# ASSOCIATED STUDENTS UCLA

## FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/21/16 - 03/26/16)

Prepared

April 08, 2016

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

	1-15	FY 14			0)	/16 - 03/26/1	CURREN	N/A		
4		LAST YE		NCE	VARIA			BUD		ACT
		LASTIL	ACT	ACT/L		ACT/	GLI	800	UAL	ACT
	%	\$	%	\$	%	\$	%	\$	%	\$
GROSS INCOME										
UCLA Store		3,138	(3.5%)	(110)	(5.0%)	(160)		3,188		3,028
UCLA Restaurants		1,680	0.0%	(	0.1%	2		1,678		1,680
Services Division		196	22.4%	44	(21.6%)	(66)		306		240
UCLA Student Union		138	8.7%	12	11.9%	16		134		150
TOTAL		5,152	(1.0%)	(54)	(3.9%)	(208)		5,306		5,098
GROSS MARGIN			Pts.		Pts.					
UCLA Store	36.0%	1,130	1.1	(7)	1.6	(10)	35.5%	1,133	37.1%	1,123
UCLA Restaurants	70.5%	1,184	1.9	32	1.7	29	70.7%	1,187	72.4%	1,216
Services Division	100.0%	196	0.0	44	0.0	(66)	100.0%	306	100.0%	240
UCLA Student Union	51.4%	71	9.9	21	9.8	23	51.5%	69	61.3%	92
TOTAL	50.1%	2,581	2.3	90	1.6	(24)	50.8%	2,695	52.4%	2,671
WAGES & BENEFITS										
UCLA Store	17.7%	554	(1.1)	(15)	(0.1)	26	18.7%	595	18.8%	569
UCLA Restaurants	41.0%	689	(2.8)	(46)	0.1	2	43.9%	737	43.8%	735
Services Division	27.0%	53	5.3	1	(3.7)	3	18.0%	55	21.7%	52
UCLA Student Union	44.2%	61	(1.8)	(8)	6.2	1	52.2%	70	46.0%	69
TOTAL	26.3%	1,357	(1.7)	(68)	(0.5)	32	27.5%	1,457	28.0%	1,425
OTHER CONTROLLABLES										
UCLA Store	6.4%	202	(0.3)	(1)	(0.5)	(4)	6.2%	199	6.7%	203
UCLA Restaurants	10.5%	177	0.2	4	0.2	4	10.5%	177	10.3%	173
Services Division	31.6%	62	4.9	(2)	2.4	25	29.1%	89	26.7%	64
UCLA Student Union	34.8%	48	(5.9)	(13)	(2.6)	(10)	38.1%	51	40.7%	61
TOTAL	9.5%	489	(0.3)	(12)	(0.1)	15	9.7%	516	9.8%	501
CONTRIBUTION										
UCLA Store	11.9%	373	(0.3)	(22)	0.9	11	10.7%	340	11.6%	351
UCLA Restaurants	19.0%	319	(0.7)	(11)	2.0	35	16.3%	273	18.3%	308
Services Division	41.3%	81	10.0	42	(1.6)	(39)	52.9%	162	51.3%	123
UCLA Student Union	(27.5%)	(38) 735	2.2	0	13.5 <b>1.0</b>	14 <b>21</b>	(38.8%)	(52)	(25.3%) 14.6%	(38) 744
TOTAL	14.3%	735	0.3	9	1.0	21	13.6%	723	14.6%	744
ALLOCATED EXPENSES										
Admin&Support Services	10.7%	550	0.0	5	(0.2)	10	10.5%	555	10.7%	545
Maintenance Division	4.1%	211	(0.2)	(8)	(0.2)	(1)	4.1%	218	4.3%	219
Utilities Depreciation	1.6% 3.6%	83 186	(0.6) (0.1)	(31) (1)	(0.4) 0.3	(17) 24	1.8% 4.0%	97 211	2.2% 3.7%	114 187
TOTAL		1,030	(0.1)	(35)	(0.5)	16	4.0% 20.4%	1,081	20.9%	1,065
	201070	.,	(010)	(00)	(0.0)		-0.1.70	.,	2010 /0	.,
NET INCOME (LOSS) FROM OPERATIONS	(5.7%)	(295)	(0.6)	(26)	0.4	37	(6.7%)	(358)	(6.3%)	(321)
OTHER INC/(EXP)										
Non-Recurrent Inc/(Exp)	0.0%	0	4.0	205	4.0	205	0.0%	0	4.0%	205
Interest Income		14	0.0	(1)	0.1	1	0.2%	12	0.3%	13
Interest (Expense)		(44)	0.2	7	0.1	4	(0.8%)	(41)	(0.7%)	(37)
Income Taxes		Ó	0.0	0	0.0	0	0.0%	Ó	0.0%	0
Student Union Fee Income	4.1%	213	0.3	13	0.2	3	4.2%	223	4.4%	226
TOTAL	3.6%	183	4.4	224	4.3	213	3.7%	194	8.0%	407
	(2.2%)	(112)	3.9	198	4.8	250	(3.1%)	(164)	1.7%	86

				R 2015-2016				FY 14	4-15
				7/26/15 - 03/				**	
ACTI	JAL	BUDO	GET		VARI			LAST YE	AR ACT
\$	%	\$	%	ACT/ \$	BOD %	ACT/L \$	Y ACT %	\$	%
Ψ	70	Ŷ	70	Ψ	70	Ψ	70	Ŷ	70
31,461		32,230		(769)	(2.4%)	(871)	(2.7%)	32,332	
11,015		11,121		(106)	(2.4%)	214	2.0%	10,801	
2.477		2.676		(100)	(7.4%)	(5)	(0.2%)	2.482	
850		957		(107)	(11.2%)	(91)	(9.7%)	941	
45,803		46,984		(1,181)	(2.5%)	(753)	(1.6%)	46,556	
					Pts.		Pts.		
10,299	32.7%	10,435	32.4%	(136)	0.3	(90)	0.6	10,389	32.1
7,908	71.8%	7,819	70.3%	89	1.5	351	1.8	7,557	70.0
2,475	99.9%	2,673	99.9%	(198)	0.0	(4)	0.0	2,479	99.9
466	54.8%	515	53.8%	(49)	1.0	(16)	3.6	482	51.2
21,148	46.2%	21,442	45.6%	(294)	0.6	241	1.3	20,907	44.9
4,392	14.0%	4,528	14.0%	136	0.0	(55)	(0.6)	4,337	13.4
5,169	46.9%	5,164	46.4%	(5)	(0.5)	(161)	(0.5)	5,008	46.4
427	17.2%	434	16.2%	7	(1.0)	(16)	(0.6)	411	16.6
501	58.9%	522	54.5%	21	(4.4)	(8)	(6.5)	493	52.4
10,489	22.9%	10,648	22.7%	159	(0.2)	(240)	(0.9)	10,249	22.0
1,686	5.4%	1,787	5.5%	101	0.1	107	0.1	1,793	5.5
1,166	10.6%	1,202	10.8%	36	0.2	13	0.3	1,179	10.9
848	34.2%	885	33.1%	37	(1.1)	(45)	(1.8)	803	32.4
374	44.0%	383	40.0%	9	(4.0)	3	(3.9)	377	40.1
4,074	8.9%	4,257	9.1%	183	0.2	78	0.0	4,152	8.9
						()			
4,221	13.4%	4,119	12.8%	102	0.6	(37)	0.2	4,258	13.2
1,572	14.3%	1,453	13.1%	119	1.2	203	1.6	1,369	12.7
1,200	48.4% (48.2%)	1,355	50.6%	(155)	(2.2)	(66)	(2.6)	1,266	51.0
(410) 6,583	(46.2%) 14.4%	(390) 6,537	(40.8%) 13.9%	(20) <b>46</b>	(7.4) 0.5	(21) <b>79</b>	(6.9) <b>0.4</b>	(389) 6,504	(41.3 <b>14.0</b>
0,000	14.470	0,001	10.070	+0	0.0		0.4	0,004	14.0
4,329	9.5%	4,461	9.5%	132	0.0	70	(0.1)	4,399	9.4
1,786	3.9%	1,685	3.6%	(101)	(0.3)	(142)	(0.1)	1,644	3.5
739	1.6%	836	1.8%	97	0.2	59	0.1	798	1.7
1,540	3.4%	1,690	3.6%	150	0.2	59	0.0	1,599	3.4
8,394	18.3%	8,672	18.5%	278	0.2	46	(0.2)	8,440	18.1
(1,811)	(4.0%)	(2,135)	(4.5%)	324	0.5	125	0.2	(1,936)	(4.2
253	0.6%	0	0.0%	253	0.6	190	0.5	63	0.1
109	0.2%	110	0.2%	(1)	0.0	(7)	0.0	116	0.2
(296)	(0.6%)	(330)	(0.7%)	34	0.1	58	0.2	(354)	(0.8
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
1,810	4.0%	1,782	3.8%	28	0.2	105	0.3	1,705	3.7
1,876	4.1%	1,562	3.3%	314	0.8	346	0.8	1,530	3.3
65	0.1%	(573)	(1.2%)	638	1.3	471	1.0	(406)	(0.9

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

		MA	ARCH (02/21	/16 - 03/26/1	16)			FY 1	4-15	]			F	ISCAL YEA	R 2015-201	6		
			CURREN	T MONTH				*	*				YTD 8	MONTHS (0	7/26/15 - 03	/26/16)		
ACTU	JAL	BUD	GET		VARI	-		LAST YE	AR ACT		ACT	JAL	BUD	GET		VARIA	-	
				ACT/	-	ACT/L	-								ACT/		ACT/L	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%
										GROSS INCOME								
3,028		3,188		(160)	(5.0%)	(110)	(3.5%)	3,138		UCLA Store	31,461		32,230		(769)	(2.4%)	(871)	(2.7%)
1,680		1,678		2	0.1%	0	0.0%	1,680		UCLA Restaurants	11,015		11,121		(106)	(1.0%)	214	2.0%
240		306		(66)	(21.6%)	44	22.4%	196		Services Division	2,477		2,676		(199)	(7.4%)	(5)	(0.2%)
150 5.098		134		16 (208)	11.9%	12 (54)	8.7%	138 5.152		UCLA Student Union TOTAL	850		957		(107)	(11.2%)	(91)	(9.7%) (1.6%)
5,098		5,306		(208)	(3.9%)	(54)	(1.0%)	5,152		TOTAL	45,803		46,984		(1,181)	(2.5%)	(753)	(1.6%)
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.
1,123	37.1%	1,133	35.5%	(10)	1.6	(7)	1.1	1,130		UCLA Store	10,299	32.7%	10,435	32.4%	(136)	0.3	(90)	0.6
1,216	72.4%	1,187	70.7%	29	1.7	32	1.9	1,184		UCLA Restaurants	7,908	71.8%	7,819	70.3%	89	1.5	351	1.8
240 92	100.0% 61.3%	306 69	100.0% 51.5%	(66) 23	0.0 9.8	44 21	0.0 9.9	196 71	100.0% 51.4%	Services Division UCLA Student Union	2,475 466	99.9% 54.8%	2,673 515	99.9% 53.8%	(198) (49)	0.0 1.0	(4) (16)	0.0 3.6
2,671	52.4%	2,695	51.5% 50.8%	(24)	9.8	21 90	9.9 2.3	2,581		TOTAL	21,148	46.2%	21,442	45.6%	(49)	0.6	(16) 241	3.0 1.3
_,	02.170	2,000	001070	()				_,				.01270	,		(_0.)	0.0		
772	25.5%	794	24.9%	22	(0.6)	(15)	(1.4)	757	24 10/	TOTAL CONTROLLABLES UCLA Store	6,078	19.3%	6,316	19.6%	238	0.3	52	(0.3)
908	23.3 <i>%</i> 54.0%	914	54.5%	6	0.5	(13)	(1.4)	865		UCLA Restaurants	6,336	57.5%	6,366	57.2%	230	(0.3)	(149)	(0.3)
116	48.3%	144	47.1%	28	(1.2)	(1)	10.4	115		Services Division	1,275	51.5%	1,319	49.3%	44	(2.2)	(61)	(2.6)
130	86.7%	120	89.6%	(10)	2.9	(21)	(7.7)	109	79.0%	UCLA Student Union	876	103.1%	905	94.6%	29	(8.5)	(6)	(10.6)
1,926	37.8%	1,972	37.2%	46	(0.6)	(80)	(2.0)	1,846	35.8%	TOTAL	14,565	31.8%	14,906	31.7%	341	(0.1)	(164)	(0.9)
										CONTRIBUTION								
351	11.6%	340	10.7%	11	0.9	(22)	(0.3)	373	11.9%	UCLA Store	4,221	13.4%	4.119	12.8%	102	0.6	(37)	0.2
308	18.3%	273	16.3%	35	2.0	(11)	(0.7)	319	19.0%	UCLA Restaurants	1,572	14.3%	1,453	13.1%	119	1.2	203	1.6
123	51.3%	162	52.9%	(39)	(1.6)	42	10.0	81	41.3%	Services Division	1,200	48.4%	1,355	50.6%	(155)	(2.2)	(66)	(2.6)
(38)	(25.3%)	(52)	(38.8%)	14	13.5	0	2.2	(38)	. ,	UCLA Student Union	(410)	(48.2%)	(390)	(40.8%)	(20)	(7.4)	(21)	(6.9)
744	14.6%	723	13.6%	21	1.0	9	0.3	735	14.3%	TOTAL	6,583	14.4%	6,537	13.9%	46	0.5	79	0.4
										ALLOCATED EXPENSES								
510	16.8%	519	16.3%	9	(0.5)	0	(0.5)	510		UCLA Store	4,353	13.8%	4,469	13.9%	116	0.1	102	0.0
405	24.1%	392	23.4%	(13)	(0.7)	(20)	(1.2)	385		UCLA Restaurants	2,875	26.1%	2,840	25.5%	(35)	(0.6)	(41)	0.1
54 96	22.5% 64.0%	81 89	26.5% 66.4%	27 (7)	4.0 2.4	(7) (8)	1.5 (0.2)	47 88	24.0% 63.8%	Services Division UCLA Student Union	455 711	18.4% 83.6%	652 711	24.4% 74.3%	197 0	6.0 (9.3)	(6) (9)	(0.3) (9.0)
1.065	20.9%	1.081	20.4%	(7)	(0.5)	(35)	(0.2)	1.030	20.0%	TOTAL	8.394	18.3%	8.672	18.5%	278	(9.3) 0.2	(9) 46	(9.0) (0.2)
.,	201070	.,	2011/0		(0.0)	(00)	(0.0)	.,	201070		0,001		0,012			0.2		(0.2)
										NET INCOME (LOSS) FROM OPERATIONS								
(159)	(3.1%)	(180)	(3.4%)	21	0.3	(22)	(0.4)	(137)	(2.7%)	UCLA Store	(132)	(0.3%)	(350)	(0.7%)	218	0.4	65	0.1
(97)	(1.9%)	(118)	(2.2%)	21	0.3	(31)	(0.4)	(66)	(,	UCLA Restaurants	(1,303)	(2.8%)	(1,387)	(3.0%)	84	0.2	162	0.3
69	1.4%	81	1.5%	(12)	(0.1)	35	0.7	34	· · ·	Services Division	745	1.6%	703	1.5%	42	0.1	(72)	(0.2)
(134)	(2.6%)	(141)	(2.7%)	7	0.1	(8)	(0.2)	(126)	(2.4%)	UCLA Student Union	(1,121)	(2.4%)	(1,101)	(2.3%)	(20)	(0.1)	(30)	(0.1)
(321)	(6.3%)	(358)	(6.7%)	37	0.4	(26)	(0.6)	(295)	(5.7%)	TOTAL	(1,811)	(4.0%)	(2,135)	(4.5%)	324	0.5	125	0.2
										OTHER INC/(EXP)								
205	4.0%	0	0.0%	205	4.0	205	4.0	0		Non-Recurrent Inc/(Exp)	253	0.6%	0	0.0%	253	0.6	190	0.5
13	0.3%	12	0.2%	1	0.1	(1)	0.0	14		Interest Income	109	0.2%	110	0.2%	(1)	0.0	(7)	0.0
(37)	(0.7%)	(41)	(0.8%)	4	0.1	7	0.2	(44)	· · ·	Interest (Expense)	(296)	(0.6%)	(330)	(0.7%)	34	0.1	58	0.2
0 226	0.0% 4.4%	0 223	0.0% 4.2%	0	0.0 0.2	0 13	0.0 0.3	0 213		Income Taxes Student Union Fee Income	0 1.810	0.0% 4.0%	0 1,782	0.0% 3.8%	0 28	0.0 0.2	0 105	0.0 0.3
226 407	4.4% 8.0%	223 194	4.2% 3.7%	3 213	0.2 4.3	13 224	0.3 4.4	213 183	4.1% 3.6%		1,810 1.876	4.0%	1,782 1.562	3.8% 3.3%	28 314	0.2	105 346	0.3
		_			-						65		/		_		471	
86	1.7%	(164)	(3.1%)	250	4.8	198	3.9	(112)	(2.2%)	NET INCOME (LOSS)	65	0.1%	(573)	(1.2%)	638	1.3	471	1.0

FY 14-15

\*\* LAST YEAR ACT

\$

32,332

10,801

46,556

10,389

7,557

2,479

20,907

6,130

6,187

1,214

14,401

4,258

1,369

1,266

(389)

6,504

4,455

2,834

449

702

8,440

(197)

817

(1,465)

(1,091)

(1,936)

63

116

(354)

1,705

1,530

(406)

0

870

482

2,482

941

%

32.1%

70.0%

99.9%

51.2%

44.9%

19.0%

57.3%

48.9%

92.5%

30.9%

13.2%

12.7%

51.0%

(41.3%)

14.0%

13.8%

26.2%

18.1%

74.6%

18.1%

(0.4%)

(3.1%)

1.8%

(2.3%)

(4.2%)

0.1%

0.2%

(0.8%)

0.0%

3.7%

3.3%

(0.9%)

#### ASUCLA P/L Reconciliation Mar-16

Financial Analysis	\$C	000's
	M	ar-16
Budgeted Net Income/(Loss)	+	(\$16
	+	
UCLA Store	+	
Gross Margin:		
Bearwear above plan as the Early Easter (as compared to last year) holiday brought better than expected spring break traffic to the store Graduation ETC above plan due to timing from prior month web issues that caused a delay for graduate students ability to order	23	
		-
Market below plan as cool weather continues to negatively impact beverage sales E-Commerce below plan due to early end to Men's Basketball season (reduced the momentum going into post season play for event specific merchandise)	(6)	
Course Reader Solutions below plan due to lower than expected sales (some of this is timing for shift of departmental sales from March to February)	(13)	
Bookzone below plan due to lower sales at the psychology conference, and an in-store Kareem event last year was not repeated	(12)	
Computer Store below plan due to continued sluggish Apples sales, especially in iPads (new iPads did not start to ship until this month)	(11)	
	11	
Total Wages below plan	11	
Other, positive controllables mostly employee benefits and advertising	12	1
Total Contribution UCLA Restaurants		1
Gross Margin: Wetzels/RX below plan due to aggressive budget and continuing pattern of customer traffic decline in many Ackerman restaurants	(12)	<u> </u>
Northern Lights above plan due to slight increase in customers and average check a bit higher than plan	(12)	
	15	
No Campus Student CTR above plan due to higher than plan average check	(9)	
CSSC below plan due to mostly to slow rebound of Southern Lights customers (re-opened on 2/18)		
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	4	
Kerckhoff Coffeehouse above plan due to more customers traffic through this location than last year	4	
Cooperage above plan due to strong sales from tours during Spring Break and Finals week	4	
Kikka Sushi above plan as the new space continues to be much better than expected	5	
Taco Bell above plan due to strong sales from tours during Spring Break		
Catering below plan due to adjustments for prior month accruals and the loss of Football training table events	(37)	
Concessions above plan due to timing as a large event was budgeted last month, strong attendance for Gymnastics and two unbudgeted women's basketball games	42	
Total Wages higher than plan	(5)	
Other, mostly positive controllables	9	2
Total Contribution		3
Services		
Gross Margin:	(50)	
Licensing Domestic below plan due to lower performance than expected in several key channels and adjustments for over estimation of performance	(52)	
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates) and the delay of the Pharmacy	(14)	
Other, positive controllables mostly Licensing	28	(2
Total Contribution UCLA Student Union	+	(3
Gross Margin:	+	
	- 24	
Student Union Ops. above plan due to more activities for admissions, other clients and student events Other, negative controllables mainly student event expense (corresponds with higher student event income)	(10)	
Total Contribution	(10)	1
Allocated Expenses and Other	+	1
•	10	+
A&SS below plan	10	<u> </u>
Utilities above plan: all of the meters were read later than usual, thus resulting in a higher consumption value than normally averaged	(17)	<u> </u>
Depreciation lower than plan due to timing of capitals and reduced expenditures	24	+
Positive non-recurring income due to TGIF grant for solar panel expansion	205	+
Other, mostly positive student union fee and interest expense	6	-
Total Actual Net Income/(Loss)	+	22 \$8

#### ASUCLA P/L Reconciliation Year-To-Date Through March 2016

Financial Analysis	\$0	000's
Dr. Jacob J. Nat. Jacob and // Tana)		(\$ 572
Budgeted Net Income/(Loss)		(\$573
UCLA Store		
Gross Margin:		
Bearwear below plan due to reduced fan enthusiasm, lower sales than budgeted in November and December related to reduction in promotional events, and unseasonably warm		
weather negatively impacted the One Day sale in February	(156)	
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks and umbrellas	34	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	27	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(43)	
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	61	
Used Text below plan due to lower availability of used books	(26)	
Total Wages lower than plan, mostly career	68	
Other, mostly positive controllables (freight out, payment to UCLA, employee benefits and advertising)	137	
Total Contribution		102
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(64)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(24)	
Northern Lights above plan due to average check higher than plan and a slight increase in customers	21	
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	55	
CSSC below plan due to closing of Southern Lights from a water leak	(78)	
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	74	
Luvalle Food Servery below plan small decreased in customer from last year trends (budget planned for modest growth) and impact of cold weather and rain with	(18)	
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights	25	
Kikka Sushi above plan due to sales in new location better than expected	28	
Music Café above plan due to more customer traffic than last year	23	
Catering below plan due to loss of Football training table events	(50)	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	87	
Total Wages higher than plan	(9)	
Other, mostly positive controllables (paper, advertising, bank card expense)	49	
Total Contribution		119
Services Mandata		
Gross Margin:	(04)	
Licensing International below plan due to mostly to poor performance in Europe and Australia	(94)	
Licensing Domestic below plan due to lower performance than expected in several key channels and non-renewal of several licensees	(40)	
Leased Ops below plan: delay of the Pharmacy and additional Enrollment Management office space, and the Chase renewal resulted in less ATM's and reduced rates	(42)	
Photography below plan due to an aggressive budget (less on campus events)	(22)	
Other, positive controllables mainly in Licensing	43	(155
Total Contribution UCLA Student Union		(155
Gross Margin:		
Student Union Ops below plan due to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities	(38)	
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(11)	1
Total Wages lower than plan	19	
Other, positive controllables (mainly student union event fund)	19	
Total Contribution	10	(20
Allocated Expenses and Other		(
A&SS below plan (total wages, insurance expense and various other)	132	
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerchkoff, elevator repairs )	(101)	
Utilities lower than plan in all areas: positive results from changes in the HVAC timer software program and mechanical equipment upgrades	97	
Depreciation lower than plan due to timing of capitals and reduced expenditures	150	
Interest Expense below plan due to prior year refinancing of AU debt	34	
Various positive non-recurrent income	253	
Other, mostly positive student fee income	27	
Total		59
Actual Net Income/(Loss)		\$6

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

	Current Month March 2016	Prior Month February 2016	Prior Year July 2015
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,111	\$11,897	\$11,434
Accounts receivable	3,465	3,793	4,012
Less: Allowance for doubtful accounts	(312)	(304)	(263)
Accounts receivable, net	3,153	3,489	3,749
Student fees receivable	681	455	489
Inventories	6,929	6,085	5,893
Prepaid expenses and other current assets Total current assets	217 22,091	203 22,129	278 21,843
Total current assets	22,091	22,129	21,043
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	68,805	68,864	68,112
Less: Accumulated depreciation	(45,296)	(45,110)	(43,761)
Total long term assets	23,709	23,954	24,551
TOTAL ASSETS	\$45,800	\$46,083	\$46,394
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,769	\$4,861	\$5,291
Wages and payroll taxes payable	2,987	2,962	3,324
Sales tax payable & other liabilities	612	902	767
Interest payable	167	131	139
Deferred income	513	575	235
Funds held for others Current portion of long term debt	151 736	137 736	102 736
Total current liabilities	9,935	10,304	10,594
	3,300	10,304	10,394
LONG TERM DEBT:			
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
TOTAL LIABILITIES	19,530	19,899	20,189
RETAINED EARNINGS: Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	26,205	20,205 (21)	25,924 281
Ending Balance	26,270	26,184	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,800	\$46,083	\$46,394

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

			Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:	¢oc	¢ог	(\$ 405)
Net income/(loss) Adjustments to reconcile net income/(loss) to net	\$86	\$65	(\$405)
cash provided/(used) by operating activities:			
Depreciation	187	1,540	1,599
Loss (Gain) on disposals of fixed assets	0	1,040	1,555
(Increase)/decrease in current assets:	0	2	Ū
Accounts receivable	336	596	(619)
Student fees receivable	(226)	(192)	(160)
Inventories	(844)	(1,036)	(1,281)
Prepaid expenses and other current assets	(14)	<b>6</b> 1	 114
Increase/(decrease) in current liabilities:	, , , , , , , , , , , , , , , , , , ,		
Accounts payable	(93)	(521)	853
Sales tax payable & other liabilities	(290)	(155)	(225)
Wages and payroll taxes payable	25	(337)	(179)
Interest payable	36	28	85
Deferred Income	(62)	278	159
Funds held for others	14	49	13
Net cash provided/(used) by operating activities	(845)	378	(46)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	59	(701)	(497)
		· · · · ·	· · · · · · · · · · · · · · · · · · ·
Net cash used in investing activities	59	(701)	(497)
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
	(700)	(202)	(5.40)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(786)	(323)	(543)
CASH AND CASH EQUIVALENTS, Beginning	11,897	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$11,111	\$11,111	\$10,338

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

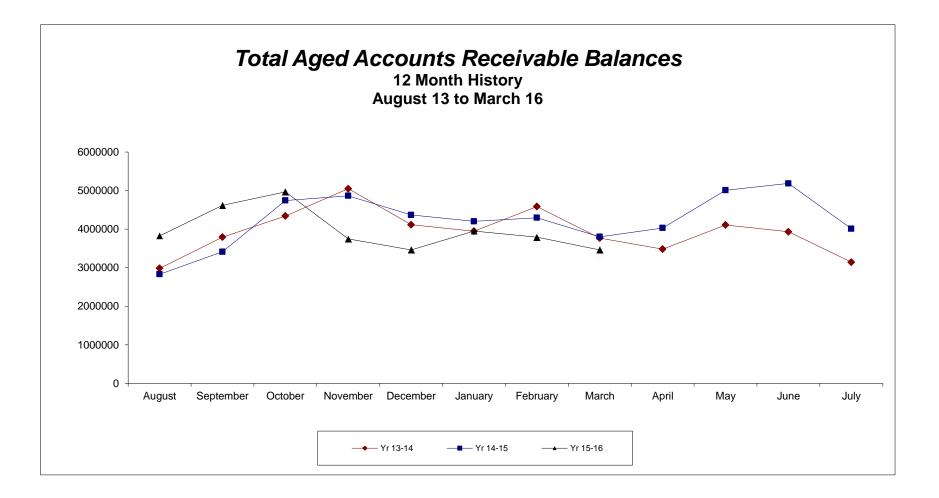
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,111
Ackerman A Level and First Floor Remodel	(2,875)
Student Service Center	(359)
KH Coffeehouse Patio Membrane	(186)
Subtotal	(3,420)
Adjustment for Cash Overdraft Entry	(751)
Uncommitted Cash	6,940
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,613
RESERVE SURPLUS (DEFICIT)	(\$3,673)

			FY 2015-2	016 March 2	2016				
PROJEC		BUDGET				PROJECTED Remaining		Over	_
		BODGET	Payments	PO's	Total	Balance	Pendina	(Under)	Status
ASUCLA		(			105.0				
2015-001 Total Store	A Level/1st Floor Remodel	1,000.0 <b>1,000.0</b>	95.0 <b>95.0</b>	30.3 30.3	125.3 125.3	874.7 874.7	0.0	0.0	In Progress
		1,000.0	55.0	30.3	123.5	0/4./	0.0	0.0	
Store/Serv 2015-002	Ices Store General Replacement	50.0	3.9	0.7	4.6	45.4		0.0	In Progress
2015-002	Informal Photo-Equipment	5.0	0.0	0.7	4.6	45.4 0.0	5.0	0.0	Pending
2015-003	DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2015-004	DC Equipment - Tunnel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-005	DC Dock Retrofit - Tunnel	75.0	0.0	16.9	16.9	58.1	50.0	0.0	In Progress
2015-007	HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008	Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
	AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store		505.0	3.9	17.6	21.5	103.5	380.0	0.0	Tonding
Food Serv									
2015-010	FS Miscellaneous and Unanticipated	50.0	24.7	8.7	33.4	16.6		0.0	In Progress
2015-011	FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed
2015-012	FS New trash/recycling/compost receptacles	75.0	12.8	2.8	15.6	59.4		0.0	In Progress
2015-013	LV New cash stands and re-lamination of counters	25.0	0.0	14.3	14.3	10.7		0.0	In Progress
2015-014	NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015	Commissary Dish Machine	60.0	0.0	57.7	57.7	2.3		0.0	In Progress
Total Food		240.0	57.4	83.5	140.9	89.0	10.0	(0.1)	
Technolog	V								
2015-016	Printer Replacement	2.0	0.0	0.0	0.0	0.0	2.0	0.0	Pending
2015-017	PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018	Kronos Replacement.	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2015-019	Network Infrastructure Upgrade	180.0	161.4	5.2	166.6	13.4		0.0	In Progress
2015-020	Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
Total Tech	nology	357.0	161.4	5.2	166.6	13.4	177.0	0.0	
Others									
2015-021	Fac. Misc. Remodels	40.0	6.5	10.8	17.3	22.7		0.0	In Progress
2015-022	KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023	KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-024	NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025	KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026	LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027	SUO Omni Locks	75.0	0.0	74.7	74.7	0.3		0.0	In Progress
2015-028	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-029	Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-030	Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031	LP Security System	40.0	4.2	0.0	4.2	35.8		0.0	In Progress
2015-032 Total Othe	LP Electric cart	0.0 <b>415.0</b>	0.0 <b>10.7</b>	16.3 101.8	16.3 112.5	0.0 <b>58.8</b>	260.0	16.3 16.3	Completed Awaiting Invoice
I otal Curr	ent Year Projects	2,517.0	328.4	238.4	566.8	1,139.4	827.0	16.2	

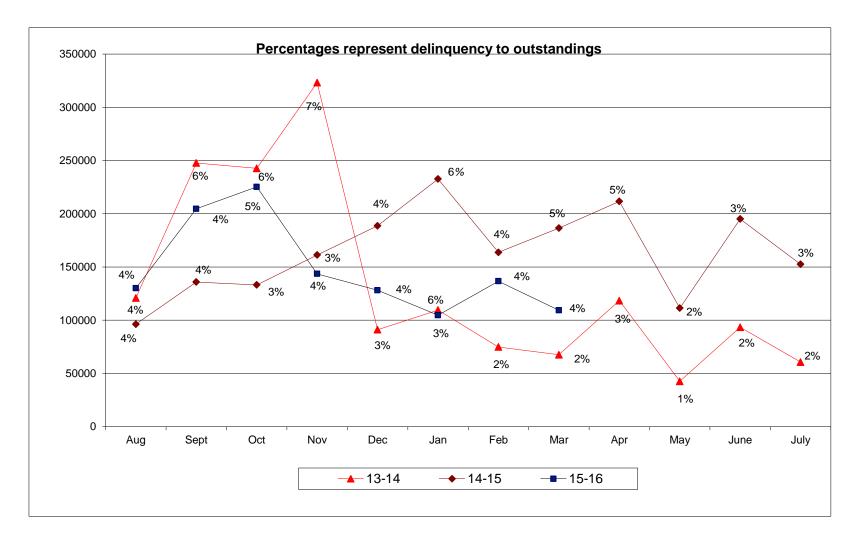
#### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2015-2016 March 2016

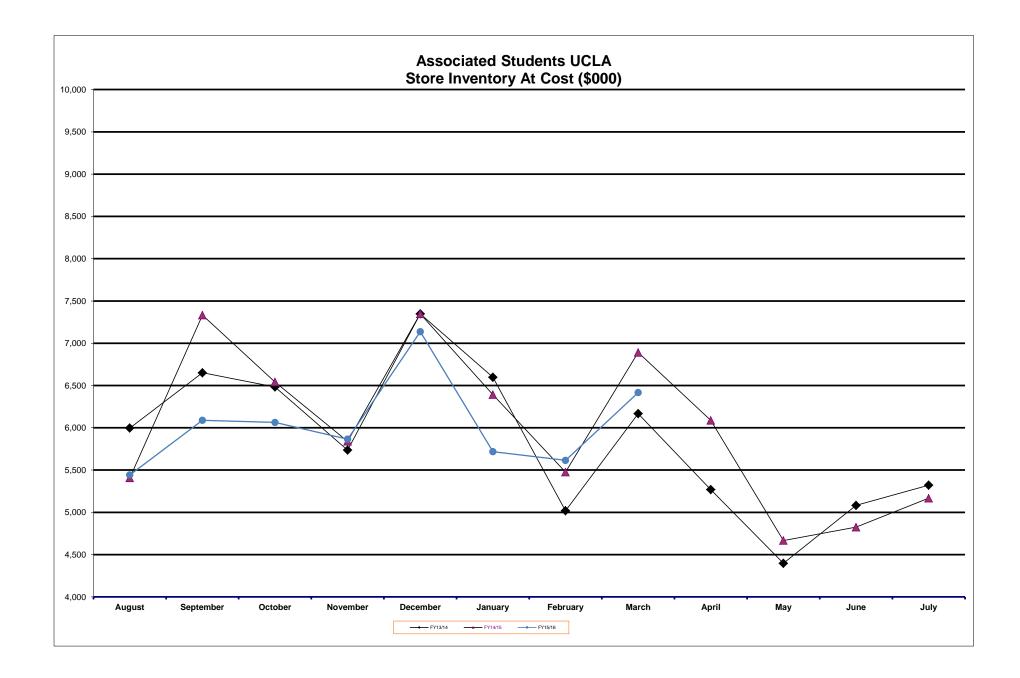
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

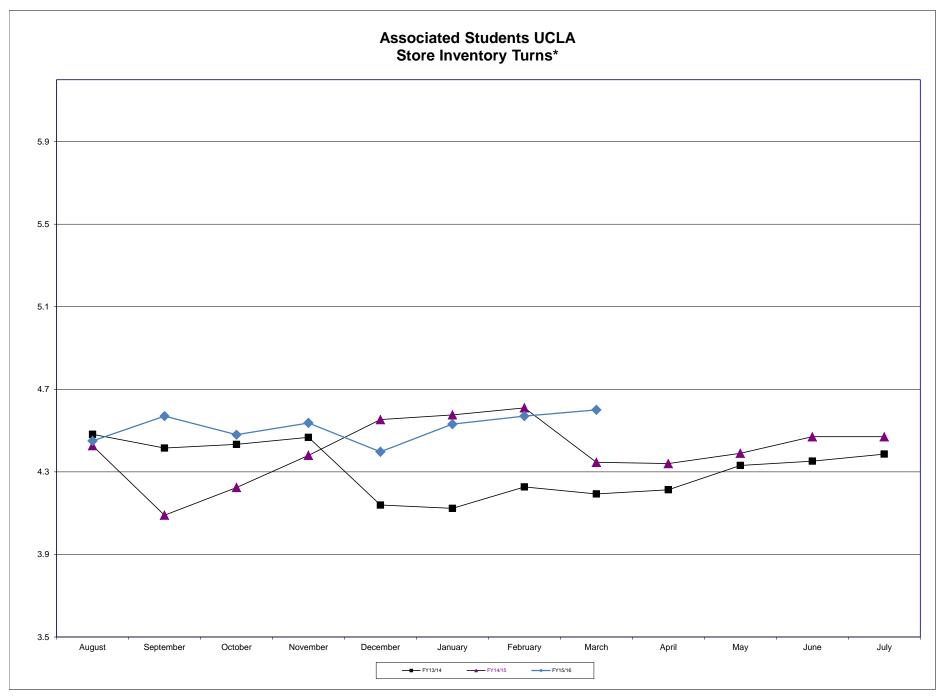
3/26/2016	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$567,228	18%	\$24,284	13%	\$5,625	24%	\$18,589	70%	\$4,398	14%	\$8,713	32%	\$628,837	18%
ASUCLA PUBLICATIONS		\$308,138	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$308,138	9%
ASUCLA USA/GSA		\$283,589	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$283,589	8%
DUE FROM VENDORS		\$303,231	10%	(\$2,919)	-2%	(\$363)	-2%	\$640	2%	\$27,207	87%	\$18,138	65%	\$345,934	10%
DENTAL KITS		\$162,273	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$162,273	5%
OTHER		\$1,539,109	48%	\$171,138	89%	\$18,539	78%	\$7,458	28%	(\$330)	-1%	\$732	3%	\$1,736,646	50%
TOTAL CURRENT MONTH		\$3,163,568	100%	\$192,503	1 <b>00</b> %	\$23,801	100%	\$26,687	100%	\$31,275	100%	\$27,583	100%	\$3,465,417	100%
		90%		6%		1%		1%		1%		1%		100%	
2/20/2016	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$523,275	15%	\$100,778	57%	\$37,831	74%	\$5,283	22%	\$127	0%	\$9,576	31%	\$676,870	18%
ASUCLA PUBLICATIONS		\$264,253	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$264,253	7%
ASUCLA USA/GSA		\$102,488	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$102,488	3%
DUE FROM VENDORS		\$423,395	12%	(\$3,319)	-2%	\$2,165	4%	\$13,038	55%	\$30,389	99%	\$20,259	66%	\$485,927	13%
DENTAL KITS		\$223,298	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$223,298	6%
OTHER		\$1,941,211	56%	\$80,625	45%	\$11,360	22%	\$5,460	23%	\$389	1%	\$784	3%	\$2,039,829	53%
TOTAL CURRENT MONTH		\$3,477,920	100%	\$178,084	100%	\$51,356	100%	\$23,781	100%	\$30,905	100%	\$30,619	100%	\$3,792,665	100%
		91%		5%		1%		1%		1%		1%		100%	
1/23/2016	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$439,200	12%	\$289,028	91%	\$5,667	184%	\$8,411	25%	\$2,003	6%	\$16,521	46%	\$760,830	19%
ASUCLA PUBLICATIONS	Ļ	\$200,638	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$200,638	5%
ASUCLA USA/GSA	L	\$87,184	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,184	3%
DUE FROM VENDORS		\$203,487	6%	\$1,925	1%	(\$2,384)	-78%	\$22,502	66%	\$28,942	91%	\$19,296	54%	\$273,768	7%
DENTAL KITS		\$290,882	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$290,882	7%
OTHER		\$2,309,298	66%	\$24,510	8%	(\$209)	-6%	\$2,941	9%	\$982	3%	\$57	0%	\$2,337,579	59%
TOTAL CURRENT MONTH		\$3,530,689	100%	\$315,463	1 <b>00</b> %	\$3,074	100%	\$33,854	100%	\$31,927	100%	\$35,874	100%	\$3,950,881	100%
		89%		8%		0%		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

	08(02/21/16-03/2	26/16)	ľ	F	ISCAL YEAR 15-1	6	FISCAL YE	AR 14-15
ACTUAL	CURRENT MONTH			YTD 8 ACTUAL	MO(07/26/15-03/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,037,878	1,177,021	<139,143>	ACADEMIC SUPPORT DIV	13,377,568	14,031,654	<654,086>	1,178,323	14,203,566
1,242,904	1,171,401	71,503	GENERAL MDSE DIVISION	9,152,193	9,264,195	<112,002>	1,146,040	9,200,815
160,985	162,300		HILLTOP SHOP LU VALLE COMMONS STORE	867,479	890,800 2,034,272	<23,321> <53.893>	151,336 229,972	854,411
224,005 63,338	227,380 85,000	- /	E-COMMERCE DIVISION	1,980,379 1,152,391	1,208,000	<55,609>	70,586	2,056,275 1,268,042
205,840	279,186		HEALTH SCIENCES STORE	3,981,910	3,886,190	95,720	251,811	3,786,701
2,934,950	3,102,288	<167,338>	TOTAL SALES	30,511,921	31,315,111	<803,190>	3,028,068	31,369,810
1,892,070	2,041,630	149,560	Less: Cost of Sales	21,034,932	21,673,827	638,895	1,994,628	21,808,178
			Less: Shrinkage					
			Less. Shi indge					
4,100	4,650	550	ACADEMIC SUPPORT DIV	51,320	49,400	<1,920>	4,796	57,268
5,324	4,720		GENERAL MDSE DIVISION	43,851	38,875	<4,976>	4,503	38,650
746	770	24	HILLTOP SHOP	4,024	4,210	186	717	4,046
1,276 0	890 310	<386> 310	LU VALLE COMMONS STORE	11,561	8,710	<2,851>	1,296 280	12,027
1,199	310 1,410	211	E-COMMERCE DIVISION HEALTH SCIENCES STORE	<530> 16,981	4,380 15,310	4,910 <1,671>	280 1,444	4,819 18,076
12,646	12,750	104	SHRINKAGE	127,207	120,885	<6,322>	13,036	134,886
1,904,716	2,054,380	149,664	TOTAL COST OF SALES	21,162,139	21,794,712	632,573	2,007,664	21,943,064
64.5	65.8	1.3	COST OF SALES %	68.9	69.2	0.3	65.9	69.5
1,030,234	1,047,908	<17,674>	GROSS MARGIN GROSS MARGIN %	9,349,782	9,520,399	<170,617>	1,020,404 34.1	9,426,746
35.5 0.4	34.2 0.4	<0.0>	SHRINKAGE %	31.1 0.4	30.8 0.4	<0.0>	0.4	30.5 0.4
0.1	0.1	~0.02		0.1	0.1		0.1	0.1
35.1	33.8	1.3	NET GROSS MARGIN %	30.6	30.4	0.2	33.7	30.1
14.3	16.2	<1.9>	ACADEMIC SUPPORT DIV	17.4	17.1	0.3	16.2	16.9
49.9 41.2	49.5 40.0	0.5 1.2	GENERAL MDSE DIVISION HILLTOP SHOP	49.0 40.9	49.3 39.6	<0.3> 1.2	49.6 39.8	49.0 39.5
41.2 35.5	40.0	<0.1>	LU VALLE COMMONS STORE	40.9	39.6 31.5	1.2 0.7	39.8 34.0	39.5 30.4
53.5	52.1	1.4	E-COMMERCE DIVISION	51.6	51.5	0.5	50.4	50.7
39.8	31.6	8.2	HEALTH SCIENCES STORE	23.9	24.4	<0.5>	34.9	24.4
93,103 1.123.337	85,507 1.133.415	7,596	OTHER INCOME GROSS MARGIN/OTHER	949,351 10,299,133	914,505 10,434,904	34,846 <135,771>	109,540 1.129.943	961,844 10.388.590
1,123,337	1,155,415	<10,0782	GROSS MARGIN/UTTER	10,299,133	10,434,904	<155,7712	1,129,943	10,388,390
			Less: Controllable Exp					
242,310	256,831	14,521	Career Wages	1,967,442	2,037,923	70,481	248,469	2,012,941
0	0	0	Limited Appointment	5,984	2,500	<3,484>	0	2,412
194,489 436,798	191,255 448,086	<3,234> 11,288	Student Wages TOTAL WAGES	1,330,143 3,303,569	1,331,255 3,371,678	1,112 68,109	158,871 407,340	1,215,007 3,230,360
14.9	14.4		WAGE % TO SALES	10.8	10.8	<0.1>	13.5	10.3
132,279	147,231		Employee Benefits	1,088,568	1,156,539	67,971	147,070	1,107,023
8,299	7,695	<604>	Office Supplies	74,521	73,776	<745>	9,263	92,059
11,317 0	14,055 80	2,738 80	Telephone Telex	88,523 560	109,140 640	20,617 80	13,897 80	107,021 640
22	20	<2>	Postage	155	120	<35>	26	233
10,177	12,600	2,423	Trav/Trips/Conference	26,633	28,250	1,617	12,237	27,752
0	0	0	Membership Fees	1,900	1,925	25	0	1,900
4,073	4,780	707	Operating Supplies	38,443	37,230	<1,213>	3,666	36,211
13,365	16,850	3,485 0	Freight Out	186,152	239,755	53,603	14,977 900	247,276
900 0	900 0	0	Transportation Merchandise Losses	7,988 53	7,200 0	<788> <53>	900 0	7,203 614
480	0	<480>	Postage Stamp O/S	<3>	0 0	3	<1>	88
0	0	0	Uniforms	0	400	400	0	441
12,468	17,770		Advertising	174,030	205,309	31,279	13,246	196,562
<500>	<2,200>		Vendor Adv. Allowance	<81,458>	<82,750>	<1,292>	<3,318>	<71,779>
9,023 3,562	9,050 4,255		Direct Mail Adv. Repairs & Maintenance	270,072 54,282	269,400 40,941	<672> <13,341>	5,302 6,987	270,418 40,073
67,703	4,255 56,495		Bank Card Expense	526,016	523,960	<13,341> <2,056>	6,987 57,997	528,868
554	0		Overs/Shorts	8,510	0	<8,510>	924	86
702	0	<702>	Credit Card Adjustments	2,853	0	<2,853>	<7>	6,888
0	0		Textbook Rental Exp	824	1,473	649	8	1,683
				-				4,575
572	0		Rentals-Facilities	3,924	0	<3,924>	1,046	
723	0	<723>	Rentals-Truck	2,160	0 2,400	<3,924> 240	688	2,415
723 0	0 0	<723> 0	Rentals-Truck Taxes & Licenses	2,160 300	0 2,400 300	<3,924> 240 0	688 0	2,415 300
723	0	<723> 0 1,451	Rentals-Truck	2,160	0 2,400	<3,924> 240	688	2,415
723 0 10,049 0 36,688	0 0 11,500 0 37,560	<723> 0 1,451 0 872	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense	2,160 300 90,714 6,917 50,782	0 2,400 300 93,729 3,500 56,164	<3,924> 240 0 3,015 <3,417> 5,382	688 0 18,317 0 37,996	2,415 300 62,148 4,342 40,797
723 0 10,049 0 36,688 5,145	0 0 11,500 0 37,560 75	<723> 0 1,451 0 872 <5,070>	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense	2,160 300 90,714 6,917 50,782 39,528	0 2,400 300 93,729 3,500 56,164 35,421	<3,924> 240 0 3,015 <3,417> 5,382 <4,107>	688 0 18,317 0 37,996 0	2,415 300 62,148 4,342 40,797 36,299
723 0 10,049 0 36,688 5,145 0	0 0 11,500 0 37,560 75 <2>	<723> 0 1,451 0 872 <5,070> <2>	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Alloc of Distr Cntr	2,160 300 90,714 6,917 50,782 39,528 0	0 2,400 300 93,729 3,500 56,164 35,421 5	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5	688 0 18,317 0 37,996 0 0	2,415 300 62,148 4,342 40,797 36,299 0
723 0 10,049 0 36,688 5,145 0 7,536	0 0 11,500 0 37,560 75 <2> 7,112	<723> 0 1,451 0 872 <5,070> <2> <424>	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA	2,160 300 90,714 6,917 50,782 39,528 0 1111,454	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713	688 0 18,317 0 37,996 0 0 7,903	2,415 300 62,148 4,342 40,797 36,299 0 147,900
723 0 10,049 0 36,688 5,145 0	0 0 11,500 0 37,560 75 <2>	<723> 0 1,451 0 872 <5,070> <2>	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Concession Expense Alloc of Distr Cntr	2,160 300 90,714 6,917 50,782 39,528 0	0 2,400 300 93,729 3,500 56,164 35,421 5	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5	688 0 18,317 0 37,996 0 0	2,415 300 62,148 4,342 40,797 36,299 0
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934	0 0 11,500 37,560 75 <2> 7,112 345,826 793,912	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL COTROLLABLE EXP GROSS CONTRIBUTION TO	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700	688 0 18,317 0 37,996 0 7,903 349,203 756,543	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393
723 0 10,049 0 36,688 5,145 0 7,536 335,135	0 0 11,500 37,560 75 <2> 7,112 345,826	<723> 0 1,451 0 872 <5,070> 22> <424> 10,691	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591	688 0 18,317 0 37,996 0 0 7,903 349,203	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934	0 0 11,500 37,560 75 <2> 7,112 345,826 793,912	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700	688 0 18,317 0 37,996 0 7,903 349,203 756,543	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934	0 0 11,500 37,560 75 <2> 7,112 345,826 793,912	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL COTROLLABLE EXP GROSS CONTRIBUTION TO	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700	688 0 18,317 0 37,996 0 7,903 349,203 756,543	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403	0 0 11,500 75 <2> 7,112 345,826 793,912 339,503	<723> 0 1,451 872 <5,070> <2> <424> 10,691 21,978 11,900	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972 4,221,161	0 2,400 300 93,729 3,500 56,164 35,421 5 5,139,167 2,943,994 6,315,672 4,119,232	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 2,7,713 169,591 237,700 101,929	688 0 18,317 0 37,996 0 7,903 349,203 756,543 373,400	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393 4,258,198
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934	0 0 11,500 37,560 75 <2> 7,112 345,826 793,912	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 <5,309>	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700	688 0 18,317 0 37,996 0 7,903 349,203 756,543	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403 351,403 40,303 120,888 56,509	0 0 11,500 75 <2> 7,112 345,826 793,912 339,503 34,994 129,558 62,315	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 <5,309> 8,670 5,806	Rentals-Truck Taxes & Licenses Professional Services Temp Agency Service Commission Expense Alloc of Distr Cntr Payment to UCLA TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated Exp. Fin Allocated ExpIS	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 4,119,232 292,189 1,128,496 569,365	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 2,7,713 169,591 237,700 101,929 <6,761> 55,275 43,838	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393 4,258,198 269,613 1,212,949 555,989
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403 40,303 120,888 56,509 26,631	0 0 0 37,560 75 <2> 7,112 335,826 793,912 339,503 34,994 129,558 62,315 28,477	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 <5,309> 8,670 5,806 1,646	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpIS Allocated ExpIS	2,160 300 90,714 6,917 50,782 9,528 0 111,454 4,2774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 292,189 1,128,496 569,365 249,550	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700 101,929 <6,761> 55,275 43,838 4,348	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393 4,258,198 269,613 1,212,949 555,989 241,592
723 0 10,049 0 36,688 0 7,536 3335,135 7771,934 351,403 40,303 120,888 56,509 26,831 82,752	0 0 11,500 75 <2> 7,112 345,826 793,912 339,503 34,994 129,558 62,315 28,477 85,615	<723> 0 1,451 0 872 <5,070> <2> <424> 21,978 11,900 \$,670 5,806 1,646 2,863	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpIIS Allocated ExpIIS Allocated Exp. Othr SA	2,160 300 90,714 6,917 50,782 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202 786,113	0 2,400 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 292,189 1,128,496 569,365 249,550 800,856	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700 101,929 (6,761> 55,275 43,838 4,348 4,348 14,743	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939 83,664	2,415 300 62,148 4,342 40,797 36,299 0 2,900,322 6,130,393 4,258,198 269,613 1,212,949 555,989 241,592 782,068
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403 351,403 40,303 120,888 56,509 26,831 82,752 84,787	0 0 0 37,560 75 <2> 7,112 345,826 793,912 339,503 34,994 129,558 62,315 28,477 85,615 79,839	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 <5,309> 8,670 5,806 1,646 2,863 <4,948>	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL COTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp. Allocated ExpIR Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202 786,113 688,287	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 4,119,232 292,189 1,128,496 569,365 249,550 800,856 619,488	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 7,713 169,591 237,700 101,929 (6,761) 55,275 43,838 4,348 4,348 4,348 (4,743 <68,799>	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939 83,664 81,397	2,415 300 62,148 4,342 40,797 36,299 0 147,900 2,900,032 6,130,393 4,258,198 269,613 1,212,949 555,989 241,592 782,068 637,190
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403 40,303 120,888 56,509 26,831 82,752 84,787 84,787	0 0 0 37,560 75 <2> 7,112 335,826 793,912 339,503 34,994 129,558 62,315 28,477 85,615 79,839 32,997	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 5,806 1,646 2,863 <4,948> <8,339>	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. TOTAL OTHER CONTROL. SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpHR Allocated ExpHR Allocated ExpIIS Allocated ExpIS Allocated Exp. Nttg Allocated Exp. Nttg Allocated Exp. Othr SA Maintenance Utilities	2,160 300 90,714 6,917 50,782 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202 786,113 682,887 267,363	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 292,189 1,128,496 559,365 249,550 800,856 619,488 284,522	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 7,7,713 169,591 237,700 101,929 <6,761> 55,275 43,838 4,348 4,348 14,743 <68,799> 17,159	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939 83,664 81,397 29,992	2,415 300 62,148 4,342 40,797 0 147,900 2,900,032 6,130,393 4,258,198 269,613 1,212,949 555,989 241,592 782,068 637,190 288,856
723 0 10,049 0 36,688 0 7,536 0 7,536 335,135 771,934 351,403 351,403 351,403 120,888 56,509 26,831 82,752 84,787 41,336 57,454	0 0 0 37,560 75 <2> 7,112 345,826 793,912 339,503 34,994 129,558 62,315 28,477 85,615 79,839	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 <5,309> 8,670 5,806 1,646 2,863 <4,948>	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL COTHER CONTROL. TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp. Allocated ExpIR Allocated ExpIS Allocated ExpIS Allocated ExpIS Allocated Exp. Mktg Allocated Exp. Mktg	2,160 300 90,714 6,917 50,782 39,528 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202 786,113 688,287	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 4,119,232 292,189 1,128,496 569,365 249,550 800,856 619,488	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 7,713 169,591 237,700 101,929 (6,761) 55,275 43,838 4,348 4,348 4,348 (4,743 <68,799)	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939 83,664 81,397	2,415 300 62,148 4,342 40,797 36,299 0 2,900,322 6,130,393 4,258,198 269,613 1,212,949 555,889 241,592 782,068 637,190 288,856 466,831
723 0 10,049 0 36,688 5,145 0 7,536 335,135 771,934 351,403 40,303 120,888 56,509 26,831 82,752 84,787 84,787	0 0 0 37,560 <2> 7,112 345,826 793,912 339,503 34,994 129,558 62,315 28,477 85,615 79,839 32,997 65,523	<723> 0 1,451 0 872 <5,070> <2> <424> 10,691 21,978 11,900 5,806 1,646 2,863 <4,948> <8,339> 8,059 8,458	Rentals-Truck Taxes & Licenses Professional Services Commission Expense Concession Expense Alloc of Distr Cntr Payment to UCLA TOTAL OTHER CONTROL. TOTAL OTHER CONTROL TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES Less: Allocated Exp Allocated ExpIIS Allocated ExpIIS Allocated ExpIIS Allocated Exp. Mktg Allocated Exp. Othr SA Maintenance Utilities Depreciation	2,160 300 90,714 6,917 50,782 0 111,454 2,774,403 6,077,972 4,221,161 298,950 1,073,221 525,527 245,202 786,113 688,287 267,363 467,233	0 2,400 300 93,729 3,500 56,164 35,421 5 139,167 2,943,994 6,315,672 4,119,232 292,189 1,128,496 569,365 249,550 800,856 619,488 284,522 524,184	<3,924> 240 0 3,015 <3,417> 5,382 <4,107> 5 27,713 169,591 237,700 101,929 (6,761> 55,275 43,838 4,348 14,743 <68,799> 17,159 56,951	688 0 18,317 0 37,996 0 0 7,903 349,203 756,543 373,400 28,437 142,024 62,030 24,939 83,664 81,397 29,992 25,7,888	2,415 300 62,148 4,342 40,797 0 147,900 2,900,032 6,130,393 4,258,198 269,613 1,212,949 555,989 241,592 782,068 637,190 288,856

#### UCLA RESTAURANTS INCOME STATEMENT

MAR.	08(02/21/16-03/2	26/16)	]	F	ISCAL YEAR 15-1	.6	FISCAL YE	
ACTUAL	CURRENT MONTH BUDGET	VARIANCE		YTD 8 ACTUAL	MO(07/26/15-03, BUDGET	/26/16) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
ACTUAL	BUDGET	VARIANCE		ACTUAL	BODGET	VARIANCE	MONTH	ΠD
161,316	183,086		CENTRAL DIVISION	1,072,617	1,192,817	<120,200>	165,841	1,094,129
254,325	228,721		NORTH CAMPUS DIVISION	1,586,014	1,481,425	104,589	228,126	1,429,338
154,880 291,156	157,127 300,303		SOUTH DIVISION LU VALLE DIVISION	1,003,355 1,823,673	1,043,462 1,882,580	<40,107> <58,907>	159,630 292,596	1,035,656 1,818,143
332,729	316,765		COOPERAGE DIVISION	2,146,707	2,132,420	14,287	309,121	1,960,586
253,199	252,610	589	SPECIAL EVENTS DIVISION	1,765,809	1,787,194	<21,385>	277,664	1,814,461
1,447,606	1,438,612	8,994	TOTAL SALES	9,398,174	9,519,898	<121,724>	1,432,978	9,152,314
464,373	491,430	27,057	Less: Cost of Sales	3,106,838	3,301,848	195,010	496,146	3,244,038
32.1	34.2	27,037	COST OF SALES %	33.1	3,301,848	195,010	34.6	3,244,038
983,233	947,182	36,051	GROSS MARGIN	6,291,336	6,218,050	73,286	936,832	5,908,275
67.9	65.8	2.1	GROSS MARGIN %	66.9	65.3	1.6	65.4	64.6
(7.0	(7.0	0.2	CENTRAL DIVISION		(7.5	-0.7		66.8
67.9 66.0	67.8 64.5	0.2	NORTH CAMPUS DIVISION	66.8 65.7	67.5 64.4	<0.7> 1.2	66.6 64.6	64.1
66.6	64.2	2.4	SOUTH DIVISION	66.5	64.4	2.2	64.1	64.1
70.2	68.1		LU VALLE DIVISION	69.7	67.1	2.6	68.7	67.5
65.9	65.4	0.5	COOPERAGE DIVISION	65.6	64.9	0.6	64.3	63.6
70.8	64.8	6.0	SPECIAL EVENTS DIVISION	67.9	64.1	3.9	64.5	62.6
232,688	239,677	<6,989>	OTHER INCOME	1,616,826	1,600,941	15,885	247,390	1,648,322
1,215,920	1,186,859	29,061	GROSS MARGIN/OTHER	7,908,162	7,818,991	89,171	1,184,222	7,556,597
			Less: Controllable Exp					
323,169	327,736	4,567	Career Wages	2,410,761	2,400,364	<10,397>	316,854	2,348,062
0	300		Limited Appointment	2,410,701	3,300	3,300	0	11,596
286,222	271,810	<14,412>	Student Wages	1,723,467	1,705,197	<18,270>	251,638	1,652,893
<50,552>	<46,167>	4,385	Labor Recharge	<333,451> 3.800.776	<317,257>	16,194	<46,699>	<306,873>
558,838 38.6	553,679 38.5	<5,159> <0.1>	TOTAL WAGES WAGE % TO SALES	3,800,776 40.4	3,791,604 39.8	<9,172> <0.6>	521,794 36.4	3,705,678 40.5
50.0	50.5	-0.17		10.1	55.5	-0.07	50.1	101.5
175,823	183,343		Employee Benefits	1,368,641	1,372,724	4,083	166,883	1,302,220
3,056	1,785		Office Supplies	14,877	13,235	<1,642>	2,849	13,386
3,694 108	4,380 0	686	Telephone Trav/Trips/Conference	29,364 108	35,045 0	5,681 <108>	4,255 0	33,816 0
0	500	500	Training Programs	8,872	12,000	3,128	1,000	8,985
65,234	67,050	1,816	Paper	421,919	444,389	22,470	67,846	432,201
4.5	4.7	0.2	Paper % To Sales	4.5	4.7	0.2	4.7	4.7
5,571	5,079		Cleaning Supplies	43,181	38,977	<4,204>	7,641	41,226
<9,067> 2,541	<10,700> 2,695	<1,633> 155	Purchasing Rebates Replacements	<76,725> 27,276	<83,500> 21,560	<6,775> <5,716>	<10,272> 3,182	<80,551> 24,973
5,812	6,211	399	Laundry	34,932	40,049	5,117	5,539	41,283
1,002	970	<32>	Uniforms	15,444	9,115	<6,329>	863	6,747
2,023	1,578		Advertising	28,640	52,303	23,663	1,086	47,053
0	100		Menu Development	0	800	800	0	0
0 5,706	19 6,371	19 665	Dorm Coupons Expense Repairs & Maintenance	3 70,929	110 44,338	107 <26,591>	1 10,015	4 80,521
43,637	51,227	7,590	Bank Card Expense	304,189	331,290	27,101	39,193	292,307
2,328	2,050		Sales Tax Expense	14,783	13,486	<1,297>	2,104	13,412
87	1,153	1,066	Overs/Shorts	11,115	8,302	<2,813>	363	12,760
29 581	0 500		Credit Card Adjustments Rentals	127 4,726	0 3,700	<127> <1,026>	60 542	130 3,988
793	425		Rentals-Truck	2,615	3,300	685	291	2,996
206	0		Taxes & Licenses	636	675	39	0	586
0	0		Professional Services	600	650	50	0	600
2,073	1,000		Temp Agency Service	8,629	2,000	<6,629>	0	2,781
38,037 349,273	34,182 359,918	<3,855> 10,645	Commission Expense TOTAL OTHER CONTROL.	200,131 2,535,012	209,774 2,574,322	9,643 39,310	40,150 343,592	200,217 2,481,641
908,111	913,597	5,486	TOTAL CONTROLLABLE EXP	6,335,789	6,365,926	30,137	865,385	6,187,320
			GROSS CONTRIBUTION TO					
307,809	273,262	34,547	SVCS AND ENTERPRISES	1,572,373	1,453,065	119,308	318,836	1,369,278
			Less: Allocated Exp					
51,564	43,240	,	Allocated ExpHR	345,508	327,535	<17,973>	36,427	307,488
67,083	68,209		Allocated Exp. Fin	410,169	416,689	6,520	76,063	428,533
31,357 14,889	32,807 14,993		Allocated ExpIS Allocated Exp. Mktg	203,090 93,472	210,674 92,376	7,584 <1,096>	33,092 13,356	188,407 84,528
45,920	45,074		Allocated Exp Othr SA	297,277	292,903	<4,374>	44,936	270,764
71,475	64,798	<6,677>	Maintenance	580,224	502,783	<77,441>	68,618	537,149
34,846	26,775	<8,071>		225,386	230,877	5,491	25,283	243,505
87,380 404,513	95,779 391,675	8,399	Depreciation TOTAL ALLOCATED EXP	719,775 2,874,900	766,232 2,840,069	46,457	87,090 384,864	773,685
404,513	291,072	<12,838>	TOTAL ALLOCATED EXP	2,074,900	2,040,009	<34,831>	204,804	2,834,059
<96,703>	<118,413>	21,710	NET INCOME (LOSS)	<1,302,527>	<1,387,004>	84,477	<66,028>	<1,464,781>
			1					
406,540	411,421		TOTAL CUSTOMER COUNT	2,616,960	2,666,207	<49,247>	420,476	2,664,033
139,064 267,476	145,870 265,551		3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT	910,640 1,706,320	931,480 1,734,727	<20,840> <28,407>	147,467 273,009	940,474 1,723,559
207,770	203,331	1,723	COUNT	1,700,520	1,157,121	~20,7072	2/5,009	-,,23,335
6.14	5.83	0.31	TOTAL AVERAGE CHECK	6.06	5.87	0.19	5.73	5.68
7.80	7.37	0.43	3RD PARTY AVG CHECK	7.51	7.26	0.26	7.50	7.19
5.28	4.99	0.29	ASUCLA AVERAGE CHECK	5.20	5.05	0.15	4.78	4.77
35,274	34,076	<1.198>	EMPLOYEE HOURS	228,853	230,341	1,488	35,614	237,866
41.03	42.22		SALES/LABOR HOUR	41.07	41.45	<0.39>	40.24	38.48
			•	•				• •

ASUCLA Finance Office 04/16

MAR. 08(02/21/16-03/26/16)		] [	FISCAL YEAR 15-16			FISCAL YEAR 14-15		
	CURRENT MONTH			YTD 8 MO(07/26/15-03/26/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,997	19,500	<503>	PHOTOGRAPHY	94,260	117,000	<22,740>	10,059	100,505
18,997	19,500	<503>	TOTAL SALES	94,260	117,000	<22,740>	10,059	100,505
0	300	300	Less: Cost of Sales	1,920	2,550	630	0	2,777
18,997	19,200	<203>	GROSS MARGIN	92,341	114,450	<22,109>	10,059	97,728
100.0	98.5	1.5	GROSS MARGIN %	98.0	97.8	0.1	100.0	97.2
100.0	98.5	1.5	PHOTOGRAPHY	98.0	97.8	0.1	100.0	97.2
126,004	177,609	<51,605>	TRADEMARKS AND LICENSING	1,605,572	1,739,177	<133,605>	90,561	1,609,440
94,638	108,727		LEASED OPS	777,257	819,686	<42,429>	95,610	772,321
220,642	286,336		OTHER INCOME	2,382,829	2,558,863	<176,034>	186,172	2,381,761
239,639	305,536	,	GROSS MARGIN/OTHER	2,475,170	2,673,313	<198,143>	196,231	2,479,489
			Less: Controllable Exp					
24 575	24,000	225	Causau Manaa	202.020	270 400	-5 420	24.000	271.067
34,575 120	34,800 900		Career Wages Student Wages	283,828 1,340	278,400 6,375	<5,428> 5,035	34,086 310	271,067 3,678
34,695	35,700	1,005	TOTAL WAGES	285,168	284,775	<393>	34,396	274,745
182.6	183.1	,	WAGE % TO SALES	302.5	243.4	<59.1>	341.9	274,745
		-						-
17,299	18,813		Employee Benefits	142,042	149,214	7,172	18,962	135,901
479	700		Office Supplies	3,067	6,150	3,083	241	4,720
567	700	133	Telephone	5,421	5,609	188	683	5,347
135	105	<30>	Postage	191	840	649	29	672
2,000	2,050	50	Trav/Trips/Conference	9,168	15,400	6,232	2,654	19,097
1,000	1,000	<0>	Enforcement	8,500	8,500	0	0	7,818
0	0	0	Enforcement Adv.	0	0	0	0	500
142	3,550	3,408	Business Promotion	9,034	24,400	15,366	3,251	25,620
0	100	100	Repairs & Maintenance	816	800	<16>	0	520
2,443	2,583	140	Professional Services	17,495	20,064	2,569	2,083	16,664
0	250	250	Legal	10,939	2,000	<8,939>	1,150	4,500
7,833	3,800	<4,033>	Trademark	31,561	30,400	<1,161>	2,989	34,274
14,322	10,100	<4,222>	Intern'l Agnt Fee/Tax	144,728	139,680	<5,048>	11,270	158,295
8,267	13,428		Domestic Agency Fee	122,971	127,000	4,029	8,166	106,781
27,072	50,982	23,910	Payment to UCLA	483,905	503,877	19,972	29,132	418,473
81,559	108,161	26,602	TOTAL OTHER CONTROL.	989,838	1,033,934	44,096	80,611	939,183
116,253	143,861	27,608	TOTAL CONTROLLABLE EXP	1,275,006	1,318,709	43,703	115,007	1,213,928
123,386	161,675	<38,289>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,200,163	1,354,604	<154,441>	81,224	1,265,561
			Less: Allocated Exp					
2 224	2 705			25 070	24 726		- <b>1</b> 01	22.045
3,201	2,788		Allocated ExpHR	25,979	24,736	<1,243>	2,401	22,963
9,217	11,990	,	Allocated Exp. Fin	84,398	94,537	10,139	8,593	90,872
4,472	5,979	,	Allocated ExpIS	43,087	49,454	6,367	3,879	42,263
2,123	2,732		Allocated Exp. Mktg	20,035	21,700	1,665	1,560	18,743
6,549	8,214		Allocated Exp Othr SA	63,648	69,347	5,699	5,232	60,251
15,040	30,136	15,096	Maintenance	122,090	233,828	111,738	14,438	113,026
7,332	12,462	5,130	Utilities	47,425	107,454	60,029	5,320	51,238
6,035	6,361	326	Depreciation	48,650	50,888	2,238	6,052	49,505
53,970	80,662	26,692	TOTAL ALLOCATED EXP	455,313	651,944	196,631	47,476	448,861
69,416	81,013	<11,597>	NET INCOME (LOSS)	744,850	702,660	42,190	33,748	816,700

#### UCLA STUDENT UNION INCOME STATEMENT

74,881         47,400         27,481         EVENT SERVICES OFFICE         357,331         373,270         <15,939>           0         90         <90>         STUDENT UNION OPERATIONS         0         556         <556>           0         0         0         0         RECREATION & GAMES         0         0         0         0           47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	LAST YEAR 10NTH 51,580 0 56,825 108,405 56,146 10,815 0	R ACTUAL YTD 336,638 32 5 410,019 746,694 403,676
74,881         47,400         27,481         EVENT SERVICES OFFICE         357,331         373,270         <15,939>           0         90         <90>         STUDENT UNION OPERATIONS         0         556         <556>           0         0         0         RECREATION & GAMES         0         0         0         0         0           47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	51,580 0 56,825 108,405 56,146 10,815	336,638 32 5 410,019 746,694
0         90         <90>         STUDENT UNION OPERATIONS         0         556         <556>           0         0         0         RECREATION & GAMES         0         0         0         0           47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	0 0 56,825 108,405 56,146 10,815	32 5 410,019 746,694
0         90         <90>         STUDENT UNION OPERATIONS         0         556         <556>           0         0         0         RECREATION & GAMES         0         0         0         0           47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	0 0 56,825 108,405 56,146 10,815	32 5 410,019 746,694
0         0         0         RECREATION & GAMES         0         0         0           47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	0 56,825 108,405 56,146 10,815	5 410,019 746,694
47,545         58,800         <11,255>         AU POST OFFICE         326,105         388,619         <62,514>           122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	56,825 108,405 56,146 10,815	410,019 746,694
122,425         106,290         16,135         TOTAL SALES         683,436         762,445         <79,009>           44,637         57,506         12,869         AU Post Office Cost         317,072         380,069         62,997	108,405 56,146 10,815	746,694
44,637 57,506 12,869 AU Post Office Cost 317,072 380,069 62,997	56,146 10,815	
	10,815	403.676
	10,815	
13,530 7,654 <5,876> Facilities Costs 67,302 62,560 <4,742>		56,041
0 0 0 Cost of Sales GM RM 0 0 0		0
58,166         65,160         6,994         Less: Cost of Sales         384,373         442,629         58,256	66,961	459,717
47.5         61.3         13.8         COST OF SALES %         56.2         58.1         1.8	61.8	61.6
64,259 41,130 23,129 GROSS MARGIN 299,062 319,816 <20,754>	41,444	286,977
52.5 38.7 13.8 GROSS MARGIN % 43.8 42.0 1.8	38.2	38.4
81.9 83.9 <1.9> EVENT SERVICES OFFICE 81.2 83.2 <2.1>	79.0	83.4
0.0 100.0 <100.0> STUDENT UNION OPERATIONS 0.0 100.0 <100.0>	0.0	100.0
0.0 0.0 0.0 RECREATION & GAMES 0.0 0.0 0.0	0.0	99.4
6.1 2.2 3.9 AU POST OFFICE 2.8 2.2 0.6	1.2	1.6
19,291 17,050 2,241 STUDENT UNION OPS 109,468 126,309 <16,841>	18,978	121,163
8,607 10,351 <1,744> AU POST OFFICE 57,017 68,413 <11,396>	10,389	73,568
27,898 27,401 497 OTHER INCOME 166,485 194,722 <28,237>	29,367	194,731
92,157 68,531 23,626 GROSS MARGIN/OTHER 465,548 514,538 <48,990>	70,810	481,707
Less: Controllable Exp		
30,959         30,859         <100>         Career Wages         236,427         246,872         10,445	30,369	236,232
21,789 22,344 555 Student Wages 138,101 147,089 8,988	13,865	128,866
52,747         53,203         456         TOTAL WAGES         374,528         393,961         19,433	44,234	365,098
43.1         50.1         7.0         WAGE % TO SALES         54.8         51.7         <3.1>	40.8	48.9
	17 202	120.264
16,204 16,370 166 Employee Benefits 126,930 128,059 1,129	17,203	128,264
2,776 839 <1,937> Office Supplies 10,873 10,162 <711>	633	6,078
3,287 3,380 93 Telephone 22,171 26,285 4,114	3,418	26,444
0 0 0 Trav/Trips/Conference 566 1,150 584	0	3,255
2,487         1,988         <499>         24 Hour Study Lounge         5,203         4,262         <941>           0         0         0         Student Comm Art         4,961         4,995         34	2,427 0	5,259
0         0         0         Student Comm Art         4,961         4,995         34           334         100         <234>         Training Programs         4,768         5,208         440	52	5,264 5,728
1,229 89 <1,140> Annual ASUCLA Events 25,587 21,112 <4,475>	918	22,544
1,229 89 (1,140) Annual ASOCIA Events 23,367 21,112 (4,4,7) 16,045 12,000 <4,045> Student Event Exp 68,892 69,482 590	15,049	74,608
10,045         12,000         4,045         500         60,052         60,052         60,052         500           <12>         139         151         Operating Supplies         77         1,112         1,035	13,049 54	891
0 0 0 Uniforms 1,400 2,000 600	87	87
0 255 255 Advertising 569 1,099 530	0	1,749
575         601         26         Business Promotion         4,226         4,778         552	468	4,009
3,245 903 <2,342> Repairs & Maintenance 12,735 9,669 <3,066>	570	12,145
1,089 1,382 293 Bank Card Expense 7,644 9,132 1,488	1,158	9,229
532 35 <497> Overs/Shorts 2,442 232 <2,210>	513	1,925
0 0 0 Commission Expense 575 0 <575>	0	1,525
0 0 0 Student Support Svcs 3,206 2,629 <577>	0	2,791
15,417 15,417 0 Interaction Fund 123,333 123,336 3	15,417	123,333
14,175 13,500 <675> STUDENT UNION EVENT F 74,911 86,000 11,089	6,906	71,688
77,381 66,998 <10,383> TOTAL OTHER CONTROL. 501,069 510,702 9,633	64,872	505,291
	109,106	870,389
GROSS CONTRIBUTION TO		
<37,972> <51,670> 13,698 SVCS AND ENTERPRISES <410,049> <390,125> <19,924>	<38,296>	<388,682>
Less: Allocated Exp		
4,868 3,559 <1,309> Allocated ExpHR 33,888 31,668 <2,220>	3,089	30,381
5,782 4,999 <783> Allocated Exp. Fin 30,326 36,589 6,263	6,033	36,027
2,805 2,493 <312> Allocated ExpIS 15,503 19,204 3,701	2,724	16,737
1,332 1,139 <193> Allocated Exp. Mktg 7,175 8,390 1,215	1,095	7,349
4,108 3,425 <683> Allocated Exp Othr SA 22,743 26,814 4,071	3,674	23,701
44,681 41,786 <2,895> Maintenance 362,714 324,225 <38,489>	42,895	335,787
21,783 17,269 <4,514> Utilities 140,895 148,906 8,011	15,805	152,222
10,522 14,398 3,876 Depreciation 98,199 115,184 16,985	12,259	99,925
95,882 89,068 <6,814> TOTAL ALLOCATED EXP 711,442 710,980 <462>	87,574	702,128
<133,853> <140,738> 6,885 NET INCOME (LOSS) <1,121,492> <1,101,105> <20,387> <	<125,869>	<1,090,810>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. 08(02/21/16-03/26/16)		]	F.	ISCAL YEAR 15-1	FISCAL YEAR 14-15			
	URRENT MONTH				MO(07/26/15-03/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
310,095	299,402	•	Career Wages	2,404,672	2,436,910	32,238	287,690	2,456,204
0	300	300	Limited Appointment	0	3,400	3,400	0	19,635
27,873	35,547	•	Student Wages	252,337	271,340	19,003	28,477	241,882 2,717,721
337,968 6.6	335,249 6.3	<2,719> <0.3>	TOTAL WAGES WAGE % TO TOTAL SALES	2,657,008 5.8	2,711,650 5.8	54,642 <0.0>	316,166 6.1	5.8
0.0	0.5	<0.52	WAGE 70 TO TOTAL SALLS	5.0	5.0	<0.02	0.1	5.0
0	0	0	Emp Awards, Profess.	11,859	12,000	142	0	11,156
0	0	0	Emp Awards, Students	6,000	4,000	<2,000>	0	4,000
149,328	142,404	<6.924>	Employee Benefits	1,169,591	1,156,940	<12,651>	155,828	1,156,192
6,959	7,568	•	Office Supplies	59,753	64,821	5,068	17,063	68,177
8,239	10,014	1,775	Telephone	61,529	78,272	16,743	8,819	70,510
873	1,173	300	Postage	6,045	8,183	2,138	820	6,914
307	2,653	2,346	Trav/Trips/Conference	4,439	18,241	13,802	596	3,075
130	20		Expense Allowance	187	160	<27>	0	39
5,263	549	<4,714>	Employee Relations	13,774	9,607	<4,167>	183	11,873
0	52	52	Tuition Assistance	0	416	416	0	0
0	0	0	Training Programs	0	0	0	0	25
530	1,793	1,263	Fingerprinting	3,271	6,392	3,121	3,474	8,503
165	514		Recruitment	5,026	4,273	<753>	68	1,700
58	206		Operating Supplies	1,282	2,934	1,652	614	3,126
588	350		Uniforms	2,964	2,800	<164>	276	2,535
<426>	<400>	26	Security Expense	<3,023>	<3,200>	<177>	<598>	<1,906>
438	52		Security Equipment	1,108	410	<698>	0	498
2,572	2,750	178	Alarm Monitoring	21,686	22,000	314	2,777	19,186
1,030	1,180	150	Advertising	9,728	10,910	1,182	1,797	12,396
1,500	1,500	0	Benefits U Adv	12,000	12,000	0	2,100	16,800
6,894	5,827	•	Repairs & Maintenance	47,276	50,266	2,990	6,932 479	40,510
653 11,459	1,564 12,433		Repair-Mtce Computer	7,260 98,041	12,512 99,464	5,252 1,423	12,156	4,706 84,693
0	22		Repairs & Mtce-Equip Printing	218	492	274	12,150	04,093
2,684	4,184		Bruin One Card Exp	36,015	39,015	3,000	8,120	72,039
<0>	40		Overs/Shorts	<37>	320	357	<39>	<53>
14,303	17,700	3,397	Insurance Expense	114,427	141,600	27,173	16,081	128,648
4,069	4,260	191	Professional Services	41,064	33,179	<7,885>	8,814	32,136
1,178	1,383	205	Legal	10,651	11,058	407	1,424	8,126
9,906	10,558	652	External Audit	80,535	84,461	3,926	10,342	81,085
, 0	500	500	Temp Agency Service	10,914	7,500	<3,414>	240	7,196
8,912	10,044	1,132	Internal Audit	72,826	79,308	6,482	9,583	76,667
3,398	3,398	0	Tax Consulting	7,018	7,018	0	3,236	6,684
423	2,000	1,577	PROFESSIONAL FEES PCI	24,999	31,000	6,001	0	22,000
10,694	11,500	806	Board of Directors	100,818	103,100	2,282	11,367	98,899
1,766	100	<1,666>	Special Projects	8,440	3,900	<4,540>	13	3,521
3,905	5,531	•	Misc. Bank Charges	31,230	33,941	2,711	3,640	26,114
3,249	3,600		Armored Carrier Expense	25,937	27,700	1,763	3,312	24,881
7,635	7,864		UCOP Payroll Services	61,080	62,912	1,832	7,635	59,988
13,401	14,374		UCLA Recharge Expense	107,208	116,544	9,336	13,955	111,623
1,038	1,500		Special Events	24,487	27,100	2,613	753	20,040
283,121	290,760	7,639	TOTAL OTHER CONTROL.	2,297,624	2,383,549	85,925	311,861	2,304,301
621,089	626,009	4,920	TOTAL CONTROLLABLE EXP	4,954,633	5,095,199	140,566	628,028	5,022,022
			Less: Allocated Exp					
18,252	18,038	<214>	Maintenance	148,167	139,960	<8,207>	17,522	137,168
8,898	7,454	<1,444>	Utilities	57,555	64,275	6,720	6,456	62,182
10,310	12,193		Depreciation	90,838	97,544	6,706	9,601	93,007
37,460	37,685	225	TOTAL ALLOCATED EXP	296,561	301,779	5,218	33,580	292,357
658,549	663,694	5,145	NET EXPENSE	5,251,194	5,396,978	145,784	661,608	5,314,379
<582,554>	<592,599>	<10.045>	Allocated-Svs and Ent	<4,625,312>	<4,763,061>	<137,749>	<583,247>	<4,691,218>
<30,696>	<30,696>		Allocated-USAC	<247,681>	<247,681>	<137,7492	<30,120>	<238,762>
<3,536>	<3,536>		Allocated-GSA	<24,735>	<24,735>	0	<3,170>	<24,009>
<41,763>	<36,863>		Allocated-Comm Board	<353,466>	<361,501>	<8,035>	<45,071>	<360,391>
<658,549>	<663,694>		TOTAL OTHER	<5,251,194>	<5,396,978>	<145,784>	<661,608>	<5,314,379>
0	0	0	TOTAL EXPENSE	0	0	0	0	0

### MAINTENANCE DIVISION EXPENSE STATEMENT

MAR. 08(02/21/16-03/26/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
CURRENT MONTH			YTD 8 MO(07/26/15-03/26/16)		26/16)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		-				-	-	
112,682	119,775	7,093	Career Wages	896,203	915,878	19,675	112,173	889,367
4,174	2,198		Limited Appointment	25,234	12,089	<13,145>	4,813	36,089
, 0	872		Student Wages	209	7,080	6,871	969	6,118
<1,338>	<610>		Labor Recharge	<7,674>	<4,960>	2,714	<996>	<5,822>
<6,596>	<5,438>		Billed Labor Costs	<53,633>	<44,174>	9,459	<6,540>	<45,476>
<4,998>	<6,300>		Capitalized Wages	<12,038>	<50,400>	<38,362>	<920>	<37,465>
103,925	110,497	6,572	TOTAL WAGES	848,301	835,513	<12,788>	109,498	842,811
	,	-,						• · _ / •
67,650	71,603	3,953	Employee Benefits	562,965	574,590	11,625	67,741	538,303
119	168		Office Supplies	811	1,184	373	449	1,405
618	678	60	Telephone	4,975	5,418	443	729	5,754
0	0		Trav/Trips/Conference	286	2,000	1,714	560	1,139
5,279	5,247		Paper	39,015	40,253	1,238	5,543	38,881
5,660	5,791		Cleaning Supplies	41,867	44,277	2,410	4,882	37,041
646	1,066		Replacements	7,582	9,451	1,869	680	10,261
1,797	491	<1,306>		5,164	4,900	<264>	380	4,116
31,311	20,400		Repairs & Maintenance	260,977	157,100	<103,877>	22,080	158,334
2,242	2,725	,	Repairs & Mtce-Elevator	33,700	24,590	<9,110>	2,648	19,558
86	_,: _0		Repairs & Mtce-Equip	318	700	382	_, = . = 0	0
<37>	900		Painting Program	1,824	7,200	5,376	570	2,328
0	250		Incidental Proj Exp	0	2,000	2,000	0	3,666
6,567	3,495		Air Conditioning-Maint	36,646	27,960	<8,686>	2,630	30,997
9,085	8,235		Rub Remvl/Hauling	55,174	56,591	1,417	6,364	53,559
4,053	3,428		Rodent & Pest Control	31,509	27,424	<4,085>	4,157	32,592
<729>	780		Rentals-Truck	7,194	6,240	<954>	322	4,746
134,347	125,257	,	TOTAL OTHER CONTROL.	1,090,007	991,878	<98,129>	119,733	942,680
238,272	235,754	<2,518>	TOTAL CONTROLLABLE EXP	1,938,308	1,827,391	<110,917>	229,231	1,785,491
,	, .	<b>,</b>		,,	1 - 1	- / -	- / -	,, .
			Less: Allocated Exp					
14,824	16,946	2,122	Depreciation	115,147	135,568	20,421	13,498	116,189
14,824	16,946	2,122	TOTAL ALLOCATED EXP	115,147	135,568	20,421	13,498	116,189
253,096	252,700	<396>	NET EXPENSE	2,053,455	1,962,959	<90,496>	242,728	1,901,680
								· ·
<215,982>	<216,558>	<576>	Allocated-Svs and Ent	<1,753,315>	<1,680,323>	72,992	<207,348>	<1,623,153>
<6,993>	<6,993>	0	Allocated-USAC	<55,951>	<55,951>	0	<6,535>	<52,280>
<2,743>	<2,743>	0	Allocated-GSA	<21,938>	<21,938>	0	<2,562>	<20,496>
<9,126>	<8,368>	758	Allocated-Comm Board	<74,084>	<64,787>	9,297	<8,761>	<68,584>
<18,252>	<18,038>	214	Allocated-A & SS	<148,167>	<139,960>	8,207	<17,522>	<137,168>
<253,096>	<252,700>	396	TOTAL OTHER	<2,053,455>	<1,962,959>	90,496	<242,728>	<1,901,680>
0	0	0	TOTAL EXPENSE	<0>	0	0	<0>	0

### UTILITIES EXPENSE STATEMENT

MAR. 08(02/21/16-03/26/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
CURRENT MONTH			YTD 8 MO(07/26/15-03/26/16)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,233	11,521	<5,712>	Chiller Water	126,509	182,373	55,864	12,141	168,593
84,547	65,743	<18,804>	Elec-Non Air Cond.	519,041	522,408	3,367	66,633	517,193
12,626	10,864	<1,762>	Water-Non Air Cond.	80,122	84,709	4,587	13,468	82,670
4,053	12,104	8,051	Steam-Non Air Cond.	47,286	76,769	29,483	<4,457>	71,507
3,445	3,685	240	Gas	22,070	27,759	5,689	2,870	25,691
1,550	1,551	1	Energy Management	10,853	12,408	1,555	0	0
123,454	105,468	<17,986>	TOTAL OTHER CONTROL.	805,881	906,426	100,545	90,655	865,654
123,454	105,468	<17,986>	TOTAL CONTROLLABLE EXP	805,881	906,426	100,545	90,655	865,654
<105,297>	<89,503>	15,794	Allocated-Svs and Ent	<681,069>	<771,758>	<90,689>	<76,401>	<735,821>
<3,455>	<3,455>	0	Allocated-USAC	<27,640>	<27,640>	0	<3,283>	<26,264>
<1,355>	<1,355>	0	Allocated-GSA	<10,840>	<10,840>	0	<1,287>	<10,296>
<4,449>	<3,701>	748	Allocated-Comm Board	<28,778>	<31,913>	<3,135>	<3,228>	<31,091>
<8,898>	<7,454>	1,444	Allocated-A & SS	<57,555>	<64,275>	<6,720>	<6,456>	<62,182>
<123,455>	<105,468>	17,987	TOTAL OTHER	<805,881>	<906,426>	<100,545>	<90,655>	<865,654>
<0>	0	0	TOTAL EXPENSE	0	0	0	0	<0>