ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/26/17 - 04/01/17)

Prepared

April 17, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MARCH (02/26/17 - 04/01/17) FY 15-					5-16	FISCAL YEAR 2016-2017							FY 1	5-16						
			CURRENT	T MONTH	<u>'</u>			*1	•				YTD 8 I	MONTHS (0	7/31/16 - 04	/01/17)			*	*
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT	1	ACT	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY	-								ACT/			Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,099		3,131		(32)	(1.0%)	71	2.3%	3,028		UCLA Store	30,102		31,443		(1,341)	(4.3%)	(1,359)	(4.3%)	31,461	
1,760		1,802		(42)	(2.3%)	80	4.8%	1,680		UCLA Restaurants	11,074		11,390		(316)	(2.8%)	59	0.5%	11,015	
252		304		(52)	(17.1%)	12	5.0%	240		Services Division	2,603		2,614		(11)	(0.4%)	126	5.1%	2,477	
117		127		(10)	(7.9%)	(33)	(22.0%)	150		UCLA Student Union	852		891		(39)	(4.4%)	2	0.2%	850	
5,228		5,364		(136)	(2.5%)	130	2.6%	5,098		TOTAL	44,631		46,338		(1,707)	(3.7%)	(1,172)	(2.6%)	45,803	
				_	Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,137 1,267	36.7% 72.0%	1,128 1,284	36.0% 71.3%	9 (17)	0.7 0.7	14 51	(0.4)	1,123 1,216	37.1% 72.4%	UCLA Store UCLA Restaurants	10,012 7,974	33.3% 72.0%	10,432 8,114	33.2% 71.2%	(420) (140)	0.1	(287) 66	0.6 0.2	10,299 7,908	32.7% 71.8%
251	99.6%	303	99.7%	(52)	(0.1)	11	(0.4) (0.4)	240	100.0%	Services Division	2,600	99.9%	2,612	99.9%	(140)	0.8	125	0.2	2,475	99.9%
59	50.4%	72	56.7%	(13)	(6.3)	(33)	(10.9)	92	61.3%	UCLA Student Union	492	57.7%	505	56.7%	(12)	1.0	26	2.9	466	54.8%
2,714	51.9%	2,787	52.0%	(73)	(0.1)	43	(0.5)	2,671		TOTAL	21,078	47.2%	21,663	46.7%	(585)	0.5	(70)	1.0	21,148	46.2%
							, ,			WAGES & BENEFITS			·		, ,					
598	19.3%	610	19.5%	12	0.2	(29)	(0.5)	569	18.8%	UCLA Store	4,596	15.3%	4,702	15.0%	106	(0.3)	(204)	(1.3)	4,392	14.0%
754	42.8%	772	42.8%	18	0.2	(19)	1.0	735	43.8%	UCLA Restaurants	5,474	49.4%	5,431	47.7%	(43)	(1.7)	(305)	(2.5)	5,169	46.9%
54	21.4%	57	18.8%	3	(2.6)	(2)	0.3	52	21.7%	Services Division	441	16.9%	446	17.1%	5	0.2	(14)	0.3	427	17.2%
72	61.5%	72	56.7%	0	(4.8)	(3)	(15.5)	69	46.0%	UCLA Student Union	536	62.9%	549	61.6%	13	(1.3)	(35)	(4.0)	501	58.9%
1,478	28.3%	1,511	28.2%	33	(0.1)	(53)	(0.3)	1,425	28.0%	TOTAL	11,047	24.8%	11,128	24.0%	81	(8.0)	(558)	(1.9)	10,489	22.9%
										OTHER CONTROLLABLES										
189	6.1%	203	6.5%	14	0.4	14	0.6	203	6.7%	UCLA Store	1,635	5.4%	1,689	5.4%	54	0.0	51	0.0	1,686	5.4%
182	10.3%	188	10.4%	6	0.1	(9)	0.0	173	10.3%	UCLA Restaurants	1,189	10.7%	1,216	10.7%	27	0.0	(23)	(0.1)	1,166	10.6%
56	22.2%	89	29.3%	33	7.1	8	4.5	64	26.7%	Services Division	793	30.5%	900	34.4%	107	3.9	55	3.7	848	34.2%
51	43.6%	51	40.2%	0	(3.4)	10	(2.9)	61	40.7%	UCLA Student Union	413	48.5%	389	43.7%	(24)	(4.8)	(39)	(4.5)	374	44.0%
478	9.1%	531	9.9%	53	8.0	23	0.7	501	9.8%	TOTAL	4,030	9.0%	4,194	9.1%	164	0.1	44	(0.1)	4,074	8.9%
										CONTRIBUTION										
350	11.3%	315	10.1%	35	1.2	(1)	(0.3)	351		UCLA Store	3,781	12.6%	4,041	12.9%	(260)	(0.3)	(440)	(0.8)	4,221	13.4%
332 141	18.9% 56.0%	324	18.0%	8	0.9 4.4	24 18	0.6 4.7	308 123	18.3% 51.3%	UCLA Restaurants Services Division	1,311	11.8% 52.5%	1,467 1,266	12.9% 48.4%	(156) 100	(1.1)	(261)	(2.5) 4.1	1,572 1,200	14.3% 48.4%
(64)	(54.7%)	157 (52)	51.6% (40.9%)	(16) (12)	(13.8)	(26)	(29.4)	(38)		UCLA Student Union	1,366 (458)	(53.8%)	(434)	48.4% (48.7%)	(24)	4.1 (5.1)	166 (48)	(5.6)	(410)	(48.2%)
759	14.5%	744	13.9%	15	0.6	15	(0.1)	744		TOTAL	6.000	13.4%	6.340	13.7%	(340)	(0.3)	(583)	(1.0)	6,583	14.4%
100	14.070		10.070		0.0	- 10	(0.1)	144	14.070		0,000	10.470	0,040	10.1 70	(040)	(0.0)	(000)	(1.0)	0,000	14.470
500	44.407	500	44.00/	(4.0)	(0.4)	(50)	(0.7)	5.45	40.70/	ALLOCATED EXPENSES	4.550	40.00/	4 707	40.00/	457	0.0	(004)	(0.7)	4.000	0.50/
598 234	11.4% 4.5%	588 225	11.0% 4.2%	(10) (9)	(0.4)	(53) (15)	(0.7) (0.2)	545 219	10.7% 4.3%	Admin&Support Services Maintenance Division	4,550 1,719	10.2% 3.9%	4,707 1,822	10.2% 3.9%	157 103	0.0 0.0	(221) 67	(0.7) 0.0	4,329 1,786	9.5% 3.9%
58	1.1%	97	1.8%	39	0.3)	56	1.1	114	2.2%	Utilities	1,719	1.5%	771	1.7%	103	0.0	73	0.0	739	1.6%
186	3.6%	216	4.0%	30	0.4	1	0.1	187	3.7%	Depreciation	1,596	3.6%	1,726	3.7%	130	0.1	(56)	(0.2)	1,540	3.4%
1,076	20.6%	1,126	21.0%	50	0.4	(11)	0.3	1,065	20.9%	TOTAL	8,531	19.1%	9,026	19.5%	495	0.4	(137)	(0.8)	8,394	18.3%
				İ						NET INCOME (LOSS)										
(317)	(6.1%)	(382)	(7.1%)	65	1.0	4	0.2	(321)	(6.3%)	(/	(2,531)	(5.7%)	(2,686)	(5.8%)	155	0.1	(720)	(1.7)	(1,811)	(4.0%)
1	T	T		T	Ţ	T	Ţ	T		OTHER INC/(EXP)			Ţ			Ţ			Ţ	7
19	0.4%	0	0.0%	19	0.4	(186)	(3.6)	205	4.0%	Non-Recurrent Inc/(Exp)	77	0.2%	0	0.0%	77	0.2	(176)	(0.4)	253	0.6%
14	0.3%	8	0.1%	6	0.2	1	0.0	13	0.3%	Interest Income	99	0.2%	87	0.2%	12	0.0	(10)	0.0	109	0.2%
(35)	(0.7%)	(35)	(0.7%)	0	0.0	2	0.0	(37)		Interest (Expense)	(280)	(0.6%)	(280)	(0.6%)	0	0.0	16	0.0	(296)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
231 229	4.4%	231	4.3%	0 25	0.1	5 (470)	0.0	226	4.4%	Student Union Fee Income TOTAL	1,851	4.1%	1,851	4.0%	0	0.1	41	0.1	1,810	4.0%
	4.4%	204	3.8%		0.6	(178)	(3.6)	407	8.0%	1 -	1,747	3.9%	1,658	3.6%	89	0.3	(129)	(0.2)	1,876	4.1%
(88)	(1.7%)	(178)	(3.3%)	90	1.6	(174)	(3.4)	86	1.7%	NET INCOME (LOSS)	(784)	(1.8%)	(1,028)	(2.2%)	244	0.4	(849)	(1.9)	65	0.1%

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

		МА	RCH (02/26	5/17 - 04/01/1	7)			FY 15	5-16]			F	ISCAL YEA	R 2016-2017	,			FY 1:	5-16
				T MONTH	•,			**							7/31/16 - 04				**	
ACTU	JAL	BUD			VARIA	NCE		LAST YE	AR ACT	1	ACT	JAL	BUD			VARIA	NCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	' ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,099		3,131		(32)	(1.0%)	71	2.3%	3,028		UCLA Store	30,102		31,443		(1,341)	(4.3%)	(1,359)	(4.3%)	31,461	
1,760		1,802		(42)	(2.3%)	80	4.8%	1,680		UCLA Restaurants	11,074		11,390		(316)	(2.8%)	59	0.5%	11,015	
252		304		(52)	(17.1%)	12	5.0%	240		Services Division	2,603		2,614		(11)	(0.4%)	126	5.1%	2,477	
117		127		(10)	(7.9%)	(33)	(22.0%)	150		UCLA Student Union	852		891		(39)	(4.4%)	2	0.2%	850	
5,228		5,364		(136)	(2.5%)	130	2.6%	5,098		TOTAL	44,631		46,338		(1,707)	(3.7%)	(1,172)	(2.6%)	45,803	
					Pts.		Pts.			GROSS MARGIN					_	Pts.		Pts.		
1,137	36.7%	1,128	36.0%	9	0.7	14	(0.4)	1,123		UCLA Store	10,012	33.3%	10,432	33.2%	(420)	0.1	(287)	0.6	10,299	32.7%
1,267	72.0%	1,284	71.3%	(17)	0.7	51	(0.4)	1,216	72.4%	UCLA Restaurants	7,974	72.0%	8,114	71.2%	(140)	0.8	66	0.2	7,908	71.8%
251	99.6%	303	99.7%	(52)	(0.1)	11	(0.4)	240	100.0%	Services Division	2,600	99.9%	2,612	99.9%	(12)	0.0	125	0.0	2,475	99.9%
59	50.4%	72	56.7%	(13)	(6.3)	(33)	(10.9)	92	61.3%	UCLA Student Union	492	57.7%	505	56.7%	(13)	1.0	26	2.9	466	54.8%
2,714	51.9%	2,787	52.0%	(73)	(0.1)	43	(0.5)	2,671	52.4%	TOTAL	21,078	47.2%	21,663	46.7%	(585)	0.5	(70)	1.0	21,148	46.2%
										TOTAL CONTROLLABLES										
787	25.4%	813	26.0%	26	0.6	(15)	0.1	772		UCLA Store	6,231	20.7%	6,391	20.3%	160	(0.4)	(153)	(1.4)	6,078	19.3%
936 110	53.2%	960	53.3%	24 36	0.1	(28)	0.8	908	54.0%	UCLA Restaurants	6,663	60.2%	6,647	58.4%	(16)	(1.8)	(327)	(2.7)	6,336	57.5%
110	43.7% 105.1%	146 123	48.0% 96.9%	36	4.3 (8.2)	6 7	4.6 (18.4)	116 130	48.3% 86.7%	Services Division UCLA Student Union	1,234 949	47.4% 111.4%	1,346 938	51.5% 105.3%	112 (11)	4.1 (6.1)	41 (73)	4.1 (8.3)	1,275 876	51.5% 103.1%
1.956	37.4%	2.042	38.1%	86	0.7	(30)	0.4	1,926		TOTAL	15,077	33.8%	15,322	33.1%	245	(0.1)	(512)	(2.0)	14,565	31.8%
1,330	37.470	2,042	30.170		0.7	(30)	0.4	1,320	37.070		13,077	33.070	13,322	33.170	243	(0.7)	(312)	(2.0)	14,303	31.070
	44.00/						(0.0)			CONTRIBUTION		40.00/		40.00/	(0.00)	(0.0)	(4.40)	(0.0)		
350	11.3%	315	10.1%	35	1.2	(1)	(0.3)	351		UCLA Store	3,781	12.6%	4,041	12.9%	(260)	(0.3)	(440)	(0.8)	4,221	13.4%
332 141	18.9% 56.0%	324 157	18.0% 51.6%	8 (16)	0.9 4.4	24 18	0.6 4.7	308 123	18.3% 51.3%	UCLA Restaurants Services Division	1,311 1,366	11.8% 52.5%	1,467 1,266	12.9% 48.4%	(156) 100	(1.1) 4.1	(261) 166	(2.5) 4.1	1,572 1,200	14.3% 48.4%
(64)	(54.7%)	(52)	(40.9%)	(10)	(13.8)	(26)	(29.4)	(38)		UCLA Student Union	(458)	(53.8%)	(434)	(48.7%)	(24)	(5.1)	(48)	(5.6)	(410)	(48.2%)
759	14.5%	744	13.9%	15	0.6	15	(0.1)	744	/	TOTAL	6,000	13.4%	6,340	13.7%	(340)	(0.3)	(583)	(1.0)	6,583	14.4%
										ALLOCATED EXPENSES										
521	16.8%	540	17.2%	19	0.4	(11)	0.0	510	16.8%	UCLA Store	4,384	14.6%	4,663	14.8%	279	0.2	(31)	(0.8)	4,353	13.8%
394	22.4%	409	22.7%	15	0.4	11	1.7	405	24.1%	UCLA Restaurants	2,843	25.7%	2,927	25.7%	84	0.2	32	0.4	2,875	26.1%
77	30.6%	83	27.3%	6	(3.3)	(23)	(8.1)	54	22.5%	Services Division	624	24.0%	681	26.1%	57	2.1	(169)	(5.6)	455	18.4%
84	71.8%	94	74.0%	10	2.2	12	(7.8)	96	64.0%	UCLA Student Union	680	79.8%	755	84.7%	75	4.9	31	3.8	711	83.6%
1,076	20.6%	1,126	21.0%	50	0.4	(11)	0.3	1,065	20.9%	TOTAL	8,531	19.1%	9,026	19.5%	495	0.4	(137)	(0.8)	8,394	18.3%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(171)	(3.3%)	(225)	(4.2%)	54	0.9	(12)	(0.2)	(159)	(,	UCLA Store	(604)	(1.4%)	(623)	(1.3%)	19	(0.1)	(472)	(1.1)	(132)	(0.3%)
(62)	(1.2%)	(85)	(1.6%)	23	0.4	35	0.7	(97)	(,	UCLA Restaurants	(1,532)	(3.4%)	(1,460)	(3.2%)	(72)	(0.2)	(229)	(0.6)	(1,303)	(2.8%)
64	1.2%	74	1.4%	(10)	(0.2)	(5)	(0.2)	69	1.4%	Services Division	743	1.7%	585	1.3%	158	0.4	(2)	0.1	745	1.6%
(148)	(2.8%)	(146)	(2.7%)	(2)	(0.1)	(14)	(0.2)	(134)	(2.6%)	UCLA Student Union	(1,138)	(2.5%)	(1,188)	(2.6%)	50	0.1	(17)	(0.1)	(1,121)	(2.4%)
(317)	(6.1%)	(382)	(7.1%)	65	1.0	4	0.2	(321)	(6.3%)	TOTAL	(2,531)	(5.7%)	(2,686)	(5.8%)	155	0.1	(720)	(1.7)	(1,811)	(4.0%)
										OTHER INC/(EXP)										
19	0.4%	0	0.0%	19	0.4	(186)	(3.6)	205		Non-Recurrent Inc/(Exp)	77	0.2%	0	0.0%	77	0.2	(176)	(0.4)	253	0.6%
14	0.3%	8 (25)	0.1%	6	0.2	1	0.0	13		Interest Income	99	0.2%	87	0.2%	12	0.0	(10)	0.0	109	0.2%
(35)	(0.7%) 0.0%	(35)	(0.7%) 0.0%	0	0.0 0.0	2	0.0 0.0	(37)	(0.7%) 0.0%	Interest (Expense) Income Taxes	(280)	(0.6%) 0.0%	(280)	(0.6%) 0.0%	0	0.0 0.0	16 0	0.0 0.0	(296)	(0.6%) 0.0%
231	4.4%	231	4.3%	0	0.0	5	0.0	226	4.4%	Student Union Fee Income	1,851	4.1%	1,851	4.0%	0	0.0	41	0.0	1,810	4.0%
229	4.4%	204	3.8%	25	0.6	(178)	(3.6)	407	8.0%	TOTAL	1,747	3.9%	1,658	3.6%	89	0.1	(129)	(0.2)	1,816	4.0%
(88)	(1.7%)	(178)	(3.3%)	90	1.6	(174)	(3.4)	86		NET INCOME (LOSS)	(784)	(1.8%)	(1,028)	(2.2%)	244	0.4	(849)	(1.9)	65	0.1%
(00)	(1.7%)	(178)	(3.3%)	90	1.0	(174)	(3.4)	00	1.1%	INET INCOME (LUSS)	(704)	(1.0%)	(1,028)	(2.2%)	244	0.4	(049)	(1.9)	03	0.1%

ASUCLA P/L Reconciliation Mar-17

Financial Analysis	-	000's
	Ma	ar-17
Budgeted Net Income/(Loss)	+-	(178
UCLA Store	+	
Gross Margin:	+	
·	54	
Bearwear above plan as fan enthusiasm for Men's/Women's Basketball and Gymnastics post season competition helped to boost sales Fast Track below plan: declining sales in discretionary product categories (watches, skate boards and cosmetics), and shoe sales are down due to lack of product availability	(5)	
Graduation ETC below plan due to timing: Graduation Sashes were available earlier this year which resulted in positive sales variance in January and February	(14)	
E-Commerce above plan as fan enthusiasm for Men's/Women's Basketball and Gymnastics post season competition helped to boost sales	18	
New Text below plan: continued negative sales trend along with timing of online orders	(6)	
Bookzone below plan due to higher percentage of sales from lower margin, library and special orders	(5)	
CRS below plan due to decline in Break Week sales for Spring titles, both print and digital, and 40% decline in American Language Center Spring enrollment	(12)	
Luvalle Books below plan due to decreased extension customers from the change of their website	(13)	
HSS General Mdse below plan due to a planned floor remodel that has not occurred and competition from a new cafeteria in UCLA's Med Café	(8)	
HSS Dental below plan due to timing of receipt of backordered merchandise, (variance will be made up in April)	(6)	
Hilltop Shop above plan: foot traffic in the area has increased with the convenience factor of shopping on the Hill	9	
Total Wages below plan	3	
Other, positive various controllables	20	
Total Contribution	1 23	35
UCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	12	
Rubios below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(5)	
CSSC below plan due to budgeted increase for pizza concept not yet executed and a generally aggressive overall budget as compared to last year	(10)	
Café Synapse below plan due to ongoing customer traffic decline	(6)	
Luvalle Food Servery below plan due to an overly aggressive budget	(16)	
Cooperage above plan due to A-Level customer traffic rebounding from previous declines, (may be capturing some of the Sbarro customers)	5	
Carl's Jr above plan due to A-Level customer traffic rebounding from previous declines, (may be capturing some of the Sbarro customers)	4	
Stage Canteen below plan as traffic in this area is experiencing significant changes	(5)	
Catering above plan: a few extra basketball training table meals than budgeted and a positive food cost ratio (specific menu mix this month)	6	
Concessions above plan: several events had 3rd party vendors operating (this was not budgeted)	6	
Total Wages above plan	(2)	
Other, positive controllables (mostly employee benefits and paper)	19	
Total Contribution		8
Services		
Gross Margin:		
Licensing Domestic below plan: mostly reporting delay for internal campus program start-up, in addition to lower class ring sales and Store at 12% royalty versus other sales at 15%	(59)	
Licensing International above plan due to timing (will not carry forward to year-end)	4	
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	6	
Other, positive controllables mostly Licensing	33	
Total Contribution		(16
UCLA Student Union	\perp	
Gross Margin:	\perp	
Student Union Ops. below plan due to decreased sales in two large events (finals and alliance college fair) and timing for student event income that occurred in prior month	(11)	<u> </u>
AU Post Office below plan	(2)	
Other	1	<u> </u>
Total Contribution	\bot	(12
Allocated Expenses and Other	+	<u> </u>
A&SS below plan (mostly due to UCPath related costs)	(10)	<u> </u>
Maintenance higher than plan due to lower capitalized wages and unbudgeted repairs	(9)	<u> </u>
Utilities lower than plan: continued lower consumption due to efficiencies from prior mechanical system upgrades	39	<u> </u>
Depreciation lower than plan due to timing of capital expenditures	30	<u> </u>
Positive non-recurrent and interest income	25	<u> </u>
Total	+	75
Actual Net Income/(Loss)		(88)

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

La Share Gross Margin Demonge below plan due to blow Bood Sides Invest than anticipated, agreeoive sales plan and less campas visitor teaffic for the opening of the Lusian Conference Center (40) Parents below plan due to blow Bood Sides Invest than anticipated, agreeoive sales plan and less campas visitor teaffic for the opening of the Lusian Conference Center (20) Graduation IV. Obver gain does to change in product delictory schedul. (21) Parents below plan excitated delictor in soles due to composterion, adold to age, and contest ported on crosse websites (21) Food cone Reader Delictors below plan records deliling to content product to cones websites. (21) Food cone Reader Delictors below plan records deliling to content product to cones websites. (22) Food cone Reader Delictor below plan for soles due composterion, adold to age, and content product on cones websites. (23) Food Complete Store below plan due to Store department subs. age of cells below a content of the plan of the soles of the compared to the year in New Text for Luc man had extension, and Used Text average unit price lower from here port. (24) For the Complete Store below plan due to the content of the soles compared to here year in New Text for Luc man had extension, and Used Text average unit price lower from her port. (25) For the Complete Store below plan due to the content of the soles compared to the year in New Text for Luc man had extension, and Used Text average unit price lower from her port. (26) For continue controllables meally employed benefit, freight out and advertising (27) For the Confidence of the Controllation (28) For the Controllation of the Controllation (29) For the Controllation of	Financial Analysis							
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Other- various positive non-recurrent and higher interest income 89	Utilities below plan due to continuous efficiencies in running air handling units and running pumps		 					
	Depreciation lower than plan due to timing of capitals							
Total :		89						
I I	Total Actual Net Income/(Loss)	+	58- (78 -					

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

	Current Month	Prior Month	Prior Year
	March 2017	February 2017	July 2016
ASSETS			
CURRENT ACCETO			
CURRENT ASSETS:	\$40.40C	¢44.700	¢44.007
Cash and cash equivalents Accounts receivable	\$10,106 3,816	\$11,700 3,811	\$11,907 3,303
Less: Allowance for doubtful accounts	(507)	(496)	(423)
Accounts receivable, net	3,309	3,315	2,880
Student fees receivable	426	194	639
Inventories	6,511	5,780	6,303
Prepaid expenses and other current assets	231	295	331
Total current assets	20,583	21,284	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,756	69,705	69,501
Less: Accumulated depreciation	(47,179)	(47,030)	(46,101)
Total long term assets	22,777	22,875	23,600
	_		
TOTAL ASSETS	\$43,360	\$44,159	\$45,660
LIABILITIES AND RETAINED EARNINGS			
LIABILITIES AND RETAINED LARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,485	\$4,388	\$5,380
Wages and payroll taxes payable	2,505	3,040	3,359
Sales tax payable & other liabilities	615	912	762
Interest payable	155	120	89
Deferred income	639	682	349
Funds held for others	143	112	119
Current portion of long term debt	799	799	799
Total current liabilities	9,341	10,053	10,857
LONG TERM DEBT:	0.705	0.705	0.705
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
TOTAL LIABILITIES	10 126	10 040	10.650
TOTAL LIABILITIES	18,136	18,848	19,652
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	26,008 (784)	(697)	26,205 (197)
i cal-to date het income/(1033)	(104)	(037)	(197)
Ending Balance	25,224	25,311	26,008
9 _ 5161100	20,224	20,011	20,000
TOTAL LIABILITIES AND RETAINED EARNINGS	\$43,360	\$44,159	\$45,660

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

			Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:	(000)	(A=0.4)	405
Net income/(loss)	(\$88)	(\$784)	\$65
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities: Depreciation	186	1,596	1,540
Loss (Gain) on disposal of fixed assets	0	1,596	1,540
(Increase)/decrease in current assets:	U	3	۷
Accounts receivable	6	(430)	596
Student fees receivable	(232)	213	(192)
Inventories	(732)	(208)	(1,036)
Prepaid expenses and other current assets	64	100	61
Increase/(decrease) in current liabilities:			
Accounts payable	98	(895)	(521)
Sales tax payable & other liabilities	(297)	(147)	(155)
Wages and payroll taxes payable	(535)	(855)	(337)
Interest payable	35	66	28
Deferred Income	(42)	291	278
Funds held for others	31	24	49
Net cash provided/(used) by operating activities	(1,506)	(1,024)	378
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(88)	(777)	(701)
r dichase of property, equipment and improvements	(00)	(111)	(701)
Net cash used in investing activities	(88)	(777)	(701)
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	(1,594)	(1,801)	(323)
CASH AND CASH EQUIVALENTS, Beginning	11,700	11,907	11,434
CASH AND CASH EQUIVALENTS, Ending	\$10,106	\$10,106	\$11,111

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

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$10,106
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(300)
AU TFC Expansion Joint and Pavers	(170)
Subtotal	(1,252)
Adjustment for Cash Overdraft Entry	(947)
Uncommitted Cash	7,907
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	13,709
RESERVE SURPLUS (DEFICIT)	(\$5,802)

ASUCLA SERVICES AND ENTERPRISES

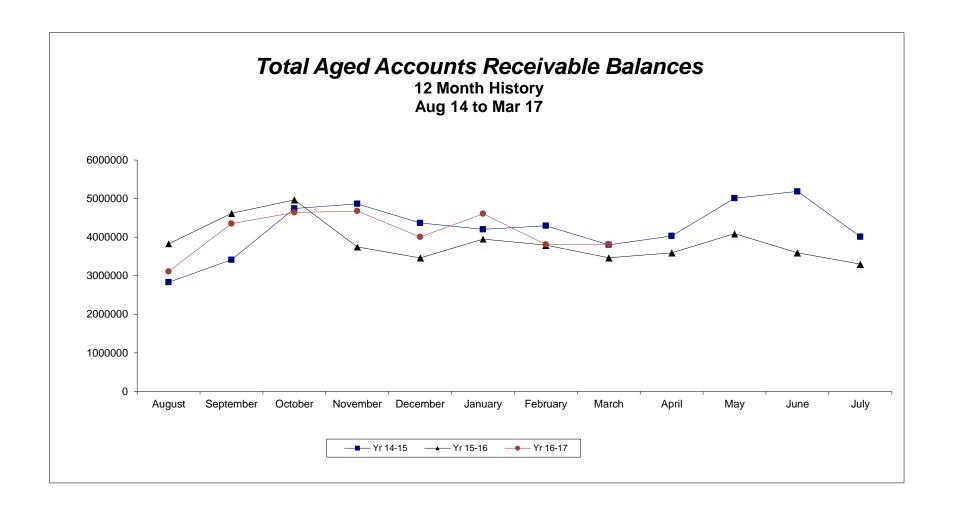
Capital Expenditures -Current Year Projects (\$000's)

FY 2016-2017 March 2017

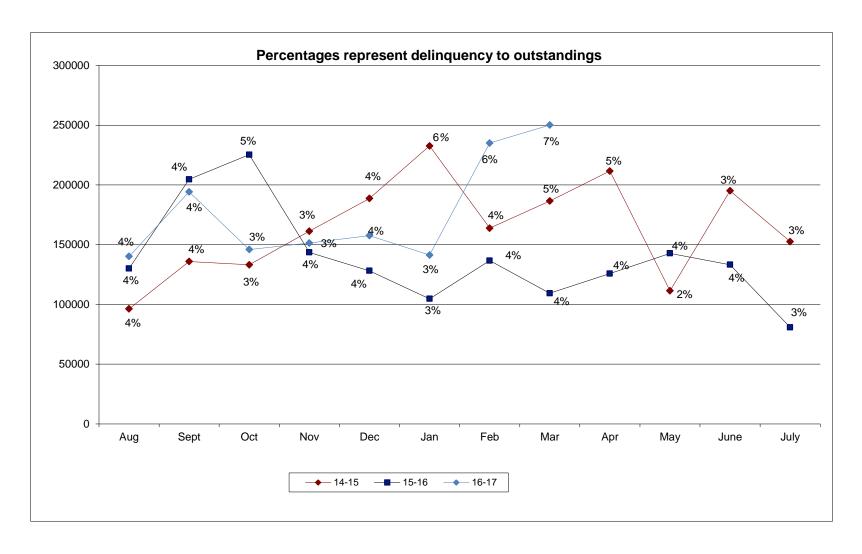
FY 2016-2017 March 2017 PROJECTED												
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	- Status				
Store/Services												
2016-001 Store General Replacement	30.0	5.5	10.7	16.2	13.8		0.0	In Progress				
2016-002 CRS Copier	50.0	49.6	0.0	49.6	0.0		(0.4)	Completed				
2016-003 Store Copiers	25.0	4.1	0.0	4.1	20.9		0.0	In Progress				
2016-027 Custom Shop	0.0	58.9	0.0	58.9	1.1		60.0	In Progress				
Total Store/Services	105.0	118.1	10.7	128.8	35.8	0.0	59.6					
Food Service												
2016-004 FS Miscellaneous and Unanticipated	50.0	14.5	29.7	44.2	5.8		0.0	In Progress				
2016-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
2016-006 CSSC Pizza Concept	300.0	0.0	0.0	0.0	0.0	300.0	0.0	Pending				
2016-007 Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending				
2016-008 Coffeehouse Turbo Chef ovens	30.0	28.6	0.0	28.6	0.0		(1.4)	Completed				
Total Food Services	410.0	43.1	29.7	72.8	5.8	330.0	(1.4)					
Technology												
2016-009 Printer Replacement	10.0	3.5	5.6	9.1	0.9		0.0	In Progress				
2016-010 Network Infrastructure Upgrade	150.0	148.2	0.0	148.2	1.8		0.0	In Progress				
2016-011 New Store POS system	250.0	0.0	0.0	0.0	0.0		(250.0)	Cancel				
2016-012 UPS replacement for all data closets	30.0	31.7	0.0	31.7	0.0		1.7	Completed				
2016-013 Misc. Hardware/Software Upgrades	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending				
Total Technology	445.0	183.4	5.6	189.0	2.7	5.0	(248.3)					
Others												
2016-014 Maintenance Truck	50.0	0.0	17.7	17.7	32.3		0.0	In Progress				
2016-015 Fac. Misc. Remodels	60.0	10.6	2.0	12.6	47.4		0.0	In Progress				
2016-016 AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending				
2016-017 AU Grand Ballroom Door Replacement	20.0	0.0	29.0	29.0	0.0		9.0	Completed Awaiting Invoice				
2016-018 AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending				
2016-019 Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending				
2016-020 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending				
2016-021 SUO General Replacement	15.0	0.0	2.5	2.5	12.5		0.0	In Progress				
2016-022 Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending				
2016-023 Finance Misc. Replacements	15.0	2.6	0.0	2.6	12.4		0.0	In Progress				
2016-024 MCO Equipment	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel				
2016-025 Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending				
2016-026 EDO Copier	7.0	8.8	0.0	8.8	0.0		1.8	Completed				
2016-028 SUO Exterior Trash/Recycling Receptacles	0.0	82.4	0.0	82.4	7.6		90.0	In Progress				
2016-029 Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.0		11.7	Completed Awaiting Invoice				
Total Others	572.0	104.4	62.9	167.3	112.2	395.0	102.5					
Total Current Year Projects	1,532.0	449.0	108.9	557.9	156.5	730.0	(87.6)					

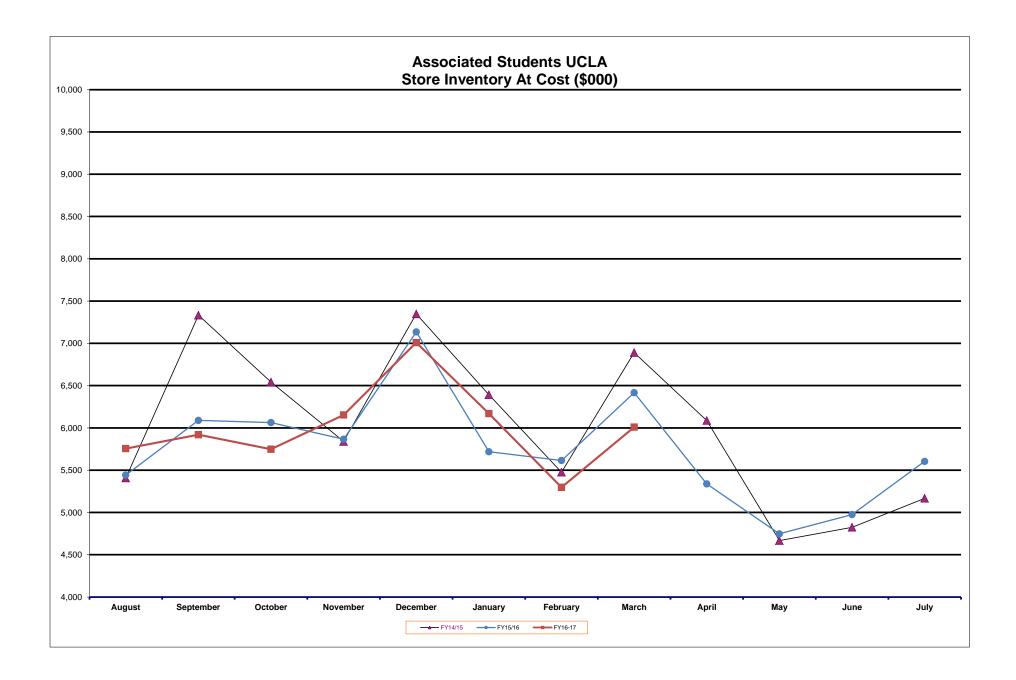
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

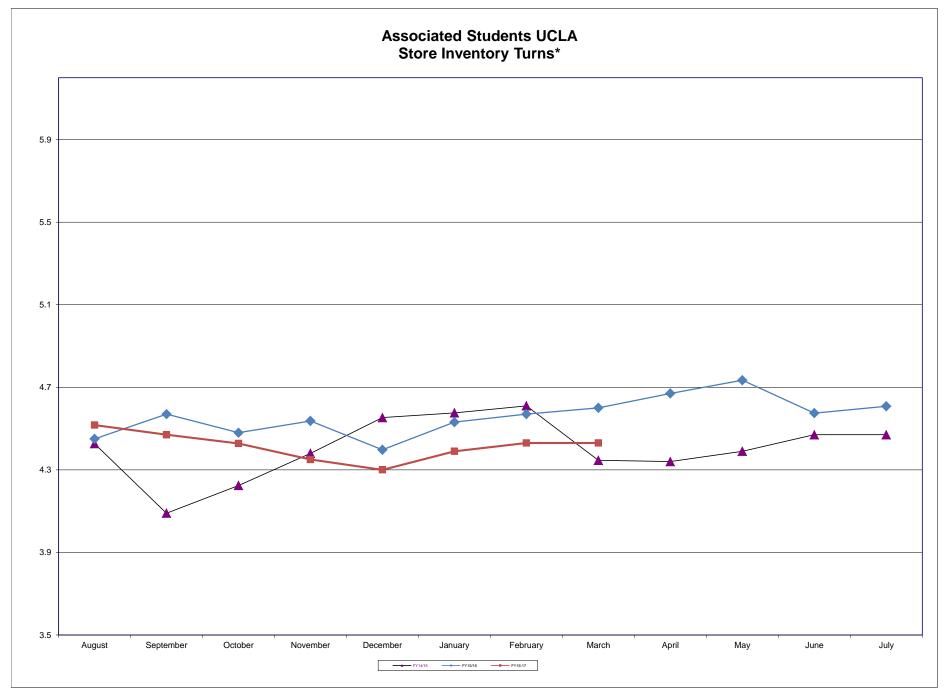
4/1/2017 Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$801,001	26%	\$265,364	81%	\$19,169	40%	\$9,786	9%	\$3,518	7%	\$11,037	25%	\$1,109,875	29%
ASUCLA PUBLICATIONS	\$250,589	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$250,589	7%
ASUCLA USA/GSA	\$144,037	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$144,037	4%
DUE FROM VENDORS	\$250,822	8%	\$4,652	1%	(\$3,946)	-8%	\$785	1%	\$47,120	91%	\$31,413	70%	\$330,846	9%
DENTAL KITS	\$160,249	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$160,249	4%
OTHER	\$1,630,533	49%	\$58,275	18%	\$32,122	68%	\$95,924	90%	\$864	2%	\$2,340	5%	\$1,820,058	47%
TOTAL CURRENT MONTH	\$3,237,231	100%	\$328,291	100%	\$47,345	100%	\$106,495	100%	\$51,502	100%	\$44,790	100%	\$3,815,654	100%
	84%		9%		1%		3%		2%		1%		100%	
2/25/2017 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$710,217	22%	\$184,813	80%	\$23,252	20%	\$7,624	39%	\$5,238	10%	\$12,655	28%	\$943,799	25%
ASUCLA PUBLICATIONS	\$256,080	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$256,080	7%
ASUCLA USA/GSA	\$88,056	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$88,056	2%
DUE FROM VENDORS	\$519,431	16%	(\$3,878)	-2%	(\$2,671)	-2%	\$7,742	39%	\$45,656	87%	\$30,437	68%	\$596,717	16%
DENTAL KITS	\$201,741	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$201,741	5%
OTHER	\$1,568,223	46%	\$51,281	22%	\$97,093	83%	\$4,246	22%	\$1,761	3%	\$2,005	4%	\$1,724,609	45%
TOTAL CURRENT MONTH	\$3,343,748	100%	\$232,216	100%	\$117,674	100%	\$19,612	100%	\$52,655	100%	\$45,097	100%	\$3,811,002	100%
	88%		6%		3%		1%		1%		1%		100%	
1/28/2017 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$895,129	24%	\$524,348	86%	\$14,779	65%	\$12,881	44%	\$751	2%	\$14,722	33%	\$1,462,610	32%
ASUCLA PUBLICATIONS	\$312,415	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$312,415	7%
ASUCLA USA/GSA	\$82,112	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$82,112	2%
DUE FROM VENDORS	\$261,499	7%	(\$2,756)	0%	\$2,965	13%	\$10,942	38%	\$43,184	95%	\$28,789	65%	\$344,623	7%
DENTAL KITS	\$245,305	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,305	5%
OTHER	\$2,064,566	53%	\$83,803	14%	\$4,893	22%	\$5,398	18%	\$1,203	3%	\$800	2%	\$2,160,662	47%
TOTAL CURRENT MONTH	\$3,861,026	100%	\$605,395	100%	\$22,637	100%	\$29,221	100%	\$45,138	100%	\$44,311	100%	\$4,607,727	100%
	84%		13%		0%		1%		1%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







MAD	00/02/26/17 04/	11/17)	1		TCCAL VEAD 16 1	17	ETCCAL VI	AD 15 16
	08(02/26/17-04/0 CURRENT MONTH				ISCAL YEAR 16-1 MO(07/31/16-04		LAST YEA	EAR 15-16 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,079,354 1,292,879	1,160,439 1,185,300	<81,085> 107,579	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	12,343,331 9,371,699	13,556,713 9,346,458	<1,213,382> 25,241	1,037,878 1,242,904	13,377,568 9,152,193
170,851	1,165,300	17,996	HILLTOP SHOP	948,281	874,226	74,055	1,242,904	9,152,193 867,479
176,880	232,064		LU VALLE COMMONS STORE	1,737,263	1,994,846	<257,583>	224,005	1,980,379
94,492	73,000	21,492	E-COMMERCE DIVISION	1,053,262	1,156,000	<102,738>	63,338	1,152,391
219,595	265,367		HEALTH SCIENCES STORE	3,988,461	3,858,740	129,721	205,840	3,981,910
3,034,050	3,069,025	<34,975>	TOTAL SALES	29,442,296	30,786,983	<1,344,687>	2,934,950	30,511,921
1,949,222	1,990,275	41,053	Less: Cost of Sales	19,971,048	20,888,099	917,051	1,892,070	21,034,932
1,545,222	1,990,273	41,033	Less. Cost of Sales	19,971,046	20,000,099	917,031	1,092,070	21,034,932
			Less: Shrinkage					
3,791	3,840	49	ACADEMIC SUPPORT DIV	42,377	44,340	1,963	4,100	51,320
6,165 791	5,955 720		GENERAL MDSE DIVISION HILLTOP SHOP	47,661 4,375	49,265 4,130	1,604 <245>	5,324 746	43,851 4,024
865	1,140	275	LU VALLE COMMONS STORE	9,023	9,790	767	1,276	11,561
0	0	0	E-COMMERCE DIVISION	0	0	0	0	<530>
1,245	1,260	15	HEALTH SCIENCES STORE	15,418	15,190	<228>	1,199	16,981
12,857 1,962,079	12,915 2,003,190	58 41,111	SHRINKAGE TOTAL COST OF SALES	118,855 20,089,903	122,715 21,010,814	3,860 920,911	12,646 1,904,716	127,207
1,962,079	2,003,190	41,111	TOTAL COST OF SALES	20,069,903	21,010,014	920,911	1,904,716	21,162,139
64.2	64.9	0.6	COST OF SALES %	67.8	67.9	0.0	64.5	68.9
1,071,972	1,065,835	6,137	GROSS MARGIN	9,352,393	9,776,169	<423,776>	1,030,234	9,349,782
35.8	35.2	0.6	GROSS MARGIN %	32.2	32.2	0.0	35.5	31.1
0.4	0.4	0.0	SHRINKAGE %	0.4	0.4	0.0	0.4	0.4
35.3	34.7	0.6	NET GROSS MARGIN %	31.8	31.8	0.0	35.1	30.6
33.3	37.7	0.0	GROOD FIRMORY /U	31.0	31.0	0.0	33.1	30.0
16.2	17.3		ACADEMIC SUPPORT DIV	18.8	19.3	<0.5>	14.3	17.4
48.8	49.8		GENERAL MDSE DIVISION	49.0	49.3	<0.3>	49.9	49.0
41.1	40.3	0.8	HILLTOP SHOP	41.4	39.9	1.5	41.2	40.9
39.2 54.3	36.1 51.6	3.1 2.6	LU VALLE COMMONS STORE E-COMMERCE DIVISION	33.4 51.4	33.1 51.8	0.3 <0.4>	35.5 53.5	32.2 51.6
34.6	34.8		HEALTH SCIENCES STORE	23.1	24.4	<1.3>	39.8	23.9
65,400	62,105	3,295	OTHER INCOME	659,511	655,873	3,638	93,103	949,351
1,137,372	1,127,940	9,432	GROSS MARGIN/OTHER	10,011,904	10,432,042	<420,138>	1,123,337	10,299,133
			Less: Controllable Exp					
			Less. Controllable Exp					
252,753	259,305	6,552	Career Wages	2,029,852	2,048,781	18,929	242,310	1,967,442
0	0	0	Limited Appointment	0	2,500	2,500	0	5,984
203,293	200,177		Student Wages	1,457,129	1,469,323	12,194	194,489	1,330,143
456,046 15.0	459,482 15.0	3,436 <0.1>	TOTAL WAGES WAGE % TO SALES	3,486,981 11.8	3,520,604 11.4	33,623 <0.4>	436,798 14.9	3,303,569 10.8
15.0	13.0	V0.12	WAGE 70 TO SALES	11.0	11.7	VP.07	14.5	10.6
141,698	150,780	9,082	Employee Benefits	1,108,673	1,181,216	72,543	132,279	1,088,568
6,468	7,395	927	Office Supplies	61,921	69,800	7,879	8,299	74,521
12,167	13,033	866	Telephone	91,993	99,444	7,451	11,317	88,523
0 16	0 20	0 4	Telex Postage	0 143	0 112	0 <31>	0 22	560 155
12,105	14,800	2,695	Trav/Trips/Conference	23,535	27,000	3,465	10,177	26,633
0	0	0	Membership Fees	1,950	1,682	<268>	0	1,900
5,401	4,500	<901>	Operating Supplies	39,546	39,700	154	4,073	38,443
15,613 900	18,701 900	3,088 1	Freight Out Transportation	168,623 7,799	202,359 7,800	33,736 1	13,365 900	186,152 7,988
64	0	<64>	Merchandise Losses	64	7,800	<64>	0	53
<502>	o 0		Postage Stamp O/S	17	0	<17>	480	<3>
11,354	10,650		Advertising	171,995	184,451	12,456	12,468	174,030
<2,736>	<650>	2,086	Vendor Adv. Allowance	<92,952>	<84,500>	8,452	<500>	<81,458>
510 4,286	9,035	8,525 1,974	Direct Mail Adv. Repairs & Maintenance	251,220	269,280 44,036	18,060 <3,072>	9,023 3,562	270,072 54,282
57,985	6,260 55,731		Bank Card Expense	47,108 522,903	516,508	<6,395>	67,703	526,016
829	0		Overs/Shorts	6,666	0	<6,666>	554	8,510
<1,311>	0	1,311	Credit Card Adjustments	16,031	0	<16,031>	702	2,853
0	0	0	Textbook Rental Exp	<468>	0	468	0	824
0	0	700	Rentals-Facilities	1,785	1,144	<641>	572 722	3,924
0	700 0	700 0	Rentals-Truck Taxes & Licenses	2,492 300	2,400 300	<92>	723 0	2,160 300
12,711	11,650		Professional Services	92,495	93,800	1,305	10,049	90,714
0	0	0	Temp Agency Service	8,123	1,900	<6,223>	0	6,917
41,627	41,800	173	Commission Expense	55,344	55,900	556	36,688	50,782
100	100	0	Concession Expense	37,322	37,322	1	5,145	39,528
0 11,872	0 8,031	0 <3.841>	Alloc of Distr Cntr Payment to UCLA	0 119,366	9 118,514	9 <852>	0 7,536	0 111,454
331,156	353,436	22,280	TOTAL OTHER CONTROL.	2,743,993	2,870,177	126,184	335,135	2,774,403
787,202	812,918	25,716	TOTAL CONTROLLABLE EXP	6,230,974	6,390,781	159,807	771,934	6,077,972
			GROSS CONTRIBUTION TO	2				4 000 : -
350,170	315,022	35,148	SVCS AND ENTERPRISES	3,780,930	4,041,261	<260,331>	351,403	4,221,161
			Less: Allocated Exp	İ				
				1				
39,745	37,355		Allocated ExpHR	283,735	320,048	36,313	40,303	298,950
128,689	129,478		Allocated Exp. Fin	1,123,914	1,159,374	35,460	120,888	1,073,221
71,537	71,617	80	Allocated ExpIS	549,163	622,056	72,893	56,509	525,527
29,678 93,615	28,448 88,656	<1,230> <4 959>	Allocated Exp. Mktg Allocated Exp Othr SA	252,817 857,333	254,044 833,294	1,227 <24,039>	26,831 82,752	245,202 786,113
82,922	83,063	141	Maintenance	631,188	672,201	41,013	84,787	688,287
19,300	32,886	13,586	Utilities	226,311	262,501	36,190	41,336	267,363
56,134	67,404	11,270	Depreciation	459,471	539,232	79,761	57,454	467,233
521,620	538,907	17,287	TOTAL ALLOCATED EXP	4,383,933	4,662,750	278,817	510,860	4,351,897
<171,451>	<223,885>	E3 434	NET INCOME (LOSS)	<603,003>	<621,489>	18,486	<159,456>	<130,736>
\1/1, 4 31>	~∠∠J,00J>	J Z,434	11L1 111COLIE (E033)	<0003,003>	\UZ1, 4 09>	10,400	~1J7,430>	<13U,/30>

MAR. (08(02/26/17-04/0	01/17)		F	ISCAL YEAR 16-1	7 I	FISCAL YEAR 15-16			
	CURRENT MONTH				MO(07/31/16-04/		LAST YEAR			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
			OFN. D							
203,390	186,333	17,057	CENTRAL DIVISION	1,261,335	1,198,995	62,340	161,316	1,072,617		
257,583 156,964	262,926 182,079	,	NORTH CAMPUS DIVISION	1,606,197 1,041,080	1,661,856	<55,659> <169,673>	254,325	1,586,014		
285,653	310,771		SOUTH DIVISION LU VALLE DIVISION	1,041,080	1,210,753 1,926,339	<169,673> <93,117>	154,880 291,156	1,003,355 1,823,673		
337,345	341,139		COOPERAGE DIVISION	2,141,649	2,203,173	<61,524>	332,729	2,146,707		
276,708	275,546	1,162	SPECIAL EVENTS DIVISION	1,625,863	1,600,599	25,264	253,199	1,765,809		
1,517,643	1,558,794		TOTAL SALES	9,509,345	9,801,715	<292,370>	1,447,606	9,398,174		
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492,332	518,026	25,694	Less: Cost of Sales	3,100,380	3,276,094	175,714	464,373	3,106,838		
32.4	33.2	0.8	COST OF SALES %	32.6	33.4	0.8	32.1	33.1		
1,025,311	1,040,768	<15,457>	GROSS MARGIN	6,408,965	6,525,621	<116,656>	983,233	6,291,336		
67.6	66.8	0.8	GROSS MARGIN %	67.4	66.6	0.8	67.9	66.9		
67.7	66.1	1.6	CENTRAL DIVISION	67.2	65.7	1.4	67.9	66.8		
65.9	64.9	1.0	NORTH CAMPUS DIVISION	65.9	65.1	0.8	66.0	65.7		
67.4	67.1	0.3	SOUTH DIVISION	67.7	67.6	0.1	66.6	66.5		
69.3	69.9	<0.5>	LU VALLE DIVISION	69.6	69.7	<0.2>	70.2	69.7		
66.7	65.7	1.0	COOPERAGE DIVISION	66.7	65.5	1.2	65.9	65.6		
68.8	66.8	1.9	SPECIAL EVENTS DIVISION	67.7	66.0	1.8	70.8	67.9		
242,005	243,151		OTHER INCOME	1,564,916	1,588,246	<23,330>	232,688	1,616,826		
1,267,316	1,283,919	<16,603>	GROSS MARGIN/OTHER	7,973,881	8,113,867	<139,986>	1,215,920	7,908,162		
			Less: Controllable Exp							
332,027	330,627	~1 400×	Career Wages	2,445,495	2,410,205	<35,290>	323,169	2,410,761		
332,027	330,627	<1,400>	Limited Appointment	3,919	2,410,205	<35,290 <i>></i> <3,919>	323,169	2,410,761		
295,230	294,863		Student Wages	1,940,555	1,901,899	<38,656>	286,222	1,723,467		
<47,067>	<47,579>		Labor Recharge	<295,408>	<327,257>	<31,849>	<50,552>	<333,451>		
580,190	577,911	<2,279>	TOTAL WAGES	4,094,561	3,984,847	<109,714>	558,838	3,800,776		
38.2	37.1	<1.2>	WAGE % TO SALES	43.1	40.7	<2.4>	38.6	40.4		
173,436	193,606	20,170	Employee Benefits	1,379,042	1,446,527	67,485	175,823	1,368,641		
1,112	1,630	518	Office Supplies	10,951	12,580	1,629	3,056	14,877		
3,884	3,900	16	Telephone	30,347	31,145	798	3,694	29,364		
0 108	0 500	0 392	Trav/Trips/Conference	0 522	10,000	0 1,477	108 0	108		
61,184	70,810	9,626	Training Programs Paper	8,523 416,001	10,000 453,485	37,484	65,234	8,872 421,919		
4.0	4.5	0.5	Paper % To Sales	4.4	4.6	0.3	4.5	4.5		
8,137	5,125	<3,012>	Cleaning Supplies	47,660	38,101	<9,559>	5,571	43,181		
<10,278>	<11,500>		Purchasing Rebates	<83,210>	<86,000>	<2,790>	<9,067>	<76,725>		
3,813	3,230	<583>	Replacements	32,771	22,295	<10,476>	2,541	27,276		
4,231	5,138	907	Laundry	33,654	36,005	2,351	5,812	34,932		
1,294	1,410	116	Uniforms	17,773	11,190	<6,583>	1,002	15,444		
656	1,705	1,049	Advertising	18,406	38,920	20,514	2,023	28,640		
0	0	0	Menu Development	70	0	<70>	0	0		
0	15	15	Dorm Coupons Expense	<0>	82	82	0	3		
13,500 49,425	6,388	<7,112> 4,754	Repairs & Maintenance	76,771	47,960 332,990	<28,811>	5,706	70,929 304,189		
2,405	54,179 2,416	4,754	Bank Card Expense Sales Tax Expense	320,433 15,206	15,395	12,557 189	43,637 2,328	14,783		
2,403	1,391	1,172	Overs/Shorts	10,217	9,491	<726>	2,328 87	11,115		
60	0	<60>	Credit Card Adjustments	74	0,131	<74>	29	127		
0	0	0	Rentals	0	800	800	581	4,726		
1,634	400	<1,234>	Rentals-Truck	1,769	2,600	831	793	2,615		
305	0	<305>	Taxes & Licenses	305	1,150	845	206	636		
0	0	0	Professional Services	600	650	50	0	600		
0	0		Temp Agency Service	837	0	<837>	2,073	8,629		
40,391	41,552	1,161	Commission Expense	230,264	236,967	6,703	38,037	200,131		
355,516	381,895	26,379	TOTAL CONTROLLABLE EXP	2,568,463	2,662,333	93,870	349,273	2,535,012		
935,706	959,806	24,100	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	6,663,025	6,647,180	<15,845>	908,111	6,335,789		
331,610	324,113	7,497	SVCS AND ENTERPRISES	1,310,857	1,466,687	<155,830>	307,809	1,572,373		
331,010	J27,11J	/,57/	DAM UND FINITULLITY	1,510,057	1,700,007	<133,030>	307,009	1,3/2,3/3		
			Less: Allocated Exp							
			r							
50,564	46,983		Allocated ExpHR	332,454	361,363	28,909	51,564	345,508		
73,061	74,514	,	Allocated Exp. Fin	448,134	457,479	9,345	67,083	410,169		
40,614	41,215		Allocated ExpIS	217,664	245,418	27,754	31,357	203,090		
16,849	16,372		Allocated Exp. Mktg	102,116	100,636	<1,480>	14,889	93,472		
53,148	51,020		Allocated Exp Othr SA	345,285	327,440	<17,845>	45,920	297,277		
69,856	67,412	<2,444>	Maintenance Utilities	531,824	545,545	13,721	71,475	580,224		
16,259 73,659	26,684 84,510	10,425 10,851	Utilities Depreciation	190,691 674,402	212,998 676,080	22,307	34,846 87 380	225,386 719,775		
73,659 394,010	408,710		TOTAL ALLOCATED EXP	2,842,570	2,926,959	1,678 84,389	87,380 404,513	2,874,900		
334,010	100,710	17,700	. STAL ALLOCATED LAF	2,072,370	2,720,737	07,303	707,313	2,07٦,300		
<62,400>	<84,597>	22,197	NET INCOME (LOSS)	<1,531,713>	<1,460,272>	<71,441>	<96,703>	<1,302,527>		
			, ,	i			<u> </u>			
396,224	413,261	<17,037>	TOTAL CUSTOMER COUNT	2,538,827	2,590,168	<51,341>	406,540	2,616,960		
129,857	140,161		3RD PARTY CUST COUNT	847,261	877,288	<30,027>	139,064	910,640		
266,367	273,100	<6,733>	ASUCLA CUSTOMER COUNT	1,691,566	1,712,880	<21,314>	267,476	1,706,320		
6.33	6.32	0.01	TOTAL AVERAGE CHECK	6.29	6.28	0.01	6.14	6.06		
8.17	7.98		3RD PARTY AVG CHECK	7.88	7.69	0.19	7.80	7.51		
5.43	5.46	<0.03>	ASUCLA AVERAGE CHECK	5.41	5.46	<0.05>	5.28	5.20		
24 441	24 546	105	EMDI OVEE HOLIDC	220 (20	227 250	×2 270.	25 272	220 052		
34,441 44.06	34,546 45.11	105	EMPLOYEE HOURS	229,629 41.41	227,350 43.11	<2,279> <1.70>	35,272 41.04	228,853 41.07		
74.00	73.11	×1.03>	SALES/LABOR HOUR	71.41	T3.11	\1./U>	71.04	71.07		

SERVICES DIVISION INCOME STATEMENT

MAR. 08(02/26/17-04/01/17)]	7 I	FISCAL YEAR 15-16				
	CURRENT MONTH				ISCAL YEAR 16-1 MO(07/31/16-04/		LAST YEAR		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
11,952	14,210		PHOTOGRAPHY	110,697	97,126	13,571	18,997	94,260	
11,952	14,210	<2,258>	TOTAL SALES	110,697	97,126	13,571	18,997	94,260	
476	200	1276	Lance Cook of Color	2 220	1 450	41 070s	0	1 020	
476 11,475	200		Less: Cost of Sales GROSS MARGIN	3,329	1,450 95,676	<1,879>	19.007	1,920 92,341	
96.0	14,010 98.6	<2,535> <2.6>	GROSS MARGIN %	107,368 97.0	93,676	11,692 <1.5>	18,997 100.0	92,341	
90.0	96.0	<2.0>	GROSS MARGIN 70	97.0	90.5	<1.5>	100.0	96.0	
96.0	98.6	<2.6>	PHOTOGRAPHY	97.0	98.5	<1.5>	100.0	98.0	
30.0	30.0	12.01		37.10	30.5	12.07	100.0	30.0	
133,129	188,333	<55,204>	TRADEMARKS AND LICENSING	1,633,739	1,705,664	<71,925>	126,004	1,605,572	
106,629	101,077	5,552	LEASED OPS	858,667	810,950	47,717	94,638	777,257	
239,758	289,410		OTHER INCOME	2,492,406	2,516,614	<24,208>	220,642	2,382,829	
251,233	303,420	<52,187>	GROSS MARGIN/OTHER	2,599,774	2,612,290	<12,516>	239,639	2,475,170	
			Lance Controllable From						
			Less: Controllable Exp						
35,138	36,393	1,255	Career Wages	291,214	286,576	<4,638>	34,575	283,828	
0	500	500	Limited Appointment	0	3,625	3,625	0	0	
193	400	207	Student Wages	1,572	1,810	238	120	1,340	
35,332	37,293	1,961	TOTAL WAGES	292,786	292,011	<775>	34,695	285,168	
295.6	262.4	<33.2>	WAGE % TO SALES	264.5	300.7	36.2	182.6	302.5	
19,000	19,637	637	Employee Benefits	147,949	154,126	6,177	17,299	142,042	
209	500	291	Office Supplies	3,520	3,845	325	479	3,067	
573	460	<113>	•	4,614	5,094	480	567	5,421	
1 057	60	60	Postage	481	480	<1>	135	191	
1,857 0	2,050 0	193 0	Trav/Trips/Conference Membership Fees	3,991 811	12,100 0	8,109 <811>	2,000 0	9,168 0	
0	500	500	Freight Out	0	500	500	0	0	
660	1,000	340	Enforcement	10,644	8,500	<2,144>	1,000	8,500	
557	1,250	693	Business Promotion	2,685	10,000	7,315	142	9,034	
0	100	100	Repairs & Maintenance	0	1,016	1,016	0	816	
0	800	800	Bad Debt	5,678	53,200	47,522	0	0	
2,083	2,083	0	Professional Services	17,656	46,668	29,012	2,443	17,495	
0	650	650	Legal	3,585	4,600	1,015	0	10,939	
767	2,300	1,533	Trademark	16,697	18,400	1,703	7,833	31,561	
12,150	12,150	0	Intern'l Agnt Fee/Tax	159,035	169,490	10,455	14,322	144,728	
8,907	10,800	1,893	Domestic Agency Fee	120,638	117,600	<3,038>	8,267	122,971	
0	0	0	Misc. Bank Charges	56	0	<56>	0	0	
27,990	54,404	26,414	Payment to UCLA TOTAL OTHER CONTROL.	442,714	448,644	5,930	27,072	483,905	
74,753 110,085	108,744 146,037	33,991 35,952	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	940,755 1,233,541	1,054,263 1,346,274	113,508 112,733	81,559 116,253	989,838 1,275,006	
110,005	140,037		GROSS CONTRIBUTION TO	1,233,341	1,540,274	112,733	110,233	1,273,000	
141,148	157,383		SVCS AND ENTERPRISES	1,366,233	1,266,016	100,217	123,386	1,200,163	
,	,	-, -,		, ,	,,.	-,	-,	, ,,	
			Less: Allocated Exp						
								_	
3,079	3,031		Allocated ExpHR	23,679	26,603	2,924	3,201	25,979	
10,072	12,107	•	Allocated Exp. Fin	101,609	101,159	<450>	9,217	84,398	
5,810	6,944	•	Allocated ExpIS	50,559	56,179	5,620	4,472	43,087	
2,410 7,603	2,758	348 993	Allocated Exp. Mktg Allocated Exp Othr SA	23,838	23,058	<780>	2,123	20,035 63,648	
7,603 33,195	8,596 31,353		Maintenance	81,301 217,135	75,142 253,730	<6,159> 36,595	6,549 15,040	122,090	
7,726	12,419	4,693	Utilities	75,298	99,130	23,832	7,332	47,425	
6,913	5,764	•	Depreciation	50,131	46,112	<4,019>	6,035	48,650	
76,808	82,972	6,164	TOTAL ALLOCATED EXP	623,550	681,113	57,563	53,970	455,313	
64,341	74,411	<10,070>	NET INCOME (LOSS)	742,683	584,903	157,780	69,416	744,850	

UCLA STUDENT UNION INCOME STATEMENT

MAR. 08(02/26/17-04/01/17)		[FISCAL YEAR 16-17			FISCAL YEAR 15-16		
C	CURRENT MONTH	1		YTD 8 MO(07/31/16-04/01/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
48,652	53,659	•	EVENT SERVICES OFFICE	344,250	368,731	<24,481>	74,881	357,331
0	90		STUDENT UNION OPERATIONS	0	556	<556>	0	0
46,404	47,183		AU POST OFFICE	302,523	329,265	<26,742>	47,545	326,105
95,056	100,932	<5,6/6>	TOTAL SALES	646,772	698,552	<51,780>	122,425	683,436
47,126	46,145	<981>	AU Post Office Cost	296,075	322,021	25,946	44,637	317,072
10,925	9,390		Facilities Costs	63,701	64,458	757	13,530	67,302
0	0	0	Cost of Sales GM RM	16	0 ., .50	<16>	0	0
58,050	55,535	<2,515>	Less: Cost of Sales	359,792	386,479	26,687	58,166	384,373
61.1	55.0		COST OF SALES %	55.6	55.3	<0.3>	47.5	56.2
37,006	45,397	<8,391>	GROSS MARGIN	286,981	312,073	<25,092>	64,259	299,062
38.9	45.0	<6.1>	GROSS MARGIN %	44.4	44.7	<0.3>	52.5	43.8
77.6	82.5		EVENT SERVICES OFFICE	81.5	82.5	<1.0>	81.9	81.2
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	0.0
<1.6>	2.2	<3.8>	AU POST OFFICE	2.1	2.2	<0.1>	6.1	2.8
12 (02	10.050	24 DC0:	CTUDENT UNION ODC	151 340	124 000	16 540	10 201	100 460
13,682 8,353	18,050 8,306	•	STUDENT UNION OPS AU POST OFFICE	151,349 53.481	134,809 57,965	16,540 <4,484>	19,291 8,607	109,468 57,017
22,035	26,356		OTHER INCOME	53,481 204,830	192,774	12,056	27,898	166,485
59,041	71,753		GROSS MARGIN/OTHER	491,810	504,847	<13,037>	92,157	465,548
33,011	71,755	(12,7127	GROSS PIARGIN OTTIER	151,010	30 1,0 17	(15,057)	32,137	103,310
			Less: Controllable Exp					
								
32,203	31,749		Career Wages	256,473	253,992	<2,481>	30,959	236,427
22,356	22,864	508	Student Wages	144,319	158,909	14,590	21,789	138,101
54,559	54,613	54	TOTAL WAGES	400,793	412,901	12,108	52,747	374,528
57.4	54.1	<3.3>	WAGE % TO SALES	62.0	59.1	<2.9>	43.1	54.8
17 402	17.262	.121.	Franks Barra Sta	125 400	126 410	1.010	16 204	126 020
17,483	17,362		Employee Benefits	135,400	136,418	1,018	16,204	126,930 10,873
3,731 3,316	689 3,385	<3,042 <i>></i> 69	Office Supplies Telephone	10,050 22,468	8,128 26,300	<1,922> 3,832	2,776 3,287	22,171
3,310	3,363 0	09	Trav/Trips/Conference	1,192	1,150	3,632 <42>	0	566
2,382	2,428	46	24 Hour Study Lounge	5,141	4,856	<285>	2,487	5,203
0	0	0	Student Comm Art	6,246	6,246	0	2, 107	4,961
371	100		Training Programs	6,849	4,858	<1,991>	334	4,768
774	917		Annual ASUCLA Events	25,034	24,338	<696>	1,229	25,587
7,580	12,000	4,420	Student Event Exp	96,935	75,453	<21,482>	16,045	68,892
0	0	0	Student Union Prog	352	0	<352>	0	0
0	0	0	Operating Supplies	1,190	0	<1,190>	<12>	77
0	0	0	Uniforms	1,940	2,000	60	0	1,400
50	255	205	Advertising	1,229	1,099	<130>	0	569
269	601		Business Promotion	2,171	4,778	2,607	575	4,226
634	903		Repairs & Maintenance	12,305	9,669	<2,636>	3,245	12,735
1,185	1,109		Bank Card Expense	7,633	7,738	105	1,089	7,644
236 0	28 0	<208>	Overs/Shorts	426 0	198 0	<228>	532	2,442 575
0	0	0	Commission Expense Student Support Svcs	2,654	2,950	0 296	0	3,206
15,417	15,417	0	Interaction Fund	123,333	2,950 123,336	3	15,417	123,333
14,900	13,500	_	STUDENT UNION EVENT F	86,064	86,000	<64>	14,175	74,911
68,329	68,694	365	TOTAL OTHER CONTROL.	548,611	525,515	<23,096>	77,381	501,069
122,888	123,307	419	TOTAL CONTROLLABLE EXP	949,404	938,416	<10,988>	130,129	875,597
			GROSS CONTRIBUTION TO					
<63,847>	<51,554>	<12,293>	SVCS AND ENTERPRISES	<457,593>	<433,569>	<24,024>	<37,972>	<410,049>
			Lance Allegate d E					
			Less: Allocated Exp					
4,756	3,704	∠1 052 5	Allocated ExpHR	32,670	33,739	1,069	4,868	33,888
4,685	5,085	<1,032 <i>></i> 400	Allocated Exp. Fin	32,670	33,739 37,142	3,720	5,782	30,326
2,703	2,916		Allocated ExpIS	16,939	20,741	3,802	2,805	15,503
1,121	1,158	37	Allocated Exp. Mktg	7,812	8,460	648	1,332	7,175
3,537	3,610	73	Allocated Exp Othr SA	26,524	27,653	1,129	4,108	22,743
45,019	43,472		Maintenance	340,135	351,803	11,668	44,681	362,714
10,478	17,210	6,732	Utilities	121,772	137,372	15,600	21,783	140,895
11,424	17,217	5,793	Depreciation	100,916	137,736	36,820	10,522	98,199
83,722	94,372	10,650	TOTAL ALLOCATED EXP	680,191	754,646	74,455	95,882	711,442
4	4.7-225		NET THOOME (LOSS)		4.65.5.5	F2 122	100.000	
<147,569>	<145,926>	<1,643>	NET INCOME (LOSS)	<1,137,785>	<1,188,215>	50,430	<133,853>	<1,121,492>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. 08(02/26/17-04/01/17)]	FISCAL YEAR 16-17			FISCAL YEAR 15-16		
	CURRENT MONTH				8 MO(07/31/16-04/01/17)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
201 011	212.250	10 440	Caracr Wagas	2 202 117	2 407 420	114 202	310.005	2 404 672
301,811 0	312,259 300	10,448 300	Career Wages Limited Appointment	2,383,117 0	2,497,420 2,400	114,303 2,400	310,095 0	2,404,672 0
32,792	34,910	2,118	Student Wages	238,277	2,400	45,566	27,873	252,337
334,603	347,469	12,866	TOTAL WAGES	2,621,394	2,783,663	162,269	337,968	2,657,008
6.4	6.5	0.1	WAGE % TO TOTAL SALES	5.9	6.0	0.1	6.6	5.8
· · · ·	0.5	0.1		0.5	0.0	0.12	0.0	5.5
0	0	0	Emp Awards, Profess.	15,178	12,215	<2,963>	0	11,859
0	0	0	Emp Awards, Students	4,000	4,120	120	0	6,000
150,215	158,310	8,095	Employee Benefits	1,155,058	1,251,277	96,219	149,328	1,169,591
8,204	8,110	<94>	Office Supplies	59,486	64,715	5,229	6,959	59,753
7,784	9,507	1,723	Telephone	62,166	72,167	10,001	8,239	61,529
762	900	138	Postage	5,754	7,212	1,458	873	6,045
184	2,543	2,359	Trav/Trips/Conference	6,117	17,772	11,655	307	4,439
0	20	20	Expense Allowance	645	80	<565>	130	187
5,700	616		Employee Relations	14,549	10,771	<3,778>	5,263	13,774
0	52	52	Tuition Assistance	0	156	156	0	0
0	703	703	Fingerprinting	2,428	5,624	3,196	530	3,271
68 0	225 206	158 206	Recruitment Operating Supplies	7,290 459	6,231 1,415	<1,059> 956	165 58	5,026 1,282
0	206 386	386	Uniforms	2,590	3,088	956 498	58 588	1,282 2,964
43	<600>		Security Expense	2,590 <375>	<4,400>	<4,025>	<426>	<3,023>
87	50	<37>	Security Expense Security Equipment	1,007	400	<4,023 <i>></i> <607>	438	1,108
2,400	2,550	150	Alarm Monitoring	21,363	20,400	<963>	2,572	21,686
1,061	1,311	250	Advertising	9,286	10,736	1,450	1,030	9,728
1,545	1,545	0	Benefits U Adv	12,360	12,360	0	1,500	12,000
8,412	5,807	<2,605>	Repairs & Maintenance	56,726	51,667	<5,059>	6,894	47,276
723	1,272	549	Repair-Mtce Computer	6,973	10,176	3,203	653	7,260
11,332	17,017	5,685	Repairs & Mtce-Equip	95,533	114,471	18,938	11,459	98,041
0	18	18	Printing	122	429	307	0	218
2,765	2,765	0	Bruin One Card Exp	36,895	36,895	0	2,684	36,015
9	40	31	Overs/Shorts	50	279	229	<0>	<37>
19,169	15,734		Insurance Expense	153,352	125,872	<27,480>	14,303	114,427
24,662	5,380	•	Professional Services	88,517	41,682	<46,835>	4,069	41,064
1,396	1,409	13	Legal	11,166	11,266	100	1,178	10,651
10,033	10,314	281	External Audit	80,752	82,508	1,756	9,906	80,535
129 9,607	350	221 504	Temp Agency Service	13,254 76,858	4,500	<8,754>	0	10,914
3,500	10,111 3,500	0	Internal Audit Tax Consulting	76,636 7,229	80,888 7,229	4,030 0	8,912 3,398	72,826 7,018
4,455	3,583		PROFESSIONAL FEES PCI	7,229 7,845	26,664	18,819	3,396 423	24,999
12,278	11,845	<433>	Board of Directors	100,834	104,923	4,089	10,694	100,818
0	103	103	Special Projects	4,119	7,070	2,951	1,766	8,440
4,567	5,008	441	Misc. Bank Charges	33,462	35,522	2,060	3,905	31,230
3,346	3,900	554	Armored Carrier Expense	26,949	29,900	2,951	3,249	25,937
7,635	7,635	0	UCOP Payroll Services	61,080	61,080	0	7,635	61,080
11,222	0		UC PATH CHARGES	52,976	0	<52,976>	0	0
8,050	0		Student Med Supp Fund	52,325	0	<52,325>	0	0
13,296	13,669	373	UCLA Recharge Expense	106,241	109,352	3,111	13,401	107,208
0	1,545		Special Events	27,511	26,161	<1,350>	1,038	24,487
334,638	307,439		TOTAL OTHER CONTROL.	2,480,131	2,464,873	<15,258>	283,121	2,297,624
669,241	654,908	<14,333>	TOTAL CONTROLLABLE EXP	5,101,526	5,248,536	147,010	621,089	4,954,633
			Less: Allocated Exp					
10.456	10.765	.604	Maintanana	145.044	151.000	6.053	10.252	140 167
19,456	18,765		Maintenance	145,011	151,863	6,852	18,252	148,167
4,528	7,428	2,900	Utilities	51,771	59,295	7,524	8,898	57,555
20,862 44,847	21,654 47,847	792 3,000	Depreciation TOTAL ALLOCATED EXP	164,588 361,370	173,225 384,383	8,637 23,013	10,310 37,460	90,838 296,561
714,088	702,755		NET EXPENSE	5,462,896	5,632,919	170,023	658,549	5,251,194
<643,275>	<635,579>	7,696	Allocated-Svs and Ent	<4,910,971>	<5,091,113>	<180,142>	<582,554>	<4,625,313>
<32,165>	<32,165>	0	Allocated-USAC	<259,437>	<259,437>	0	<30,696>	<247,681>
<3,277>	<3,277>	0	Allocated-GSA	<26,457>	<26,457>	0	<3,536>	<24,735>
<35,371>	<31,734>	3,637	Allocated-Comm Board	<266,031>	<255,912>	10,119	<41,763>	<353,466>
<714,088>	<702,755>	11,333	TOTAL OTHER	<5,462,896>	<5,632,919>	<170,023>	<658,549>	<5,251,195>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	<1>
U U	U	ı U	. 5 1/10 1/10 1/10 1		U	\U /	U	\1\

MAINTENANCE DIVISION EXPENSE STATEMENT

			1
	08(02/26/17-04/0		
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
447.757	115 506	2 474	o 111
117,757	115,586		Career Wages
3,221	2,198	,	Limited Appointment
491	600	109	Student Wages
<441>	<580>		Labor Recharge
<9,113>	<7,138>	1,975	Billed Labor Costs
0	<4,000>	<4,000>	, ,
111,915	106,666	<5,249>	TOTAL WAGES
70 210	70 410	0.100	Francisco - Donofito
70,310	78,418	8,108	Employee Benefits
139	168	29	Office Supplies
626	623		Telephone
0	0	0	Trav/Trips/Conference
5,339	5,247		Paper
5,779	5,791	12	Cleaning Supplies
404	1,066	662	Replacements
567	516		Laundry
25,859	23,200		Repairs & Maintenance
2,289	4,225	1,936	Repairs & Mtce-Elevator
0	0	0	Repairs & Mtce-Equip
731	1,500	769	Painting Program
0	250	250	Incidental Proj Exp
11,347	3,100		Air Conditioning-Maint
10,335	9,358		Rub Remvl/Hauling
4,242	3,152		Rodent & Pest Control
2,692	1,050	•	Rentals-Truck
0	0	0	Janitorial
140,659	137,664	<2,995>	
252,574	244,330	<8,244>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
			Less. Allocated Exp
16,834	19,145	2,311	Depreciation
16,834	19,145	2,311	TOTAL ALLOCATED EXP
269,408	263,475	<5,933>	
<230,992>	<225,298>	5,694	Allocated-Svs and Ent
<7,672>	<7,672>	0	Allocated-USAC
<3,009>	<3,009>	0	Allocated-GSA
<8,279>	<8,729>	<450>	Allocated-Comm Board
<19,456>	<18,767>	689	Allocated-A & SS
<269,408>	<263,475>	5,933	TOTAL OTHER
_	_	_	TOTAL EVDENCE
0	0	0	TOTAL EXPENSE

	ICCAL VEAD 16 1	ETCCAL VEAD 15 16		
	ISCAL YEAR 16-1	FISCAL YEAR 15-16 LAST YEAR ACTUAL		
	MO(07/31/16-04/			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
910,209	947,635	37,426	112,682	896,203
34,655	17,584	<17,071>	4,174	25,234
3,006	4,800	1,794	0	209
<4,027>	<4,800>	<773>	<1,338>	<7,674>
<66,316>	<57,774>	8,542	<6,596>	<53,633>
<33,354>	<32,000>	1,354	<4,998>	<12,038>
844,173	875,445	31,272	103,925	848,301
571,966	630,006	58,040	67,650	562,965
1,260	1,484	224	119	811
5,433	4,978	<455>	618	4,975
1,393	1,500	107	0	286
39,143	40,253	1,110	5,279	39,015
43,927	44,277	350	5,660	41,867
8,089	9,451	1,362	646	7,582
4,086	5,100	1,014	1,797	5,164
179,901	180,500	599	31,311	260,977
22,214	36,590	14,376	2,242	33,700
468	700	232	86	318
5,831	12,000	6,169	<37>	1,824
1,680	2,000	321	0	0
37,752	36,038	<1,714>	6,567	36,646
63,612	64,206	594	9,085	55,174
25,455	25,216	<239>	4,053	31,509
8,465	8,400	<65>	<729>	7,194
4,150	0	<4,150>	0	0
1,024,825	1,102,699	77,874	134,347	1,090,007
1,868,997	1,978,144	109,147	238,272	1,938,308
146,012	153,160	7,148	14,824	115,147
146,012	153,160	7,148	14,824	115,147
2,015,009	2,131,304	116,295	253,096	2,053,455
<1,720,281>	<1,823,279>	<102,998>	<215,982>	<1,753,315>
<61,383>	<61,383>	0	<6,993>	<55,951>
<24,072>	<24,072>	0	<2,743>	<21,938>
<64,262>	<70,695>	<6,433>	<9,126>	<74,084>
<145,011>	<151,875>	<6,864>	<18,252>	<148,167>
<2,015,009>	<2,131,304>	<116,295>	<253,096>	<2,053,455>
0	0	0	0	<0>

UTILITIES EXPENSE STATEMENT

MAR.	08(02/26/17-04/0	01/17)	
	Current Month		
ACTUAL	BUDGET	VARIANCE	
1,286	11,708	10,422	Chiller Water
47,369	68,088	20,719	Elec-Non Air Cond.
10,225	11,621	1,396	Water-Non Air Cond.
<455>	8,642	9,097	Steam-Non Air Cond.
4,717	3,179	<1,538>	Gas
1,550	1,551	1	Energy Management
64,692	104,789	40,097	TOTAL OTHER CONTROL.
64,692	104,789	40,097	TOTAL CONTROLLABLE EXP
<53,763>	<89,197>	<35,434>	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,260>	<1,260>	0	Allocated-GSA
<1,927>	<3,688>	<1,761>	Allocated-Comm Board
<4,528>	<7,430>	<2,902>	Allocated-A & SS
<64,692>	<104,789>	<40,097>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 16-1	FISCAL YEAR 15-16			
YTD 8	MO(07/31/16-04/	LAST YEAR ACTUAL			
ACTUAL	ACTUAL BUDGET		MONTH	YTD	
100,960	136,331	35,371	17,233	126,509	
471,110	532,512	61,402	84,547	519,041	
67,393	84,083	16,690	12,626	80,122	
47,201	47,891	690	4,053	47,286	
25,698	23,314	<2,384>	3,445	22,070	
12,404	12,408	4	1,550	10,853	
724,766	836,539	111,773	123,454	805,881	
724,766	836,539	111,773	123,454	805,881	
<614,072>	<712,003>	<97,931>	<105,297>	<681,069>	
<25,712>	<25,712>	0	<3,455>	<27,640>	
<10,080>	<10,080>	0	<1,355>	<10,840>	
<23,130>	<29,438>	<6,308>	<4,449>	<28,778>	
<51,771>	<59,306>	<7,535>	<8,898>	<57,555>	
<724,766>	<836,539>	<111,773>	<123,455>	<805,881>	
<0>	0	0	<0>	0	