ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (12/31/17 - 01/27/18)

Prepared

February 12, 2018

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2018 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		6-17	FY 1			(18)		UARY (12/3	JAN		
			LAST YE	1	NCE	VARIA		CURREN	BUD		ACT
			LAGTIL	Y ACT	ACT/L		ACT/		505		701
\$		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
24	UCLA Store		4,388	(14.4%)	(634)	(4.6%)	(181)		3,935		3,754
7	UCLA Restaurants		1,284	(1.9%)	(24)	(4.9%)	(65)		1,325		1,260
2	Services Division		301	(3.0%)	(9)	(21.9%)	(82)		374		292
	UCLA Student Union		73	28.8%	21	14.6%	12		82		94
35	TOTAL		6,046	(10.7%)	(646)	(5.5%)	(316)		5,716		5,400
	GROSS MARGIN			Pts.		Pts.					
7	UCLA Store		1,355	0.9	(161)	(1.6)	(119)	33.4%	1,313	31.8%	1,194
5	UCLA Restaurants		928	(0.8)	(27)	(0.6)	(54)	72.1%	955	71.5%	901
2	Services Division		301	0.0	(9)	0.0	(82)	100.0%	374	100.0%	292
	UCLA Student Union		36	(1.4)	9	(10.6)	(3)	58.5%	48	47.9%	45
15	TOTAL	43.3%	2,620	1.7	(188)	(2.1)	(258)	47.1%	2,690	45.0%	2,432
	WAGES & BENEFITS										
3	UCLA Store		554	(1.3)	32	0.7	52	14.6%	574	13.9%	522
3	UCLA Restaurants		642	(0.8)	2	(0.1)	32	50.7%	672	50.8%	640
	Services Division		55	(0.5)	0	(3.8)	1	15.0%	56	18.8%	55
8	UCLA Student Union TOTAL		65 1,316	19.9 (1.9)	0 34	18.7 0.3	7 92	87.8% 24.0%	72 1, 374	69.1% 23.7%	65 1,282
		21.070	1,510	(1.3)	34	0.5	32	24.070	1,574	23.1 /0	1,202
	OTHER CONTROLLABLES			(0.7)	(1)	(0.0)	()				
1	UCLA Store UCLA Restaurants		141 149	(0.7) 0.0	(4)	(0.3) 0.2	(4) 10	3.6% 11.8%	141 156	3.9% 11.6%	145 146
	Services Division		79	(4.6)	-	0.2	28	31.6%	156	30.8%	90
	UCLA Student Union		41	13.6	(11)	11.1	20	53.7%	44	42.6%	40
3	TOTAL		410	(1.0)	(11)	0.2	38	8.0%	459	7.8%	421
-				(,	()						
2	CONTRIBUTION UCLA Store	15.0%	660	(1.0)	(4.2.2.)	(4.0)	(74)	45.00/	598	14.0%	527
3	UCLA Store		136	(1.0) (1.5)	(133) (21)	(1.2) (0.5)	(71) (12)	15.2% 9.6%	127	9.1%	115
1	Services Division		167	(1.5)	(21)	(0.3)	(55)	53.7%	201	50.0%	146
	UCLA Student Union		(69)	30.7	9	19.1	(00)	(82.9%)	(68)	(63.8%)	(60)
4	TOTAL	14.8%	894	(1.3)	(166)	(1.5)	(130)	15.0%	858	13.5%	728
	ALLOCATED EXPENSES										
3	Admin&Support Services	8.9%	540	0.3	76	2.2	154	10.8%	618	8.6%	464
1	Facilities Division		222	(0.5)	(6)	(0.2)	3	4.0%	231	4.2%	228
	Utilities		74	0.1	17	0.2	15	1.3%	72	1.1%	57
1	Depreciation	3.4%	208	(0.2)	14	0.0	10	3.6%	204	3.6%	194
6	TOTAL	17.3%	1,044	(0.2)	101	2.2	182	19.7%	1,125	17.5%	943
	NET INCOME (LOSS)										
(1	FROM OPERATIONS	(2.5%)	(150)	(1.5)	(65)	0.7	52	(4.7%)	(267)	(4.0%)	(215)
	OTHER INC/(EXP)										
	Non-Recurrent Inc/(Exp)	0.3%	20	0.0	(2)	0.1	8	0.2%	10	0.3%	18
	Interest Income		13	0.1	3	0.1	4	0.2%	12	0.3%	16
	Interest (Expense)	(0.6%)	(35)	0.0	3	0.0	0	(0.6%)	(32)	(0.6%)	(32)
	Income Taxes		0	0.0	0	0.0	0	0.0%	0	0.0%	0
1	Student Union Fee Income		231	0.5	3	0.2	(2)	4.1%	236	4.3%	234
1	TOTAL		229	0.6	7	0.4	10	4.0%	226	4.4%	236
(NET INCOME (LOSS)	1.3%	79	(0.9)	(58)	1.1	62	(0.7%)	(41)	0.4%	21

				R 2017-201	-			FY 16	6-17
				7/30/17 - 01				**	
ACT	UAL	BUDO	GET	ACT/		ANCE ACT/L	× 407	LAST YE	AR ACT
\$	%	\$	%	AC1/ \$	BOD %	AC1/L \$	Y ACT %	\$	%
·									
24,335		24,872		(537)	(2.2%)	12	0.0%	24,323	
7,753		8,022		(269)	(3.4%)	76	1.0%	7,677	
2,338		2,326		12	0.5%	246	11.8%	2,092	
675		678		(3)	(0.4%)	50	8.0%	625	
35,101		35,898		(797)	(2.2%)	384	1.1%	34,717	
					Pts.		Pts.		
7,787	32.0%	8,165	32.8%	(378)	(0.8)	(31)	(0.1)	7,818	32.1
5,519	71.2%	5,768	71.9%	(249)	(0.7)	(2)	(0.7)	5,521	71.9
2,336	99.9%	2,323	99.9%	13	0.0	247	0.0	2,089	99.9
353	52.3%	406	59.9%	(53)	(7.6)	(14)	(6.4)	367	58.79
15,995	45.6%	16,662	46.4%	(667)	(0.8)	200	0.1	15,795	45.5
3,341	13.7%	3.572	14.4%	231	0.7	95	0.4	3,436	14.1
3,939	50.8%	4,144	51.7%	205	0.9	86	1.6	4,025	52.4
323	13.8%	333	14.3%	10	0.5	9	2.1	332	15.99
411	60.9%	441	65.0%	30	4.1	(15)	2.5	396	63.49
8,014	22.8%	8,490	23.7%	476	0.9	175	0.8	8,189	23.6
1,417	5.8%	1,422	5.7%	5	(0.1)	(31)	(0.1)	1,386	5.7
851	11.0%	864	10.8%	13	(0.2)	(22)	(0.2)	829	10.8
840	35.9%	800	34.4%	(40)	(1.5)	(169)	(3.8)	671	32.1
297	44.0%	282	41.6%	(15)	(2.4)	(5)	2.7	292	46.7
3,405	9.7%	3,368	9.4%	(37)	(0.3)	(227)	(0.5)	3,178	9.2
3,029	12.4%	3,171	12.7%	(142)	(0.3)	33	0.1	2,996	12.3
729	9.4%	760	9.5%	(31)	(0.1)	61	0.7	668	8.7
1,173	50.2%	1,190	51.2%	(17)	(1.0)	88	(1.7)	1,085	51.9
(355)	(52.6%)	(317)	(46.8%)	(38)	(5.8)	(34)	(1.2)	(321)	(51.4
4,576	13.0%	4,804	13.4%	(228)	(0.4)	148	0.2	4,428	12.8
3,479	9.9%	3,784	10.5%	305	0.6	(73)	(0.1)	3,406	9.8
1,398	4.0%	1,423	4.0%	25	0.0	(116)	(0.3)	1,282	3.7
505	1.4%	533	1.5%	28	0.1	23	0.1	528	1.5
1,150	3.3%	1,225	3.4%	75	0.1	76	0.2	1,226	3.5
6,532	18.6%	6,965	19.4%	433	0.8	(90)	0.0	6,442	18.6
(1,956)	(5.6%)	(2,161)	(6.0%)	205	0.4	58	0.2	(2,014)	(5.8
66	0.2%	60	0.2%	6	0.0	28	0.1	38	0.1
90	0.3%	75	0.2%	15	0.1	16	0.1	74	0.29
(192)	(0.5%)	(192)	(0.5%)	0	0.0	18	0.1	(210)	(0.69
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
1,414	4.0%	1,418	4.0%	(4)	0.0	26	0.0	1,388	4.0
1,378	3.9%	1,361	3.8%	17	0.1	88	0.2	1,290	3.7
(578)	(1.6%)	(800)	(2.2%)	222	0.6	146	0.5	(724)	(2.1

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2018 (\$000's) DIVISIONS FULLY ALLOCATED

	6-17 *	FY 16			18)	1/17 - 01/27		JAN		
	AR ACT	LAST YE		NCE	VARIA	MUNIH	CURRENT GET	BUD	UAL	ACT
			(ACT	ACT/L'		ACT/				
	%	\$	%	\$	%	\$	%	\$	%	\$
OSS INCOME										
A Store		4,388	(14.4%)	(634)	(4.6%)	(181)		3,935		3,754
A Restaurants		1,284	(1.9%)	(24)	(4.9%)	(65)		1,325		1,260
vices Division		301	(3.0%)	(9)	(21.9%)	(82)		374		292
A Student Union		73	28.8%	21	14.6%	12		82		94
TAL		6,046	(10.7%)	(646)	(5.5%)	(316)		5,716		5,400
OSS MARGIN			Pts.		Pts.					
A Store	30.9%	1,355	0.9	(161)	(1.6)	(119)	33.4%	1,313	31.8%	1,194
A Restaurants	72.3%	928	(0.8)	(27)	(0.6)	(54)	72.1%	955	71.5%	901
vices Division	100.0%	301	0.0	(9)	0.0	(82)	100.0%	374	100.0%	292
A Student Union		36	(1.4)	9	(10.6)	(3)	58.5%	48	47.9%	45
TAL	43.3%	2,620	1.7	(188)	(2.1)	(258)	47.1%	2,690	45.0%	2,432
TAL CONTROLLABLES										
A Store	15.8%	695	(2.0)	28	0.4	48	18.2%	715	17.8%	667
A Restaurants	61.7%	792	(0.7)	6	0.1	42	62.5%	828	62.4%	786
vices Division		134	(5.2)	(11)	(3.2)	29	46.5%	174	49.7%	145
A Student Union		106	33.5	1	29.8	11	141.5%	116	111.7%	105
TAL	28.6%	1,727	(2.9)	24	0.6	130	32.1%	1,833	31.5%	1,703
NTRIBUTION										
A Store	15.0%	660	(1.0)	(133)	(1.2)	(71)	15.2%	598	14.0%	527
A Restaurants	10.6%	136	(1.5)	(21)	(0.5)	(12)	9.6%	127	9.1%	115
vices Division		167	(5.5)	(21)	(3.7)	(55)	53.7%	201	50.0%	146
A Student Union		(69)	30.7	9	19.1	8	(82.9%)	(68)	(63.8%)	(60)
TAL	14.8%	894	(1.3)	(166)	(1.5)	(130)	15.0%	858	13.5%	728
LOCATED EXPENSES										
A Store	12.9%	567	(1.0)	45	1.2	73	15.1%	595	13.9%	522
A Restaurants	25.1%	322	3.8	53	5.3	84	26.6%	353	21.3%	269
vices Division	25.2%	76	(1.9)	(3)	(2.2)	14	24.9%	93	27.1%	79
A Student Union		79	30.5	6	24.7	11	102.4%	84	77.7%	73
TAL	17.3%	1,044	(0.2)	101	2.2	182	19.7%	1,125	17.5%	943
T INCOME (LOSS) FROM OPERATIONS										
LA Store	1.6%	95	(1.5)	(90)	0.0	1	0.1%	4	0.1%	5
A Restaurants		(186)	0.2	32	1.1	73	(4.0%)	(227)	(2.9%)	(154)
vices Division	. ,	90	(0.3)	(23)	(0.7)	(41)	1.9%	108	1.2%	67
A Student Union		(149)	0.0	16	0.2	19	(2.7%)	(152)	(2.5%)	(133)
TAL	(2.5%)	(150)	(1.5)	(65)	0.7	52	(4.7%)	(267)	(4.0%)	(215)
HER INC/(EXP)										
n-Recurrent Inc/(Exp)		20	0.0	(2)	0.1	8	0.2%	10	0.3%	18
erest Income		13	0.0	3	0.1	4	0.2%	10	0.3%	16
erest (Expense)		(35)	0.0	3	0.0	0	(0.6%)	(32)	(0.6%)	(32)
ome Taxes	```	0	0.0	0	0.0	0	0.0%	0	0.0%	0
dent Union Fee Income		231	0.5	3	0.2	(2)	4.1%	236	4.3%	234
TAL	3.8%	229	0.6	7	0.4	10	4.0%	226	4.4%	236
T INCOME (LOSS)		79	(0.9)	(58)	1.1	62	(0.7%)	(41)	0.4%	21

				R 2017-2018				FY 10	6-17
				7/30/17 - 01				*1	*
ACT	UAL	BUD	GET		VARI			LAST YE	AR ACT
				ACT/		ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%
24,335		24,872		(537)	(2.2%)	12	0.0%	24,323	
7,753		8,022		(269)	(3.4%)	76	1.0%	7,677	
2,338		2,326		12	0.5%	246	11.8%	2,092	
675		678		(3)	(0.4%)	50	8.0%	625	
35,101		35,898		(797)	(2.2%)	384	1.1%	34,717	
					Pts.		Pts.		
7,787	32.0%	8,165	32.8%	(378)	(0.8)	(31)	(0.1)	7,818	32.1%
5,519	71.2%	5,768	71.9%	(249)	(0.7)	(2)	(0.7)	5,521	71.9%
2,336	99.9%	2,323	99.9%	13	0.0	247	0.0	2,089	99.9%
353	52.3%	406	59.9%	(53)	(7.6)	(14)	(6.4)	367	58.7%
15,995	45.6%	16,662	46.4%	(667)	(0.8)	200	0.1	15,795	45.5%
4,758	19.6%	4,994	20.1%	236	0.5	64	0.2	4,822	19.8%
4,790	61.8%	5,008	62.4%	218	0.6	64	1.4	4,854	63.2%
1,162	49.7%	1,133	48.7%	(29)	(1.0)	(158)	(1.7)	1,004	48.0%
708	104.9%	723	106.6%	(23)	1.7	(130)	5.2	688	110.1%
11,418	32.5%	11,858	33.0%	440	0.5	(50)	0.2	11,368	32.7%
11,410	02.070	11,000	00.078	440	0.0	(00)	0.2	11,000	02.17
2 0 0 0	12.4%	3,171	12.7%	(4.40)	(0.0)	33	0.1	2,996	12.3%
3,029				(142)	(0.3)				
729	9.4%	760	9.5%	(31)	(0.1)	61	0.7	668	8.7%
1,173	50.2%	1,190	51.2%	(17)	(1.0)	88	(1.7)	1,085	51.9%
(355)	(52.6%)	(317)	(46.8%)	(38)	(5.8)	(34)	(1.2)	(321)	(51.4%
4,576	13.0%	4,804	13.4%	(228)	(0.4)	148	0.2	4,428	12.8%
3,422	14.1%	3,658	14.7%	236	0.6	(37)	(0.2)	3,385	13.9%
2,021	26.1%	2,174	27.1%	153	1.0	51	0.9	2,072	27.0%
573	24.5%	589	25.3%	16	0.8	(103)	(2.0)	470	22.5%
516	76.4%	544	80.2%	28	3.8	(1)	6.0	515	82.4%
6,532	18.6%	6,965	19.4%	433	0.8	(90)	0.0	6,442	18.6%
(393)	(1.1%)	(485)	(1.4%)	92	0.3	(4)	0.0	(389)	(1.1%
(1,292)	(3.7%)	(1,415)	(3.9%)	123	0.2	112	0.3	(1,404)	(4.0%
600	(3.7 %)	601	(3.3%)	(1)	0.2	(15)	(0.1)	615	1.8%
(871)	(2.5%)	(862)	(2.4%)	(9)	(0.1)	(35)	(0.1)	(836)	(2.4%
(1,956)	(5.6%)	(2,161)	(6.0%)	205	0.4	58	0.2	(2,014)	(5.8%
(1,950)	(5.0%)	(2,101)	(0.0%)	205	0.4	50	0.2	(2,014)	(5.6%
66	0.2%	60	0.2%	6	0.0	28	0.1	38	0.1%
90	0.2%	60 75	0.2%	6 15		-		38 74	0.1%
					0.1	16	0.1		
(192)	(0.5%)	(192)	(0.5%)	0	0.0	18	0.1	(210)	(0.6%
0 1,414	0.0% 4.0%	0 1,418	0.0% 4.0%	0 (4)	0.0 0.0	0 26	0.0 0.0	0 1,388	0.0% 4.0%
1,414	4.0% 3.9%	1,418 1,361	4.0% 3.8%	(4) 17	0.0 0.1	26 88	0.0 0.2	1,388 1,290	4.0% 3.7%
(578)	(1.6%)	(800)	(2.2%)	222	0.6	146	0.5	(724)	(2.1%

ASUCLA P/L Reconciliation Jan-18

Financial Analysis	\$0	00's
	Ja	n-18
Budgeted Net Income/(Loss)		(41
UCLA Store		
Gross Margin:		
Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down	(14)	
Campus Portrait Studio below plan: marketing email was negatively impacted due to error in mailing list from Registrar's office (sales should rebound in February)	(14)	
Market above plan due to shift in business from Energy Zone, and warm weather supported increased sales in beverages, ice cream and snacks	8	
Worket above plan due to sint in ousness non Energy zone, and warm weather supported increased sales in beverages, ice cream and snacks	(5)	
E-Commerce below plan: overall decline in fan enthusiasm as compared to last year for basketball related items	(9)	
	(22)	
New Text below plan: overall, fewer books were sold and average price was down due to competitive pricing Course Reader Solutions below plan: increased campus migration to CCLE and new guidelines from an academic department resulted in fewer custom readers	(22)	-
Computer Store below plan: introduction of new iMac Pro at selling price of \$5K to \$10K each and strong sales of Dell PC Desktops to UCLA Health	(11)	
	(11)	
HSS Dental below plan due to timing of receipt of backordered merchandise Total Wages below plan	16	
Other, positive controllables (mostly employee benefits)	23	
Total Contribution	23	(71
UCLA Restaurants	<u> </u>	(71)
Gross Margin:		
Gross Margin: Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	6	
Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass thorough traffic even more	(7)	
North Campus Student Ctr. below plan: continuing lower sales trend in this general area, plus construction in parking lot 5 negatively impacted pass infolding traffic even more	(7)	
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(19)	
Catering below plan due mostly to menu mix for orders trending to higher cost items	(19)	
Concessions below plan as attendance for Men's basketball games was much lower than budgeted, and Women's' basketball sales were also soft this month	(19)	
	(19)	
Total Wages above plan Other positive controllables monthy appleves herefits	42	
Other, positive controllables mostly employee benefits	42	(12)
Total Contribution		(12)
Services Gross Margin:		
	(29)	
Licensing Domestic below plan mostly for Costco in men's fashion fleece category		
Licensing International below plan: sales lower in China (men's business casual continuing to decline), delay of new program launch for Scandinavia and conservative estimates for Japan	(33)	
Licensing Campus Sourcing below plan: first year collecting royalty for these sales thus still establishing history and timeline (despite negative for the month the YTD is slightly positive)	(6)	
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(10)	
Photography below plan: events planned for January have been rescheduled (this may be made up in later months)	(4)	
Total Wages above plan	(2) 29	
Other, positive controllables mostly Licensing	29	(55
Total Contribution UCLA Student Union		(55)
Gross Margin:	(4)	
Event Services below plan as on campus competitor has entered our market and is affecting marketing activation income	(4)	
Total Wages below plan	11	
Other, positive controllables Total Contribution	11	8
Allocated Expenses and Other		0
Allocated Expenses and Other A&SS below plan due to savings in employee benefits and adjustments for UCPath charges	154	
Facilities slightly below plan	3	<u> </u>
Utilities below plan due to lower consumption for steam (less heat in the building from a warmer month than normal) and lower electricity due to less operating needs during the Winter Break	15	
Depreciation lower than plan due to timing of capital expenditures	10	
	10	
Other, positive interest income and non recurrent Total	10	192
Actual Net Income/(Loss)	\vdash	192

ASUCLA P/L Reconciliation Year-To-Date Through January, 2018

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)		(800
Budgeted Net Income/(Loss)		(800
UCLA Store		
Gross Margin:		
Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down	(15)	
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(39)	
Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center	47	
Wooden Store below plan due to closure	(24)	
E-Commerce below plan: overall decline in fan enthusiasm	(89)	
New Text below plan: general timing and interaction between New and Used, and fewer books were sold and average price was down due to competitive pricing	(38)	
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(113)	
Luvalle Books below plan: used sales lower due to lack of available high quality used books for the law school	(29)	
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(44)	
HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area	(16)	
Total Wages lower than plan	59	
Other, positive controllables mostly employee benefits	159	
Total Contribution		(142
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(11)	
Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales	(18)	
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	51	
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(27)	
No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5	(52)	
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(99)	
Café Synapse below plan due ongoing customer traffic decline	(16)	
Luvalle Food Servery below plan mostly due to December fires	(12)	
Cooperage above plan (partially due to higher Winter Break sales during 1st floor dining room remodel)	17	
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(28)	
Total Wages above plan	(11)	
Other, positive controllables (employee benefits, paper, and various other)	175	
Total Contribution		(31
Services		
Gross Margin:		
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	109	
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July)	(53)	
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year	8	
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(52)	
Photography slightly above plan	1	
Total Wages above plan	(4)	
Other, negative controllables mostly Licensing	(26)	
Total Contribution		(17
UCLA Student Union		
Gross Margin:		
Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall and reduced Undergraduate Admissions events	(41)	_
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(13)	
Total Wages below plan	10	_
Other, positive controllables	6	
Total Contribution		(38
Allocated Expenses and Other		
A&SS below plan (savings in employee benefits and UCPath charges)	305	
Facilities below plan (mostly employee benefits)	25	
Utilities below plan: savings in Gas, Wager and Electricity (non air cond.) due to lower consumption	28	
Depreciation lower than plan due to timing of capitals	75	
Other- higher non-recurrent and interest income	17	
Total		450
Actual Net Income/(Loss)	_	(578

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

	Current Month	Prior Month	Prior Year
	January 2018	December 2017	July 2017
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,471	\$10,905	\$12,191
Accounts receivable	4,207	3,943	3,526
Less: Allowance for doubtful accounts	(558)	(550)	(551)
Accounts receivable, net	3,649	3,393	2,975
Student fees receivable	0	0	373
Inventories	6,399	7,265	6,302
Prepaid expenses and other current assets	266	242	368
Total current assets	22,785	21,805	22,209
LONG TERM ASSETS	200	200	200
Long term note receivable			
Property, equipment and improvements	70,560	70,447	69,851
Less: Accumulated depreciation	(49,043)	(48,849)	(47,919)
Total long term assets	21,717	21,798	22,132
TOTAL ASSETS	\$44,502	\$43,603	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,238	\$5,167	\$5,727
Wages and payroll taxes payable	3,575	2,909	3,155
Sales tax payable & other liabilities	990	590	758
Interest payable	78	46	81
Deferred income	1,114	1,405	573
Funds held for others	140	140	102
Current portion of long term debt	833	833	832
Total current liabilities	11,968	11,090	11,228
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
	.,	1,002	1,002
TOTAL LIABILITIES	19,929	19,052	19,190
RETAINED EARNINGS:	05 454		00.000
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(578)	(600)	(857)
Ending Balance	24,573	24,551	25,151
TOTAL LIABILITIES AND RETAINED EARNINGS	44,502	\$43,603	\$44,341

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS January 2018 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$21	(\$578)	(\$724)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	194	1,150	1,226
Loss (Gain) on disposal of fixed assets	0	0	0
(Increase)/decrease in current assets: Accounts receivable	(255)	(670)	(1.026)
Student fees receivable	(255)	(672) 373	(1,236) 639
Inventories	865	(98)	(337)
Prepaid expenses and other current assets	(24)	102	(337)
Increase/(decrease) in current liabilities:	(21)	102	02
Accounts payable	71	(488)	(901)
Sales tax payable & other liabilities	400	232	348
Wages and payroll taxes payable	665	420	(279)
Interest payable	32	(3)	(4)
Deferred Income	(291)	542	399
Funds held for others	0	38	26
Net cash provided/(used) by operating activities	1,678	1,018	(781)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(112)	(738)	(674)
Net cash used in investing activities	(112)	(738)	(674)
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	1,566	280	(1,455)
CASH AND CASH EQUIVALENTS, Beginning	10,905	12,191	11,907
CASH AND CASH EQUIVALENTS, Ending	\$12,471	\$12,471	\$10,452

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION January 2018 (\$000's)

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	12,471
TFC Dining Room Remodel	(500)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
Subtotal	(1,216)
Adjustment for Cash Overdraft Entry	(935)
Uncommitted Cash	10,320
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	14,803
RESERVE SURPLUS (DEFICIT)	(4,483)

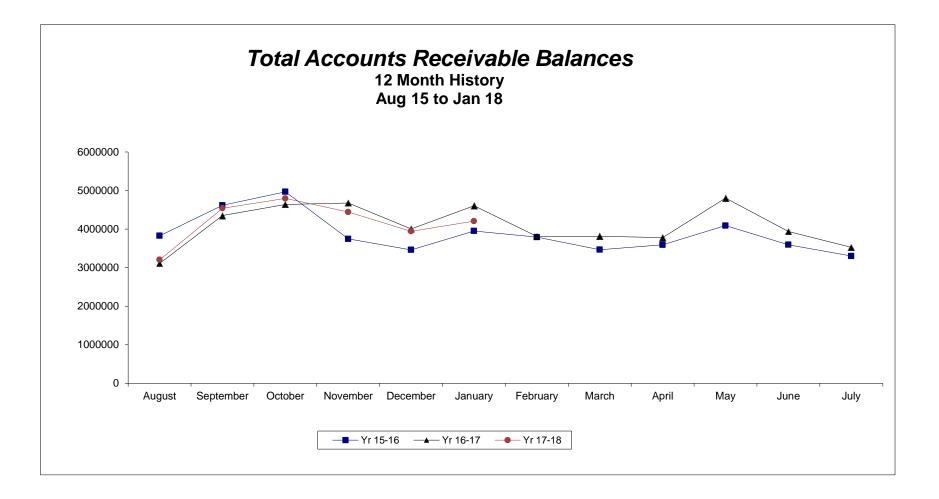
2017-002 E 2017-003 M 2017-004 F Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	e <u>es</u> Store General Replacement DC Forklift Market Counter Replacement HSS Remodel Services		5.2 0.0 0.0 64.9 ; 70.1	44 A	Total 5.7 0.0	PROJECTED: Remaining: Balance 44.3 0.0	Pendina	0.0	
Store/Servic 2017-001 S 2017-002 E 2017-003 N 2017-004 H Total Store/S Food Servic 2017-005 F 2017-006 F 2017-007 F	es Store General Replacement DC Forklift Market Counter Replacement HSS Remodel Services E FS Miscellaneous and Unanticipated	50.0 25.0 25.0 75.0 	5.2 0.0 0.0 64.9	0.5 0.0 0.0	5.7 0.0	44.3		0.0	Status
2017-001 S 2017-002 E 2017-003 M 2017-004 F Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	Tore General Replacement DC Forklift Market Counter Replacement HSS Remodel Services	25.0 25.0 75.0	5.2 0.0 0.0 64.9	0.5 0.0 0.0	5.7 0.0	44.3		0.0	
2017-002 E 2017-003 M 2017-004 F Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	DC Forklift Market Counter Replacement HSS Remodel Services E E FS Miscellaneous and Unanticipated	25.0 25.0 75.0	0.0 0.0 64.9	0.0 0.0	0.0		05.0		In Progress
2017-003 M 2017-004 F Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	Market Counter Replacement HSS Remodel Services	25.0 75.0 175:0	0.0 64.9	0.0		0.0	05.0		
2017-004 F Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	HSS Remodel Services E E FS Miscellaneous and Unanticipated	75.0	64.9		~ ~	0.0	25.0	0.0	Pending
Total Store/S Food Service 2017-005 F 2017-006 F 2017-007 F	Services	175;0		0.0	0.0	0.0	25.0	0.0	Pending
Food Service2017-005F2017-006F2017-007F	<u>e</u> FS Miscellaneous and Unanticipated				64.9	10.1		0.0	Pending
2017-005 F 2017-006 F 2017-007 F	S Miscellaneous and Unanticipated			0.5	70.6	54.4	50.0	.0.0	
2017-006 F 2017-007 F									
2017-007 F	Patio Furniture Upgrade	50.0	22.5	2.5	25.0	25.0		0.0	In Progress
	10	20.0	0.0	12.9	12.9	7.1		0.0	In Progress
2017-008	FS POS Kiosks	150.0	0.0	12.2	12.2	137.8		0.0	In Progress
	Taco Bell space remodel	125.0	35.1	0.0	35.1	89.9		0.0	In Progress
	Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
	NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
	NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-012 1	TFC Dining Room Remodel	500.0	0.0	0.0	0.0	0.0	500.0	0.0	Pending
Total Food S	Services	900.0	57.6	27.6	85.2	259.8	555.0	0.0	
Technology									
	Network Infrastructure Upgrade	10.0	9.9	0.0	9.9	0.0		(0.1)	Completed
2017-014 F	Printer Replacement	20.0	3.4	0.0	3.4	16.6		0.0	In Progress
	PC Replacement	20.0	21.1	0.0	21.1	0.0		1.1	Completed
	Computing & Comm. Room Upgrade	20.0	16.7	0.0	16.7	3.3		0.0	In Progress
2017-017 N	Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0	17.0	0.0	Pending
2017-018 N	Marketing Misc. Hardware/Software Upgrades	5.0	0.0	9.9	9.9	0.0		4.9	Completed Awaiting Invoice
	oloqv	92.0	51.1	9.9	61.0	19.9	17.0	5.9	
<u>Others</u>									
	Fac. Misc. Remodels	50.0	20.8	6.0	26.8	23.2		0.0	In Progress
	AU 2nd Floor Concourse/Bridge & Coop West P	60.0	52.3	0.0	52.3	0.0		(7.7)	Completed
	AU 1st Floor Restrooms	150.0	0.0	7.0	7.0	143.0		0.0	In Progress
	Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
	KGS Drapery Replacement	65.0	0.0	0.0	0.0	0.0	65.0	0.0	Pending
	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-026 F	Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
	Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
	MCO Equipment - coin wrapper	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
	Convert Darkroom to office	0.0	5.5	0.0	5.5	0.0		5.5	Completed
2017-030 A	AU 1st Floor upgrade	0.0	0.0	0.0	0.0	0.0		0.0	Pending \$747400
	AU 1st Floor Furniture	0.0	5.4	305.0	310.4	0.0		310.4	In Progress \$360000
	Fac. Gem Carts	0.0	17.6	0.0	17.6	0.0		17.6	Completed
	Nolfgang Patio	0.0	0.0	51.5	51.5	0.0		51.5	Completed Awaiting Invoice
2017-034	NC Back Door	0.0	0.0	26.6	26.6	0.0		26.6	Completed Awaiting Invoice
	KH 105/109 Carpet Replacement	0.0	0.0	34.2	34.2	0.0		34.2	Completed Awaiting Invoice
Total Others		450:0	101.6			166.2	190.0		
Total Curren	t Year Projects	1,617.0	280.4	468.3	748.7	500.3	812.0	444.0	

ASUCLA SERVICES AND ENTERPRISES

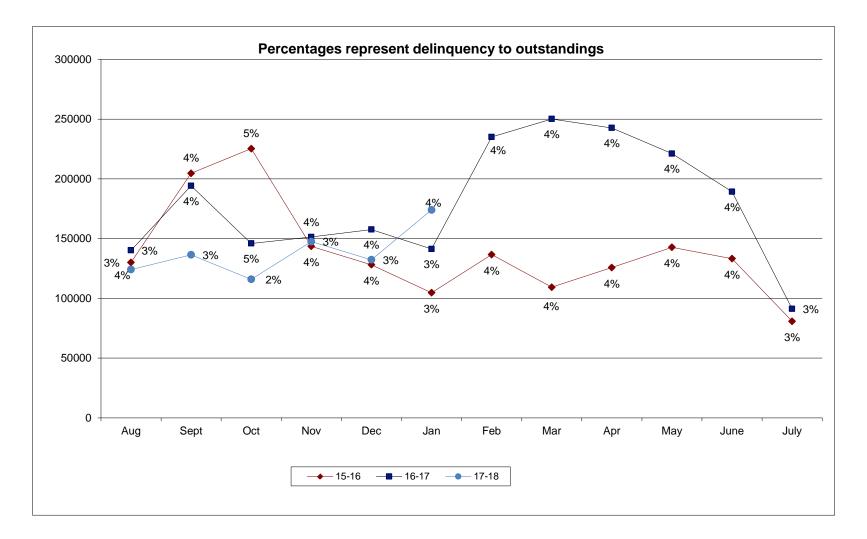
Capital Expenditures -Current Year Projects (\$000's)

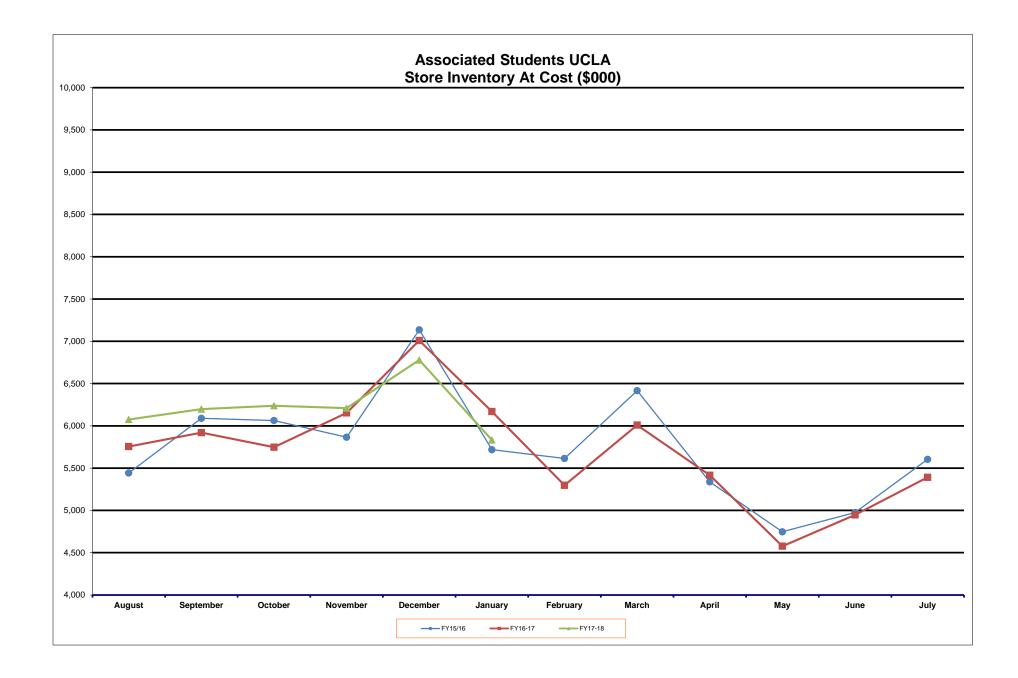
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

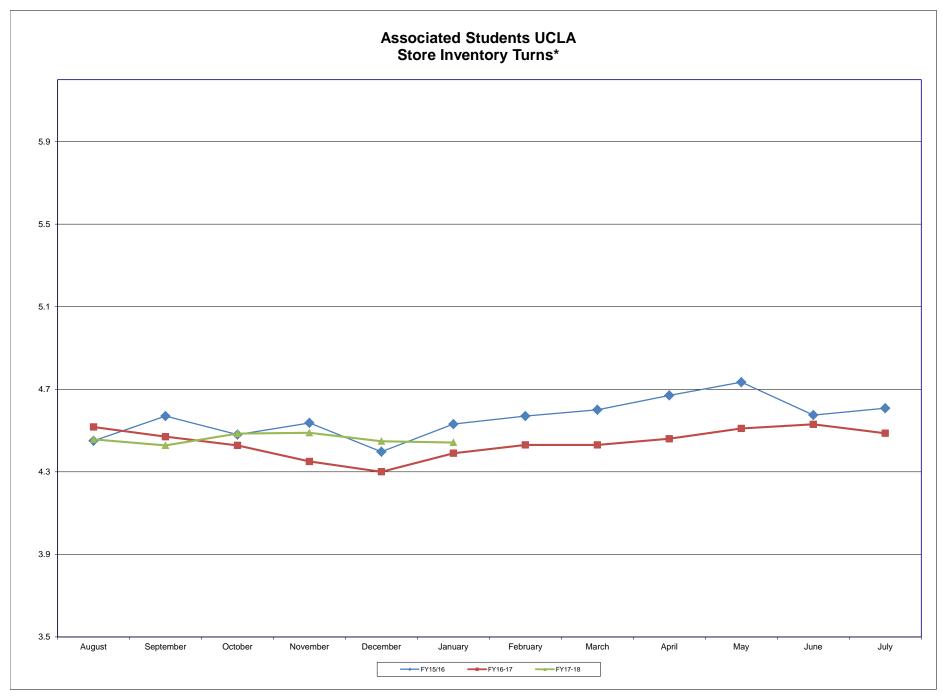
1/27/2018 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$832,666	22%	\$92,086	58%	\$17,056	24%	\$9,398	33%	\$795	2%	\$4,851	15%	\$956,852	23%
ASUCLA PUBLICATIONS	\$66,240	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$66,240	2%
ASUCLA USA/GSA	\$99,920	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,920	2%
DUE FROM VENDORS	\$271,264	7%	(\$22,114)	-14%	\$538	1%	\$14,478	51%	\$40,092	94%	\$26,728	80%	\$330,986	8%
DENTAL KITS	\$337,892	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$337,892	8%
OTHER	\$2,264,730	57%	\$89,925	56%	\$52,156	75%	\$4,479	16%	\$1,715	4%	\$1,733	5%	\$2,414,738	57%
TOTAL CURRENT MONTH	\$3,872,712	100%	\$159,897	100%	\$69,750	100%	\$28,355	100%	\$42,602	100%	\$33,312	100%	\$4,206,628	100%
	92%		4%		2%		0%		1%		1%		100%	
12/30/2017 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$541,079	15%	\$143,675	71%	\$10,606	38%	\$9,591	29%	\$3,129	8%	\$2,147	7%	\$710,227	18%
ASUCLA PUBLICATIONS	\$71,499	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,499	2%
ASUCLA USA/GSA	\$121,170	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$121,170	3%
DUE FROM VENDORS	\$452,475	13%	\$983	0%	\$10,715	39%	\$18,603	57%	\$35,997	92%	\$23,998	73%	\$542,771	14%
DENTAL KITS	\$442,095	12%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$442,095	11%
OTHER	\$1,977,641	55%	\$60,134	29%	\$6,249	23%	\$4,716	14%	\$32	0%	\$6,535	20%	\$2,055,307	52%
TOTAL CURRENT MONTH	\$3,605,959	100%	\$204,792	100%	\$27,570	100%	\$32,910	100%	\$39,158	100%	\$32,680	100%	\$3,943,069	100%
	92%		5%		0%		1%		1%		1%		100%	
11/25/2017 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$621,228	17%	\$148,477	24%	\$28,421	68%	\$10,994	23%	\$4,105	12%	\$2,168	9%	\$815,393	18%
ASUCLA PUBLICATIONS	\$78,222	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,222	2%
ASUCLA USA/GSA	\$87,595	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,595	2%
DUE FROM VENDORS	\$653,288	18%	\$16,489	3%	\$4,571	11%	\$33,611	68%	\$21,395	66%	\$14,263	60%	\$743,617	17%
DENTAL KITS	\$522,729	14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$522,729	12%
OTHER	\$1,723,844	47%	\$444,238	73%	\$8,600	21%	\$4,199	9%	\$7,400	22%	\$7,407	31%	\$2,195,688	50%
TOTAL CURRENT MONTH	\$3,686,906	100%	\$609,204	100%	\$41,592	100%	\$48,804	100%	\$32,900	1 00 %	\$23,838	100%	\$4,443,244	100%
	83%		14%		1%		1%		1%		0%		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

Control Control <t< th=""><th>JAN.</th><th>06(12/31/17-01/2</th><th>27/18)</th><th></th><th>F</th><th>ISCAL YEAR 17-1</th><th>8</th><th>FISCAL YI</th><th>EAR 16-17</th></t<>	JAN.	06(12/31/17-01/2	27/18)		F	ISCAL YEAR 17-1	8	FISCAL YI	EAR 16-17
207.40.1 2.070.01 -0.70.40 AddRMS SIRPLY TOW 10.112.805 0.960.05 4.170.03 7.973.42 0.444.85 190.01 196.04 2.977 mill.are State 19.81.84 19.23.84 30.42.22 10.02.08									
Bit 360 99.2561 99.000 CHURAN MOS DIVISION 72.00.200 7.00.8200 00.800 80.700 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 79.711 79.710 79.711	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
Bit 360 99.2561 99.000 CHURAN MOS DIVISION 72.00.200 7.00.8200 00.800 80.700 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 69.710 79.711 79.710 79.711	2 022 461	2 070 075	<47.614>	ACADEMIC SUPPORT DIV	10 312 555	10 490 593	<178.038>	2 525 429	10 466 980
1000000 100,004 2,771 HILLEP SHOP 403,314 405,272 8,040 100,708 402,304 302,157 25,054 52,076								1	
90.802 22,000 71.708 20.708 20.708 20.708 20.7176 30.7180 40.718 70.708 30.7180 40.718 70.708 30.7180 40.718 70.708 30.7180 40.718 70.708 30.7180 40.718 7									
276.46 382.676 -77.700 HEATH SCHWE STORE (107) 3288.400 32.87.40 -32.87.40 -32.87.40 -32.87.40 338.307 338.80.00 2.531.57 2.465.811 6.2.274 45.27 45.27 4.2.274 45.755 2.466.41 5.333 7.550 -400-5 4.2.29 3.01.467 16.453.41 16.453.41 16.2.290 2.01.467 19.50.01 4.533 7.550 -400-5 4.2.290 2.01.467 19.50.01 3.2.2.2.6 4.2.2.2.2 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.2.2.2.2 4.0.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.6.2 2.2.2.6 4.5.50.03.2 3.5.7.5 3.5.50.03.2 3.5.7.5 3.5.50.03.2 3.5.7.5 3.5.50.03.2 3.5.7.5 3.5.50.03.2 3.5.7.5 3.5.50.03.2 3.5.7.5.50.05.2 3.5.50.03.2 3.			<28,657>	LU VALLE COMMONS STORE	1,243,886			376,998	1,392,157
3.57 900 3.847000 -229110; Torth, SLLS 23.681,464 74.547140 -692,864; 437.555 23.66,871 2.543,557 2.666,871 60.211 Assc Cart of Sate: 1 1 1 1 1 1 0 3.014,467 1 4.663,467 4.533 4.7500 -4600 4.0000 CS40000 TDV 3.544 1 1 0 2 3.014,467 1 4.663,467 4.533 4.7507 -4600 ASACMONE STORE 1 3.014,467 1 4.663,467 1 3.014,467 1 4.663,467 1 2.767 1 3.017,575 1 4.663,467 1 3.017,575 1 3.010 1 3.014,471 1 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
2.45.557 2.45.6.31 4.2.7 less. Sortingage 1 6.45.3.7 1.6.45.407 16.47.400 1.2.070 3.054.60 1.468.85 8.83 1.360 -4.000 ACMMAS SUPPORT DID 1.577 1.3.00 -1.000 1.2.360 -1.2.30 1.2.360 1.2.360 -1.2.30 1.0.000 1.2.360 -1.2.2 2.0.00 7.2.50 1.3.00 1.0.0000 1.0.0000 1.0.0000 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
Bits Less Strinlage Part Part Part Part Part Part Part Part	3,617,920	3,847,030	<229,110>	TOTAL SALES	23,688,466	24,361,360	<672,894>	4,317,535	23,859,102
Bits Less Strinlage Part Part Part Part Part Part Part Part	2.543.557	2.605.831	62.274	Less: Cost of Sales	16.453.347	16.615.440	162.093	3.014.687	16.408.885
5.35 7.50 -0.03 ADDMIN SUPPORT DIV (2017) 35.449 31.880 -3.364 9.271 35.010 1.630 1.790 -4.72 2.71							,		
4.23 4.70 207 Contents Marco Division 37.90 4.27 4.27.4 4.27.4 4.27.4 4.27.4 4.27.4 3.5.700 1.63 1.700 -7.31 LULL COMMONS STORE 6.030 -7.133 2.007 7.30 1.6390 -6.050 -7.130 Contents 4.28 4.28 7.20 5.13 2.007 5.44 5.44 7.000 2.281 4.28 </td <td></td> <td></td> <td></td> <td>Less: Shrinkage</td> <td></td> <td></td> <td></td> <td></td> <td></td>				Less: Shrinkage					
4.23 4.70 207 Contents Marco Division 37.90 4.27 4.27.4 4.27.4 4.27.4 4.27.4 4.27.4 3.5.700 1.63 1.700 -7.31 LULL COMMONS STORE 6.030 -7.133 2.007 7.30 1.6390 -6.050 -7.130 Contents 4.28 4.28 7.20 5.13 2.007 5.44 5.44 7.000 2.281 4.28 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
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18.63 1.700 -173- 1.830 U.R.LE COMMONS STORE 1.840 6.533 6.630 -123- 2.2815 2.700 7.303 7.3 -07.7 -0.26 1.830 1.831 1.831 1.639 1.800 1.800 1.811 1.811 1.639 1.8200 -0.22 1.824 1.710 9.118 1.63 2.627.7 -0.245 COT OF SALES % 6.95 6.62 -1.35 6.08 6.08 1.637.06 1.282.07 1.635.086.01 % 3.04 -0.05 0.4 -0.04 2.9 3.1.9 -2.2.5 HT GROSS MARGIN % 3.0.1 3.1.4 -1.35 3.0.2 3.1.2 2.0 3.1.9 -2.2.5 HT GROSS MARGIN % 3.0.1 3.1.4 -1.35 2.2.2 2.4 10.8 2.0 3.1.0 -1.2.4 CORMENCES TORE 3.0.1 3.1.4 -1.3.5 3.0.2 3.1.4 -1.3.6 0.0.2 1.0.2.2 2.4 10.8 2.0 1.0 Corme									
11.61 13.00 100 HEAT N SCIENCES FORE 12.68 12.540 4.27 11.37 11.17 15.17 15.17 15.17 15.17 15.17 15.17 15.17 15.17 15.17 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.17 15.280 15.18 15.13 20.2 21.28 20.2 21.28 20.2 21.28 20.2 21.28 20.2 21.28 20.2 21.2									
2559.66 2.67.7 4.07.67 10.7.4 10.50.4 10.57.4 10.57.4 10.57.4 10.57.4 10.57.4 10.57.4 10.57.4 10.55.5 20.5 4.1.3 10.4.4 10.56.5 20.5 4.1.3 10.4.6 10.55.5 20.5 4.1.3 10.2.4.57.7 4.2.5.5 7.1.4.57.7 7.1.4.57.7 7.1.4.57.7 7.1.4.57.7 7.1.4.57.7 7.1.5.5 <t< td=""><td>1,163</td><td>1,330</td><td>167</td><td>HEALTH SCIENCES STORE</td><td>12,088</td><td>12,560</td><td>472</td><td>1,393</td><td>13,111</td></t<>	1,163	1,330	167	HEALTH SCIENCES STORE	12,088	12,560	472	1,393	13,111
D03 67.7 C2.6 COST OF SALES %. 64.9 64.8 c413.2 1.28.300 c413.2.6 1.28.407 7.38.307 D5 0.4 -0.0.5 SHEMMAGE %. 0.4<									
1007.944 1.225.309 <107.3465	2,559,956	2,621,721	61,765	TOTAL COST OF SALES	16,548,191	16,707,470	159,279	3,032,618	16,504,033
1007.944 1.225.309 <107.3465	70.3	67.7	<265	COST OF SALES %	69.5	68.2	<135	69.8	68.8
977 3.3 -0.50 SHENKERS % 30.5 31.8 -(1.3) 30.2 31.7 20 2.19 -2.6.5 MET GROSS MARGIN % 30.1 21.4 -(1.3) 20.2 30.2 31.7 20.7 2.3 -4.7.5 ACADEMIC SUPPORT IDV 17.3 19.5 -(2.4) 90.2 30.6 30.6 40.4 40.4 4.6 2.8 -4.7.5 ACADEMIC SUPPORT IDV 17.3 19.5 -(2.4) 90.4 41.1 41.3 41.4 41.8 42.2 -(2.4) 90.4 41.1 41.3 41.4 41.8 42.3 20.4 20.5 21.2									
292 31.9 -2.6.0 NET GROSS MARGIN % 30.1 31.4 -(1.3) 29.8 30.8 201 24.3 -2.3.7 ACMENDIX SUPORT UV 17.3 19.5 -2.2. 22.4 19.3 203 24.3 -0.7 HULTOP SHOP 10.7 19.5 -2.2. 22.4 19.3 204 53.8 -2.0.1 UVALLE COMMONS STORE 50.8 33.2 -2.4. 22.8 32.0 136.452 87.517 46.925 COMMONS STORE 51.2 21.8 -4.6.5 22.2 12.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 21.8 -4.6.5 22.2 12.8 -4.6.5 22.2 12.8 -4.6.5 22.2 12.8 <									
20.7 24.3 <-3.7	0.5	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.0>	0.4	0.4
20.7 24.3 <-3.7									
S0.0 51.0	29.2	31.9	<2.6>	INE I GRUSS MARGIN %	30.1	31.4	<1.3>	29.8	30.8
S0.0 51.0	20.7	24.3	~3.7~	ACADEMIC SUPPORT DIV	17 3	10 5	~? ?~	22 A	10 3
41.9 41.2 0.7 HILTOP SHOP 41.7 41.3 0.4 44.1 14.8 26.8 22.6 LUNLECOMMON STORE 30.8 3.2 2.4.6 58.8 2.2.0 23.5 22.2 0.3 HEALTH SCINCES STORE 50.2 51.8 <1.6.5									
49.5 54.3 -4.8-// 23.5 COMMERCE DIVISION Distribution 50.2 51.8 -1.6-// 21.2 21.0 -6.5-// 22.2 22.1 21.0 -6.5-// 22.2 22.1 21.0 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -7.87.00 -4.65.5 -2.22 21.8 -7.87.00 -7.87.00 -4.65.5 -2.22 21.8 -7.87.00 -7.87.00 -4.67.00 -7.87.00 -4.67.00 -4.67.00 -7.87.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -6.67.00 -4.67.00 -4.67.00 -6.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00 -4.67.00<	41.9	41.2			41.7	41.3	0.4	44.1	41.8
22.5 22.2 0.3 HEALTH SCIENCES STORE 21.2 21.6 <0.5> 22.3 21.8 136,452 87.517 48.035 OTHER INCOME 646.746 510.843 135.053 70.490 463.415 1,194,415 1.312.266 -118.4113 GROS MARCIN/OTHER 7.877.020 8.164.733 <377.713									
136,452 87,517 48,925 OTHER INCOME 1,194,415 1,312,826 1,66,427 31,35,003 70,400 463,415 243,539 252,229 8,600 Career Wages 1,45,912 1,192,422 63,330 253,584 1,523,922 243,539 252,229 8,600 Career Wages 1,405,902 1,190,580 <43,922									
1.194.415 1.312.826 <118.411 GROSS MARGUN/OTHER 7.287.020 8.164.733 <277.713> 1.355.407 7.818.485 243.539 252.229 8.690 Career Wages 1.455.917 1.190.590 <237.713> 1.355.407 7.818.485 243.539 252.229 8.690 Career Wages 1.455.912 1.190.590 <237.518	23.5	23.2	0.3	HEALTH SUIENCES STORE	21.2	21.6	<0.5>	23.2	21.8
1.194.415 1.312.826 <118.411 GROSS MARGUN/OTHER 7.287.020 8.164.733 <277.713> 1.355.407 7.818.485 243.539 252.229 8.690 Career Wages 1.455.917 1.190.590 <237.713> 1.355.407 7.818.485 243.539 252.229 8.690 Career Wages 1.455.912 1.190.590 <237.518	136.452	87.517	48.935	OTHER INCOME	646.746	510.843	135,903	70.490	463.415
243,539 252,229 8,640 Career Wages 1,455,912 1,519,242 63,330 253,584 1,523,922 951 0 4517 Limited Appointment 8,242 3,346 4,302- 0 0 0 110,767 179,164 8,388 Student Wages 1,102,956 1,102,956 1,102,956 1,148,202 1,080,964 414,906 441,393 10,487 TOTAL WAGES 2,265,012 2,713,780 587,788 4418,404 2,604,906 100,850 142,529 35,679 Employee Benefits 666,129 857,833 171,704 135,538 51,974 107,95 01,970 7175 Telephone 73,179 64,475 -4,724 15,91 10,993 10,47 1,900 902 Membership Fees 1,745 2,552 807 1,159 1,929 1,454 17,336 2,700 Freight Out 140,778 15,110 10,021 1,929 0 0 0 0 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
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971 0 -591 Lindled Appiontment: 8,242 3,340 0 0 0 170,726 179,164 8,338 Student Wages 1,190,859 1,190,959 1,200,259 1,200,259 1,200,259 1,14,200,210 1,64,200 1,64,200 1,042,000 1,042,000 1,042,000 1,042,000 1,042,000 1,042,000 1,042,000 1,042,000 1,042,000 1,044,000 4,135,538 8,13,611 1,047 1,055,530 6,06,129 857,833 1,71,704 1,055,530 6,06,089 1,179 6,66,129 857,833 1,71,704 1,055,530 6,06,089 1,047 1,075 3,618 1,198 7,094 6,475 -4,724 1,095 6,06,089 1,047 1,000 833 1,7195/Conference 6,57 10,575 3,618 1,198 7,094 6,475 -4,724 1,450 1,509 1,900 0 0 1,000 5,999 0 0 0 0 0,00 0 1,000	242 520	252 220	8 600	Career Wages	1 455 012	1 510 2/2	63 330	253 594	1 522 022
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5.798 4.403 <1.395-	11.5	11.2	<0.3>	WAGE % TO SALES	11.2	11.1	<0.1>	9.7	10.9
5.798 4.403 <1.395-	10/ 050	142 520	25 (70	Employee Repetite	(0(100	057 022	171 704	105 500	001 0/1
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0 902 Membership Fees 1,745 2,552 807 1,150 1,950 5,330 3,550 <1,780		15	3	Postage	117	90	<27>	15	110
5.30 3.550 <1.780									
14,546 17,336 2,790 Freight Out 140,778 151,419 10,641 16,474 140,575 1,050 1,050 0 0 Transportation 6,300 0 1,000 5,999 0 0 0 Merchandise Losses 6,56 0 10 0 17 0 25 25 Security Expense 0 150 <									
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68,965 64,684 <4,281> Bank Card Expense 423,433 440,408 16,975 71,417 410,518 406 0 <406> Overs/Shorts 5,119 0 <5,119> 1,693 6,209 329 0 <329> Credit Card Adjustments 7,712 0 <7,712> 1,358 14,842 0 0 0 Rentals-Facilities 0 0 0 0 1,779 0 0 0 Rentals-Truck 3,399 1,800 <10,879> 0 300 300 0 300 0 0 0 Taxes & Licenses 80,574 69,700 <10,874> 10,611 70,935 0 0 0 Taxes & Licenses 80,574 69,700 <3,752									
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0 0 0 Rentals-Facilities 0 0 0 0 1,785 0 0 0 Rentals-Truck 3,399 1,800 <1,599> 0 1,779 0 0 0 Tares & Licenses 0 3000 300 0 300 12,083 10,950 <1,133> Professional Services 80,574 69,700 <10,874> 10,611 70,935 0 0 0 Temp Agency Service 5,652 1,900 <3,752> 0 8,123 3,727 4,850 1,123 Concession Expense 39,099 38,958 <141> 100 37,121 0 0 0 0 Alloc of Distr Cntr 9 9 38,958 <141> 100 37,121 0 9,016 8,091 <2252									
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12,083 10,950 <1,133> Professional Services 80,574 69,700 <10,874> 10,611 70,935 0 0 0 0 Temp Agency Service 5,652 1,900 <3,752> 0 8,123 3,727 4,850 1,123 Commission Expense 13,475 13,800 325 4,797 13,165 101 100 <1> Concession Expense 39,099 38,958 <141> 100 37,121 0 0 0 Alloc of Distr Cntr 0 4 4 0 0 0 0 0 48,267 97,377 252,338 283,132 30,794 TOTAL CONTROLLA 2,102,790 2,279,994 177,204 276,832 2,112,06 667,245 714,525 47,280 TOTAL CONTROLLABLE EXP 4,757,803 4,993,774 235,971 695,236 4,822,112 6687,245 714,305 SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>			-						
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101 100 <1> Concession Expense 39,099 38,958 <141> 100 37,121 0 0 0 0 0 0 4lloc of Distr Cntr 9 0 4 4 0 0 0 0 0 4lloc of Distr Cntr 9 733 109,775 10,042 8,267 97,377 252,338 283,132 30,794 TOTAL OTHER CONTROL. 2,102,790 2,279,994 177,204 276,832 2,217,206 667,245 714,525 47,280 TOTAL CONTROLLABLE EXP 4,757,803 4,993,774 235,971 695,236 4,822,112 527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp. Less: Allocated Exp. Less: Allocated Exp. 3,029,218 3,170,959 <141,741> 660,171 2,996,373 417,484 158,853 11,369 Allocated ExpIS 39,60,39 417,622 21,583						1,900			
0 0 0 Alloc of Distr Cntr 0 4 4 0 0 9,016 8,091 <925> Payment to UCLA 99,733 109,775 10,042 8,267 97,372 252,338 283,132 30,794 TOTAL OTHER CONTROL. 2,102,790 2,279,994 177,204 276,832 2,217,706 667,245 714,525 47,280 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 4,757,803 4,993,774 235,971 695,236 4,822,112 527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp Less: Allocated Exp. 3,029,218 3,170,959 <141,741> 660,171 2,996,373 147,484 158,853 11,369 Allocated ExpHR 218,092 274,310 56,218 32,902 208,339 147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
9,016 8,091 <925> Payment to UCLA 99,733 109,775 10,042 8,267 97,377 252,338 283,132 30,794 TOTAL OTHER CONTROL. 2,102,790 2,279,994 177,204 276,832 2,217,206 667,245 714,525 47,280 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 4,757,803 4,993,774 235,971 695,236 4,822,112 527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp Less: Allocated Exp. Ess 889,289 944,796 55,507 148,005 881,148 63,823 71,005 7,182 Allocated ExpIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. IS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. IS 396,039 417,622 21,583 72,571 422,									
252,338 283,132 30,794 TOTAL OTHER CONTROL. 2,102,790 2,279,994 177,204 276,832 2,217,206 667,245 714,525 47,280 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 527,171 598,301 <71,130> SVCS AND ENTERPRISES 4,757,803 4,993,774 235,971 695,236 4,822,112 667,245 714,525 47,280 ROSS CONTRIBUTION TO SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp Less: Allocated ExpIR 889,289 944,796 55,507 148,095 881,148 49,079 35,080 <13,999> Allocated ExpIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. IS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated		-							-
667,245 714,525 47,280 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 527,171 4,757,803 4,993,774 235,971 695,236 4,822,112 527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp Less: Allocated Exp. Less: Allocated Exp. 89,289 944,796 55,071 148,095 881,148 63,823 71,005 7,182 Allocated Exp. I-IS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. INS 396,039 417,622 21,583 72,571 422,680 79,486 81,035 1,399 Allocated Exp. INS 396,039 417,622 21,583 72,571 422,680 79,979 35,080 <13,999> Allocated Exp. INS 396,039 417,622 21,583 72,571 422,680 79,979 35,080 <13,999> Allocated Exp. INS 371,789 748,208 30,309 114									
527,171 598,301 <71,130> SVCS AND ENTERPRISES 3,029,218 3,170,959 <141,741> 660,171 2,996,373 Less: Allocated Exp Less: Allocated Exp. State 274,310 56,218 32,902 208,339 147,484 158,853 11,369 Allocated ExpIR 288,928 944,796 55,507 148,095 881,148 63,823 71,005 7,182 Allocated ExpIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. IS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. IS 71,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities				TOTAL CONTROLLABLE EXP					
Less: Allocated Exp <16,084> 47,062 63,146 Allocated ExpHR 218,092 274,310 56,218 32,902 208,339 147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 71,005 7,182 Allocated Exp. FIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. UKtg 212,040 233,544 21,504 34,881 194,952 122,212 116,994 <5,218> Allocated Exp Othr SA 717,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,2					0				
<16,084> 47,062 63,146 Allocated ExpHR 218,092 274,310 56,218 32,902 208,339 147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 77,005 7,182 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 49,079 35,080 <13,999> Allocated Exp. Mktg 212,040 233,544 21,504 34,881 194,952 122,212 116,994 <5,218> Allocated Exp Othr SA 717,899 748,208 30,099 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 </td <td>527,171</td> <td>598,301</td> <td><71,130></td> <td>SVCS AND ENTERPRISES</td> <td>3,029,218</td> <td>3,170,959</td> <td><141,741></td> <td>660,171</td> <td>2,996,373</td>	527,171	598,301	<71,130>	SVCS AND ENTERPRISES	3,029,218	3,170,959	<141,741>	660,171	2,996,373
<16,084> 47,062 63,146 Allocated ExpHR 218,092 274,310 56,218 32,902 208,339 147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 77,005 7,182 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 49,079 35,080 <13,999> Allocated Exp. Mktg 212,040 233,544 21,504 34,881 194,952 122,212 116,994 <5,218> Allocated Exp Othr SA 717,899 748,208 30,099 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 </td <td></td> <td></td> <td></td> <td>Less: Allocated Exp</td> <td></td> <td></td> <td></td> <td></td> <td></td>				Less: Allocated Exp					
147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 71,005 7,182 Allocated ExpIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. Oth SA 717,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,771 Uillities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,83,347									
147,484 158,853 11,369 Allocated Exp. Fin 889,289 944,796 55,507 148,095 881,148 63,823 71,005 7,182 Allocated ExpIS 396,039 417,622 21,583 72,571 422,680 49,079 35,080 <13,999> Allocated Exp. Oth SA 717,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,771 Uillities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,83,347	<16,084>	47,062	63,146	Allocated ExpHR	218,092	274,310	56,218	32,902	208,339
49,079 35,080 <13,999> Allocated Exp. Mktg 212,040 233,544 21,504 34,881 194,952 122,212 116,994 <5,218> Allocated Exp Othr SA 71,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 34,1303 370,956 29,653 57,935 347,203 521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,383,347	147,484	158,853	11,369	Allocated Exp. Fin	889,289	944,796	55,507	148,095	881,148
122,212 116,994 <5,218> Allocated Exp Othr SA 717,899 748,208 30,309 114,944 673,206 79,486 81,035 1,549 Maintenance 485,110 497,547 12,437 79,834 475,125 18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,383,347									
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18,329 23,046 4,717 Utilities 161,878 170,987 9,109 24,366 180,695 56,911 61,826 4,915 Depreciation 341,303 370,956 29,653 57,935 347,203 521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,383,347									
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521,240 594,901 73,661 TOTAL ALLOCATED EXP 3,421,650 3,657,970 236,320 565,527 3,383,347									
5,931 3,400 2,531 NET INCOME (LOSS) <392,432> <487,011> 94,579 94,643 <386,975>									
5,751 3,400 2,531 NET INCUME (LUSS) >									

UCLA RESTAURANTS INCOME STATEMENT

JAN 0	06(12/31/17-01/2	7/18)]	F	ISCAL YEAR 17-1	8	FISCAL YE	AR 16-17
	CURRENT MONTH		1		MO(07/30/17-01/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
153,330	136,236	17,094	CENTRAL DIVISION	993,666	905,916	87,750	142,860	866,921
179,456	195,724		NORTH CAMPUS DIVISION	1,088,102	1,203,139	<115,037>	185,830	1,099,054
95,777	131,764		SOUTH DIVISION	628,642	807,933	<179,291>	112,815	735,926
203,177	197,447	5,730	LU VALLE DIVISION	1,276,707	1,302,564	<25,857>	195,146	1,278,715
235,392	232,318	3,074	COOPERAGE DIVISION	1,558,089	1,524,203	33,886	231,193	1,488,335
219,651 1,086,783	246,382 1,139,871		SPECIAL EVENTS DIVISION TOTAL SALES	1,136,280 6,681,486	1,135,837 6,879,592	443 <198,106>	238,273 1,106,117	1,097,075 6,566,026
1,000,763	1,139,071	<53,066>	TOTAL SALES	0,001,400	0,079,392	< 190, 100>	1,100,117	0,300,020
359,145	369,907	10,762	Less: Cost of Sales	2,233,662	2,254,726	21,064	355,974	2,155,319
33.1	32.5		COST OF SALES %	33.4	32.8	<0.7>	32.2	32.8
727,638	769,964	<42.326>	GROSS MARGIN	4,447,824	4,624,866	<177,042>	750,143	4,410,707
67.0	67.6	<0.6>	GROSS MARGIN %	66.6	67.2	<0.7>	67.8	67.2
67.5	68.7	<1.2>	CENTRAL DIVISION	67.2	69.3	<2.1>	67.2	66.9
63.1	66.0	<2.9>	NORTH CAMPUS DIVISION	64.9	65.2	<0.3>	66.8	66.0
69.8	66.9	2.9	SOUTH DIVISION	67.9	67.0	0.8	68.2	67.6
69.7	69.3	0.4	LU VALLE DIVISION	69.3	69.3	0.1	69.4	69.6
65.6 68.5	66.3 68.6		COOPERAGE DIVISION SPECIAL EVENTS DIVISION	66.0 65.2	66.4 66.9	<0.5> <1.7>	66.4 68.7	66.4 66.7
00.0	00.0	<0.1>	SPECIAL EVENTS DIVISION	03.2	00.9	<1.7>	00.7	00.7
173,352	184,734	<11,382>	OTHER INCOME	1,071,153	1,142,768	<71,615>	177,393	1,110,758
900,990	954,698	<53,708>	GROSS MARGIN/OTHER	5,518,977	5,767,634	<248,657>	927,536	5,521,465
			Less: Controllable Exp					
281,956	293,307	11,351	Career Wages	1,733,257	1,826,556	93,299	287,130	1,816,641
1,858	0		Limited Appointment	5,296	0	<5,296>	0	3,919
249,140	237,691		Student Wages	1,555,816	1,468,153	<87,663>	218,848	1,380,699
<36,910>	<38,666>	<1,756>	Labor Recharge	<230,544>	<241,662>	<11,118>	<31,801>	<211,987
496,044	492,332	<3,712>		3,063,826	3,053,047	<10,779>	474,178	2,989,272
45.6	43.2	<2.5>	WAGE % TO SALES	45.9	44.4	<1.5>	42.9	45.5
143,761	180,071	36,310	Employee Benefits	874,755	1,091,388	216,633	168,114	1,035,660
1,382	1,440	58	Office Supplies	11,469	10,390	<1,079>	1,085	8,806
4,142	3,920	<222>	Telephone	24,770	23,505	<1,265>	3,224	22,955
1,000	1,000	0	Training Programs	8,115	8,288	173	500	7,915
48,742	50,112	1,370	Paper	290,954	306,819	15,865	50,158	296,227
4.5	4.4		Paper % To Sales	4.4	4.5	0.1	4.5	4.5
5,683	5,049	<634>	Cleaning Supplies	31,688	30,394	<1,294>	3,958	33,243
<11,537>	<12,500>	<963>	Purchasing Rebates	<79,098>	<75,000>	4,098	<11,088>	<62,863
3,456	2,700	<756>	Replacements	16,665	18,115	1,450	2,632	27,279
1,518	4,020	2,502	Laundry	21,806	25,850	4,044	3,434	24,189
3,945	1,940		Uniforms	14,145	9,740	<4,405>	2,060	14,858
474	1,385	911	Advertising	32,960	39,850	6,890	1,169	16,238
0	24	24	Dorm Coupons Expense	1	150	149	0	<0:
8,752	5,664		Repairs & Maintenance	65,762	38,494	<27,268>	9,402	53,781 220,855
42,590 1,777	42,253 1,713		Bank Card Expense Sales Tax Expense	229,048 11,062	234,186 10,988	5,138 <74>	40,837 1,688	220,855
398	1,050	< 64 > 652	Overs/Shorts	4,544	6,464	1,920	753	9,360
0	1,050	032	Credit Card Adjustments	4,344	0,404	<17>	,55	6
0	0	0	Rentals	0	0	<0>	0	0
0	425	425	Rentals-Truck	0	2,500	2,500	0	0
950	669	<281>	Taxes & Licenses	6,727	2,439	<4,288>	0	0
0	0	0	Professional Services	610	0	<610>	0	600
800	0	<800>	Temp Agency Service	4,167	750	<3,417>	0	837
31,757	44,791	13,034	Commission Expense	155,664	169,706	14,042	39,583	143,916
289,592	335,726	46,134	TOTAL OTHER CONTROL.	1,725,829	1,955,016	229,187	317,509	1,864,335
785,636	828,058	42,422	TOTAL CONTROLLABLE EXP	4,789,655	5,008,063	218,408	791,686	4,853,607
			GROSS CONTRIBUTION TO				105	
115,354	126,640	<11,286>	SVCS AND ENTERPRISES	729,322	759,571	<30,249>	135,850	667,858
			Less: Allocated Exp					
			Less. Allocated Exp					
<19,230>	53,710	72,940	Allocated ExpHR	249,026	308,600	59,574	37,288	237,948
49,503	53,479	3,976	Allocated Exp. Fin	306,157	323,918	17,761	43,319	305,352
21,422	23,904	2,482	Allocated ExpIS	136,533	142,899	6,366	21,227	143,469
16,473	11,810	<4,663>		73,601	78,746	5,145	10,203	68,039
41,020	39,387	<1,633>	Allocated Exp Othr SA	243,235	254,529	11,294	33,621	236,819
69,991	71,567	1,576	Maintenance	427,166	439,382	12,216	67,255	400,351
16,140	20,295	4,155	Utilities	142,542	150,582	8,040	20,526	152,262
73,940	79,293	5,353	Depreciation	442,957	475,758	32,801	88,444	528,115
269,259	353,445	84,186	TOTAL ALLOCATED EXP	2,021,216	2,174,414	153,198	321,883	2,072,355
	.00/ 005	70.000	NET INCOME (LOCC)	.1 001 001	.1 .1	100 010	.10/ 000	.1 101 10-
450.005	<226,805>	72,900	NET INCOME (LOSS)	<1,291,894>	<1,414,843>	122,949	<186,033>	<1,404,498
<153,905>			TOTAL CUSTOMED COUNT	1 / 01 051	1 755 040	. 70. 0 (0	200.017	1 7// 404
	000 170	0 500	TOTAL CUSTOMER COUNT	1,681,851 548,663	1,755,213	<73,362>	288,916	1,766,431
271,638	280,170		2DD DADTY CLICT COUNT		569,899	<21,236>	92,705	598,284
271,638 88,326	86,748	1,578	3RD PARTY CUST COUNT		1 105 014	·E0 10/	10/ 011	1 1/0 1 47
271,638		1,578	3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT	1,133,188	1,185,314	<52,126>	196,211	1,168,147
271,638 88,326 183,312	86,748 193,422	1,578 <10,110>	ASUCLA CUSTOMER COUNT	1,133,188				
271,638 88,326 183,312 6.62	86,748 193,422 6.61	1,578 <10,110> 0.01	ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK	1,133,188 6.55	6.45	0.10	6.39	
271,638 88,326 183,312 6.62 8.40	86,748 193,422 6.61 8.49	1,578 <10,110> 0.01 <0.09>	ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	1,133,188 6.55 8.43	6.45 8.32	0.10 0.11	6.39 8.16	6.29 8.04
271,638 88,326 183,312 6.62	86,748 193,422 6.61	1,578 <10,110> 0.01 <0.09>	ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK	1,133,188 6.55	6.45	0.10	6.39	6.29
271,638 88,326 183,312 6.62 8.40	86,748 193,422 6.61 8.49	1,578 <10,110> 0.01 <0.09> <0.01>	ASUCLA CUSTOMER COUNT TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	1,133,188 6.55 8.43	6.45 8.32	0.10 0.11	6.39 8.16	6.29 8.04

SERVICES DIVISION INCOME STATEMENT

	6(12/31/17-01/2	,			ISCAL YEAR 17-1		FISCAL YE		
	URRENT MONTH				MO(07/30/17-01/		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
9,716	13,661	< 3 945 \	PHOTOGRAPHY	84,559	84,157	402	13,661	84,583	
9,716	13,661		TOTAL SALES	84,559	84,157	402	13,661	84,583	
99	111	12	Less: Cost of Sales	2,300	2,871	571	111	2,723	
9,618	13,550		GROSS MARGIN	82,259	81,286	973	13,550	81,860	
99.0	99.2	<0.2>	GROSS MARGIN %	97.3	96.6	0.7	99.2	96.8	
99.0	99.2	<0.2>	PHOTOGRAPHY	97.3	96.6	0.7	99.2	96.8	
184,025	252,200	<68.175>	TRADEMARKS AND LICENSING	1,638,942	1,574,923	64,019	176,885	1,364,551	
98,102	108,507	<10,405>	LEASED OPS	614,569	666,505	<51,936>	110,450	642,812	
282,126	360,707	<78,581>	OTHER INCOME	2,253,511	2,241,428	12,083	287,335	2,007,363	
291,744	374,257		GROSS MARGIN/OTHER	2,335,770	2,322,714	13,056	300,885	2,089,223	
			Less: Controllable Exp						
38,680	36,151	~2 520~	Career Wages	224,091	216,906	<7,185>	36,734	220,665	
260	700		Student Wages	723	3,825	3,102	164	1,112	
38,940	36,851		TOTAL WAGES	224,815	220,731	<4,084>	36,897	221,777	
400.8	269.8		WAGE % TO SALES	265.9	262.3	<3.6>	270.1	262.2	
16,004	18,826		Employee Benefits	97,801	112,240	14,439	18,255	110,721	
41	445	404	Office Supplies	4,806	2,670	<2,136>	291	3,232	
365	669	304	Telephone	3,656	4,070	414	515	3,443	
541	60	<481>	Postage	638	360	<278>	26	460	
0	0	0	Trav/Trips/Conference	6,519	6,500	<19>	0	2,018	
0	0	0	Membership Fees	0	0	0	0	811	
0	0	0	Enforcement	9,500	9,500	0	630	9,983	
36	5,600		Business Promotion	21,077	27,400	6,323	56	2,048	
0	0	0	Repairs & Maintenance	466	0	<466>	0	0	
0	900	900	Bad Debt	0	9,000	9,000	0	5,678	
2,083	2,084	1	Professional Services	13,538	28,504	14,966	2,083	13,490	
0	925	925	Legal	0	5,550	5,550	0	3,585	
5,402	2,100	<3,302>		19,186	12,600	<6,586>	0	13,079	
9,416	21,465	12,049	Intern'l Agnt Fee/Tax	98,539	109,490	10,951	18,170	108,546	
14,707	18,387		Domestic Agency Fee	137,566	126,592	<10,974>	12,511	105,826	
30	0		Misc. Bank Charges	58	0	<58>	0	56	
57,854	65,344	7,490	Payment to UCLA	524,183	457,773	<66,410>	44,776	399,171	
106,480	136,805	30,325	TOTAL OTHER CONTROL.	937,531	912,249	<25,282>	97,312	782,148	
145,420	173,656	28,236	TOTAL CONTROLLABLE EXP	1,162,346	1,132,980	<29,366>	134,209	1,003,925	
146,324	200,601	<54,277>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,173,424	1,189,734	<16,310>	166,675	1,085,298	
		·	Less: Allocated Exp						
.1 5 10	4.000	E E20	Allegated Even J.D.	17.040	22.270	4 445	2 002	47 /44	
<1,510>	4,020		Allocated ExpHR	17,948 87 704	22,362	4,415	2,902	17,614 80,920	
11,121 4,961	14,589		Allocated Exp. Fin Allocated ExpIS	87,704 40,504	90,227 41 241	2,523 737	9,781 4,978	80,920 39,430	
3,815	6,756 3,337		Allocated Exp15 Allocated Exp. Mktg	40,504 21,363	41,241 22,790	1,427	4,978 2,393	39,430 18,699	
9,500	11,131		Allocated Exp. Mktg	72,283	72,911	628	7,885	64,935	
35,853	36,517		Maintenance	218,815	224,214	5,399	31,958	04,935 154,661	
35,853 8,268	30,517 10,391	004 2,123	Utilities	218,815	224,214 77,100	4,083	31,958 9,754	57,037	
6,929	6,281		Depreciation	41,574	37,686	<3,888>	9,754 6,784	36,976	
78,937	93,022	<648> 14,085	TOTAL ALLOCATED EXP	573,208	588,531	< 3,888>	6,784 76,434	470,272	
	107,579		NET INCOME (LOSS)			<986>	90,242		
67,387	107,579	<40,192>	IVET TINCUIVIE (LUSS)	600,217	601,203	<980>	90,242	615,026	

UCLA STUDENT UNION INCOME STATEMENT

JAN. C	06(12/31/17-01/2	7/18)]	F	ISCAL YEAR 17-1	8	FISCAL YE	EAR 16-17
	CURRENT MONTH				MO(07/30/17-01	,	LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
24,618	24,725		EVENT SERVICES OFFICE	267,622	294,550	<26,928>	20,458	273,025
46,213	30,928	15,285	AU POST OFFICE	278,029	226,963	51,066	32,601	214,948
70,831	55,653	15,178	TOTAL SALES	545,651	521,513	24,138	53,059	487,972
	20.240	.14 207.	All Deat Office Cost	272 (00	221.070	.50 720.	22.020	200,002
44,555	30,248		AU Post Office Cost	272,690	221,970	<50,720>	32,038	209,993
4,614 0	4,319 0	<295> 0	Facilities Costs Cost of Sales GM RM	48,874 0	50,511 0	1,637 0	4,946 0	47,342
49,168	34,567		Less: Cost of Sales	321,563	272,481	<49,082>	36,984	16 257,351
69.4	62.1	<7.3>	COST OF SALES %	58.9	52.3	<49,082>	69.7	52.7
21,662	21,086	576	GROSS MARGIN	224,088	249.032	<24,944>	16,075	230,621
30.6	37.9	<7.3>	GROSS MARGIN %	41.1	47.8	<6.7>	30.3	47.3
81.3	82.5	<1.3>	EVENT SERVICES OFFICE	81.7	82.9	<1.1>	75.8	82.7
3.6	2.2		AU POST OFFICE	1.9	2.2	<0.3>	1.7	2.3
593	453	140	STUDENT UNION OPS	3,645	2,581	1,064	456	2,475
190	3,550	<3,360>	EVENT SERVICES OFFICE	2,525	20,100	<17,575>	680	26,392
14,162	14,175	<13>	STUDENT PROGRAMMING	74,228	72,451	1,777	13,401	69,965
8,339	8,421	<82>	AU POST OFFICE	48,565	61,794	<13,229>	5,698	37,902
23,285	26,599	<3,314>	OTHER INCOME	128,962	156,926	<27,964>	20,236	136,733
44,947	47,685	<2,738>	GROSS MARGIN/OTHER	353,050	405,958	<52,908>	36,311	367,355
			Less: Controllable Exp					
32,951	33,168	217	Career Wages	193,186	199,014	5,828	32,415	192,067
21,106	21,546	440	Student Wages	133,556	137,418	3,862	15,344	102,526
54,057	54,714	657	TOTAL WAGES	326,742	336,432	9,690	47,760	294,593
76.3	98.3	22.0	WAGE % TO SALES	59.9	64.5	4.6	90.0	60.4
42.7		0.0		24.4	21.0	· 2 F.	F0 (22 F
43.6	44.5	0.9	EVENT SERVICES OFFICE	24.4	21.9	<2.5>	50.6	22.5
10,556	17,377	6,821	Employee Benefits	83,855	104,880	21,025	16,811	100,944
269	757	488	Office Supplies	6,460	7,879	1,419	1,146	5,565
2,522	3,090	568	Telephone	17,930	18,990	1,419	2,395	16,513
40	3,070 0	<40>	Trav/Trips/Conference	1,550	1,100	<450>	2,375	339
40 0	0	<40> 0	24 Hour Study Lounge	2,974	2,694	<280>	382	2,758
250	250	0	Student Comm Art	964	964	<200>	250	964
237	800	563	Training Programs	4,593	5,108	515	414	6,413
249	614	365	Annual ASUCLA Events	25,984	22,746	<3,238>	1,015	22,951
11,334	10,915		Student Event Exp	61,082	55,785	<5,297>	9,137	58,256
0	0	0	Student Union Prog	0	0	0	255	352
0	0	0	Operating Supplies	0	0	0	<1,334>	1,190
1,400	2,000	600	Uniforms	1,570	2,000	430	1,711	1,940
0	145	145	Advertising	305	754	449	123	781
250	250		Business Promotion	1,360	1,500	140	249	1,653
1,504	955		Repairs & Maintenance	19,718	8,234	<11,484>	1,169	11,089
1,133	814		Bank Card Expense	6,373	5,980	<393>	1,029	5,394
<117>	19		Overs/Shorts	585	136	<449>	<102>	189
0	0	0	Board of Directors	840	0	<840>	0	0
0	0	0	Student Support Svcs	2,787	2,750	<37>	0	2,654
15,417	15,417	0	Interaction Fund	92,500	92,502	2	15,417	92,500
5,557	8,000	2,443	STUDENT UNION EVENT F	49,855	53,000	3,145	7,961	60,841
50,600	61,403	10,803	TOTAL OTHER CONTROL.	381,284	387,002	5,718	58,026	393,286
104,657	116,117	11,460	TOTAL CONTROLLABLE EXP	708,026	723,434	15,408	105,786	687,879
			GROSS CONTRIBUTION TO					
<59,710>	<68,432>	8,722	SVCS AND ENTERPRISES	<354,976>	<317,476>	<37,500>	<69,475>	<320,524>
			Less: Allocated Exp					
0.005	F 6/6			o.,	<u></u>	7	o	00 -00
<2,095>	5,969		Allocated ExpHR	26,440	34,024	7,584	3,757	23,592
3,586	3,205		Allocated Exp. Fin	25,875	26,704	829	2,382	24,244
1,600	1,484		Allocated ExpIS	11,960	12,176	216	1,212	11,985
1,230 3,064	733		Allocated Exp. Mktg	6,348	6,788	440	583	5,536 19,279
3,064 43,479	2,445 44,330		Allocated Exp Othr SA Maintenance	21,294 265,358	21,534 272,181	240 6,823	1,920 43,342	19,279 255,408
43,479 10,026	44,330 12,607	2,581	Utilities	265,358 88,548	93,538	6,823 4,990	43,342 13,228	255,408 97,007
12,128	12,807	2,581 797	Depreciation	88,548 70,366	93,538 77,550	4,990 7,184	13,228	97,007 78,068
73,019	83,698	10,679	TOTAL ALLOCATED EXP	516,189	544,495	28,306	79,439	515,119
, 0,017	00,070	10,017		010,107	511,475	20,000	,,,,,,,,,	010,117
<132,728>	<152,130>	19,402	NET INCOME (LOSS)	<871,165>	<861,971>	<9,194>	<148,915>	<835,643>
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ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

	6(12/31/17-01/2]		ISCAL YEAR 17-1		FISCAL YE	AR 16-17
	URRENT MONTH				MO(07/30/17-01/		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
314,305	314,795	490	Career Wages	1,884,534	1,924,040	39,506	294,336	1,792,057
10,783	300	<10,483>	Limited Appointment	30,314	1,800	<28,514>	0	0
31,400	33,429	2,029	Student Wages	203,344	198,070	<5,274>	25,026	173,188
356,489	348,524	<7,965>	TOTAL WAGES	2,118,191	2,123,910	5,719	319,362	1,965,245
6.6	6.1	<0.5>	WAGE % TO TOTAL SALES	6.0	5.9	<0.1>	5.3	5.7
0	0	0	Emp Awards, Profess.	14,735	15,000	265	0	15,178
0	2,000	2,000	Emp Awards, Students	2,000	4,000	2,000	0	4,000
131,026	156,829	25,803	Employee Benefits	827,587	942,867	115,280	141,190	863,629
4,883	8,727	3,844	Office Supplies	39,650	47,413	7,763	3,110	45,278
4,400	9,313	4,913	Telephone	48,507	51,997	3,490	7,030	47,031
492	528	36	Postage	3,827	4,080	253	503	3,941
0	1,025	1,025	Trav/Trips/Conference	8,584	6,385	<2,199>	238	5,696
78	100	22	Expense Allowance	1,847	1,100	<747>	199	645
1,149	128		Employee Relations	6,826	9,148	2,322	100	8,735
0	53	53	Tuition Assistance	0,020	53	53	0	0,735
							-	
0	724	724	Fingerprinting	490	4,344 E 941	3,854	570	2,428
15	77	62	Recruitment	3,480	5,861	2,381	23	7,073
0	125	125	Operating Supplies	742	750	8	0	459
329	360	32	Uniforms	1,663	2,110	447	294	2,293
51	<400>		Security Expense	<441>	<2,800>	<2,359>	51	<408>
0	50	50	Security Equipment	0	300	300	0	185
2,496	2,650	154	Alarm Monitoring	12,689	15,650	2,961	2,543	15,852
1,500	1,758	258	Advertising	9,237	10,802	1,565	1,061	7,164
1,150	1,150	0	Benefits U Adv	6,900	6,900	0	1,545	9,270
7,464	5,745	<1,719>	Repairs & Maintenance	37,994	42,284	4,290	4,812	43,398
723	927	204	Repair-Mtce Computer	5,292	5,562	270	564	5,527
7,961	12,377		Repairs & Mtce-Equip	61,216	74,262	13,046	15,603	74,305
0	175	175	Printing	1,348	412	<936>	0	0
3,490	3,490	0	Bruin One Card Exp	22,312	22,312	0	5,913	30,984
5,470	40	35	Overs/Shorts	<2>	22,312	242	<5>	42
					126,516		<3 <i>></i> 19,169	
20,723	21,086	363	Insurance Expense	124,338		2,178		115,014
25,700	11,334	<14,366>		64,243	73,596	9,353	10,115	57,198
1,396	1,536	140	Legal	8,375	9,211	836	1,396	8,375
11,126	11,087		External Audit	67,245	66,522	<723>	10,033	60,672
543	400		Temp Agency Service	4,391	3,900	<491>	1,512	10,437
10,443	10,568	125	Internal Audit	62,656	63,404	748	9,607	57,644
0	0	0	Tax Consulting	3,841	3,841	0	0	3,729
913	500	<413>	PROFESSIONAL FEES PCI	4,179	3,000	<1,179>	455	2,935
10,926	11,775	849	Board of Directors	70,586	81,100	10,514	10,789	77,087
45	150	105	Special Projects	3,310	4,400	1,090	75	3,938
4,490	4,352	<138>	Misc. Bank Charges	25,616	26,653	1,037	4,031	24,713
3,240	4,135	895	Armored Carrier Expense	19,789	23,635	3,847	3,346	20,257
6,917	6,917		UCOP Payroll Services	41,500	41,502	2	7,635	45,810
<119,583>	23,417	143,000	UC PATH CHARGES	608	140,502	139,894	0	31,480
8,292	8,295		Student Med Supp Fund	49,510	49,513	3	8,050	36,225
16,431	13,695		UCLA Recharge Expense	98,588	82,170	<16,418>	13,296	79,649
7,370	5,000		Special Events	24,855	25,650	795	4,062	22,831
176,184	342,198	166,014	TOTAL OTHER CONTROL.	1,790,113	2,096,147	306,034	288,915	1,850,697
532,673		158,049	TOTAL OTHER CONTROL.					
532,0/3	690,722	158,049	TOTAL CONTROLLABLE EXP	3,908,304	4,220,057	311,753	608,277	3,815,942
			Less: Allocated Exp					
19,014	19,372	358	Maintenance	116,045	118,939	2,894	18,732	108,393
4,385	5,509	1,124	Utilities	38,724	40,873	2,094	5,717	41,068
23,952	22,308			139,582	133,848	<5,734>	22,829	122,953
47,351 580,023	47,189 737,911	<162> 157,888	TOTAL ALLOCATED EXP NET EXPENSE	294,351 4,202,655	293,660 4,513,717	<691> 311,062	47,278 655,555	272,414 4,088,356
<510,976>	<664,964>	<153,988>	Allocated-Svs and Ent	<3,773,627>	<4,077,985>	<304,358>	<586,843>	<3,678,186>
<33,061>	<33,061>	0	Allocated-USAC	<199,294>	<199,294>	0	<32,454>	<194,105>
<3,304>	<3,304>	0	Allocated-GSA	<19,932>	<19,932>	0	<3,309>	<19,792>
<32,683>	<36,582>	<3,900>	Allocated-Comm Board	<209,802>	<216,506>	<6,704>	<32,949>	<196,274>
	<737,911>		TOTAL OTHER	<4,202,655>	<4,513,717>	<311,062>	<655,555>	<4,088,356>
<580,023>	37,7112</td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
<580,023>	<737,9112							

FACILITIES DIVISION EXPENSE STATEMENT

<7,851> <7,851> 0 Allocated-USAC <47,106> <47,106> 0 <7,673> <46,038: <3,069> <3,069> 0 Allocated-GSA <18,414> <18,414> 0 <3,009> <18,054: <8,087> <7,543> 544 Allocated-Comm Board <49,354> <46,412> 2,942 <7,971> <48,680: <19,014> <19,372> <358> Allocated-A & SS <116,045> <118,939> <2,894> <18,732> <108,393: <266,830> <271,285> <4,455> TOTAL OTHER <t< th=""><th>JAN. 0</th><th>06(12/31/17-01/2</th><th>7/18)</th><th>1</th><th>FI</th><th colspan="3">FISCAL YEAR 17-18</th><th>AR 16-17</th></t<>	JAN. 0	06(12/31/17-01/2	7/18)	1	FI	FISCAL YEAR 17-18			AR 16-17
114.056 114.913 857 Career Wages 740.321 733.257 < 7.064> 105.334 681.081 5.684 3.887 <1.797> United Appointment 0 5.576 23.267 <12.309> 5.467 28.647 0 790 Student Wages 0 5.174 5.174 5.174 4.67 1.876 <4.500	C	CURRENT MONTH			YTD 6 M	MO(07/30/17-01/2	27/18)		
5.684 3.887	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
5.684 3.887	114.056	11/ 012	057	Caroor Wagos	740 221	722 257	<7.064 >	105 224	601 001
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$ \begin{vmatrix} 9, 552 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 123 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133 \\ < 7, 133$	-			5	-				
$ \begin{vmatrix} -7,130 > (=4.500) = 2.630 \\ -7,130 > (=4.500) = 2.630 \\ -7,130 > (=7,130) = (=7,130) \\ -$				0					
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$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	103,167	106,705	3,538	TOTAL WAGES	689,212	683,546	<5,666>	101,666	627,216
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	65,908	76,941	11,033	Employee Benefits	411,891	470,309	58,418	74,729	431,580
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	172	178	6	Office Supplies	1,212	1,058	<154>	121	905
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	548	708	160		4,741	4,245	<496>	574	4,207
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	0	0	0	Trav/Trips/Conference	0	600	600	0	1,393
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	5.272	5.247	<25>	-	30.341	30.004	<337>	5,241	
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9,775 9,887 113 Rub Remvl/Hauling Rodent & Pest Control 60,926 56,357 <4,569> 8,083 46,108 3,161 3,270 109 Rodent & Pest Control 19,196 19,616 420 3,052 18,161 342 1,000 658 Rentals-Truck 5,224 6,000 776 314 4,756 500 0 <500> Janitorial 6,100 0 <6,100> 0 4,150 143,946 143,011 <935> TOTAL CONTROLL 823,695 851,242 27,547 138,711 767,151 247,113 249,716 2,603 TOTAL CONTROLLABLE EXP 823,695 851,242 27,547 138,711 767,151 19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> <				· · ·				-	
3,161 3,270 109 Rodent & Pest Control 19,196 19,616 420 3,052 18,161 342 1,000 658 Rentals-Truck 5,224 6,000 776 314 4,756 500 0 <500> 0 <500> 0 <6,100				0					
342 1,000 658 Rentals-Truck 5,224 6,000 776 314 4,756 500 0 <500> 0 <500> 0 <6,100> 0 4,150 143,946 143,011 <935> TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. 823,695 851,242 27,547 138,711 767,151 247,113 249,716 2,603 TOTAL CONTROLLABLE EXP 1512,907 1,534,788 21,881 240,377 1,394,367 19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP NET EXPENSE 1,664,202 36,833 259,773 1,506,712 228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463				3					
500 0 <500> Janitorial 6,100 0 <6,100> 0 4,150 143,946 143,011 <935> TOTAL OTHER CONTROL. 0 823,695 851,242 27,547 138,711 767,151 247,113 249,716 2,603 TOTAL CONTROLLABLE EXP 1,512,907 1,534,788 21,881 240,377 1,394,367 19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,546:									
143,946 143,011 <935> TOTAL OTHER CONTROL. 247,113 249,716 2,603 TOTAL CONTROLLABLE EXP 19,717 21,569 1,852 Depreciation 19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 Allocated-USAC									
247,113 249,716 2,603 TOTAL CONTROLLABLE EXP 1,512,907 1,534,788 21,881 240,377 1,394,367 19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463		-				-		-	
19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,642,022 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463									
19,717 21,569 1,852 Depreciation 114,462 129,414 14,952 19,397 112,344 19,717 21,569 1,852 TOTAL ALLOCATED EXP 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,546									
19,717 21,569 1,852 TOTAL ALLOCATED EXP 266,830 271,285 4,455 NET EXPENSE 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463				Less: Allocated Exp					
19,717 21,569 1,852 TOTAL ALLOCATED EXP 266,830 271,285 4,455 NET EXPENSE 114,462 129,414 14,952 19,397 112,344 266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463	19,717	21.569	1.852	Depreciation	114,462	129 414	14,952	19.397	112 344
266,830 271,285 4,455 NET EXPENSE 1,627,369 1,664,202 36,833 259,773 1,506,712 <228,809> <233,450> <4,641> Allocated-Svs and Ent <1,396,449> <1,433,331> <36,882> <222,389> <1,285,5463									
<7,851> <7,851> 0 Allocated-USAC <47,106> <47,106> 0 <7,673> <46,038:									
<7,851> <7,851> 0 Allocated-USAC <47,106> <47,106> 0 <7,673> <46,038:]					
<3,069> <3,069> 0 Allocated-GSA <18,414> <18,414> 0 <3,009> <18,054	<228,809>	<233,450>	<4,641>	Allocated-Svs and Ent	<1,396,449>	<1,433,331>	<36,882>	<222,389>	<1,285,546>
<8,087> <7,543> 544 Allocated-Comm Board <49,354> <46,412> 2,942 <7,971> <48,680	<7,851>	<7,851>	0	Allocated-USAC	<47,106>	<47,106>	0	<7,673>	<46,038>
<19,014> <19,372> <358> Allocated-A & SS <116,045> <118,939> <2,894> <18,732> <108,3933	<3,069>	<3,069>	0	Allocated-GSA	<18,414>	<18,414>	0	<3,009>	<18,054>
<266,830> <271,285> <4,455> TOTAL OTHER <1,627,369> <1,664,202> <36,833> <259,773> <1,506,712	<8,087>	<7,543>	544	Allocated-Comm Board	<49,354>	<46,412>	2,942	<7,971>	<48,680>
		<19,372>	<358>	Allocated-A & SS	<116,045>	<118,939>	<2,894>	<18,732>	<108,393>
	<266,830>	<271,285>	<4,455>	TOTAL OTHER	<1,627,369>	<1,664,202>	<36,833>	<259,773>	<1,506,712>
	0	0	~0~	TOTAL EXPENSE	<0>	0	0	0	0

UTILITIES EXPENSE STATEMENT

1		06(12/31/17-01/2	7/18)	1	
		CURRENT MONTH	,		
	ACTUAL	BUDGET	VARIANCE		AC
	ACTUAL	BUDGET	VARIANCE		AC
	6,680	6,996	316	Chiller Water	1
	43,335	51,590	8,255	Elec-Non Air Cond.	3
	5,250	7,434	2,184	Water-Non Air Cond.	
	4,770	7,792	3,022	Steam-Non Air Cond.	
	1,468	2,874	1,406	Gas	
	1,551	1,551	0	Energy Management	
	63,054	78,237	15,183	TOTAL OTHER CONTROL.	5
	63,054	78,237	15,183	TOTAL CONTROLLABLE EXP	5
				1	
	<52,762>	<66,341>	<13,579>	Allocated-Svs and Ent	<4
	<2,906>	<2,906>	0	Allocated-USAC	<
	<1,136>	<1,136>	0	Allocated-GSA	
	<1,865>	<2,345>	<480>	Allocated-Comm Board	<
	<4,385>	<5,509>	<1,124>	Allocated-A & SS	<
	<63,054>	<78,237>	<15,183>	TOTAL OTHER	<5
				1	
	0	0	0	TOTAL EXPENSE	
	0	0	0	TOTAL LAFLINGL	

F	ISCAL YEAR 17-1	FISCAL YEAR 16-17					
YTD 6 I	MO(07/30/17-01/	LAST YEA	R ACTUAL				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
105,278	101,403	<3,875>	5,838	95,361			
346,688	362,311	15,623	57,355	370,055			
43,299	52,291	8,992	4,032	47,864			
28,245	31,032	2,787	9,284	33,139			
12,617	18,396	5,779	2,438	17,767			
9,303	9,306	3	1,551	9,303			
545,430	574,739	29,309	80,498	573,489			
545,430	574,739	29,309	80,498	573,489			
<465,985>	<492,216>	<26,231>	<67,874>	<487,001>			
<17,436>	<17,436>	0	<3,214>	<19,284>			
<6,816>	<6,816>	0	<1,260>	<7,560>			
<16,469>	<17,398>	<929>	<2,433>	<18,576>			
<38,724>	<40,873>	<2,149>	<5,717>	<41,068>			
<545,430>	<574,739>	<29,309>	<80,498>	<573,489>			
0	0	0	0	<0>			