,998	14.8%	4,092	14.5%	94	(0.3)	(175)	(1.4)	3,823	13.4
4,720	50.7%	4,660	48.6%	(60)	(2.1)	(285)	(3.2)	4,435	47.5
386	16.4%	389	16.8%	3	0.4	(11)	0.4	375	16.8
464	63.1%	477	62.4%	13	(0.7)	(31)	(1.2)	433	61.9
9,568	24.3%	9,618	23.5%	50	(0.8)	(502)	(2.0)	9,066	22.3
1,446	5.4%	1,486	5.2%	40	(0.2)	37	(0.2)	1,483	5.2
1,007	10.8%	1,028	10.7%	21	(0.1)	(14)	(0.2)	993	10.6
737	31.3%	811	35.1%	74	3.8	47	3.7	784	35.0
362	49.3%	338	44.2%	(24)	(5.1)	(49)	(4.6)	313	44.7
3,552	9.0%	3,663	8.9%	(<u>1</u> 4)	(0.1)	(43) 21	(0.2)	3,573	8.8
0,002	0.070	0,000	0.070		(0.1)		(0.2)	0,010	0.0
0.404	40.70/	0.700	40.00/	(205)	(0,5)	(420)	(0,0)	2.070	40.0
3,431	12.7%	3,726	13.2%	(295)	(0.5)	(439)	(0.9)	3,870	13.6
979	10.5%	1,143	11.9%	(164)	(1.4)	(286)	(3.1)	1,265	13.6
1,225	52.1%	1,109	48.0%	116	4.1	148	4.0	1,077	48.1
(394) 5,241	(53.6%) 13.3%	(382) 5,596	(50.0%) 13.7%	(12) (355)	(3.6) (0.4)	(22) (599)	(0.5) (1.0)	(372) 5,840	(53.1 14.3
J,241	13.3%	5,590	13.17	(355)	(0.4)	(599)	(1.0)	5,640	14.3
						((a =)		
3,951	10.0%	4,119	10.1%	168	0.1	(167)	(0.7)	3,784	9.3
1,486	3.8%	1,597	3.9%	111	0.1	81	0.0	1,567	3.8
608	1.5%	675	1.6%	67	0.1	16	0.0	624	1.5
1,410	3.6%	1,510	3.7%	100	0.1	(57)	(0.3)	1,353	3.3
7,455	18.9%	7,901	19.3%	446	0.4	(127)	(0.9)	7,328	18.0
(2,214)	(5.6%)	(2,305)	(5.6%)	91	0.0	(726)	(1.9)	(1,488)	(3.7
58	0.1%	0	0.0%	58	0.1	10	0.0	48	0.1
85	0.2%	79	0.2%	6	0.0	(10)	0.0	95	0.2
(245)	(0.6%)	(245)	(0.6%)	0	0.0	14	0.0	(259)	(0.6
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
1,619	4.1%	1,619	4.0%	0	0.1	35	0.2	1,584	3.9
1,517	3.8%	1,453	3.5%	64	0.3	49	0.2	1,468	3.6
(697)	(1.8%)	(852)	(2.1%)	155	0.3	(677)	(1.8)	(20)	0.0

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

		FEBF		29/17 - 02/25	5/17)			FY 1	5-16]					R 2016-2017		
			CURREN	T MONTH				*	*						7/31/16 - 02/		
ACTU	UAL	BUD	GET		VARI	-		LAST YE	EAR ACT		ACT	UAL	BUD	GET		VARI	-
\$	%	\$	%	ACT/E \$	30D %	ACT/L` \$	Y ACI %	s	%		\$	%	\$	%	ACT/ \$	80D %	AC1 \$
Ť		· ·		Ť		Ť		•					Ť		Ť		•
0.000		0.040		64	2.4%	400	8.0%	2.482			07.000		00.040		(4.240)	(4.00()	(4.40
2,680 1,638		2,616		-		198 70	8.0% 4.5%	2,482		UCLA Store	27,002 9,315		28,312		(1,310)	(4.6%)	(1,43
259		1,671 307		(33) (48)	(2.0%) (15.6%)	28	4.5% 12.1%	231		UCLA Restaurants Services Division	2,351		9,588 2,310		(273) 41	(2.8%) 1.8%	(2 11
110		115		(46)	(15.6%)	20 12	12.1%	231		UCLA Student Union	735		2,310		(29)	(3.8%)	3
4,687		4,709		(3)	(4.5%)	308	7.0%	4,379		TOTAL	39,403		40,974		(1,571)	(3.8%)	(1,30
.,		.,		(/	. ,			.,		1			,		(1,21.1)	, ,	(1)00
1,056	39.4%	941	36.0%	115	Pts. 3.4	170	Pts. 3.7	886	35.7%	GROSS MARGIN UCLA Store	8,875	32.9%	9,304	32.9%	(429)	Pts. 0.0	(30
1,030	72.3%	1,191	71.3%	(6)	1.0	54	0.2	1,131	72.1%	UCLA Restaurants	6,707	72.0%	6,830	71.2%	(123)	0.0	(30
259	100.0%	307	100.0%	(48)	0.0	28	0.2	231	100.0%	Services Division	2.349	99.9%	2,309	100.0%	40	(0.1)	11
65	59.1%	64	55.7%	(40)	3.4	23	16.2	42	42.9%	UCLA Student Union	433	58.9%	433	56.7%	0	2.2	6
2,565	54.7%	2,503	53.2%	62	1.5	275	2.4	2,290	52.3%	TOTAL	18,364	46.6%	18,876	46.1%	(512)	0.5	(11
										TOTAL CONTROLLABLES							
622	23.2%	629	24.0%	7	0.8	(50)	(0.2)	572	23.0%	UCLA Store	5,444	20.2%	5,578	19.7%	134	(0.5)	(13
874	53.4%	852	51.0%	(22)	(2.4)	(56)	(1.2)	818	52.2%	UCLA Restaurants	5,727	61.5%	5,687	59.3%	(40)	(2.2)	(29
120	46.3%	146	47.6%	26	1.3	(5)	3.5	115	49.8%	Services Division	1,123	47.8%	1,200	51.9%	77	4.1	3
139	126.4%	129	112.2%	(10)	(14.2)	(28)	(13.1)	111	113.3%	UCLA Student Union	827	112.5%	815	106.7%	(12)	(5.8)	(8
1,755	37.4%	1,756	37.3%	1	(0.1)	(139)	(0.5)	1,616	36.9%	TOTAL	13,121	33.3%	13,280	32.4%	159	(0.9)	(48
										CONTRIBUTION							
434	16.2%	312	11.9%	122	4.3	120	3.5	314	12.7%	UCLA Store	3,431	12.7%	3,726	13.2%	(295)	(0.5)	(43
311	19.0%	338	20.2%	(27)	(1.2)	(3)	(1.0)	314	20.0%	UCLA Restaurants	979	10.5%	1,143	11.9%	(164)	(1.4)	(28
140	54.1%	161	52.4%	(21)	1.7	24	3.9	116	50.2%	Services Division	1,225	52.1%	1,109	48.0%	116	4.1	14
(73)	(66.4%)	(65)	(56.5%)	(8)	(9.9)	(4)	4.0	(69)	(70.4%)	UCLA Student Union	(394)	(53.6%)	(382)	(50.0%)	(12)	(3.6)	(2
812	17.3%	746	15.8%	66	1.5	137	1.9	675	15.4%	TOTAL	5,241	13.3%	5,596	13.7%	(355)	(0.4)	(59
										ALLOCATED EXPENSES							
479	17.9%	522	20.0%	43	2.1	13	1.9	492	19.8%	UCLA Store	3,863	14.3%	4,125	14.6%	262	0.3	(2
376	23.0%	417	25.0%	41	2.0	34	3.1	410	26.1%	UCLA Restaurants	2,449	26.3%	2,518	26.3%	69	0.0	2
76	29.3%	88	28.7%	12	(0.6)	(21)	(5.5)	55	23.8%	Services Division	547	23.3%	598	25.9%	51	2.6	(14
81	73.6%	97	84.3%	16	10.7	5	14.2	86	87.8%	UCLA Student Union	596	81.1%	660	86.4%	64	5.3	2
1,012	21.6%	1,124	23.9%	112	2.3	31	2.2	1,043	23.8%	TOTAL	7,455	18.9%	7,901	19.3%	446	0.4	(12
										NET INCOME (LOSS)							
(42)	(0.9%)	(211)	(4 59()	168	3.6	135	3.2	(178)	(1 194)	FROM OPERATIONS UCLA Store	(433)	(1.1%)	(397)	(1.0%)	(26)	(0.1)	(46
(43) (65)	(0.9%)	(211) (78)	(4.5%) (1.7%)	13	3.6 0.3	32	3.2 0.8	(178) (97)		UCLA Store UCLA Restaurants	(433) (1,469)	(1.1%)	(1,376)	(1.0%) (3.4%)	(36) (93)	(0.1)	(46 (26
63	1.3%	73	1.6%	(10)	(0.3)	2	(0.1)	(97)	(2.2 %)	Services Division	678	(3.7%)	510	(3.4%)	(93)	0.5	(20
(155)	(3.3%)	(162)	(3.4%)	(10)	0.1	(1)	0.2	(154)		UCLA Student Union	(990)	(2.5%)	(1,042)	(2.5%)	52	0.0	(
(200)	(4.3%)	(378)	(8.0%)	178	3.7	168	4.1	(368)	· · · ·	TOTAL	(2,214)	(5.6%)	(2,305)	(5.6%)	91	0.0	(72
	^							. ,		OTHER INC/(EXP)							
20	0.4%	0	0.0%	20	0.4	(4)	(0.1)	24	0.5%	Non-Recurrent Inc/(Exp)	58	0.1%	0	0.0%	58	0.1	1
11	0.2%	11	0.2%	0	0.0	(3)	(0.1)	14	0.3%	Interest Income	85	0.2%	79	0.2%	6	0.0	.(1
(35)	(0.7%)	(35)	(0.7%)	0	0.0	2	0.1	(37)		Interest (Expense)	(245)	(0.6%)	(245)	(0.6%)	0	0.0	1
Ó	0.0%	Ó	0.0%	0	0.0	0	0.0	Ó	0.0%	Income Taxes	Ó	0.0%	Ó	0.0%	0	0.0	
231	4.9%	231	4.9%	0	0.0	5	(0.3)	226	5.2%	Student Union Fee Income	1,619	4.1%	1,619	4.0%	0	0.1	3
227	4.8%	207	4.4%	20	0.4	0	(0.4)	227	5.2%	TOTAL	1,517	3.8%	1,453	3.5%	64	0.3	4
27	0.6%	(171)	(3.6%)	198	4.2	168	3.8	(141)	(3.2%)	NET INCOME (LOSS)	(697)	(1.8%)	(852)	(2.1%)	155	0.3	(67

FY 15-16 **

LAST YEAR ACT

\$

28,433

9,335

2,237

40,705

9,176

6,692

2,236

18,477

5,306

5,428

1,159

12,638

3,870

1,265

1,077

(372)

5,840

3,841

2,470

401

616

31

675

(988)

48

95

0

(259)

1,584

1,468

(20)

(1, 488)

(1,206)

7,328

745

373

700

%

32.3%

71.7%

100.0%

53.3%

45.4%

18.7%

58.1%

51.8%

106.4%

31.0%

13.6%

13.6%

48.1%

(53.1%)

14.3%

13.5%

26.5%

17.9%

88.0%

18.0%

0.1%

(3.0%

1.7%

(2.4%)

(3.7%)

0.1%

0.2%

(0.6%)

0.0%

3.9%

3.6%

0.0%

ACT/LY ACT \$

(1,431)

(20)

114

(1,302)

(301)

15

60

(113)

(138)

(299)

36

(82)

(483)

(439)

(286)

148

(22)

(599)

(22)

21

20

(127)

(464)

(263)

3

(2)

(726)

10

(10)

14

0

35

49

(677)

(146)

113

35

%

(5.0%)

(0.2%)

5.1%

5.0%

(3.2%)

0.6

0.3

(0.1)

5.6

1.2

(1.5)

(3.4)

4.0

(6.1)

(2.3)

(0.9)

(3.1)

4.0

(0.5)

(1.0)

(0.8)

0.2

(5.4)

6.9

(0.9)

(1.2)

(0.7)

0.0

(0.1)

(1.9)

0.0

0.0

0.0

0.0

0.2

0.2

(1.8)

Pts.

ASUCLA P/L Reconciliation Feb-17

Financial Analysis	\$0)00's
	Fe	eb-17
Budgeted Net Income/(Loss)		(17
UCLA Store Gross Margin:	-	
Bearwear above plan due to strong performance from One Day Sale and surge in fan enthusiasm related to Basketball and Gymnastics	38	
Graduation ETC above plan as the change in product delivery schedule provided early sales of sashes (may see some reversal closer to Commencement)	49	
Essentials below plan: an aggressive plan anticipating sales due to increased enrollment and Luskin Center guests did not materialize	(6)	
Bookzone below plan due to lower library sales and lack of any new major trade titles released for February	(8)	
Computer Store above plan due to large Apple growth bonus from holiday sales and bonus for December service goals (this offsets negative sales following the Valentine's Day sale)	41	
Hilltop Shop above plan: inclement weather kept more students on the Hill	7	
Total Wages above plan	(2)	
Other, positive controllables	3	
Total Contribution		12
UCLA Restaurants		
Gross Margin:	Ι.	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	10	
Rubios below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)	
No Campus Student Ctr below plan due to inclement weather negatively affected sales	(4)	
CSSC below plan due to budgeted increase for pizza concept not yet executed	(7)	
Café Synapse below plan due to ongoing customer traffic decline	(4)	
Luvalle Food Servery below plan as overly aggressive budget plus rain negatively affected sales	(14)	
Café 451 below plan as library traffic continues to be down from past trends	(6)	
Stage Canteen below plan due as traffic in this area is experiencing significant changes	(5)	
Concessions above plan due to increased attendance at many of the events this month across several sports, and timing as one event budgeted in March occurred in February	46	
Total Wages above plan	(26)	
Other	(13)	
Total Contribution		(2
Services		
Gross Margin:		
Licensing Domestic below plan due to timing: giving some back from prior months and reporting lag as far as having launched the internal campus 6% royalty program as of January 1	(94)	
Licensing International above plan: Q3 and Q4 sales for Middle East and India better than previously estimated	36	
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	8	
Photography above plan	2	
Other, positive controllables mostly Licensing	27	
Total Contribution		(2
UCLA Student Union		
Gross Margin:		
Student Union Ops. above plan; higher student event income due to timing for Hip Hop Events budgeted in later months, mostly offset with lower event services and other income	2	
AU Post Office below plan	(1)	
Total wages below plan	1	
Other, negative controllables (mostly student event expense which corresponds to higher income)	(10)	
Total Contribution		(
Allocated Expenses and Other		
A&SS below plan (mostly wages and benefits)	39	<u> </u>
Maintenance lower than plan due to timing as several inspection services did not take place in February, and merit increases for represented employees are still in negotiation	22	<u> </u>
Utilities lower than plan: mostly much lower electricity consumption than budgeted due to efficiencies from prior mechanical system upgrades	19	<u> </u>
Depreciation lower than plan due to timing of capital expenditures	32	⊢
Positive non-recurrent	20	<u> </u>
Total		13

ASUCLA P/L Reconciliation Year-To-Date Through February 2017

Financial Analysis	\$0	00's
Budgeted Net Income/(Loss)		(852
		(0.52
UCLA Store		
Gross Margin:		
Bearwear below plan due to Rose Bowl Sales lower than anticipated, aggressive sales plan and less campus visitor traffic for the opening of the Luskin Conference Center	(94)	
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(20)	
Graduation ETC above plan due to change in product delivery schedule	73	
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(85)	
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(104)	
Course Reader Solutions below plan: courses shifting to content posted on course websites, several classes opted for no reader and higher shift to lower-priced digital titles	(29)	
Bookzone below plan due to lower department sales, specifically library	(29)	
Computer Store below plan due to decline in institutional sales and general softness in Apple Promo sales	(87)	
Luvalle Books below plan: decline in same titles sales compared to last year in New Text for Law rush and extension, and Used Text average unit price lower than last year	(58)	
Total Wages lower than plan	30	
Other, positive controllables mostly employee benefits, freight out and advertising	108	
Total Contribution		(29)
UCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	59	
Rubios below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(12)	
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned for this location	(14)	
Northern Lights below plan: largest sales downturn in November and February and smaller variances in other months	(11)	
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(68)	
Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend	(30)	
LuValle Food Servery below plan due to budgeting error for Thanksgiving week, small daily variances and inclement weather in February negatively impacted sales	(38)	
Café 451 below plan: library traffic continues to be down from past trends	(15)	
Kerckhoff Coffeehouse below plan: Nov. and Feb. inclement weather reduced foot traffic and budget slightly optimistic (more customers have gone back to Southern Lights)	(13)	
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	19	
Stage Canteen below plan due to significant traffic decline trend in this location	(21)	
Catering below plan due to aggressive budget which planned for new growth of sales	(78)	
Concessions above plan (increased attendance at many events across several sports)	102	
Total Wages above plan	(107)	
Other, positive controllables mostly employee benefits, advertising, paper	63	
Total Contribution		(16
Services		
Gross Margin:		
Licensing Domestic above plan (some of this is due to timing)	11	
Licensing International below plan (revised estimates for Japan, China, India and the Middle East programs)	(27)	
Leased Ops above plan mostly due to income for the transfer center for rent starting 1/2 month September, (offset to fund Student Media is reported in A&SS)	42	
Photography above plan due to additional bookings	14	
Other, positive controllables mostly Licensing	76	
Total Contribution		11
UCLA Student Union		
Gross Margin:		
Student Union Ops slightly higher than plan	3	
AU Post Office below plan due mostly to downturn for international sales	(4)	
Total Wages lower than plan	7	
Other, negative controllables	(18)	
Total Contribution		(1
Allocated Expenses and Other		
A&SS below plan (mostly wages and employee benefits)	168	
Maintenance below plan (positive controllables and also wages and employee benefits as represented employee negotiations not finalized)	111	
Utilities below plan due to continuous efficiencies in running air handling units and running pumps	67	
Depreciation lower than plan due to timing of capitals	100	
Other- various positive non-recurrent and higher interest income	64	
Total		510
Actual Net Income/(Loss)		(69)

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

	Current Month	Prior Month	Prior Year
	February 2017	January 2017	July 2016
ASSETS			
CURRENT ASSETS:	¢44 700	¢40.450	¢44.007
Cash and cash equivalents	\$11,700	\$10,452	\$11,907
Accounts receivable Less: Allowance for doubtful accounts	3,811 (496)	4,608	3,303
Accounts receivable, net	3,315	<u>(491)</u> 4,117	(423) 2,880
Student fees receivable	194	4,117	639
Inventories	5,780	6,640	6,303
Prepaid expenses and other current assets	295	269	331
Total current assets	21,284	21,478	22,060
	21,201	21,110	22,000
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,705	69,759	69,501
Less: Accumulated depreciation	(47,030)	(46,911)	(46,101)
Total long term assets	22,875	23,048	23,600
	,0:0		
TOTAL ASSETS	\$44,159	\$44,526	\$45,660
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,388	\$4,478	\$5,380
Wages and payroll taxes payable	3,040	3,080	3,359
Sales tax payable & other liabilities	912	1,110	762
Interest payable	120	85	89
Deferred income	682	748	349
Funds held for others	112	145	119
Current portion of long term debt	799	799	799
Total current liabilities	10,053	10,445	10,857
LONG TERM DEBT:	0 707		0 707
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
	10.040	10.010	40.050
TOTAL LIABILITIES	18,848	19,240	19,652
RETAINED EARNINGS:			~~~~
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	(697)	(722)	(197)
Ending Balance	25,311	25,286	26,008
	20,311	20,200	20,000
TOTAL LIABILITIES AND RETAINED EARNINGS	\$44,159	\$44,526	\$45,660

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$27	(\$697)	(\$20)
Adjustments to reconcile net income/(loss) to net	Ť	(+)	(+ -)
cash provided/(used) by operating activities:			
Depreciation	184	1,410	1,348
Loss (Gain) on disposal of fixed assets	5	5	1
(Increase)/decrease in current assets:			
Accounts receivable	801	(435)	260
Student fees receivable	(194)	445	34
Inventories	859	523	(192)
Prepaid expenses and other current assets	(26)	36	75
Increase/(decrease) in current liabilities: Accounts payable	(90)	(993)	(430)
Sales tax payable & other liabilities	(199)	(993) 150	(430)
Wages and payroll taxes payable	(40)	(319)	(362)
Interest payable	35	31	(8)
Deferred Income	(66)	333	340
Funds held for others	(33)	(7)	35
Net cash provided/(used) by operating activities	1,263	482	1,216
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(15)	(689)	(753)
Net cash used in investing activities	(15)	(689)	(753)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	1,248	(207)	463
CASH AND CASH EQUIVALENTS, Beginning	10,452	11,907	11,434
CASH AND CASH EQUIVALENTS, Ending	\$11,700	\$11,700	\$11,897

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

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,700
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(300)
AU TFC Expansion Joint and Pavers	(170)
Subtotal	(1,252)
Adjustment for Cash Overdraft Entry	(846)
Uncommitted Cash	9,602
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	13,611
RESERVE SURPLUS (DEFICIT)	(\$4,009)

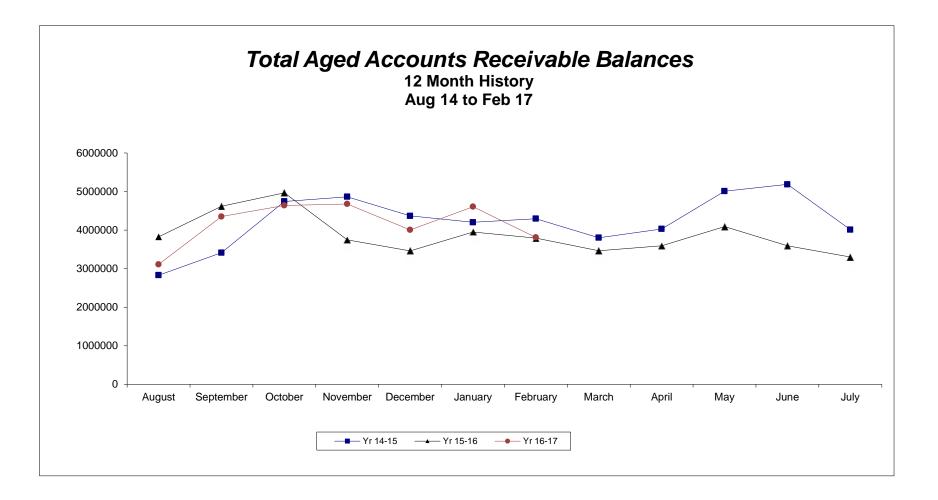
		,		2017 Februar	y 2017				
PROJECT		BUDGET				PROJECTED Remaining		Over	
			Payments:	PO's	Total		Pendina		Status
Store/Serv	ices								
2016-001	Store General Replacement	30.0	5.5	10.7	16.2	13.8		0.0	In Progress
2016-002	CRS Copier	50.0	49.6	0.0	49.6	0.0		(0.4)	Completed
2016-003	Store Copiers	25.0	4.1	0.0	4.1	20.9		0.0	In Progress
2016-027	Custom Shop	0.0	57.6	1.7	59.3	0.7		60.0	In Progress
Total Store	e/Services	105.0	116.8	12.4	129.2	35.4	0.0	59.6	
Food Serv	ice								
2016-004	FS Miscellaneous and Unanticipated	50.0	14.5	29.7	44.2	5.8		0.0	In Progress
2016-005	FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-006	CSSC Pizza Concept	300.0	0.0	0.0	0.0	0.0	300.0	0.0	Pending
2016-007	Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-008	Coffeehouse Turbo Chef ovens	30.0	28.6	0.0	28.6	0.0		(1.4)	Completed
Total Food	Services		43.1	29.7	72.8	5.8	330.0	(1.4)	
Technolog	Y								
2016-009	Printer Replacement	10.0	3.5	5.6	9.1	0.9		0.0	In Progress
2016-010	Network Infrastructure Upgrade	150.0	146.3	1.9	148.2	1.8		0.0	In Progress
2016-011	New Store POS system	250.0	0.0	0.0	0.0	0.0		(250.0)	Cancel
2016-012	UPS replacement for all data closets	30.0	31.7	0.0	31.7	0.0		1.7	Completed
2016-013	Misc. Hardware/Software Upgrades	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
Total Tech	nology		181.5	7.5	1.89.0	2.7	5.0	(248.3)	
Others									
2016-014	Maintenance Truck	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-015	Fac. Misc. Remodels	60.0	10.6	0.0	10.6	49.4		0.0	In Progress
2016-016	AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending
2016-017	AU Grand Ballroom Door Replacement	20.0	0.0	29.0	29.0	0.0		9.0	Completed Awaiting Invoice
2016-018	AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending
2016-019	Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-020	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-021	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-022	Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2016-023	Finance Misc. Replacements	15.0	0.0	2.4	2.4	12.6		0.0	In Progress
2016-024	MCO Equipment	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2016-025	Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2016-026	EDO Copier	7.0	8.8	0.0	8.8	0.0		1.8	Completed
2016-028	SUO Exterior Trash/Recycling Receptacles	0.0	0.0	82.5	82.5	7.5		90.0	In Progress
2016-029	Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.3		12.0	In Progress
	rs	572.0	19.4						4 4 4 4 4 4 4
Total Curre	ent Year Projects	1,532.0	360.8	:175.2	536.0	113.7	7.95.0	(87.3)	

ASUCLA SERVICES AND ENTERPRISES

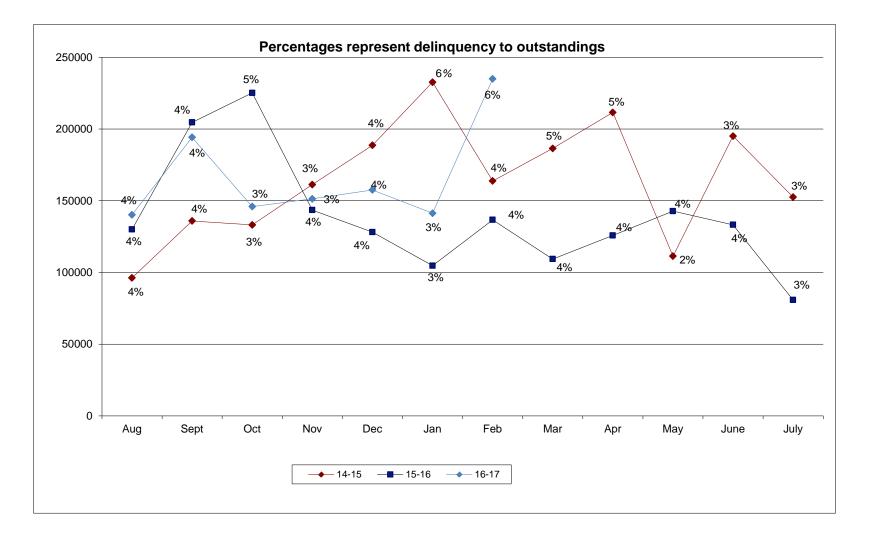
Capital Expenditures -Current Year Projects (\$000's)

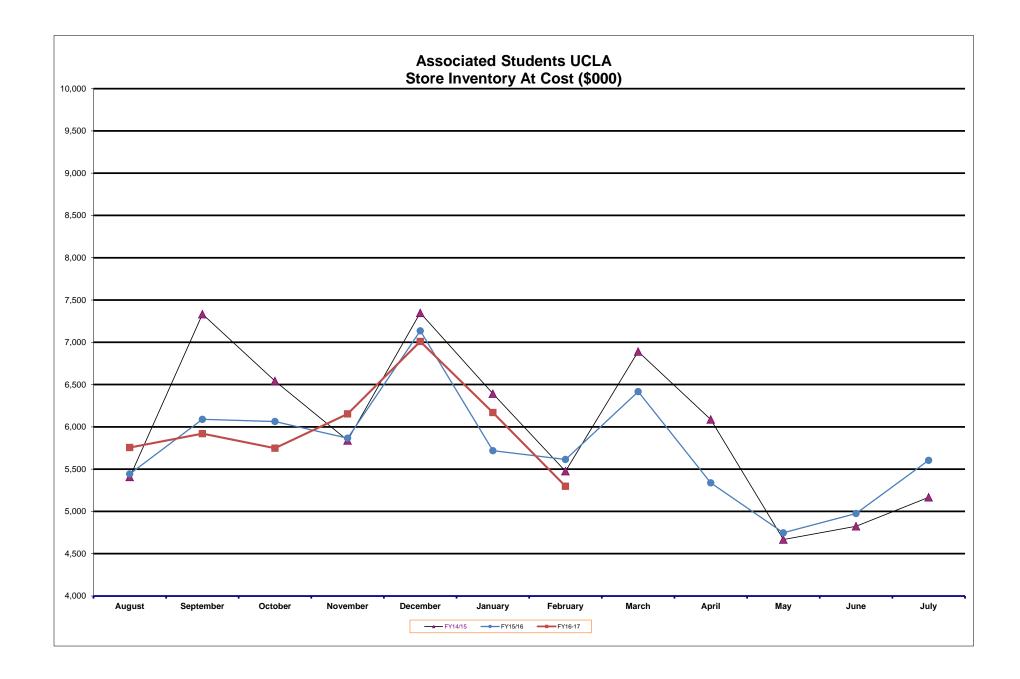
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

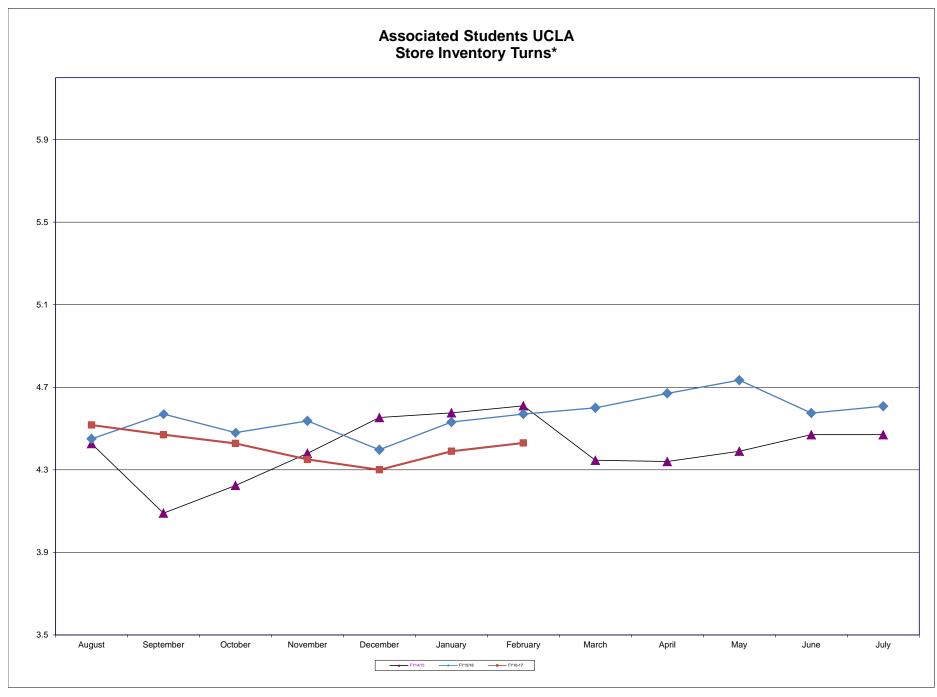
2/25/2017 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$710,217	22%	\$184,813	80%	\$23,252	20%	\$7,624	39%	\$5,238	10%	\$12,655	28%	\$943,799	25%
ASUCLA PUBLICATIONS	\$256,080	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$256,080	7%
ASUCLA USA/GSA	\$88,056	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$88,056	2%
DUE FROM VENDORS	\$519,431	16%	(\$3,878)	-2%	(\$2,671)	-2%	\$7,742	39%	\$45,656	87%	\$30,437	68%	\$596,717	16%
DENTAL KITS	\$201,741	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$201,741	5%
OTHER	\$1,568,223	46%	\$51,281	22%	\$97,093	83%	\$4,246	22%	\$1,761	3%	\$2,005	4%	\$1,724,609	45%
TOTAL CURRENT MONTH	\$3,343,748	100%	\$232,216	1 00 %	\$117,674	1 00 %	\$19,612	100%	\$52,655	1 00 %	\$45,097	100%	\$3,811,002	100%
	88%		6%		3%		1%		1%		1%		100%	
1/28/2017 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$895,129	24%	\$524,348	86%	\$14,779	65%	\$12,881	44%	\$751	2%	\$14,722	33%	\$1,462,610	32%
ASUCLA PUBLICATIONS	\$312,415	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$312,415	7%
ASUCLA USA/GSA	\$82,112	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$82,112	2%
DUE FROM VENDORS	\$261,499	7%	(\$2,756)	0%	\$2,965	13%	\$10,942	38%	\$43,184	95%	\$28,789	65%	\$344,623	7%
DENTAL KITS	\$245,305	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,305	5%
OTHER	\$2,064,566	53%	\$83,803	14%	\$4,893	22%	\$5,398	18%	\$1,203	3%	\$800	2%	\$2,160,662	47%
TOTAL CURRENT MONTH	\$3,861,026	100%	\$605,395	100%	\$22,637	100%	\$29,221	100%	\$45,138	100%	\$44,311	100%	\$4,607,727	100%
	84%		13%		0%		1%		1%		1%		100%	
	0		00		<u> </u>		00		400		450		Tatal	
12/31/2016 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$786,879	21%	\$100,040	97%	\$30,964	81%	\$6,730	32%	\$3,844	8%	\$14,888	32%	\$943,345	24%
ASUCLA PUBLICATIONS	\$372,145	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$372,145	9%
ASUCLA USA/GSA	\$94,787	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,787	2%
DUE FROM VENDORS	\$363,671	10%	\$2,528	2%	\$1,649	4%	\$9,485	46%	\$47,158	92%	\$31,439	66%	\$455,930	11%
DENTAL KITS	\$338,168	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$338,168	8%
OTHER	\$1,789,226	47%	\$1,158	1%	\$5,723	15%	\$4,890	22%	\$0	0%	\$799	2%	\$1,801,795	46%
TOTAL CURRENT MONTH	\$3,744,876	100%	\$103,726	100%	\$38,336	100%	\$21,105	100%	\$51,002	100%	\$47,126	100%	\$4,006,171	100%
	93%		3%		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

FEB	07(01/29/17-02/2	95/17)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
70/ 00/	000 410	100 414	
796,996 1,165,483	930,410 1,015,916	<133,414> 149,567	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION
147,869	133,101	14,768	HILLTOP SHOP
168,226	167,068	1,158	LU VALLE COMMONS STORE
60,134	53,000	7,134	E-COMMERCE DIVISION
210,436	243,636	<33,200>	HEALTH SCIENCES STORE
2,549,144	2,543,131	6,013	TOTAL SALES
1,612,942	1,663,308	50,366	Less: Cost of Sales
			Less: Shrinkage
2.574	3.040	464	ACADEMIC SUPPORT DIV
2,576 5,706	5,520	464 <186>	GENERAL MDSE DIVISION
697	640	<57>	HILLTOP SHOP
809	790	<19>	LU VALLE COMMONS STORE
0	0	0	E-COMMERCE DIVISION
1,062	1,110	48 250	HEALTH SCIENCES STORE
10,850 1,623,792	11,100 1,674,408	50,616	SHRINKAGE TOTAL COST OF SALES
.,	.,		
63.3	65.4	2.1	COST OF SALES %
925,352	868,723	56,629	GROSS MARGIN
36.7	34.6	2.1	GROSS MARGIN %
0.4	0.4	0.0	SHRINKAGE %
36.3	34.2	2.1	NET GROSS MARGIN %
16.7	17.3		ACADEMIC SUPPORT DIV
48.4 40.1	47.4	0.9 1.0	GENERAL MDSE DIVISION
40.1 39.3	39.1 40.2	<0.9>	HILLTOP SHOP LU VALLE COMMONS STORE
52.9	40.2 52.0	0.9	E-COMMERCE DIVISION
33.8	32.6	1.2	HEALTH SCIENCES STORE
130,696	72,716 941,439	57,980	OTHER INCOME
1,056,047	941,439	114,608	GROSS MARGIN/OTHER
			Less: Controllable Exp
253,178	254,142	964	Career Wages
0	0	0	Limited Appointment
172,851 426,028	164,312 418,454	<8,539> <7,574>	Student Wages TOTAL WAGES
16.7	16.5	<0.3>	WAGE % TO SALES
135,614	147,186	11,572	Employee Benefits
3,479	6,470	2,991 1,984	Office Supplies
10,759 0	12,743 0	1,984	Telephone Telex
16	20	4	Postage
4,336	1,900	<2,436>	Trav/Trips/Conference
0	0	0	Membership Fees
4,583	4,950	367	Operating Supplies
12,435 900	16,550 900	4,115 0	Freight Out Transportation
0	0	0	Merchandise Losses
502	0		Postage Stamp O/S
16,317	17,610	1,293	Advertising
<73,956>	<75,450>	<1,494>	Vendor Adv. Allowance
28 3,759	35 3,920	7 161	Direct Mail Adv. Repairs & Maintenance
54,399	53,333	<1,066>	Bank Card Expense
<372>	0	372	Overs/Shorts
2,500	0	<2,500>	Credit Card Adjustments
0	0	0	Textbook Rental Exp
0 713	0 200	0 <513>	Rentals-Facilities Rentals-Truck
0	200	<513>	Taxes & Licenses
8,849	11,650	2,801	Professional Services
0	0	0	Temp Agency Service
552			Commission Expense
	600	48	0
100	600 100	<0>	Concession Expense Alloc of Distr Cotr
	600		Concession Expense Alloc of Distr Cntr Payment to UCLA
100 0	600 100 1	<0> 1	Alloc of Distr Cntr
100 0 10,117	600 100 1 8,034	<0> 1 <2,083>	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP
100 0 10,117 195,631 621,660	600 100 1 8,034 210,752 629,206	<0> 1 <2,083> 15,121 7,546	Alloc of Distr Ontr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO
100 0 10,117 195,631	600 100 1 8,034 210,752	<0> 1 <2,083> 15,121	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP
100 0 10,117 195,631 621,660	600 100 1 8,034 210,752 629,206	<0> 1 <2,083> 15,121 7,546	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
100 0 10,117 195,631 621,660	600 100 1 8,034 210,752 629,206	<0> 1 <2,083> 15,121 7,546	Alloc of Distr Ontr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO
100 0 10,117 195,631 621,660 434,388 35,651	600 100 1 8,034 210,752 629,206 312,233 37,498	<0> 1 <2,083> 15,121 7,546 122,155 1,847	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR
100 0 10,117 195,631 621,660 434,388 35,651 114,078	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529	<0> 1 <2,083> 15,121 7,546 122,155 1,847 8,451	Alloc of Distr Čntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580	<0> 1 <2,083> 15,121 7,546 122,155 1,847 8,451 11,634	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946 28,188	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580 27,001	<0> 1 <2.083> 15,121 7,546 122,155 1,847 8,451 11,634 <1,187>	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 ExpIS Allocated ExpIS Allocated Exp. Mktg
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580	<0> 1 <2,083> 15,121 7,546 122,155 1,847 8,451 11,634	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946 28,188 90,512 73,141 26,316	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580 27,001 85,096	<0> 1 <2.083> 15,121 7,546 122,155 1,847 8,451 11,634 <1,187> <5,416> 10,370 7,183	Alloc of Distr Čntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Othr SA
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946 28,188 90,512 73,141 26,316 56,133	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580 65,580 65,580 65,596 83,511 85,096 83,511 133,499 67,404	<0> 1 <2,083> 15,121 7,546 122,155 1,847 8,451 11,634 <1,187 <5,416> 10,370 7,183 11,271	Alloc of Distr Čntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities Depreciation
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946 28,188 90,512 73,141 26,316	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580 27,001 85,096 83,511 33,499	<0> 1 <2.083> 15,121 7,546 122,155 1,847 8,451 11,634 <1,187> <5,416> 10,370 7,183	Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance
100 0 10,117 195,631 621,660 434,388 35,651 114,078 54,946 28,188 90,512 73,141 26,316 56,133	600 100 1 8,034 210,752 629,206 312,233 37,498 122,529 66,580 65,580 65,580 65,596 83,511 85,096 83,511 133,499 67,404	<0> 1 <2,083> 15,121 7,546 122,155 1,847 8,451 11,634 <1,187 <5,416> 10,370 7,183 11,271	Alloc of Distr Čntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated Exp. IS Allocated Exp. Mktg Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities Depreciation

	SCAL YEAR 16-1	7	FISCAL YE	AR 15-16
	10(07/31/16-02/		LAST YEA	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,263,976	12,396,274	<1,132,298>	881,346	12,339,690
8,078,820	8,161,158	<82,338>	950,009	7,909,289
777,430	721,371	56,059	142,610	706,494
1,560,383	1,762,782	<202,399>	168,784	1,756,374
958,770	1,083,000	<124,230>	51,665	1,089,053
3,768,866	3,593,373	175,493	234,552	3,776,070
26,408,246	27,717,958	<1,309,712>	2,428,967	27,576,971
18,021,826	18,897,824	875,998	1,585,236	19,142,862
38,586	40,500	1,914	2,901	47,220
41,496	43,310	1,814	4,494	38,526
3,584	3,410	<174>	670	3,278
8,159	8,650	491	1,063	10,285
0	0	0	0	<530>
14,173	13,930	<243>	1,344	15,782
105,998	109,800	3,802	10,472	114,561
18,127,825	19,007,624	879,799	1,595,708	19,257,423
68.2	68.2	<0.1>	65.3	69.4
8,280,421	8,710,334	<429,913>	833,259	8,319,548
31.8	31.8	<0.1>	34.7	30.6
0.4	0.4	0.0	0.4	0.4
31.4	31.4	<0.1>	34.3	30.2
19.1	19.5	<0.4>	16.6	17.7
49.0	49.3	< 0.2>	48.0	48.8
41.4	39.8	1.6	39.9	40.8
32.8	32.7	0.0	40.6	31.8
51.1 22.5	51.9 23.7	<0.7> <1.2>	49.7 34.0	51.5 23.1
594,111 8,874,532	593,768 9,304,102	343 <429,570>	52,968 886,227	856,248 9,175,796
1 777 000	1,789,476	12 377	240 197	1 725 122
1,777,099 0	2,500	12,377 2,500	240,197 0	1,725,132 5,984
1,253,835	1,269,146	15,311	156,820	1,135,655
3,030,935	3,061,122	30,187	397,017	2,866,770
11.5	11.0	<0.4>	16.4	10.4
966,975	1,030,436	63,461	131,564	956,289
55,453	62,405	6,952	4,514	66,221
79,827	86,411	6,584	4,148	77,207
0	0	0	80	560
127	92	<35>	17	133
11,430	12,200	770	5,418	16,457
1,950	1,682	<268>	100	1,900
34,146	35,200	1,054	4,626	34,370
153,010	183,658	30,648	10,354	172,787
6,899	6,900	1	900	7,088
0	0	0	0	53
519	0	<519>	10	<484>
160,641	173,801	13,160	9,060	161,562
<90,215>	<83,850>	6,365	<69,918>	<80,958>
250,710	260,245	9,535	34	261,049
42,822	37,776	<5,046>	6,233	50,720
464,917	460,777	<4,140>	49,352	458,313
5,837 17,342	0 0	<5,837> <17,342>	1,657 <267>	7,956
<468>	0	<17,342> 468	<267>	2,152 824
<400>	U	400	0	
	1 1 / / /	-611-		
1,785	1,144 1,700	<641> <792>	572	3,352 1,437
1,785 2,492	1,700	<792>	572 0	1,437
1,785 2,492 300	1,700 300	<792> 0	572 0 0	1,437 300
1,785 2,492 300 79,784	1,700 300 82,150	<792> 0 2,366	572 0 0 10,827	1,437 300 80,665
1,785 2,492 300 79,784 8,123	1,700 300 82,150 1,900	<792> 0 2,366 <6,223>	572 0 10,827 <640>	1,437 300 80,665 6,917
1,785 2,492 300 79,784 8,123 13,717	1,700 300 82,150 1,900 14,100	<792> 0 2,366	572 0 0 10,827	1,437 300 80,665 6,917 14,094
1,785 2,492 300 79,784 8,123	1,700 300 82,150 1,900 14,100 37,222 9	<792> 0 2,366 <6,223> 383 1 9	572 0 10,827 <640> 6 39 0	1,437 300 80,665 6,917
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493	1,700 300 82,150 1,900 14,100 37,222 9 110,483	<792> 0 2,366 <6,223> 383 1 9 2,990	572 0 10,827 <640> 6 39 0 6,190	1,437 300 80,665 6,917 14,094 34,384 0 103,919
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904	572 0 10,827 <640> 6 39 0 6,190 174,875	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493	1,700 300 82,150 1,900 14,100 37,222 9 110,483	<792> 0 2,366 <6,223> 383 1 9 2,990	572 0 10,827 <640> 6 39 0 6,190	1,437 300 80,665 6,917 14,094 34,384 0 103,919
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092	572 0 10,827 <640> 6 39 0 6,190 174,875 571,893	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904	572 0 10,827 <640> 6 39 0 6,190 174,875	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092	572 0 10,827 <640> 6 39 0 6,190 174,875 571,893	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038
1,785 2,492 300 79,784 8,123 13,717 37,222 0 0107,493 2,412,837 5,443,771 3,430,761	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478>	572 0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761	1,700 300 82,150 1,900 14,100 37,222 9 <u>110,483</u> 2,516,741 5,577,863 3,726,239 282,693	<792> 0 2,366 <6,223> 383 1 9 9 2,990 103,904 134,092 <295,478> 38,703	572 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758
1,785 2,492 300 79,784 8,123 13,717 37,222 0 0 107,493 2,412,837 5,443,771 3,430,761 243,990 995,225	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478> 38,703 34,671	572 0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932	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
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 243,990 995,225 477,626	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478> 38,703 34,671 72,813	572 0 10,827 <6405 6 39 0 0 174,875 571,893 314,334 41,375 111,932 62,557	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
1,785 2,492 300 79,784 8,123 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 2,43,990 995,225 477,626 223,140	1,700 300 82,150 1,900 14,100 37,222 9 <u>110,483</u> <u>2,516,741</u> <u>5,577,863</u> <u>3,726,239</u> 282,693 1,029,896 550,439 225,596	<792> 0 2,366 <6,223> 383 1 9 9 2,990 103,904 134,092 <295,478> 38,703 34,671 72,813 2,456	572 0 0 10,827 <6405 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 25,619	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
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 243,990 995,225 477,626 223,140 763,718	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439 225,596 744,638	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 1334,092 <295,478> 38,703 34,671 7,2,813 2,456 <19,080>	572 0 0 10,827 <640> 6 39 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 111,932 62,557 25,619 79,119	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 243,970 995,225 477,626 223,140 763,718 548,266	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439 225,596 744,638 589,138	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478> <295,478> 38,703 34,671 72,813 2,456 <19,080> 40,872	572 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	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
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 243,990 995,225 477,626 223,140 763,718 548,266 207,011	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439 225,596 744,638 589,138 229,615	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478> 38,703 34,671 72,813 2,456 <19,080> 40,872 22,604	572 0 0 10,827 <6405 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	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501 226,027
1,785 2,492 300 79,784 8,123 13,717 37,222 0 107,493 2,412,837 5,443,771 3,430,761 243,990 995,225 477,626 223,140 763,718 548,266 207,011 403,337	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439 225,596 744,638 589,138 229,615 229,615	<792> 0 2,366 <6,223> 383 1 9 9 2,990 103,904 133,092 <295,478> 38,703 34,671 7,2,813 2,456 <19,080> 40,872 22,604 68,491	572 0 0 10,827 <640> 6 39 0 0 6,190 174,875 571,893 314,334 41,375 111,932 62,557 111,932 62,557 111,932 41,375 111,932 62,557 91,19 91,708 91,708 57,453	1,437 300 80,665 6,917 14,094 34,384 5,306,038 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501 226,027 409,779
1,785 2,492 300 79,784 8,123 13,717 37,222 0 0107,493 2,412,837 5,443,771 3,430,761 243,990 995,225 477,626 223,140 763,718 548,266 207,011	1,700 300 82,150 1,900 14,100 37,222 9 110,483 2,516,741 5,577,863 3,726,239 282,693 1,029,896 550,439 225,596 744,638 589,138 229,615	<792> 0 2,366 <6,223> 383 1 9 2,990 103,904 134,092 <295,478> 38,703 34,671 72,813 2,456 <19,080> 40,872 22,604	572 0 0 10,827 <6405 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	1,437 300 80,665 6,917 14,094 34,384 0 103,919 2,439,268 5,306,038 3,869,758 258,647 952,332 469,019 218,370 703,362 603,501 226,027

ASUCLA Finance Office 03/17

UCLA RESTAURANTS INCOME STATEMENT

FEB.	07(01/29/17-02/2	25/17)	ſ	F	ISCAL YEAR 16-1	7	FISCAL YE	AR 15-16
	CURRENT MONTH	1		YTD 7	MO(07/31/16-02)	/25/17)	LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
404.000	404 777	0.04/	ACNITRAL DUVICION	4 057 044	1 010 ((0	45,000	450.050	011 000
191,023 249,561	181,777 262,479	9,246 <12,918>	CENTRAL DIVISION NORTH CAMPUS DIVISION	1,057,944 1,348,614	1,012,662 1,398,930	45,282 <50,316>	159,359 253,108	911,302 1,331,689
148,190	165,136		SOUTH DIVISION	884,116	1,028,674	<144,558>	123,985	848,474
268,854	296,725		LU VALLE DIVISION	1,547,569	1,615,568	<67,999>	277,896	1,532,517
315,969	338,182		COOPERAGE DIVISION	1,804,304	1,862,034	<57,730>	327,132	1,813,977
252,079	206,111	45,968	SPECIAL EVENTS DIVISION	1,349,154	1,325,053	24,101	213,268	1,512,609
1,425,676	1,450,410	<24,734>	TOTAL SALES	7,991,702	8,242,921	<251,219>	1,354,747	7,950,568
452,729	480,180	27,451	Less: Cost of Sales	2,608,048	2,758,068	150,020	436,485	2,642,465
31.8	33.1	1.4	COST OF SALES % GROSS MARGIN	32.6	33.5	0.8	32.2	33.2
972,947 68.2	970,230 66.9	2,717 1.4	GROSS MARGIN %	5,383,654 67.4	5,484,853 66.5	<101,199> 0.8	918,261 67.8	5,308,103 66.8
00.2	00.9	1.4	GRUSS MARGIN 76	07.4	C.00	0.0	07.0	00.0
67.7	66.1	1.7	CENTRAL DIVISION	67.1	65.7	1.4	66.9	66.6
65.7	64.9	0.8	NORTH CAMPUS DIVISION	65.9	65.1	0.8	67.7	65.6
68.4	68.4	0.0	SOUTH DIVISION	67.7	67.7	0.1	66.5	66.5
69.6	70.0	<0.4>	LU VALLE DIVISION	69.6	69.7	<0.1>	69.7	69.6
68.0	65.6	2.3	COOPERAGE DIVISION	66.7	65.4	1.3	65.6	65.5
71.0	66.8	4.2	SPECIAL EVENTS DIVISION	67.5	65.8	1.7	69.9	67.4
212 152	220.225	-0.172	OTHER INCOME	1 222 011	1 245 005	.22.104.	212.050	1 204 120
212,153	220,325 1,190,555	<8,172> <5,455>	GROSS MARGIN/OTHER	1,322,911 6,706,565	1,345,095 6,829,948	<22,184> <123,383>	212,950 1,131,211	1,384,138 6,692,241
1,105,100	1,170,333	<3,433>	GROSS MARGIN OTTER	0,700,303	0,027,740	<123,303>	1,131,211	0,072,241
			Less: Controllable Exp					
			· · · · · · · · · · · · · · · · · · ·					
296,828	292,081		Career Wages	2,113,468	2,079,578	<33,890>	289,755	2,087,592
0	0	0	Limited Appointment	3,919	0	<3,919>	0	0
264,625	251,287		Student Wages	1,645,324	1,607,036	<38,288>	243,395	1,437,245
<36,354>	<44,031>	<7,677>	Labor Recharge	<248,341>	<279,678>	<31,337>	<44,103>	<282,899>
525,099 36.8	499,337 34.4	<25,762> <2.4>	TOTAL WAGES WAGE % TO SALES	3,514,372 44.0	3,406,936 41.3	<107,436> <2.7>	489,046 36.1	3,241,938 40.8
30.0	34.4	<2.4>	WAGE /8 TO SALES	44.0	41.5	<2.1>	30.1	40.8
169,946	179,343	9,397	Employee Benefits	1,205,606	1,252,921	47,315	170,545	1,192,818
1,034	1,490	456	Office Supplies	9,840	10,950	1,110	1,402	11,820
3,508	3,900	392	Telephone	26,463	27,245	782	1,894	25,671
500	1,000	500	Training Programs	8,415	9,500	1,085	598	8,872
58,590	66,899	8,309	Paper	354,817	382,675	27,858	56,039	356,685
4.1	4.6	0.5	Paper % To Sales	4.4	4.6	0.2	4.1	4.5
6,281	4,981	<1,300>	Cleaning Supplies	39,523	32,976	<6,547>	5,274	37,611
<10,070> 1,679	<11,500> 2,395	<1,431> 716	Purchasing Rebates Replacements	<72,932> 28,958	<74,500> 19,065	<1,568> <9,893>	<9,568> 904	<67,658> 24,736
5,234	4,209	<1,025>	Laundry	29,423	30,867	< 9,893 <i>></i> 1,444	904 5,311	24,738
1,621	1,200	<421>	Uniforms	16,480	9,780	<6,700>	2,747	14,442
1,512	1,525	13	Advertising	17,750	37,215	19,465	1,574	26,617
70	0	<70>	Menu Development	70	0	<70>	0	0
0	13	13	Dorm Coupons Expense	<0>	67	67	0	3
9,490	5,666	<3,824>	Repairs & Maintenance	63,271	41,572	<21,699>	5,731	65,223
50,153	51,439	1,286	Bank Card Expense	271,008	278,811	7,803	45,501	260,552
2,328	2,355	27	Sales Tax Expense	12,801	12,979	178	2,264	12,455
637	1,312	675	Overs/Shorts	9,998	8,100	<1,898>	2,355	11,028
8 0	0	<8> 0	Credit Card Adjustments Rentals	14 0	0 800	<14> 800	0 400	98 4,145
135	400	265	Rentals-Truck	135	2,200	2,065	400	4,145
0	700	700	Taxes & Licenses	0	1,150	1,150	0	431
0	,00	0	Professional Services	600	650	50	0	600
0	0	0	Temp Agency Service	837	0	<837>	0	6,556
45,956	35,607	<10,349>	Commission Expense	189,872	195,415	5,543	35,491	162,094
348,612	352,934	4,322	TOTAL OTHER CONTROL.	2,212,947	2,280,438	67,491	328,463	2,185,739
873,711	852,271	<21,440>	TOTAL CONTROLLABLE EXP	5,727,319	5,687,374	<39,945>	817,509	5,427,678
041 00-	000 00 1	0/ 005	GROSS CONTRIBUTION TO	070 017	1 4 40		040 700	1 0/ 1 - / -
311,389	338,284	<26,895>	SVCS AND ENTERPRISES	979,247	1,142,574	<163,327>	313,702	1,264,564
			Less: Allocated Exp					
43,942	44,746	804	Allocated ExpHR	281,890	314,380	32,490	50,965	293,944
69,721	78,258	8,537	Allocated Exp. Fin	375,073	382,965	7,892	70,701	343,087
33,581	42,524	8,943	Allocated ExpIS	177,050	204,203	27,153	39,514	171,733
17,227	17,246	19	Allocated Exp. Mktg	85,267	84,264	<1,003>	16,182	78,583
55,318	54,350	<968>	Allocated Exp Othr SA	292,137	276,420	<15,717>	49,975	251,357
61,616	67,776	6,160 5,012	Maintenance Utilities	461,967	478,133	16,166	77,310	508,749
22,170 72,628	27,182 84,510	5,012 11,882	Utilities Depreciation	174,432 600,743	186,314 591,570	11,882 <9,173>	18,443 87,327	190,540 632,395
376,204	416,592	40,388	TOTAL ALLOCATED EXP	2,448,560	2,518,249	69,689	410,416	2,470,388
2.0,204				,,000	,=.=,=.,	2.1007	,	,,000
<64,816>	<78,308>	13,493	NET INCOME (LOSS)	<1,469,313>	<1,375,675>	<93,638>	<96,714>	<1,205,824>
				<u> </u>				
376,172	388,612		TOTAL CUSTOMER COUNT	2,142,603	2,176,907	<34,304>	384,247	2,210,420
119,120	126,957		3RD PARTY CUST COUNT	717,404	737,127	<19,723>	129,016	771,576
257,052	261,655	<4,603>	ASUCLA CUSTOMER COUNT	1,425,199	1,439,780	<14,581>	255,231	1,438,844
6.26	6.26	0.00	TOTAL AVERAGE CHECK	6.28	6.28	0.01	6.09	6.05
8.03	7.97	0.06	3RD PARTY AVG CHECK	8.04	7.87	0.17	7.80	7.65
5.44	5.43	0.01	ASUCLA AVERAGE CHECK	5.40	5.46	<0.06>	5.23	5.19
30,383	29,067		EMPLOYEE HOURS	195,188	192,804	<2,384>	30,046	193,581
46.91	49.90	<2.98>	SALES/LABOR HOUR	40.94	42.75	<1.81>	45.09	41.07

	7(01/29/17-02/2] [ISCAL YEAR 16-1		FISCAL YE	
	JRRENT MONTH				MO(07/31/16-02/		LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
14,162	12,596	1,566	PHOTOGRAPHY	98,746	82,916	15,830	12,596	75,264
14,162	12,596	1,566	TOTAL SALES	98,746	82,916	15,830	12,596	75,264
129	200	71	Less: Cost of Sales	2,852	1 250	<1,602>	145	1 0 2 0
			GROSS MARGIN		1,250			1,920
14,033 99.1	12,396 98.4	1,637 0.7	GROSS MARGIN GROSS MARGIN %	95,893 97.1	81,666 98.5	14,227 <1.4>	12,451 98.9	73,344 97.5
//.1	70.4	0.7		77.1	70.5	\$1.42	70.7	77.5
99.1	98.4	0.7	PHOTOGRAPHY	97.1	98.5	<1.4>	98.9	97.5
136,059	193,333	<57,274>	TRADEMARKS AND LICENSING	1,500,610	1,517,331	<16,721>	121,082	1,479,568
109,226	101,517	7,709	LEASED OPS	752,038	709,873	42,165	97,092	682,619
245,285	294,850	<49,565>	OTHER INCOME	2,252,648	2,227,204	25,444	218,174	2,162,187
259,318	307,246	<47,928>	GROSS MARGIN/OTHER	2,348,541	2,308,870	39,671	230,624	2,235,531
			Less: Controllable Exp					
35,411	35,481	70	Career Wages	256,076	250,183	<5,893>	34,472	249,253
0	500	500	Limited Appointment	0	3,125	3,125	0 1,112	0
266	400	134	Student Wages	1,378	1,410	32	185	1,221
35,677	36,381	704	TOTAL WAGES	257,454	254,718	<2.736>	34,657	250,474
251.9	288.8	36.9	WAGE % TO SALES	260.7	307.2	46.5	275.1	332.8
10,000	10 007	4 400		100.010	104 400	5 5 40	47.000	404 744
18,228	19,337	1,109	Employee Benefits	128,949	134,489	5,540	17,289	124,744
80	550	470	Office Supplies	3,311	3,345	34	73	2,588
597	460		Telephone	4,040	4,634	594	290	4,854
20	60	40	Postage	481	420	<61>	0	57
116	50		Trav/Trips/Conference	2,134	10,050	7,916	45	7,168
0	0	0	Membership Fees	811	0	<811>	0	0
0	0	0	Enforcement	9,983	7,500	<2,483>	0	7,499
80	1,250	1,170	Business Promotion	2,128	8,750	6,622	0	8,892
0	100	100	Repairs & Maintenance	0	916	916	0	816
0	800	800	Bad Debt	5,678	52,400	46,722	0	0
2,083	2,083	0	Professional Services	15,573	44,585	29,012	2,083	15,052
0	650	650	Legal	3,585	3,950	365	5,942	10,939
2,852	2,300	<552>	Trademark	15,931	16,100	169	2,411	23,728
38,339	12,150		Intern'l Agnt Fee/Tax	146,885	157,340	10,455	12,071	130,406
5,906	11,300	5,394	Domestic Agency Fee	111,732	106,800	<4,932>	8,652	114,704
0	0	0	Misc. Bank Charges	56	0	<56>	0	0
15,553	58,379	42,826	Payment to UCLA	414,724	394,240	<20,484>	31,168	456,833
83,855	109,469	25,614	TOTAL OTHER CONTROL.	866,002	945,519	79,517	80,024	908,279
119,531	145,850	26,319	TOTAL CONTROLLABLE EXP	1,123,456	1,200,237	76,781	114,681	1,158,753
139,787	161,396	~21 600 \	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,225,085	1,108,633	116,452	115,943	1,076,778
137,707	101,390	<21,007>	Less: Allocated Exp	1,225,065	1,100,033	110,432	115,745	1,070,778
			LUSS. AIIUUAIEU LAP					
2,986	3,260		Allocated ExpHR	20,600	23,572	2,972	3,612	22,778
10,617	13,879	3,262	Allocated Exp. Fin	91,537	89,052	<2,485>	10,021	75,181
5,320	7,825	2,505	Allocated ExpIS	44,750	49,235	4,485	5,817	38,615
2,729	3,173	444	Allocated Exp. Mktg	21,427	20,300	<1,127>	2,382	17,912
8,763	10,001	1,238	Allocated Exp Othr SA	73,698	66,546	<7,152>	7,356	57,099
29,279	31,522	2,243	Maintenance	183,940	222,377	38,437	16,267	107,050
10,535	12,651	2,116	Utilities	67,572	86,711	19,139	3,881	40,093
6,242	5,764	<478>	Depreciation	43,218	40,348	<2,870>	6,035	42,615
76,470	88,075	11,605	TOTAL ALLOCATED EXP	546,742	598,141	51,399	55,371	401,343
63,316	73,321	<10,005>	NET INCOME (LOSS)	678,342	510,492	167,850	60,572	675,434

FEB. C)7(01/29/17-02/2	5/17)	1	FISCAL YEAR 16-17		FISCAL YEAR 15-16		
	CURRENT MONTH				MO(07/31/16-02/	,	LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
22 572	20.057	(204		205 500	215 072	10 474	27.051	202.450
22,573 0	28,957 50		EVENT SERVICES OFFICE STUDENT UNION OPERATIONS	295,598 0	315,072 466	<19,474> <466>	27,851 0	282,450 0
41,171	47,619		AU POST OFFICE	256,119	282,082	<25,963>	46,251	278,560
63,744	76,626		TOTAL SALES	551,716	597,620	<45,904>	74,103	561,010
03,744	70,020	<12,0022	TO THE SALES	331,710	377,020	<+3,70+2	74,105	301,010
38,956	46,571	7,615	AU Post Office Cost	248,950	275,876	26,926	45,155	272,435
5,434	5,067		Facilities Costs	52,776	55,068	2,292	10,324	53,772
0	0	0	Cost of Sales GM RM	16	0	<16>	0	0
44,391	51,638	7,247	Less: Cost of Sales	301,742	330,944	29,202	55,479	326,207
69.6	67.4	<2.3>	COST OF SALES %	54.7	55.4	0.7	74.9	58.2
19,354	24,988	<5,634>	GROSS MARGIN	249,975	266,676	<16,701>	18,623	234,803
30.4	32.6	<2.3>	GROSS MARGIN %	45.3	44.6	0.7	25.1	41.9
75.9	82.5		EVENT SERVICES OFFICE	82.2	82.5	< 0.4>	62.9	81.0
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	0.0
5.4	2.2	3.2	AU POST OFFICE	2.8	2.2	0.6	2.4	2.2
38,835	30,153	8,682	STUDENT UNION OPS	137,667	116,759	20,908	15,425	90,176
38,835	8,383		AU POST OFFICE	45,128	49,659	20,908 <4,531>	8,052	90,178 48,411
46,062	38,536	7,526	OTHER INCOME	182,795	166,418	16,377	23,477	138,587
65,415	63,524	1,891	GROSS MARGIN/OTHER	432,770	433,094	<324>	42,100	373,390
55,110	00,021	.,0,1				.0212	.2,100	0.0,070
			Less: Controllable Exp					
			· · · ·					
32,203	31,749	<454>	Career Wages	224,270	222,243	<2,027>	25,788	205,468
19,438	20,831	1,393	Student Wages	121,964	136,045	14,081	17,538	116,312
51,641	52,580	939	TOTAL WAGES	346,234	358,288	12,054	43,326	321,780
81.0	68.6	<12.4>	WAGE % TO SALES	62.8	60.0	<2.8>	58.5	57.4
1(070	17.007	05.4		117.01/	110.05/	1.110	14.004	440 70/
16,973	17,227		Employee Benefits	117,916	119,056	1,140	14,094	110,726
754	603		Office Supplies	6,319	7,439	1,120	434	8,097
2,638	3,315 0	677	Telephone	19,151	22,915	3,764 <42>	1,148 0	18,884 566
853 0	0	<853> 0	Trav/Trips/Conference 24 Hour Study Lounge	1,192 2,758	1,150 2,428	<42> <330>	0	2,716
5,282	5,282	0	Student Comm Art	6,246	6,246	<330>	4,067	4,961
65	0		Training Programs	6,478	4,758	<1,720>	1,459	4,435
1,308	675		Annual ASUCLA Events	24,259	23,421	<838>	1,503	24,359
31,099	16,688		Student Event Exp	89,355	63,453	<25,902>	10,838	52,847
0	0	0	Student Union Prog	352	0	<352>	0	0
0	0	0	Operating Supplies	1,190	0	<1,190>	0	89
0	0	0	Uniforms	1,940	2,000	60	0	1,400
398	90	<308>	Advertising	1,179	844	<335>	215	569
249	601	352	Business Promotion	1,902	4,177	2,275	590	3,651
582	500	<82>	Repairs & Maintenance	11,671	8,766	<2,905>	1,113	9,490
1,055	1,119		Bank Card Expense	6,448	6,629	181	1,129	6,555
1	29	28	Overs/Shorts	190	170	<20>	151	1,910
0	0	0	Commission Expense	0	0	0	0	575
0	0	0	Student Support Svcs	2,654	2,950	296	0	3,206
15,417	15,417	0	Interaction Fund	107,917	107,919	2	15,417	107,917
10,323	14,500	4,177	STUDENT UNION EVENT F	71,164	72,500	1,336	15,248	60,736
86,996 138,637	76,046	<10,950>	TOTAL OTHER CONTROL.	480,282	456,821 815,109	<23,461>	67,408	423,688 745,468
138,037	128,626	<10,011>	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	826,516	815,109	<11,407>	110,734	/45,468
<73,222>	<65,102>	<8,120>	SVCS AND ENTERPRISES	<393,746>	<382,015>	<11,731>	<68,634>	<372,078>
~10,222/	.00,102/	-0,1202		.0,0,140/	.002,010/	\$11,7512	×00,0072	.012,0102
			Less: Allocated Exp					
			· ·					
4,322	4,083	<239>	Allocated ExpHR	27,914	30,035	2,121	4,516	29,020
4,493	5,756	1,263	Allocated Exp. Fin	28,737	32,057	3,320	4,237	24,544
2,251	3,245	994	Allocated ExpIS	14,236	17,825	3,589	2,459	12,697
1,155	1,316	161	Allocated Exp. Mktg	6,691	7,302	611	1,007	5,843
3,709	4,148	439	Allocated Exp Othr SA	22,987	24,043	1,056	3,111	18,635
39,708	43,706		Maintenance	295,116	308,331	13,215	48,328	318,033
14,287	17,531	3,244	Utilities	111,294	120,162	8,868	11,529	119,112
11,424	17,217	5,793	Depreciation	89,492	120,519	31,027	10,436	87,677
81,350	97,002	15,652	TOTAL ALLOCATED EXP	596,469	660,274	63,805	85,624	615,561
-154 572-	<162,104>	7,532	NET INCOME (LOSS)	-000 21Es	<1,042,289>	52,074	-151 250-	<987,638>
<154,572>	<102,104>	1,532	INET INCOME (LUSS)	<990,215>	<1,U4Z,Zŏ∀>	JZ,U/4	<154,258>	< 701,030>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

	7(01/29/17-02/2				ISCAL YEAR 16-1		FISCAL YE	
	URRENT MONTH				MO(07/31/16-02/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
000.050	010.050		a	0.001.007	0.405.444	100.051	011.007	0.004.577
289,250	312,259	23,009	Career Wages	2,081,307	2,185,161	103,854	311,907	2,094,577
0	300	300	Limited Appointment	0	2,100	2,100	0 33,873	0
32,296 321,546	36,812 349,371	4,516 27,825	Student Wages TOTAL WAGES	205,485 2,286,792	248,933 2,436,194	43,448 149,402	33,873	224,464 2,319,040
6.9	7.4	0.6	WAGE % TO TOTAL SALES	5.8	6.0	0.2	7.9	2,319,040
0.7	7.4	0.0	WAGE 70 TO TOTAL SALLS	5.0	0.0	0.2	1.7	5.7
0	0	0	Emp Awards, Profess.	15,178	12,215	<2,963>	0	11,859
0	0	0	Emp Awards, Students	4,000	4,120	120	2,000	6,000
141,214	158,401		Employee Benefits	1,004,843	1,092,967	88,124	150,625	1,020,263
6,005	10,150	4,145	Office Supplies	51,282	56,605	5,323	7,899	52,794
7,352	9,447	2,095	Telephone	54,382	62,660	8,278	4,124	53,291
1,050	974		Postage	4,991	6,312	1,321	603	5,172
237	2,035	1,798	Trav/Trips/Conference	5,933	15,229	9,296	369	4,133
0	20	20	Expense Allowance	645	60	<585>	19	57
114	615	501	Employee Relations	8,849	10,155	1,306	233	8,510
0	52	52	Tuition Assistance	0	104	104	0	0
0	703	703	Fingerprinting	2,428	4,921	2,493	399	2,741
150	315	165	Recruitment	7,223	6,006	<1,217>	293	4,861
0	206	206	Operating Supplies	459	1,209	750	250	1,224
297	386	89	Uniforms	2,590	2,702	112	0	2,376
<10>	<500>		Security Expense	<418>	<3,800>	<3,382>	<200>	<2,597>
736	50		Security Equipment	921	350	<571>	286	670
3,110	2,550		Alarm Monitoring	18,963	17,850	<1,113>	2,997	19,114
1,061	1,311	250	Advertising	8,225	9,425	1,200	1,230	8,698
1,545	1,545		Benefits U Adv	10,815	10,815	0	1,500	10,500
4,916	6,036	1,120	Repairs & Maintenance	48,314	45,860	<2,454>	4,462	40,383
723	1,272		Repair-Mtce Computer	6,250	8,904	2,654	3,404	6,607
9,896	17,017		Repairs & Mtce-Equip	84,201	97,454	13,253	17,316	86,582
122	11		Printing	122	411	289	0	218
3,146	3,146	0	Bruin One Card Exp	34,130	34,130	0	3,249	33,331
<2>	40	42	Overs/Shorts	41	239	198	<2>	<37>
19,169	15,734		Insurance Expense	134,183	110,138	<24,045>	14,303	100,123
6,657	4,295		Professional Services	63,855	36,302	<27,553>	4,569	36,995
1,396	1,409	13	Legal	9,771	9,857	86	1,178	9,473
10,047	10,314	267	External Audit	70,719	72,194	1,475	9,906	70,629
2,689	1,200		Temp Agency Service	13,126	4,150	<8,976>	1,133	10,914
9,607	10,111	504	Internal Audit	67,251	70,777	3,526	8,912	63,914
0	0	0	Tax Consulting	3,729	3,729	0	0	3,620
455	1,583	1,128	PROFESSIONAL FEES PCI	3,390	23,081	19,691	7,625	24,576
11,469	12,360		Board of Directors	88,556	93,078	4,522	11,756	90,124
180	103		Special Projects	4,119	6,967	2,848	10	6,674
4,183	5,008	825	Misc. Bank Charges	28,896	30,514	1,618	4,698	27,325
3,346	3,900		Armored Carrier Expense	23,603	26,000	2,397	3,249	22,688
7,635	7,635		UCOP Payroll Services	53,445	53,445	2,077	7,635	53,445
10,274	, 000 0		UC PATH CHARGES	41,754	0	<41,754>	,,035 0	0
8,050	0		Student Med Supp Fund	44,275	0	<44,275>	0	0
13,296	13,669		UCLA Recharge Expense	92,945	95,683	2,738	13,401	93,807
4,680	1,545		Special Events	27,511	24,616	<2,895>	1,050	23,449
294,796	304,648	9,852	TOTAL OTHER CONTROL.	2,145,493	2,157,434	11,941	290,479	2,014,503
616,343	654,019	37,676	TOTAL CONTROLLABLE EXP	4,432,284	4,593,628	161,344	636,259	4,333,544
010,040	007,017	57,010	. SIME SOM NOLLADLE LAF	1,732,204	1,070,020	101,344	030,237	1,000,044
			Less: Allocated Exp					
17,161	18,867		Maintenance	125,555	133,098	7,543	19,742	129,915
6,175	7,567		Utilities	47,243	51,867	4,624	4,710	48,657
20,773	21,653	880	Depreciation	143,725	151,571	7,846	10,310	80,528
44,109	48,087	3,978	TOTAL ALLOCATED EXP	316,523	336,536	20,013	34,761	259,100
660,451	702,106	41,655	NET EXPENSE	4,748,808	4,930,164	181,356	671,020	4,592,644
-E00 E10.	-400 E00	-10 010	Allocated Suc and Ent	×1 247 (0)		-107 020.	-E00 4E7.	-1 012 750
<589,510>	<632,523>		Allocated-Svs and Ent	<4,267,696>	<4,455,534>	<187,838>	<592,457>	<4,042,758>
<33,167>	<33,167>		Allocated-USAC	<227,272>	<227,272>	0	<31,892>	<216,985>
<3,388>	<3,388>		Allocated-GSA	<23,180>	<23,180>	0	<3,412>	<21,199>
<34,386>	<33,028>	1,358	Allocated-Comm Board	<230,659>	<224,178>	6,481	<43,261>	<311,703>
<660,451>	<702,106>	<41,655>	TOTAL OTHER	<4,748,808>	<4,930,164>	<181,356>	<671,021>	<4,592,645>
0	0	0	TOTAL EXPENSE	0	0	<0>	<1>	<1>
0	0	0		J	U	<02	×12	~12

MAINTENANCE DIVISION EXPENSE STATEMENT

FEB. 0)7(01/29/17-02/2	5/17)		FI	SCAL YEAR 16-1	7	FISCAL YE	AR 15-16
C	URRENT MONTH			YTD 7 M	MO(07/31/16-02/	25/17)	LAST YEAR	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
111,371	115,586	4,215	Career Wages	792,452	832,049	39,597	106,630	783,521
2,788	2,198		Limited Appointment	31,434	15,386	<16,048>	2,991	21,060
640	600		Student Wages	2,515	4,200	1,685	2,771	21,000
<506>	<580>		Labor Recharge	<3,586>	<4,220>	<634>	<559>	<6,336>
<9,251>	<7,089>		Billed Labor Costs	<57,204>	<50,636>	6,568	<6,562>	<47,038>
0	<4,000>		Capitalized Wages	<33,354>	<28,000>	5,354	<0,302>	<7,040>
105,042	106,715	1,673	TOTAL WAGES	732,258	768,779	36,521	102,500	744,376
100,012	100,710	1,070		102,200	100,117	00,021	102,000	711,070
70,076	78,418	8,342	Employee Benefits	501,656	551,588	49,932	68,059	495,315
217	453	236	Office Supplies	1,122	1,316	194	3	692
600	623	23	Telephone	4,807	4,355	<452>	370	4,357
0	0	0	Trav/Trips/Conference	1,393	1,500	107	0	286
5,029	5,001	<28>	Paper	33,805	35,006	1,202	5,002	33,735
4,815	5,309	494	Cleaning Supplies	38,148	38,486	338	4,415	36,207
1,278	1,467	189	Replacements	7,685	8,385	700	1,360	6,936
1,195	1,541	346	Laundry	3,519	4,584	1,065	433	3,367
10,597	21,200	10,603	Repairs & Maintenance	154,041	157,300	3,259	58,320	229,665
6,188	4,225	<1,963>	Repairs & Mtce-Elevator	19,925	32,365	12,440	3,950	31,459
0	175	175	Repairs & Mtce-Equip	468	700	232	0	232
3,154	1,500	<1,654>	Painting Program	5,100	10,500	5,400	448	1,861
0	250		Incidental Proj Exp	1,680	1,750	71	0	0
2,628	6,410	3,782	Air Conditioning-Maint	26,404	32,938	6,534	878	30,079
7,169	8,211	1,042	Rub Remvl/Hauling	53,277	54,848	1,571	7,604	46,089
3,052	3,152	100	Rodent & Pest Control	21,213	22,064	851	2,974	27,457
1,017	1,050	33	Rentals-Truck	5,773	7,350	1,577	1,050	7,923
0	0	0	Janitorial	4,150	0	<4,150>	0	0
117,014	138,985	21,971	TOTAL OTHER CONTROL.	884,165	965,035	80,870	154,865	955,660
222,056	245,700	23,644	TOTAL CONTROLLABLE EXP	1,616,423	1,733,814	117,391	257,365	1,700,035
			Less: Allocated Exp					
16,834	19,145	2,311	Depreciation	129,178	134,015	4,837	15,598	100,324
16,834	19,145	2,311	TOTAL ALLOCATED EXP	129,178	134,015	4,837	15,598	100,324
238,890	264,845	25,955	NET EXPENSE	1,745,601	1,867,829	122,228	272,963	1,800,359
<203,744>	<226,516>	<22,772>	Allocated-Svs and Ent	<1,489,290>	<1,597,981>	<108,691>	<233,613>	<1,537,333>
<7,673>	<7,673>	0	Allocated-USAC	<53,711>	<53,711>	0	<6,994>	<48,958>
<3,009>	<3,009>	0	Allocated-GSA	<21,063>	<21,063>	0	<2,743>	<19,195>
<7,303>	<8,779>		Allocated-Comm Board	<55,983>	<61,966>	<5,983>	<9,871>	<64,958>
<17,161>	<18,868>		Allocated-A & SS	<125,555>	<133,108>	<7,553>	<19,742>	<129,915>
<238,890>	<264,845>	<25,955>	TOTAL OTHER	<1,745,601>	<1,867,829>	<122,228>	<272,963>	<1,800,359>
0	0	0	TOTAL EXPENSE	0	0	0	<0>	<0>

UTILITIES EXPENSE STATEMENT

FEB. 0	7(01/29/17-02/2	5/17)		FI	SCAL YEAR 16-1	7	FISCAL YE	AR 15-16
С	URRENT MONTH			YTD 7 M	MO(07/31/16-02/	25/17)	LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
4,313	10,602	6,289	Chiller Water	99,674	124,623	24,949	6,178	109,2
53,686	70,659	16,973	Elec-Non Air Cond.	423,741	464,424	40,683	41,477	434,4
9,304	11,630	2,326	Water-Non Air Cond.	57,168	72,462	15,294	7,175	67,4
14,517	8,922	<5,595>	Steam-Non Air Cond.	47,656	39,249	<8,407>	9,013	43,2
3,214	3,298	84	Gas	20,981	20,135	<846>	2,211	18,6
1,550	1,551	1	Energy Management	10,853	10,857	4	1,550	9,3
86,584	106,662	20,078	TOTAL OTHER CONTROL.	660,073	731,750	71,677	67,604	682,4
86,584	106,662	20,078	TOTAL CONTROLLABLE EXP	660,073	731,750	71,677	67,604	682,4
<73,308>	<90,863>	<17,555>	Allocated-Svs and Ent	<560,309>	<622,806>	<62,497>	<55,730>	<575,7
<3,214>	<3,214>	0	Allocated-USAC	<22,498>	<22,498>	0	<3,455>	<24,1
<1,260>	<1,260>	0	Allocated-GSA	<8,820>	<8,820>	0	<1,355>	<9,4
<2,628>	<3,757>	<1,129>	Allocated-Comm Board	<21,203>	<25,750>	<4,547>	<2,355>	<24,3
<6,175>	<7,568>	<1,393>	Allocated-A & SS	<47,243>	<51,876>	<4,633>	<4,710>	<48,6
<86,585>	<106,662>	<20,078>	TOTAL OTHER	<660,074>	<731,750>	<71,676>	<67,604>	<682,4
<0>	0	0	TOTAL EXPENSE	<0>	0	0	0	

109,276 434,494 67,496

43,233

18,625 9,303

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