# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/27/19 - 02/23/19)

Prepared
March 12, 2019

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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# ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - FEBRUARY 2019 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		FEBR	UARY (01/2	27/19 - 02/23	3/19)			FY 17	7-18	]	FISCAL YEAR 2018-2019				FY 1	7-18					
			CURRENT	ГМОМТН				**	*				YTD 7	MONTHS (0	7/29/18 - 02	2/23/19)			**		
ACTU	AL	BUDO	<b>SET</b>		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARI	ANCE		LAST YEAR ACT		
				ACT/	BUD	ACT/LY	-									/BUD	ACT/LY ACT				
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
2,993		2,764		229	8.3%	220	7.9%	2,773		UCLA Store	26,668		27,657		(989)	(3.6%)	(440)	(1.6%)	27,108		
1,630		1,830		(200)	(10.9%)	(20)	(1.2%)	1,650		UCLA Restaurants	9,670		10,524		(854)	(8.1%)	268	2.9%	9,402		
353		366		(13)	(3.6%)	18	5.4%	335		Licensing & Services	3,085		2,907		178	6.1%	412	15.4%	2,673		
119		137		(18)	(13.1%)	(21)	(15.0%)	140		UCLA Student Union	814		879		(65)	(7.4%)	0	0.0%	814		
5,095		5,097		(2)	(0.0%)	197	4.0%	4,898		TOTAL	40,237		41,967		(1,730)	(4.1%)	240	0.6%	39,997		
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.			
1,035	34.6%	1,031	37.3%	4	(2.7)	30	(1.6)	1,005		UCLA Store	8,691	32.6%	9,274	33.5%	(583)	(0.9)	(101)	0.2	8,792	32.4%	
1,155	70.9%	1,301	71.1%	(146)	(0.2)	(29)	(0.9)	1,184	71.8%	UCLA Restaurants	6,857	70.9%	7,478	71.1%	(621)	(0.2)	154	(0.4)	6,703	71.3%	
353	100.0%	366	100.0%	(13)	0.0	18	0.0	335		Licensing & Services	3,083	99.9%	2,905	99.9%	178	0.0	412	0.0	2,671	99.9%	
81	68.1%	79	57.7%	2	10.4	4	13.1	77	55.0%	UCLA Student Union	486	59.7%	478	54.4%	8	5.3	56	6.9	430	52.8%	
2,624	51.5%	2,777	54.5%	(153)	(3.0)	23	(1.6)	2,601	53.1%	TOTAL	19,117	47.5%	20,135	48.0%	(1,018)	(0.5)	521	1.0	18,596	46.5%	
										WAGES & BENEFITS											
594	19.8%	582	21.1%	(12)	1.3	(51)	(0.2)	543		UCLA Store	4,173	15.6%	4,211	15.2%	38	(0.4)	(289)	(1.3)	3,884	14.3%	
780	47.9%	766	41.9%	(14)	(6.0)	(82)	(5.6)	698		UCLA Restaurants	5,106	52.8%	5,257	50.0%	151	(2.8)	(470)	(3.5)	4,636	49.3%	
67	19.0%	55	15.0%	(12)	(4.0)	(11)	(2.3)	56		Licensing & Services	492	15.9%	391	13.5%	(101)	(2.4)	(114)	(1.8)	378	14.1%	
73	61.3%	75	54.7%	2	(6.6)	(2)	(10.6)	71	50.7%	UCLA Student Union	497	61.1%	517	58.8%	20	(2.3)	(15)	(1.9)	482	59.2%	
1,514	29.7%	1,478	29.0%	(36)	(0.7)	(146)	(1.8)	1,368	27.9%	TOTAL	10,268	25.5%	10,376	24.7%	108	(8.0)	(888)	(2.0)	9,380	23.5%	
										OTHER CONTROLLABLES											
66	2.2%	71	2.6%	5	0.4	(19)	(0.5)	47		UCLA Store	1,491	5.6%	1,502	5.4%	11	(0.2)	(27)	(0.2)	1,464	5.4%	
188	11.5%	191	10.4%	3	(1.1)	(17)	(1.1)	171	10.4%	UCLA Restaurants	1,079	11.2%	1,112	10.6%	33	(0.6)	(57)	(0.3)	1,022	10.9%	
77	21.8%	122	33.3%	45	11.5	50	16.1	127		Licensing & Services	947	30.7%	1,006	34.6%	59	3.9	19	5.4	966	36.1%	
86 417	72.3%	70	51.1%	(16) <b>37</b>	(21.2)	(8)	(16.6)	78 <b>423</b>		UCLA Student Union	358	44.0%	368	41.9%	10 <b>113</b>	(2.1)	17	2.1	375	46.1% <b>9.6%</b>	
417	8.2%	454	8.9%	3/	0.7	6	0.4	423	8.6%	TOTAL	3,875	9.6%	3,988	9.5%	113	(0.1)	(48)	0.0	3,827	9.6%	
										CONTRIBUTION											
376	12.6%	378	13.7%	(2)	(1.1)	(39)	(2.4)	415		UCLA Store	3,027	11.4%	3,561	12.9%	(534)	(1.5)	(417)	(1.3)	3,444	12.7%	
187	11.5%	345	18.9%	(158)	(7.4)	(128)	(7.6)	315		UCLA Restaurants	673	7.0%	1,109	10.5%	(436)	(3.5)	(372)	(4.1)	1,045	11.1%	
210 (78)	59.5% (65.5%)	189 (66)	51.6% (48.2%)	21 (12)	7.9 (17.3)	57 (6)	13.8 (14.1)	153 (72)		Licensing & Services UCLA Student Union	1,643 (368)	53.3% (45.2%)	1,509 (407)	51.9% (46.3%)	134 39	1.4 1.1	317 59	3.7 7.3	1,326 (427)	49.6% (52.5%)	
695	13.6%	846	16.6%	(151)	(3.0)	(116)	(3.0)	811		TOTAL	4.975	12.4%	5,772	13.8%	(797)	(1.4)	(413)	(1.1)	5,388	13.5%	
093	13.0%	040	10.0%	(131)	(3.0)	(116)	(3.0)	011	10.0%	1	4,975	12.4%	5,772	13.0%	(191)	(1.4)	(413)	(1.1)	3,300	13.5%	
										ALLOCATED EXPENSES											
603	11.8%	633	12.4%	30	0.6	42	1.4	645		Admin&Support Services	4,222	10.5%	4,498	10.7%	276	0.2	(98)	(0.2)	4,124	10.3%	
246	4.8%	230	4.5%	(16)	(0.3)	(8)	0.1	238		Facilities	1,790	4.4%	1,707	4.1%	(83)	(0.3)	(154)	(0.3)	1,636	4.1%	
78 199	1.5% 3.9%	74	1.5%	(4)	0.0	0	0.1	78	1.6%	Utilities	506	1.3%	592	1.4%	86	0.1	76	0.2	582	1.5%	
1,126	22.1%	216 <b>1,153</b>	4.2% <b>22.6%</b>	17 <b>27</b>	0.3 <b>0.5</b>	(15) <b>19</b>	(0.1) <b>1.3</b>	184 <b>1,145</b>		Depreciation TOTAL	1,449 <b>7,967</b>	3.6% <b>19.8%</b>	1,510 <b>8,307</b>	3.6% <b>19.8%</b>	61 <b>340</b>	0.0	(115) (291)	(0.3) (0.6)	1,334 <b>7,676</b>	3.3% <b>19.2%</b>	
1,120	22.170	1,155	22.0%	21	0.5	19	1.3	1,145	23.4%	1	7,907	19.0%	0,307	19.0%	340	0.0	(291)	(0.6)	7,076	19.2%	
(431)	(8.5%)	(307)	(6.0%)	(124)	(2.5)	(97)	(4.7)	(334)	(6.8%)	NET INCOME (LOSS) FROM OPERATIONS	(2,992)	(7.4%)	(2,535)	(6.0%)	(457)	(1.4)	(704)	(4.7)	(2,288)	(5.7%)	
(431)	(0.5%)	(307)	(0.0%)	(124)	(2.5)	(97)	(1.7)	(334)	(%8.6)	1	(2,992)	(1.4%)	(∠,535)	(%0.0%)	(457)	(1.4)	(704)	(1.7)	(∠,∠88)	(3.7%)	
	0.40/		0.00/	40		(4.4)	(0.0)		0.70	OTHER INC/(EXP)	40.	0.50/		0.00/	100	0.7		0.0	100	0.00/	
20 33	0.4%	2 14	0.0% 0.3%	18 19	0.4	(14)	(0.3)	34 14	0.7% 0.3%	Non-Recurrent Inc/(Exp) Interest Income	194 223	0.5% 0.6%	14 101	0.0%	180	0.5	94	0.2 0.3	100 104	0.3% 0.3%	
(29)	0.6% (0.6%)	(29)	(0.6%)	0	0.3	19	0.3 0.1	(32)		Interest Income Interest (Expense)	(202)	(0.5%)	(202)	0.2% (0.5%)	122 0	0.4 0.0	119 22	0.3	(224)	(0.6%)	
(29)	0.0%	(29)	0.0%	2	0.0	0	0.1	(32)	0.7%)	Income Taxes	(202)	0.0%	(202)	0.0%	12	0.0	0	0.1	(224)	0.0%	
244	4.8%	244	4.8%	0	0.0	10	0.0	234	4.8%	Student Union Fee Income	1,711	4.3%	1,711	4.1%	0	0.0	63	0.0	1,648	4.1%	
268	5.3%	229	4.5%	39	0.8	18	0.0	250		TOTAL	1,926	4.8%	1,612	3.8%	314	1.0	298	0.7	1,628	4.1%	
(163)	(3.2%)	(78)	(1.5%)	(85)	(1.7)	(79)	(1.5)	(84)		NET INCOME (LOSS)	(1,066)	(2.6%)	(923)	(2.2%)	(143)	(0.4)	(406)	(0.9)	(660)	(1.7%)	
(103)	(3.2%)	(16)	(1.5%)	(00)	(1.7)	(19)	(1.5)	(04)	(1.1%)	INCLINICONE (LUSS)	(1,000)	(2.0%)	(923)	(2.2%)	(143)	(0.4)	(406)	(0.9)	(000)	(1.7%)	

# ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - FEBRUARY 2019 (\$000's) DIVISIONS FULLY ALLOCATED

		FEDE	RUARY (01/2	7/40 02/22	2/40\			FY 1	7 1 0	1				ICCAL VEA	R 2018-201	n			FY 1	7 4 0
		FEBR	CURRENT		5/19)			***	/-10 *	-					7/29/18 - 02				**	/-10 *
AC:	UAL	BUD			VARIA	NCE		LAST YE	AR ACT	1	ACT	UAL	BUD		20/10 - 02		ANCE		LAST YE	AR ACT
7.0	· · · ·		~_·	ACT/I		ACT/LY	/ ACT								ACT/BUD			Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,993		2,764		229	8.3%	220	7.9%	2,773		UCLA Store	26,668		27,657		(989)	(3.6%)	(440)	(1.6%)	27,108	
1,630		1,830		(200)	(10.9%)	(20)	(1.2%)	1,650		UCLA Restaurants	9,670		10,524		(854)	(8.1%)	268	2.9%	9,402	
353		366		(13)	(3.6%)	18	5.4%	335		Licensing & Services	3,085		2,907		178	6.1%	412	15.4%	2,673	
119		137		(18)	(13.1%)	(21)	(15.0%)	140		UCLA Student Union	814		879		(65)	(7.4%)	0	0.0%	814	
5,095		5,097		(2)	(0.0%)	197	4.0%	4,898		TOTAL	40,237		41,967		(1,730)	(4.1%)	240	0.6%	39,997	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,035	34.6%	1,031	37.3%	4	(2.7)	30	(1.6)	1,005		UCLA Store	8,691	32.6%	9,274	33.5%	(583)	(0.9)	(101)	0.2	8,792	32.4%
1,155	70.9%	1,301	71.1%	(146)	(0.2)	(29)	(0.9)	1,184	71.8%	UCLA Restaurants	6,857	70.9%	7,478	71.1%	(621)	(0.2)	154	(0.4)	6,703	71.3%
353 81	100.0% 68.1%	366	100.0%	(13) 2	0.0	18 4	0.0	335 77	100.0%	Licensing & Services	3,083	99.9% 59.7%	2,905	99.9% 54.4%	178 8	0.0	412	0.0	2,671	99.9%
2.624	51.5%	79 <b>2,777</b>	57.7% <b>54.5%</b>	(153)	10.4 (3.0)	23	13.1 (1.6)	2,601	55.0% 53.1%	UCLA Student Union TOTAL	486 <b>19,117</b>	47.5%	478 <b>20,135</b>	48.0%	(1,018)	5.3 (0.5)	56 <b>521</b>	6.9 <b>1.0</b>	430 <b>18,596</b>	52.8% <b>46.5%</b>
	0.1070	_,	0 11070	(100)	(0.0)		(110)	2,001	001170	1	.0,	11.070	20,100	101070	(1,010)	(0.0)			10,000	10.070
659	22.0%	653	23.6%	(6)	1.6	(69)	(0.7)	590	21.3%	TOTAL CONTROLLABLES UCLA Store	5,664	21.2%	5,713	20.7%	49	(0.5)	(316)	(1.5)	5,348	19.7%
968	59.4%	956	52.2%	(12)	(7.2)	(99)	(6.7)	869	52.7%	UCLA Restaurants	6,184	64.0%	6,369	60.5%	185	(3.5)	(526)	(3.8)	5,658	60.2%
143	40.5%	177	48.4%	34	7.9	39	13.8	182	54.3%	Licensing & Services	1,440	46.7%	1,397	48.1%	(43)	1.4	(95)	3.6	1,345	50.3%
158	132.8%	145	105.8%	(13)	(27.0)	(9)	(26.4)	149	106.4%	UCLA Student Union	854	104.9%	885	100.7%	31	(4.2)	Ì 3	0.4	857	105.3%
1,928	37.8%	1,931	37.9%	3	0.1	(138)	(1.3)	1,790	36.5%	TOTAL	14,142	35.1%	14,364	34.2%	222	(0.9)	(934)	(2.1)	13,208	33.0%
										CONTRIBUTION										
376	12.6%	378	13.7%	(2)	(1.1)	(39)	(2.4)	415	15.0%	UCLA Store	3,027	11.4%	3,561	12.9%	(534)	(1.5)	(417)	(1.3)	3,444	12.7%
187	11.5%	345	18.9%	(158)	(7.4)	(128)	(7.6)	315	19.1%	UCLA Restaurants	673	7.0%	1,109	10.5%	(436)	(3.5)	(372)	(4.1)	1,045	11.1%
210	59.5%	189	51.6%	21	7.9	57	13.8	153	45.7%	Licensing & Services	1,643	53.3%	1,509	51.9%	134	1.4	317	3.7	1,326	49.6%
(78)	(65.5%)	(66)	(48.2%)	(12)	(17.3)	(6)	(14.1)	(72)	(51.4%)	UCLA Student Union	(368)	(45.2%)	(407)	(46.3%)	39	1.1	59	7.3	(427)	(52.5%)
695	13.6%	846	16.6%	(151)	(3.0)	(116)	(3.0)	811	16.6%	TOTAL	4,975	12.4%	5,772	13.8%	(797)	(1.4)	(413)	(1.1)	5,388	13.5%
	4= 00/		04.50/							ALLOCATED EXPENSES	4 000	4= 40/	. =	40.00/	400		(= A)	(0.5)		
535 399	17.9% 24.5%	595 365	21.5% 19.9%	60	3.6 (4.6)	2 19	1.5 0.8	537 418		UCLA Store UCLA Restaurants	4,030 2,531	15.1% 26.2%	4,520 2,453	16.3% 23.3%	490 (78)	1.2	(74)	(0.5)	3,956 2,440	14.6% 26.0%
96	27.2%	100	27.3%	(34)	0.1	2	2.1	98	25.3% 29.3%	Licensing & Services	733	23.8%	672	23.1%	(61)	(2.9) (0.7)	(91) (61)	(0.2) 1.3	672	25.1%
96	80.7%	93	67.9%	(3)	(12.8)	(4)	(15.0)	92	65.7%	UCLA Student Union	673	82.7%	662	75.3%	(11)	(7.4)	(65)	(8.0)	608	74.7%
1,126	22.1%	1,153	22.6%	27	0.5	19	1.3	1,145		TOTAL	7,967	19.8%	8,307	19.8%	340	0.0	(291)	(0.6)	7,676	19.2%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(160)	(3.1%)	(216)	(4.2%)	56	1.1	(39)	(0.6)	(121)	. ,	UCLA Store	(1,003)	(2.5%)	(959)	(2.3%)	(44)	(0.2)	(490)	(1.2)	(513)	(1.3%)
(211)	(4.1%)	(20)	(0.4%)	(191)	(3.7)	(108)	(2.0)	(103)	(2.1%)	UCLA Restaurants	(1,858)	(4.6%)	(1,344)	(3.2%)	(514)	(1.4)	(463)	(1.1)	(1,395)	(3.5%)
114	2.2%	88	1.7%	26	0.5	60	1.1	54	1.1%	Licensing & Services	910	2.3%	837	2.0%	73	0.3	255	0.7	655	1.6%
(174) (431)	(3.4%) (8.5%)	(159)	(3.1%) (6.0%)	(15) <b>(124)</b>	(0.3) (2.5)	(10) <b>(97)</b>	(0.1)	(164) (334)		UCLA Student Union TOTAL	(1,041)	(2.6%)	(1,069) (2,535)	(2.5%)	28 <b>(457)</b>	(0.1) (1.4)	(6)	0.0	(1,035) (2,288)	(2.6%) (5.7%)
(431)	(8.5%)	(307)	(6.0%)	(124)	(2.5)	(97)	(1.7)	(334)	(6.8%)	1	(2,992)	(7.4%)	(∠,ɔა5)	(6.0%)	(457)	(1.4)	(704)	(1.7)	(∠,∠88)	(3.7%)
20	0.4%	2	0.0%	18	0.4	(14)	(0.3)	34	0.7%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	194	0.5%	14	0.0%	180	0.5	94	0.2	100	0.3%
33	0.4%	14	0.0%	19	0.4	19	0.3	14	0.7 %	Interest Income	223	0.5%	101	0.0%	122	0.3	119	0.2	104	0.3%
(29)	(0.6%)	(29)	(0.6%)	0	0.0	3	0.5	(32)	(0.7%)	Interest (Expense)	(202)	(0.5%)	(202)	(0.5%)	0	0.0	22	0.3	(224)	(0.6%)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	(12)	0.0%	12	0.0	0	0.0	0	0.0%
244	4.8%	244	4.8%	0	0.0	10	0.0	234	4.8%	Student Union Fee Income	1,711	4.3%	1,711	4.1%	0	0.2	63	0.2	1,648	4.1%
268	5.3%	229	4.5%	39	0.8	18	0.2	250	5.1%	TOTAL	1,926	4.8%	1,612	3.8%	314	1.0	298	0.7	1,628	4.1%
(163)	(3.2%)	(78)	(1.5%)	(85)	(1.7)	(79)	(1.5)	(84)	(1.7%)	NET INCOME (LOSS)	(1,066)	(2.6%)	(923)	(2.2%)	(143)	(0.4)	(406)	(0.9)	(660)	(1.7%)

#### ASUCLA P/L Reconciliation Feb-19

Financial Analysis		000's
	Fe	eb-19
Budgeted Net Income/(Loss)	_	(7
UCLA Store	_	+
Gross Margin:	_	+
Fast Track above plan: strong sales for umbrellas and continued positive trend in men's sportswear for Champion (non-UCLA) branded product	8	†
Graduation ETC above plan: strong response to Centennial Graduation sashes and improved marketing resulted in realizing online sales earlier than anticipated	9	†
Market below plan mostly due to a shortfall in gift category (vendor's delay in delivering Hydro Flask orders)	(7)	_
E-Commerce below plan due to reduced fan enthusiasm	(6)	
·	(12)	
New Text below plan primarily due to shift to Used textbooks	6	
CRS above plan as department orders were greater than planned		
LuValle Books below plan: lower sales due to shift to rental income and change in method of costing monthly gross margin (YTD margin close to plan)	(6)	
LuValle General Mdse below plan: negative effect on foot traffic due to extended inclement weather		+
HSS Dental above plan due to timing: delivery of backordered merchandise	17	+-
Total Wages above plan	(5)	
Other	(1)	
Total Contribution		(2
UCLA Restaurants	+-	+
Gross Margin:		+
Wetzels/RX below plan due to extensive rain and cold weather negatively impacting sales	(5)	
Greenhouse below plan: higher cannibalization from Veggie Grill than anticipated and extensive rain and cold weather	(17)	
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(6)	
North Campus Student CTR below plan due to continuing general downward trend of customer traffic, possibly ongoing construction impacts, and rain and cold weather reduced sales	(19)	
CSSC above plan: Blaze and Peet's coffee sales higher than anticipated	10	
Café Synapse below plan: lower average check with new menu mix and customer traffic challenges (aggressive marketing and menu adjustments made in February showing slight progress)	(5)	
LuValle Food Servery below plan due to continued general downward trend of customer traffic, impact of rain and cold weather and limited indoor seating	(13)	
Jimmy's above plan: reversal of correction of prior month adjustment (YTD back on budget targets)	5	
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday and impact of rain and cold weather (marketing initiatives have started to slow previous declines)	(6)	
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(5)	
Taco Bell below plan: customer counts close to budgeted targets however the average check was budgeted too high	(5)	
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(5)	
Catering below plan: budget more optimistic than results and included substantial increases each period (growth over prior year but not as quickly as planned)	(31)	)
Concessions below plan: lower sales than budget and prior year as both men's and women's basketball teams have significantly lower attendance than plan	(22)	4
Total Wages above plan	(11)	4
Other, various negative gross margin variances	(23)	4
Total Contribution		(158
Licensing & Services		<u> </u>
Gross Margin:		
Licensing Domestic below plan due to continuing downward trend largely Under Armour and declines in multiple other licensees	(64)	1
Licensing International above plan due to Japan (not timing-related)	33	ļ
Licensing Promotional Royalties below plan due in part to budget set an increase in the royalty rate to 8% however it has been maintained at 6%	(6)	1
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21	
Photography sales above plan due to additional unanticipated projects	5	1
Total Wages above plan	(7)	)
Other, positive controllables mostly Licensing	39	
Total Contribution		2
UCLA Student Union		
Gross Margin:		
Event Services above plan (mostly student programming this month ad higher cost equipment requirements)	4	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower than expected visitor traffic and sales during rain days	(2)	,
Total wages below plan	3	
Other, negative controllables (mostly student events expense due to higher equipment costs)	(17)	,
Total Contribution		(1
Allocated Expenses and Other		
A&SS below plan with savings mostly in wages and UCPath charges	30	T
Facilities higher than plan mostly repairs & maintenance regarding changes noted during inspections at North Campus and LuValle	(16)	)
Utilities higher than plan due to positive chiller water results (cool months reduced demand) offset by negative non-air electricity usage from overnight projects	(4)	
Depreciation below plan due to timing for capital projects	17	
Other: mostly various positive non recurrent income and additional interest income due to higher cash balance and interest rate	39	T
- India com outline and more than		6
Total		

# ASUCLA P/L Reconciliation Year-To-Date Through February, 2019

Financial Analysis								
Budgeted Net Income/(Loss)		(92						
JCLA Store								
Gross Margin:								
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(312)							
E-Commerce below plan: overall decline in fan enthusiasm	(121)							
New Text below plan: interaction between New and Used (lower sales impacted by new rental program in Used Text), high Fall rental expense and delayed receivings	(139)							
Used Text above plan: positive impact of new rental program and availability of inventory	52							
Computer Store below plan: weakness in institutional demand for Apple products	(24)							
HSS Dental below plan: timing related to backordered items	(38)							
Total Wages below plan	8							
Other, positive controllables mostly employee benefits, telephone and bank card expense	40							
Total Contribution		(53						
UCLA Restaurants								
Gross Margin:								
Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days	35							
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(58)							
Untitled below plan based on Stage Canteen closure which has not occurred	(24)							
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather is negatively impacting sales	(51)							
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	52							
Café Synapse below plan due to ongoing customer traffic decline	(34)							
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather	(61)							
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(50)							
Taco Bell below plan: mostly lower average check	(30)							
Music Café below plan due mostly to decline in customer count	(28)							
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(185)							
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(61)							
Total Wages lower than plan	68							
Other, positive controllables offset by various negative gross margin variances	(9)							
Total Contribution		(43						
Licensing & Services								
Gross Margin:								
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(148)							
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	212							
Licensing Campus Sourcing close to plan	(3)							
Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October)	(13)							
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	124							
Total Wages above plan	(62)							
Other, positive controllables mostly Licensing	24							
Total Contribution		13						
UCLA Student Union								
Gross Margin:								
Event Services above plan mostly due to two unanticipated shoots and other client events	24							
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(12)							
Total Wages below plan	14							
Other, positive controllables	13							
Total Contribution	10							
Allocated Expenses and Other								
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	276							
Facilities above plan due to rental of portable air conditioning units and other repairs	(83)							
Utilities below plan: savings due to lower consumption and energy efficient projects. In addition the budget was based on historical charges reflecting faulty meter readings.	86							
	61							
Depreciation lower than plan due to timing of capitals  Other mostly higher interest income and various positive controlled.								
Other: mostly higher interest income and various positive non-recurrent	314	_						
Total Actual Net Income/(Loss)	$+\!-\!\!-$	(1,0						

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

	Current Month	Prior Month	Prior Year
	February 2019	January 2019	July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$21,548	\$19,405	\$13,915
Accounts receivable	4,380	4,510	3,844
Less: Allowance for doubtful accounts	(586)	(588)	(580)
Accounts receivable, net	3,794	3,922	3,264
Student fees receivable	0	0	118
Short term note receivable	0	7 000	200
Inventories Prepaid expenses and other current assets	6,176 225	7,098 234	6,248 319
Total current assets	31,743	30,659	24,064
Total outfolk addoto	01,710	00,000	21,001
LONG TERM ASSETS			
Property, equipment and improvements	73,064	72,996	72,708
Less: Accumulated depreciation	(51,434)	(51,235)	(50,163)
Total long term assets	21,630	21,761	22,545
TOTAL ASSETS	\$53,373	\$52,420	\$46,609
LIABILITIES AND RETAINED EARNINGS			
EIADIEITIEG AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,399	\$6,181	\$7,049
Wages and payroll taxes payable	14,064	11,700	5,551
Sales tax payable & other liabilities	970	1,028	625
Interest payable	99	70	74
Deferred income	1,262	1,683	518
Funds held for others	191	207	338
Current portion of long term debt  Total current liabilities	867 22,852	867 21,736	867 15,022
Total current habilities	22,002	21,730	15,022
LONG TERM DEBT:			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
•	·	·	·
TOTAL LIABILITIES	29,947	28,831	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,482	25,151
Year-to-date net income/(loss)	(1,066)	(903)	(659)
Fuding Dalance	00.400	00.500	04.400
Ending Balance	23,426	23,589	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$53,373	\$52,420	\$46,609

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS February 2019 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$163)	(\$1,066)	(\$660)
Adjustments to reconcile net income/(loss) to net		(, ,	,
cash provided/(used) by operating activities:			
Depreciation	199	1,449	1,334
Loss (Gain) on disposal of fixed assets	0	0	16
Accounts receivable	128	(530)	(423)
Student fees receivable	0	118	373
Short term note receivable	0	200	0
Inventories	922	72	370
Prepaid expenses and other current assets	9	94	82
Increase/(decrease) in current liabilities:			
Accounts payable	(782)	(1,650)	(101)
Sales tax payable & other liabilities	(58)	345	162
Wages and payroll taxes payable	2,364	8,513	2,641
Interest payable	29	25	29
Deferred Income	(421)	744	170
Funds held for others	(16)	(147)	62
Net cash provided/(used) by operating activities	2,211	8,167	4,055
	,	,	,
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(68)	(516)	(803)
Change in capital projects in progress	0	(18)	0
		\ \ /	
Net cash used in investing activities	(68)	(534)	(803)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
. 1 . 1 . 2		-	
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	2,143	7,633	3,252
CASH AND CASH EQUIVALENTS, Beginning	19,405	13,915	12,191
CASH AND CASH EQUIVALENTS, Ending	\$21,548	\$21,548	\$15,443

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION February 2019 (\$000's)

	Current Month February 2019	Prior Month January 2019
CASH AND CASH EQUIVALENTS	\$21,548	\$19,405
BOARD REQUIRED CASH RESERVE	5,034	5,095
RESERVE SURPLUS (DEFICIT)	\$16,514	\$14,310

Restated

#### ASUCLA SERVICES AND ENTERPRISES

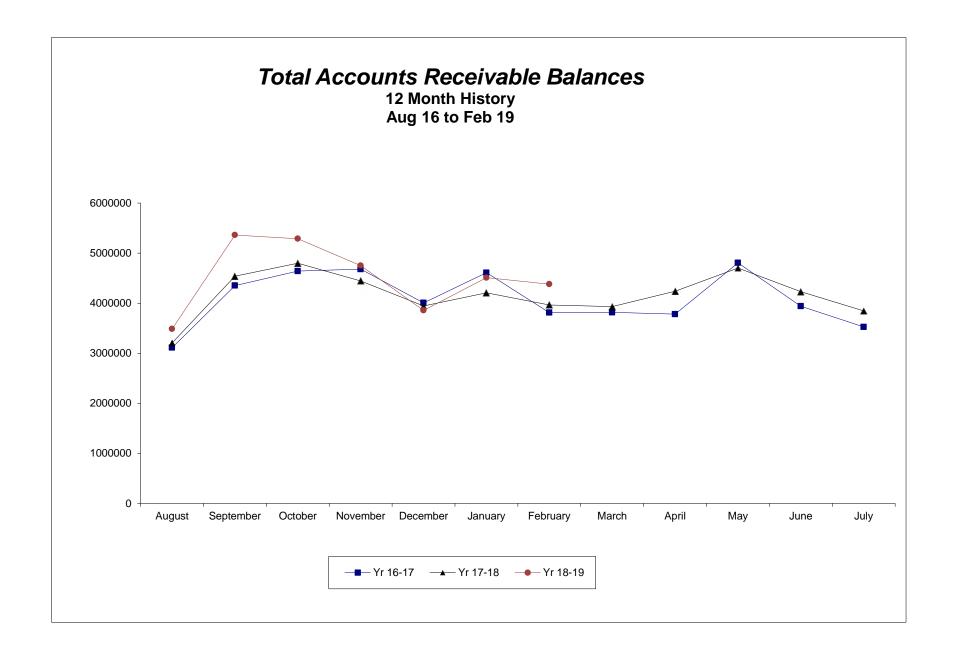
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 February 2019

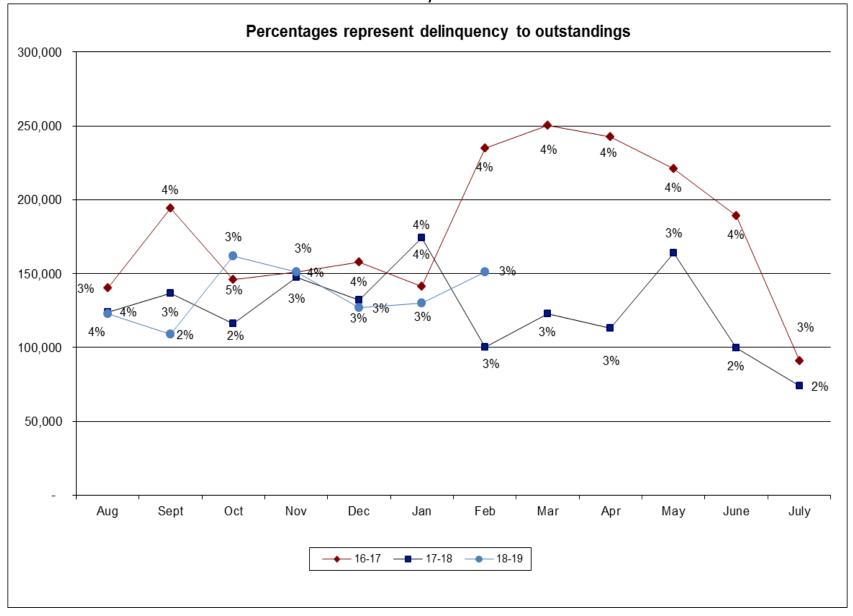
PROJECTED										
PROJECT NAME	BUDGET				Remaining		Over			
		Payments	PO's	Total	Balance	Pending	(Under)	Status		
tore/Services										
018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending		
018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancelled		
018-003 AU B-Level Bearwear Update	125.0	80.5	18.7	99.2	25.8		(25.8)	In Progress		
018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending		
018-005 Printer Equipment Replacement	60.0	43.7	(0.0)	43.7	16.3		(16.3)	In Progress		
otal Store/Services	410.0	124.2	18.7	142.9	42.1	150.0	(117.1)			
	1	1								
ood Service	50.0	40.0		22.4	07.0		(07.0)	In Drawese		
018-006 FS Miscellaneous and Unanticipated	50.0	16.9	5.5	22.4	27.6		(27.6)	In Progress		
018-007 Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		0.0	In Progress		
018-008 Coffee Equipment	100.0	0.0	0.0	0.0	0.0	45.0	(100.0)	Cancelled		
018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending		
018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending		
018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending		
018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending		
018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending		
018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending		
otal Food Services	300.0	16.9	25.5	42.4	27.6	130.0	(127.6)			
echnology										
018-015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending		
018-016 Printer Replacement	10.0	2.7	0.0	2.7	0.0	20.0	(7.3)	In Progress		
018-017 Store Website Update	50.0	17.3	0.0	17.3	32.7		(32.7)	In Progress		
018-018 Store POS	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending		
018-019 Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.0	200.0	(0.9)	Completed		
018-032 Mobile Application Development	0.0	43.6	0.0	43.6	11.4		43.6	In Progress		
otal Technology	335.0	67.7	0.0	67.7	44.1	270.0	2.7	mi rogrese		
thers								. 5		
018-020 Fac. Misc. and Remodels	50.0	9.6	16.8	26.4	23.6		(23.6)	In Progress		
018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	65.7	65.7	0.0		(134.3)	In Progress		
018-022 KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending		
018-023 Restroom Partitions	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending		
018-024 LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	0.0		(7.4)	In Progress		
018-025 North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5		(221.5)	In Progress		
018-026 KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending		
018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending		
018-028 Custodial Replacements	10.0	0.0	3.0	3.0	7.0		(7.0)	In Progress		
018-029 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending		
018-030 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending		
018-031 Replace DVR	40.0	45.3	0.0	45.3	0.0	10.0	5.3	Completed		
·								•		
018-033 LVC Store AC Replacement	0.0	31.6	6.7	38.3	0.0		38.3	Completed Awaiting Invoice		
018-034 NC Flooring	0.0	19.2	0.0	19.2	27.0		19.2	In Progress		
018-035 NC Exterior Wood Replacement	0.0	0.0	17.2	17.2	10.0		17.2	In Progress		
otal Others	705.0	105.7	155.6	261.3	289.1	130.0	(313.7)			
	1 4 750 0	) 344 F	400.0	E4.4.0	100.0	COC 6	/FFF\			
otal Current Year Projects	1,750.0	314.5	199.8	514.3	402.8	680.0	(555.7)			

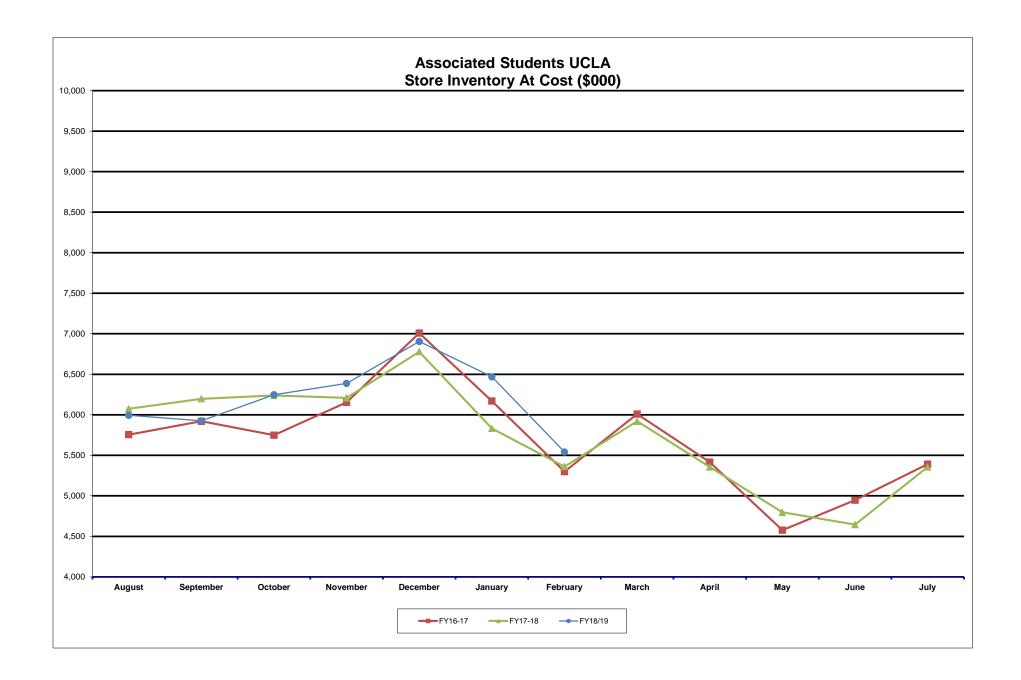
# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

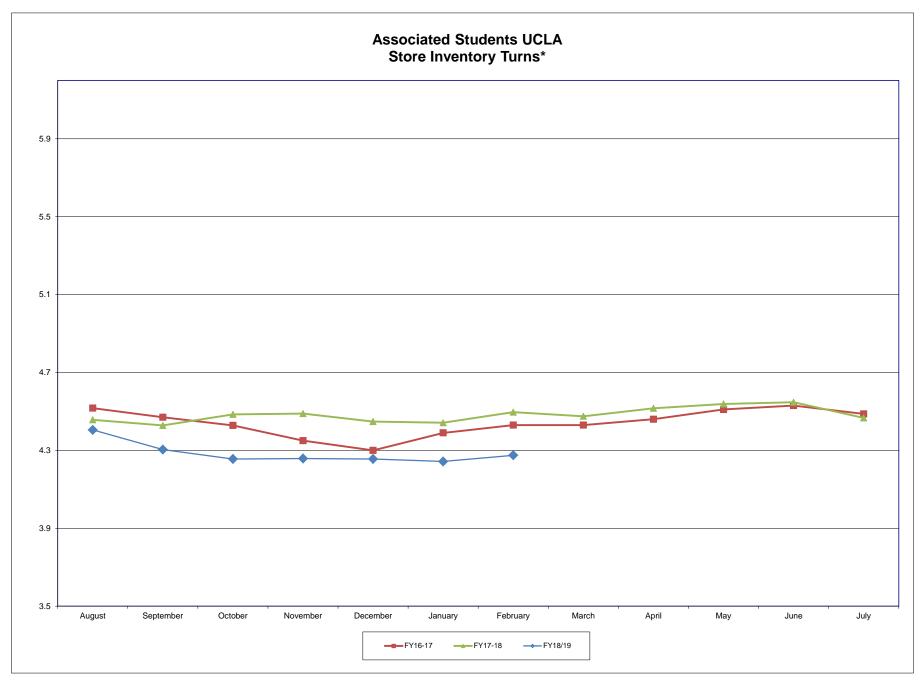
02/23/19 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$709,802	19%	\$443,935	92%	\$20,633	40%	\$4,599	26%	\$545	1%	\$28,203	63%	\$1,207,717	28%
ASUCLA PUBLICATIONS	\$85,913	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$85,913	2%
ASUCLA USA/GSA	\$112,181	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$112,181	3%
DUE FROM VENDORS	\$567,823	15%	\$3,861	1%	(\$420)	-1%	\$8,981	52%	\$21,814	58%	\$14,543	33%	\$616,602	14%
DENTAL KITS	\$287,989	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$287,989	7%
OTHER	\$1,982,010	53%	\$34,832	7%	\$31,687	61%	\$3,825	22%	\$14,947	40%	\$1,893	4%	\$2,069,194	46%
TOTAL CURRENT MONTH	\$3,745,718	100%	\$482,628	100%	\$51,900	100%	\$17,405	100%	\$37,306	100%	\$44,639	100%	\$4,379,596	100%
	86%		11%		1%		0%		1%		1%		100%	
01/26/19 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$987,697	24%	\$136,958	65%	\$16,499	75%	\$5,040	14%	\$31,442	58%	(\$1,559)	-9%	\$1,176,077	26%
ASUCLA PUBLICATIONS	\$77,279	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,279	2%
ASUCLA USA/GSA	\$105,437	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,437	2%
DUE FROM VENDORS	\$178,582	4%	(\$364)	0%	\$1,448	7%	\$16,051	44%	\$21,537	40%	\$14,358	79%	\$231,611	5%
DENTAL KITS	\$366,133	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$366,133	8%
OTHER	\$2,455,345	58%	\$72,930	35%	\$3,885	18%	\$15,029	42%	\$826	2%	\$5,403	30%	\$2,553,418	57%
TOTAL CURRENT MONTH	\$4,170,473	100%	\$209,524	100%	\$21,832	100%	\$36,120	100%	\$53,805	100%	\$18,202	100%	\$4,509,956	100%
	92%		5%		1%		1%		1%		0%		100%	
									100		4=0			
12/29/18 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$560,396	16%	\$56,967	32%	\$15,325	34%	\$32,059	86%	(\$1,407)	-6%	(\$146)	-1%	\$663,194	17%
ASUCLA PUBLICATIONS	\$81,797	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,797	2%
ASUCLA USA/GSA	\$156,478	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$156,478	4%
DUE FROM VENDORS	\$221,851	6%	\$1,640	1%	\$11,837	26%	\$3,933	11%	\$24,358	99%	\$16,239	82%	\$279,858	7%
DENTAL KITS	\$460,334	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$460,334	12%
OTHER	\$2,068,351	59%	\$121,247	67%	\$18,155	40%	\$1,148	3%	\$1,793	7%	\$3,709	19%	\$2,214,403	57%
TOTAL CURRENT MONTH	\$3,549,207	100%	\$179,854	100%	\$45,317	100%	\$37,140	100%	\$24,744	100%	\$19,802	100%	\$3,856,064	100%
	92%		5%		1%		1%		1%		0%		100%	



# Aged Accounts Receivable Balances > 60 Days Past Due







<sup>\*</sup>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.

FEB. 0	7(01/27/19-02/2	3/19)		F	ISCAL YEAR 18-1	9	FISCAL YI	EAR 17-18
	URRENT MONTH	VADIANCE			MO(07/29/18-02/			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,000,408	897,929	102,479	ACADEMIC SUPPORT DIV	10,939,432	11,150,366	<210,934>	896,574	11,209,129
1,205,742	1,190,023	15,719	GENERAL MDSE DIVISION	8,360,142	8,907,634	<547,492>	1,161,193	8,402,013
156,066 137,408	162,153 157,594		HILLTOP SHOP LU VALLE COMMONS STORE	815,882 1,296,706	843,677 1,387,058	<27,795> <90,352>	156,064 150,829	814,378 1,394,715
52,470	63,000		E-COMMERCE DIVISION	867,263	1,079,000	<211,737>	55,111	998,533
352,044	211,022	141,022	HEALTH SCIENCES STORE	3,372,923	3,465,134	<92,211>	267,067	3,556,537
2,904,140	2,681,721	222,419	OPERATIONS DIVISION TOTAL SALES	16,905 25,669,253	26,832,869	16,905 <1,163,616>	2,686,839	26,375,305
2,904,140	2,061,721	222,419	TOTAL SALES	25,009,253	20,832,869	<1,103,010>	2,000,039	20,375,305
1,946,730	1,722,436	<224,294>	Less: Cost of Sales	17,876,327	18,278,583	402,256	1,756,892	18,210,239
			Lana Chalalana					
			Less: Shrinkage					
2,636	2,470	<166>	ACADEMIC SUPPORT DIV	34,220	33,960	<260>	2,630	38,079
5,950	5,810	<140>	GENERAL MDSE DIVISION	42,998	45,350	2,352	5,773	43,316
726 716	750 830	24 114	HILLTOP SHOP LU VALLE COMMONS STORE	3,748 6,820	3,890 7,600	142 780	717 751	3,729 7,503
1,387	950	<437>	HEALTH SCIENCES STORE	12,558	13,690	1,132	1,278	13,366
11,415	10,810	<605>	SHRINKAGE	100,344	104,490	4,146	11,149	105,993
1,958,145	1,733,246	<224,899>	TOTAL COST OF SALES	17,976,671	18,383,073	406,402	1,768,041	18,316,232
67.0	64.2	<2.8>	COST OF SALES %	69.6	68.1	<1.5>	65.4	69.0
945,995	948,475	<2,480>	GROSS MARGIN	7,692,582	8,449,796	<757,214>	918,798	8,059,072
33.0	35.8	<2.8>	GROSS MARGIN %	30.4	31.9	<1.5>	34.6	31.0
0.4	0.4	0.0	SHRINKAGE %	0.4	0.4	0.0	0.4	0.4
32.6	35.4	<2.8>	NET GROSS MARGIN %	30.0	31.5	<1.5>	34.2	30.6
14.1 48.3	15.8 48.3	<1.7>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	15.6 48.7	17.4 49.2	<1.9> <0.5>	15.6 47.7	17.2 48.6
48.3 41.1	48.3 41.1		HILLTOP SHOP	48.7 41.5	49.2 41.3	<0.5> 0.3	47.7	48.6 41.6
37.5	40.4		LU VALLE COMMONS STORE	30.2	32.6	<2.3>	39.5	31.8
50.2	51.9		E-COMMERCE DIVISION	50.9	50.9	0.0	52.6	50.3
22.9 0.0	32.8 0.0	<9.9>	HEALTH SCIENCES STORE OPERATIONS DIVISION	21.7 100.0	22.5 0.0	<0.9> 100.0	26.7 0.0	21.6 0.0
0.0	0.0	0.0	OF ERATIONS DIVISION	100.0	0.0	100.0	0.0	0.0
88,873	82,771	6,102	OTHER INCOME	998,568	823,920	174,648	86,059	732,805
1,034,868	1,031,246	3,622	GROSS MARGIN/OTHER	8,691,150	9,273,716	<582,566>	1,004,857	8,791,877
			Less: Controllable Exp					
			, , , , , , , , , , , , , , , , , , ,					
257,238	259,873	2,635	Career Wages	1,809,825	1,823,853	14,028	243,459	1,699,371
0 203,814	0 196,421	0 <7,393>	Limited Appointment Student Wages	0 1,506,806	0 1,501,118	0 <5,688>	0 173,513	8,242 1,364,371
461,052	456,294	<4,758>	TOTAL WAGES	3,316,631	3,324,971	8,340	416,972	3,071,984
15.9	17.0	1.1	WAGE % TO SALES	12.9	12.4	<0.5>	15.5	11.7
132,735	125,783	<6,952>	Employee Benefits	856,546	885,613	29,067	125,717	811,846
4,043	3,853		Office Supplies	60,628	52,665	<7,963>	3,985	56,504
6,664	11,120	4,456	Telephone	48,173	83,061	34,888	8,189	81,388
14 17,086	3 15,500	<11> <1,586>	Postage Trav/Trips/Conference	121	87	<34> <4,700>	14	131 12,525
17,086	15,500	< 1,586 > 50	Membership Fees	30,250 1,919	25,550 1,458	<4,700> <461>	5,568 0	12,525
4,452	5,210	758	Operating Supplies	39,902	37,265	<2,637>	4,125	36,396
10,325	11,980	1,655	Freight Out	156,713	157,238	525	9,877	150,655
950 0	950 0	0	Transportation Merchandise Losses	5,890 0	7,250 0	1,360 0	913 0	7,213 656
1	0		Postage Stamp O/S	<4>	0	4	18	8
17,308	17,758	450	Advertising	193,242	153,286	<39,956>	13,061	149,489
<68,128>	<76,850> 25	<8,722> <311>	Vendor Adv. Allowance Direct Mail Adv.	<78,805> 273,372	<90,500> 275,175	<11,695> 1,803	<76,655> 16	<90,539> 274,373
336 2,293	3,825	<311> 1,532	Repairs & Maintenance	273,372	275,175 27,975	1,803 <195>	2,963	274,373
56,357	54,237	<2,120>	Bank Card Expense	474,834	503,884	29,050	52,990	476,424
<797>	0	797	Overs/Shorts	4,328	0	<4,328>	119	5,238
<2,090> 0	0	2,090 0	Credit Card Adjustments Textbook Rental Exp	6,426 0	0	<6,426> <0>	337 0	8,049 0
0	0	0	Rentals-Truck	2,528	3,200	672	0	3,399
0	0	0	Taxes & Licenses	300	300	0	0	0
8,658 451	10,250 0	1,592 <451>	Professional Services Temp Agency Service	74,285 4,008	73,150 3,340	<1,135> <668>	9,888 113	90,462 5,765
414	700	<451> 286	Commission Expense	4,008 12,711	13,000	<668> 289	632	14,107
100	100	<0>	Concession Expense	63,391	46,719	<16,672>	210	39,309
7 002	12.421	2 E 220	Alloc of Distr Cntr	0 504	127.024	30.430	<105>	<105>
7,093 198,268	12,421 196,917	5,328 <1,351>	Payment to UCLA TOTAL OTHER CONTROL.	88,506 2,347,434	127,926 2,387,650	39,420 40,216	11,160 173,134	110,893 2,275,924
659,320	653,211	<6,109>	TOTAL CONTROLLABLE EXP	5,664,065	5,712,621	48,556	590,106	5,347,909
275 546	270 005	0.40=	GROSS CONTRIBUTION TO	2 007 005	2 5/1 225	F0.1.046	44.4 75.4	2.442.245
375,548	378,035	<2,487>	SVCS AND ENTERPRISES	3,027,085	3,561,095	<534,010>	414,751	3,443,969
			Less: Allocated Exp					
36,871 132,590	43,469 158,309	6,598 25,719	Allocated ExpHR Allocated Exp. Fin	281,620 1,039,553	339,664 1,196,286	58,044 156,733	44,293 126,597	262,384 1,015,886
58,342	71,947	13,605	Allocated ExpIS	441,297	536,632	95,335	62,772	458,812
45,317	33,861	<11,456>	Allocated Exp. Mktg	307,465	265,133	<42,332>	29,308	241,347
92,631	115,802	23,171	Allocated Exp Othr SA	761,727	925,462	163,735	110,481	828,380
87,314 24,969	80,752 23,851	<6,562> <1,118>	Maintenance Utilities	634,611 162,336	597,090 190,035	<37,521> 27,699	82,234 24,869	567,344 186,747
57,283	67,180	9,897	Depreciation	401,903	470,260	68,357	55,947	397,250
535,315	595,171	59,856	TOTAL ALLOCATED EXP	4,030,512	4,520,562	490,050	536,499	3,958,149
<159,767>	<217,136>	57,369	NET INCOME (LOSS)	<1,003,427>	<959,467>	<43,960>	<121,748>	<514,180>
< 137,101>	\L11,130>	31,307	INVOCATE (E033)	~ 1,000,427 <i>&gt;</i>	~/J7,4U/>	\+J,700>	×121,140>	~J14,10U>

FEB.	07(01/27/19-02/2	23/19)	1	F	ISCAL YEAR 18-1	9	FISCAL YE	AR 17-18
	CURRENT MONTH		1		MO(07/29/18-02		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
186,063	215,358		CENTRAL DIVISION	1,197,974	1,282,512	<84,538>	205,863	1,199,529
223,360 184,906	259,479		NORTH CAMPUS DIVISION SOUTH DIVISION	1,254,771 1,111,678	1,399,895	<145,124>	246,739 119,020	1,334,841
287,964	204,421 297,760		LU VALLE DIVISION	1,651,362	1,213,966 1,693,480	<102,288> <42,118>	281,215	747,661 1,557,923
296,647	333,427		COOPERAGE DIVISION	1,788,610	1,967,491	<178,881>	326,933	1,885,022
232,437	287,302	<54,865>		1,316,004	1,569,551	<253,547>	254,768	1,391,049
1,411,378	1,597,747		TOTAL SALES	8,320,399	9,126,895	<806,496>	1,434,538	8,116,024
						·		
474,805	528,888	54,083	Less: Cost of Sales	2,812,932	3,046,287	233,355	465,974	2,699,636
33.6	33.1	<0.5>	COST OF SALES %	33.8	33.4	<0.4>	32.5	33.3
936,573	1,068,859	<132,286>	GROSS MARGIN	5,507,467	6,080,608	<573,141>	968,564	5,416,388
66.4	66.9	<0.5>	GROSS MARGIN %	66.2	66.6	<0.4>	67.5	66.7
<b>45.3</b>	// 0	.1.7.	CENTRAL DIVISION	// 2	/7.2	.0.0	/O.F	17.4
65.3 64.5	66.9 65.7	<1.6> <1.2>	CENTRAL DIVISION NORTH CAMPUS DIVISION	66.3 65.7	67.2 65.5	<0.9>	68.5 64.8	67.4 64.9
68.4	65.7	<1.2> 3.0	SOUTH DIVISION	67.7	65.7	2.0	65.6	67.5
69.7	68.7	1.0	LU VALLE DIVISION	67.8	68.4	<0.6>	69.8	69.4
67.2	66.2	1.1	COOPERAGE DIVISION	65.5	65.9	<0.4>	67.2	66.2
64.2	68.2	<4.0>	SPECIAL EVENTS DIVISION	66.0	67.2	<1.2>	68.7	65.8
			1					
218,710	232,409	<13,699>	OTHER INCOME	1,349,720	1,397,459	<47,739>	215,310	1,286,463
1,155,283	1,301,268	<145,985>	GROSS MARGIN/OTHER	6,857,187	7,478,067	<620,880>	1,183,874	6,702,851
			Less: Controllable Exp					
200 152	04/ 00/	45 300	Caraan Was : :	2 400 101	2 240 712	400.010	202 (2)	2 040 00-
300,653	316,386	15,733	Career Wages	2,120,430	2,249,748	129,318	280,626	2,013,883
5,584 348,499	2,122 328,896	<3,462>	Limited Appointment Student Wages	23,116 2,139,440	15,775 2,093,454	<7,341> <45,986>	1,595 298,926	6,891 1,854,742
<44,007>	<47,183>	<19,603 <i>&gt;</i> <3,176>	o .	<288,345>	<295,875>	<7,530>	<43,811>	<274,355>
610.730	600,221	<10.509>		3,994,641	4.063.102	68,461	537,336	3,601,161
43.3	37.6	<5.7>		48.0	44.5	<3.5>	37.5	44.4
43.3	37.0	(3.77	WAGE 70 TO SALES	40.0	44.5	(3.5)	37.5	77.7
169,527	165,320	<4.207>	Employee Benefits	1,111,190	1,194,089	82,899	160,252	1,035,007
2,105	1,350	<755>		14,145	12,380	<1,765>	706	12,175
2,483	4,215	1,732	Telephone	17,869	29,445	11,576	2,187	26,957
1,500	2,000	500	Training Programs	10,184	13,000	2,816	1,000	9,115
62,126	71,598	9,472	Paper	374,012	419,092	45,080	63,586	354,541
4.4	4.5	0.1	Paper % To Sales	4.5	4.6	0.1	4.4	4.4
7,552	5,230	<2,322>	3 11	47,178	35,030	<12,148>	6,872	38,560
<12,871>	<15,000>	<2,129>	3	<85,428>	<102,000>	<16,572>	<15,102>	<94,200>
5,698	2,440	<3,258>		43,550	19,190	<24,360>	4,864	21,529
6,578	4,208	<2,370>		41,401	29,929	<11,472>	3,857	25,663
2,513	1,015		Uniforms	17,132	10,350	<6,782>	778	14,923
5,413 87	1,305 0	<4,108> <87>	9	31,238 238	26,510 0	<4,728> <238>	836 0	33,796 1
10,341	7,591	<2,750>	' '	64,386	54,241	<10,145>	9,187	74,948
47,933	55,699	7,766	Bank Card Expense	276,281	310,028	33,747	50,217	279,264
2,481	2,308	<173>		14,542	13,145	<1,397>	2,465	13,527
<171>	1,255	1,426	Overs/Shorts	<151>	7,963	8,114	628	5,172
50	0	<50>		112	0	<112>	0	17
1,323	0	<1,323>	,	6,462	0	<6,462>	796	796
0	435	435	Rentals-Truck	0	2,985	2,985	0	0
459	240	<219>	Taxes & Licenses	2,858	2,293	<565>	238	6,965
0	0	0	Professional Services	8,783	0	<8,783>	0	610
1,288	0		Temp Agency Service	7,205	1,800	<5,405>	0	4,167
40,757	44,841	4,084	Commission Expense	186,561	226,598	40,037	37,806	193,470
357,172	356,050	<1,122>	TOTAL OTHER CONTROL.	2,189,749	2,306,068	116,319	331,172	2,057,002
967,902	956,271	<11,631>	TOTAL CONTROLLABLE EXP	6,184,390	6,369,170	184,780	868,508	5,658,163
107 004	244.007	,4E7 (4)	GROSS CONTRIBUTION TO	/70 707	1 100 007	.407.400	245 277	1.044.400
187,381	344,997	<157,616>	SVCS AND ENTERPRISES	672,797	1,108,897	<436,100>	315,366	1,044,688
			Less: Allocated Exp	]				
			2000. Amoudicu Exp	]				
48,841	48,657	<184>	Allocated ExpHR	338,005	364,955	26,950	57,078	306,104
72,213	57,929		Allocated Exp. Fin	396,981	328,503	<68,478>	75,325	381,482
31,775	26,327		Allocated ExpIS	167,001	147,262	<19,739>	37,349	173,882
24,681	12,390		Allocated Exp. Mktg	118,487	72,930	<45,557>	17,438	91,039
50,450	42,374	<8,076>	Allocated Exp Othr SA	284,086	250,362	<33,724>	65,735	308,970
76,885	71,121	<5,764>		558,809	525,875	<32,934>	72,411	499,577
21,986	21,006	<980>		142,946	167,364	24,418	21,898	164,440
71,933	85,042	13,109	Depreciation	524,373	595,294	70,921	71,210	514,168
398,763	364,846	<33,917>	TOTAL ALLOCATED EXP	2,530,688	2,452,545	<78,143>	418,444	2,439,660
-211 202	-10.040	J101 F24	NET INCOME (LOSS)	-1 057 001	-1 242 / 40	E14 040	-102.070	-1 204 070
<211,383>	<19,849>	< 191,534>	NET INCOME (LOSS)	<1,857,891>	<1,343,648>	<514,243>	<103,078>	<1,394,972
224 044	275 244	-20 270	TOTAL CUSTOMED COUNT	2.005.412	2 124 440	,101 000	240 720	2 042 502
336,966 110,711	375,344 118,885	<38,378> <8,174>	TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	2,005,412 684,860	2,126,440 694,292	<121,028> <9,432>	360,729 114,615	2,042,580 663,278
226,255	256,459		ASUCLA CUSTOMER COUNT	1,320,552	1,432,148	<9,432> <111,596>	246,114	1,379,302
220,235	230,439	<30,204>	ASSOCIA COSTOWER COUNT	1,320,332	1,432,146	<111,090>	240,114	1,377,302
7.07	6.86	0.21	TOTAL AVERAGE CHECK	7.07	6.91	0.17	6.56	6.55
9.27	8.87	0.40	3RD PARTY AVG CHECK	9.12	8.84	0.17	8.45	8.43
6.00	5.93	0.07	ASUCLA AVERAGE CHECK	6.01	5.97	0.04	5.68	5.65
				1				2.30
31,022	29,475	<1,547>	EMPLOYEE HOURS	196,525	194,891	<1,634>	30,178	192,701
45.50	53.54	<8.05>	SALES/LABOR HOUR	42.34	46.32	<3.98>	47.54	42.12

## LICENSING & SERVICES INCOME STATEMENT

FFR (	07(01/27/19-02/2	3/19)	]	FI	ISCAL YEAR 18-1	9	FISCAL YE	AR 17-18
	CURRENT MONTH		1		MO(07/29/18-02/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
13,965	8,720	- 1	PHOTOGRAPHY	98,137	93,615	4,522	14,740	99,300
13,965	8,720	5,245	TOTAL SALES	98,137	93,615	4,522	14,740	99,300
230	190	- 10×	Less: Cost of Sales	1,775	1,881	106	100	2,400
13,735	8,530	5,205	GROSS MARGIN	96,362	91,734	4,628	14,640	96,899
98.4	97.8	0.5	GROSS MARGIN %	98.2	98.0	0.2	99.3	97.6
	-			_			_	_
98.4	97.8	0.5	PHOTOGRAPHY	98.2	98.0	0.2	99.3	97.6
208,581	244,618	-24 0275	TRADEMARKS AND LICENSING	2,093,250	2,031,613	61,637	221,904	1,860,846
109,954	112,507		LEASED OPS	769,143	781,885	<12,742>	98,418	712,987
20,700	0		SPONSORSHIPS	124,200	0 0	124,200	0	0
339,235	357,125		OTHER INCOME	2,986,594	2,813,498	173,096	320,322	2,573,833
352,971	365,655	<12,684>	GROSS MARGIN/OTHER	3,082,955	2,905,232	177,723	334,962	2,670,733
			1					
			Less: Controllable Exp					
44.207	27.012	7 070	C \M/	220.250	2/1 502	.// /57	27 201	2/1 472
44,286 418	37,013 720		Career Wages Student Wages	328,250 506	261,593 4,665	<66,657> 4,159	37,381 222	261,473 946
44,704	37,733		TOTAL WAGES	328,756	266,258	<62.498>	37,604	262,419
320.1	432.7	•	WAGE % TO SALES	335.0	284.4	<50.6>	255.1	264.3
21,941	17,592	<4,349>	Employee Benefits	163,727	124,286	<39,441>	18,075	115,875
54	515	461	Office Supplies	2,842	3,600	758	347	5,153
527	450	<77>	Telephone	8,478	3,540	<4,938>	704	4,360
0	50		Postage	253	350	97	22	660
0	0		Trav/Trips/Conference	15,169	9,000	<6,169>	0	6,520
0	0	0	Enforcement	8,381	9,750	1,369	0	9,500
430 0	3,700 0	3,270 0	Business Promotion Repairs & Maintenance	16,772 226	27,975 0	11,203 <226>	63 0	21,140 466
0	1,000	1,000	Bad Debt	<11,062>	2,050	13,112	7,243	7,243
0	2,083		Professional Services	11,539	14,581	3,042	2,083	15,621
0	400	400	Legal	3,658	4,000	342	0	0
2,285	3,200	915	Trademark	17,631	22,400	4,769	4,357	23,543
51,015	47,430	<3,585>	Intern'l Agnt Fee/Tax	202,599	158,303	<44,296>	49,164	147,702
7,585	14,729		Domestic Agency Fee	146,653	161,879	15,226	14,190	151,756
0	0		Misc. Bank Charges	0	0	0	25	83
14,920 98,757	48,148 139,297	33,228 40,540	Payment to UCLA TOTAL OTHER CONTROL.	524,178 1,111,046	588,748 1,130,462	64,570 19,416	48,351	572,534 1,082,156
143,460	177,030	33,570	TOTAL OTHER CONTROL.  TOTAL CONTROLLABLE EXP	1,439,802	1,396,720	<43,082>	144,625 182,229	1,344,575
143,400	177,030	33,370	GROSS CONTRIBUTION TO	1,437,002	1,370,720	<43,002 <i>&gt;</i>	102,227	1,544,575
209,510	188,625	20,885	SVCS AND ENTERPRISES	1,643,153	1,508,512	134,641	152,734	1,326,158
			1					
			Less: Allocated Exp					
2 575	2.504	10	Allocated Eva LID	27.0/0	27.050	010	2.004	24 0 4 2
3,575 15,114	3,594 18,354		Allocated ExpHR Allocated Exp. Fin	27,869 121,427	26,959 104,097	<910> <17,330>	3,994 14,776	21,942 102,480
6,885	8,610	3,240 1,725	Allocated ExpIS	52,549	48,162	<17,330 <i>&gt;</i> <4,387>	7,585	48,089
5,348	4,052		Allocated Exp. Mktg	36,856	23,850	<13,006>	3,541	24,904
10,931	13,859		Allocated Exp. Wiktg  Allocated Exp Othr SA	90,483	81,884	<8,599>	13,350	85,633
39,384	36,389		Maintenance	286,249	269,072	<17,177>	37,093	255,908
11,262	10,754		Utilities	73,224	85,685	12,461	11,217	84,234
3,043	4,581	1,538	Depreciation	44,813	32,067	<12,746>	6,750	48,325
95,543	100,193	4,650	TOTAL ALLOCATED EXP	733,469	671,776	<61,693>	98,306	671,514
112.040	00 422	25 527	NET INCOME (LOSS)	000 / 04	02/72/	72.040	E4 407	454744
113,968	88,432	25,536	NET INCOME (LOSS)	909,684	836,736	72,948	54,427	654,644

## UCLA STUDENT UNION INCOME STATEMENT

FEB. 07(01/27/19-02/23/19)		1	FISCAL YEAR 18-19			FISCAL YE	FISCAL YEAR 17-18	
CURRENT MONTH		]	YTD 7 MO(07/29/18-02/23/19)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
28,755	29,934	•	EVENT SERVICES OFFICE	401,390	327,801	73,589	34,063	301,685
35,174	52,619 82,553		AU POST OFFICE	234,959	343,082	<108,123>	53,267	331,296
63,928	82,553	<18,625>	TOTAL SALES	636,349	670,883	<34,534>	87,330	632,981
33,573	51,461	17,888	AU Post Office Cost	229,652	335,534	105,882	52,612	325,301
5,095	7,070	1,975	Facilities Costs	97,562	64,948	<32,614>	9,850	58,723
38,668	58,531	19,863	Less: Cost of Sales	327,213	400,482	73,269	62,462	384,025
60.5	70.9	10.4	COST OF SALES %	51.4	59.7	8.3	71.5	60.7
25,261	24,022	1,239	GROSS MARGIN	309,136	270,401	38,735	24,868	248,956
39.5	29.1	10.4	GROSS MARGIN %	48.6	40.3	8.3	28.5	39.3
82.3	76.4	5.9	EVENT SERVICES OFFICE	75.7	80.2	<4.5>	71.1	80.5
4.6	2.2	2.4	AU POST OFFICE	2.3	2.2	0.1	1.2	1.8
0	525	<525>	STUDENT UNION OPS	0	3,628	<3,628>	470	4,115
985	6,100		EVENT SERVICES OFFICE	13,850	25,900	<12,050>	1,090	3,615
47,821	39,014	8,807	STUDENT PROGRAMMING	112,369	117,715	<5,346>	41,326	115,554
6,708	9,263	•	AU POST OFFICE	51,104	60,395	<9,291>	9,588	58,153
55,514	54,902	612	OTHER INCOME	177,322	207,638	<30,316>	52,475	181,437
80,774	78,924	1,850	GROSS MARGIN/OTHER	486,458	478,039	8,419	77,343	430,393
	-,	, , , , , , , , , , , , , , , , , , , ,					,	
1			Less: Controllable Exp					
1								
33,825	33,952	127	Career Wages	236,878	237,665	787	30,538	223,724
21,474	24,080	2,606	Student Wages	148,328	161,810	13,482	24,135	157,691
55,299	58,032	2,733	TOTAL WAGES	385,206	399,475	14,269	54,673	381,415
86.5	70.3	<16.2>	WAGE % TO SALES	60.5	59.5	<1.0>	62.6	60.3
41.7	39.1	<26>	EVENT SERVICES OFFICE	20.1	24.4	4.4	32.3	25.3
41.7	37.1	\2.0>	EVENT SERVICES OFFICE	20.1	27.7	7.7	32.3	23.3
17,401	16,866	<535>	Employee Benefits	111,565	117,821	6,256	16,733	100,588
749	642		Office Supplies	8,118	5,153	<2,965>	1,104	7,564
1,782	2,985	1,203	Telephone	12,849	23,460	10,611	2,614	20,543
686	0	<686>	Trav/Trips/Conference	2,147	1,175	< 972 >	625	2,175
0	0	0	24 Hour Study Lounge	3,083	3,159	76	0	2,974
0	250	250	Student Comm Art	54	714	660	5,312	6,276
601	430		Training Programs	6,250	5,760	<490>	316	4,909
223	675	452	Annual ASUCLA Events	28,508	25,801	<2,707>	116	26,100
41,904	29,612	<12,292>		88,969	89,344	375	31,823	92,905
0	0	0	Operating Supplies	<0>	0	0	0	0
0	0	0	Uniforms	974	2,000	1,026	0	1,570
1,325	70		Advertising	3,056	1,774	<1,282>	48	353
142	250		Business Promotion	1,743	1,750	7	274	1,634
2,031 1,013	2,460 1,237	429 224	Repairs & Maintenance Bank Card Expense	20,861 6,548	20,126 8,063	<735> 1,515	2,477 1,108	22,195 7,481
1,013	1,237		Overs/Shorts	6,548 394	8,063	1,515 <394>	1,108	7,481 674
0	0	0	Board of Directors	0	0	0	0	840
2,787	0		Student Support Svcs	2,787	2,787	0	0	2,787
15,417	15,417	0	Interaction Fund	107,917	107,919	2	15,417	107,917
16,962	16,000	<962>	STUDENT UNION EVENT F	63,335	68,750	5,415	16,627	66,482
103,127	86,894	<16,233>	TOTAL OTHER CONTROL.	469,157	485,556	16,399	94,682	475,966
158,426	144,926	<13,500>		854,363	885,031	30,668	149,355	857,381
1		_	GROSS CONTRIBUTION TO	[				_
<77,652>	<66,002>	<11,650>	SVCS AND ENTERPRISES	<367,905>	<406,992>	39,087	<72,012>	<426,988>
			Lossy Allocated Fun					
			Less: Allocated Exp					
4,423	5,175	752	Allocated ExpHR	32,733	38,814	6,081	5,809	32,249
5,111	6,641	1,530	Allocated Exp. Fin	32,664	37,665	5,001	6,165	32,040
2,328	3,115		Allocated ExpIS	14,157	17,426	3,269	3,165	15,125
1,808	1,466		Allocated Exp. Mktg	10,099	8,628	<1,471>	1,478	7,826
3,697	5,015	1,318	Allocated Exp Othr SA	24,220	29,629	5,409	5,570	26,864
47,761	44,147		Maintenance	347,136	326,427	<20,709>	44,982	310,340
13,658	13,039	<619>	Utilities	88,799	103,889	15,090	13,603	102,151
17,155	14,257		Depreciation	122,908	99,799	<23,109>	10,752	81,118
95,942	92,855	<3,087>	087> TOTAL ALLOCATED EXP 672,716 662,277 <10,		<10,439>	91,524	607,713	
470 504	.150.057	44 707	NET INCOME (LOCC)	.1.040.404	.1 0/0 0/0	20.742	.1/0 50/	.1 004 704
<173,594>	<158,857>	<14,/3/>	NET INCOME (LOSS)	<1,040,621>	<1,069,269>	28,648	<163,536>	<1,034,701>

# ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

ACTUAL   SUDGET   VARIANCE   ACTUAL   SUDGET   VARIANCE   MONTH   YTO	FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18		
227 240   334 067   6.829					YTD 7 MO(07/29/18-02/23/19)				
0   815	ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YID
0   815	327 240	334 069	6 829	Career Wages	2 258 600	2 378 028	119 428	351 416	2 235 950
36,968   40,439   48,684   Student Wages   28,0203   22,0200   34,477   34,821   228,104   34,821   34,821   34,821				o .					
2.519/04   375,121   12,227   10714 WARGS   2.649,497   2.646,1813   12,2395   394,6431   2,517,8145   6.0   6   6   6   6   6   6   6   6   6	-								
Description				S .					
10,009	7.1	7.4	0.2	WAGE % TO TOTAL SALES	6.2	6.3	0.1	8.1	6.3
10,009									
163,039   159,965				· ·			· · · · · · · · · · · · · · · · · · ·	-	
6.539 1.0.656 4.117 Office Supplies	-	_					· · · · · · · · · · · · · · · · · · ·	-	
5,274   8,984   3,707   Telephone   35,266   59,730   24,464   11,657   60,159	· ·			. ,			· · · · · · · · · · · · · · · · · · ·		
640				• • • • • • • • • • • • • • • • • • • •				·	
407				•			· · · · · · · · · · · · · · · · · · ·		
20								· ·	
221				•					
0 55 5 5 Tuition Assistance 0 379 379 0 0 0 0 798 309 4499 Fingerprinting 1863 814 4 1.049 0 0 4.079 1998 1999 1999 1999 1999 1999 1999 19	-			•					
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				. ,					
798					-			-	-
3,966 334		-				-	•	-	
217							· · · · · · · · · · · · · · · · · · ·	-	
296									
\$\circ{3279}   \$\circ{300}   \$\circ{29}   \$\circ{500}   \$\circ{112} \circ{500}   \$\circ{500}   \$\circ							· · · · · · · · · · · · · · · · · · ·		
16.2   50								·	
110									
740         1,765         1,025         Advertising         9,431         12,410         2,979         1,500         10,736           6,986         5,818         1,168-Repairs & Maintenance         44,783         41,146         <3,478-         4,677         42,677           761         1,113         352-Repair-Mac Computer         5,378         8,654         3,276         734         4,677         42,677           13,206         12,376         <330-Repair-Mac Computer         5,378         8,654         3,276         734         6,026           2,522         2,522         0         Bruin One Gard Exp         2,304         2,204         0         2,934         0         2,524           4,55-4         41         46         Overs/Shorts         <2>2,204         2,204         0         2,934         0         <2>2,201           2,201         4,869         <17,732-P         Frofessional Services         161,427         159,565         <1,862         2,0723         145,661           1,667         11,460         <207-2         External Audit         81,171         80,718         <453-3         11,126         82,311           2,205         1,756         4,506         Internal Audit									
0 1,000 1,000 Benefits U Adv 10,478 7,000 <3,478 1,150 8,050 6,986 5,818 <1,168 Repairs & Maintenance 44,783 41,146 <3,637 · 4,677 42,672				3					
6,986				S					
761	6.986								
13,206				•					
0	13,206		<830>					13,377	
Section   Color   Co	0	11			0	1,399	1,399		1,348
23,061   22,795   <266> Insurance Expense   161,427   159,565   <1,862> 20,723   145,061	2,522	2,522	0	Bruin One Card Exp	22,504	22,504	0	2,934	25,246
22,601	<5>	41	46	Overs/Shorts	<2>	282	284	0	<2>
922 1,536 614 Legal 8,228 10,747 2,519 1,396 9,771 11,667 11,667 11,660 < 207> External Audit 81,171 80,718 < 453> 11,126 78,371 6,250 10,756 4,506 Internal Audit 64,714 75,292 10,578 10,443 73,099 0 0 0 0 Tax Consulting 3,956 0 0 0 0 3,841 2,805 4,734 1,929 PROFESSIONAL FEES PCI 19,521 9,638 <9,883> 4,455 8,634 10,907 12,360 1,453 Board of Directors 92,837 85,063 <7,774> 10,457 81,043 0 206 206 Special Projects 2,986 3,615 629 0 3,310 3,272 5,720 2,448 Misc. Bank Charges 25,609 32,103 6,494 3,914 29,529 3,827 4,017 190 Ammored Carrier Expense 25,234 28,827 3,593 3,238 23,027 0 0 0 0 0 0 0 0 0,917 48,417 7,250 25,250 18,000 UCP Payroll Services 0 0 0 0 6,917 48,417 7,250 25,250 18,000 UCP Arry Charles September 1,308 0 < 1,308> 0 0 0 PENALTIES 1,308 0 < 1,308> 0 0 0 PENALTIES 1,308 0 < 1,308> 0 0 0 8,541 8,541 0 Student Med Supp Fund 59,414 59,410 <4 8,292 57,802 32,609 32,310 3	23,061	22,795	<266>	Insurance Expense	161,427	159,565	<1,862>	20,723	145,061
11,667		4,869	<17,732>	Professional Services	164,100		<111,006>	8,290	
924 3,500 2,576 Temp Agency Service 11,227 16,900 5,673 186 4,577 6,250 10,756 4,506 Internal Audit 64,714 75,292 10,578 10,443 73,099 0 0 0 Tax Consulting 3,956 3,956 0 0 3,841 2,805 4,734 1,929 PROFESSIONAL FEES PCI 19,521 9,638 < 9,883 4,455 8,634 10,907 12,360 1,453 Board of Directors 92,837 85,063 <7,774 10,457 81,043 0 206 206 Special Projects 2,986 3,615 629 0 3,310 3,272 5,720 2,448 Misc. Bank Charges 25,609 32,103 6,494 3,914 29,529 3,827 4,017 190 Armored Carrier Expense 25,634 28,827 3,593 3,238 23,027 0 0 0 0 0 0,6917 48,417 7,250 25,250 18,000 UC PP Payroll Services 0 0 0 0 6,917 48,417 7,250 25,250 18,000 UC PATH CHARGES 50,750 176,750 126,000 0 608 8,541 8,541 0 Student Med Supp Fund 59,414 59,410 <4 8,292 57,802 18,048 16,924 <1,124> UCLA Recharge Expense 126,336 118,467 <7,869> 16,431 115,019 324 567 243 Special Events 25,796 26,167 371 7 24,862 326,039 343,352 17,313 TOTAL OTHER CONTROL. 2,310,204 2,438,212 128,008 324,970 2,115,083 689,132 718,673 29,541 TOTAL CONTROLLABLE EXP 4,804,702 5,085,065 280,363 719,613 4,627,917 5,973 5,596 <377> Utilities 38,833 44,586 5,753 5,949 44,672 23,116 23,091 <255 Depreciation 166,244 161,637 <4,070 21,287 160,869 49,976 47,635 <2,341> TOTAL CONTROLLE EXP 366,885 346,325 <10,560> 46,908 341,259 739,108 766,308 27,200 NET EXPENSE 5,161,587 5,431,390 <269,803 766,521 4,969,176 <279,0108 <4,0475> <39,047> 828 Allocated-UsAC <289,653> <289,653> <39,047> 828 Allocated-UsAC <289,653> <272,870> <4,24,999 0 <3,3319 <23,3319 <240,475> <39,047> 828 Allocated-GSA <224,699 0 <3,3319 <224,750> <466,508> <272,200> TOTAL OTHER CORD Board <268,155> <272,870> <4,715> <37,399 <247,201 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176 <4,969,176		1,536		-		·			
6,250         10,756         4,506         Internal Audit         64,714         75,292         10,578         10,443         73,099           0         0         0         Tax Consulting         3,956         3,956         0         0         0         3,841           10,907         12,360         1,453         Board of Directors         92,837         85,063         <7,774									
0									
2,805         4,734         1,929         PROFESSIONAL FEES PCI         19,521         9,638         <9,883>         4,455         8,634           10,907         12,360         1,453         Board of Directors         92,837         85,063         <7,774>         10,457         81,043           3,272         5,720         2,448         Misc. Bank Charges         25,609         32,103         6,494         3,914         29,529           3,827         4,017         190         Armored Carrier Expense         25,234         28,827         3,593         3,238         23,027           0         0         0         UCDP Payroll Services         0         0         0         0         6,917         48,417           7,250         25,250         18,000         UC PATH CHARGES         50,750         176,750         126,000         0         608           8,541         8,541         0         SUBMALTIES         1,308         0         <1,308									
10,907	-	_		3			_		
0         206         206         Special Projects         2,986         3,615         6,29         0         3,310           3,272         5,720         2,448         Misc. Bank Charges         25,609         32,103         6,494         3,914         29,529           3,827         4,017         190         Marnored Carrier Expense         25,234         28,827         3,593         3,238         23,027           7,250         25,250         18,000         UCP Payroll Services         0         0         0         6,917         48,417           7,250         25,250         18,000         UCP PART CHARGES         50,750         176,750         126,000         0         608           8,541         8,541         0         Student Med Supp Fund         59,414         59,410         <4>8,292         57,802           18,048         16,924         <1,124>         UCLA Recharge Expense         126,336         118,467         <7,869									
3,272         5,720         2,448         Misc. Bank Charges         25,609         3,103         6,494         3,914         29,529           3,827         4,017         190         Armored Carrier Expense         25,234         28,827         3,593         3,238         23,027           0         0         0         0         0         0         0         6,917         48,417           7,250         25,250         18,000         UC PATH CHARGES         50,750         176,750         126,000         0         6,917         48,417           0         0         0         0         PENALTIES         1,308         0         <1,308>         0         0         0         0         668         0								·	
3,827	-								
0         0         UCOP Payroll Services         0         0         0         6,917         48,417           7,250         25,250         18,000         UC PATH CHARCES         50,750         176,750         126,000         0         608           0         0         0         0         PENALTIES         1,308         0         <1,308>         0	· ·						· ·		
7,250         25,250         18,000         UC PATH CHARGES         50,750         176,750         126,000         0         608           0         0         0         0         PENALTIES         1,308         0         <1,308>         0         0           8,541         8,541         0         Student Med Supp Fund         59,414         59,410         <4>         8,292         57,802           18,048         16,924         <1,124>         UCLA Recharge Expense         126,336         118,467         <7,869>         16,431         115,019           324         567         243         Special Events         25,796         26,167         371         7         24,862           326,039         343,352         17,313         TOTAL OTHER CONTROL.         2,310,204         2,438,212         128,008         324,970         2,115,083           689,132         718,673         29,541         TOTAL CONTROLLABLE EXP         4,804,702         5,085,065         280,363         719,613         4,627,917           20,887         18,948         <1,939						-			
0         0         0         PENALTIES         1,308         0         <1,308>         0         0           8,541         8,541         0         Student Med Supp Fund         59,414         59,410         <4>         8,292         57,802           18,048         16,924         <1,124>         UCLA Recharge Expense         126,336         118,467         <7,869>         16,431         115,019           324         567         243         Special Events         25,796         26,167         371         7         24,862           326,039         343,352         17,313         TOTAL OTHER CONTROL.         2,310,204         2,438,212         128,008         324,970         2,115,083           689,132         718,673         29,541         TOTAL CONTROLLABLE EXP         4,804,702         5,085,065         280,363         719,613         4,627,917           Less: Allocated Exp         Less: Allocated Exp         4,804,702         5,085,065         280,363         719,613         4,627,917           5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244						-	_	·	
8,541         8,541         0         Student Med Supp Fund 18,048         59,414         59,410         <4>         8,292         57,802           18,048         16,924         <1,124>         UCLA Recharge Expense         126,336         118,467         <7,869>         16,431         115,019           324         567         243         Special Events         25,796         26,167         371         7         24,862           326,039         343,352         17,313         TOTAL OTHER CONTROL.         2,310,204         2,438,212         128,008         324,970         2,115,083           689,132         718,673         29,541         TOTAL CONTROLLABLE EXP         4,804,702         5,085,065         280,363         719,613         4,627,917           Less: Allocated Exp         Less: Allocated Exp         4,804,702         5,085,065         280,363         719,613         4,627,917           20,887         18,948         <1,939>         Maintenance         151,808         140,102         <11,706>         19,671         135,717           5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         <	7,230 n						· · · · · · · · · · · · · · · · · · ·		
18,048       16,924       <1,124>       UCLA Recharge Expense       126,336       118,467       <7,869>       16,431       115,019         324       567       243       Special Events       25,796       26,167       371       7       24,862         326,039       343,352       17,313       TOTAL OTHER CONTROL.       2,310,204       2,438,212       128,008       324,970       2,115,083         689,132       718,673       29,541       TOTAL CONTROLLABLE EXP       4,804,702       5,085,065       280,363       719,613       4,627,917         Less: Allocated Exp       Less: Allocated Exp       151,808       140,102       <11,706>       19,671       135,717         5,973       5,596       <377>       Utilities       38,833       44,586       5,753       5,949       44,672         23,116       23,091       <25>       Depreciation       166,244       161,637       <4,607>       21,287       160,869         739,108       766,308       27,200       NET EXPENSE       5,161,587       5,431,390       269,803       766,521       4,969,176         <652,930>       <680,958>       <28,028>       Allocated-Svs and Ent       <4,579,280>       <4,844,368>       <265,088>       <691,808> </td <td>8 541</td> <td>_</td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td> <td>-</td>	8 541	_				-			-
324         567         243         Special Events         25,796         26,167         371         7         24,862           326,039         343,352         17,313         TOTAL OTHER CONTROL.         2,310,204         2,438,212         128,008         324,970         2,115,083           689,132         718,673         29,541         TOTAL CONTROLLABLE EXP         4,804,702         5,085,065         280,363         719,613         4,627,917           Less: Allocated Exp         Less: Allocated Exp         151,808         140,102         <11,706>         19,671         135,717           5,973         5,596         <377>         Outilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <3,569>         0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>									
326,039   343,352   17,313   TOTAL OTHER CONTROL.   2,310,204   2,438,212   128,008   324,970   2,115,083   (89,132   718,673   29,541   TOTAL CONTROLLABLE EXP   4,804,702   5,085,065   280,363   719,613   4,627,917   (19,671   135,717   135,717   135,717   135,717   135,717   135,717   135,716   23,116   23,091   <25>				o .		-	· ·		
689,132         718,673         29,541         TOTAL CONTROLLABLE EXP         4,804,702         5,085,065         280,363         719,613         4,627,917           20,887         18,948         <1,939>         Maintenance         151,808         140,102         <11,706>         19,671         135,717           5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <0									
Less: Allocated Exp  20,887									
20,887         18,948         <1,939>         Maintenance         151,808         140,102         <11,706>         19,671         135,717           5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         0         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         0         Allocated-GSA         <24,499>         <24,499>         <33,599>         0         <31,599	22.7.02		2.70.7		1,221,702	.,,000		,	.,=-,,,,,
20,887         18,948         <1,939>         Maintenance         151,808         140,102         <11,706>         19,671         135,717           5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         0         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         0         Allocated-GSA         <24,499>         <24,499>         <33,599>         0         <31,599				Less: Allocated Exp					
5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         <0				· ·					
5,973         5,596         <377>         Utilities         38,833         44,586         5,753         5,949         44,672           23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         <0	20,887	18,948	<1,939>	Maintenance	151,808	140,102	<11,706>	19,671	135,717
23,116         23,091         <25>         Depreciation         166,244         161,637         <4,607>         21,287         160,869           49,976         47,635         <2,341>         TOTAL ALLOCATED EXP         356,885         346,325         <10,560>         46,908         341,259           739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930>         <680,958>         <28,028>         Allocated-Svs and Ent         <4,579,280>         <4,844,368>         <265,088>         <691,808>         <4,465,435>           <42,134>         <42,134>         0         Allocated-USAC         <289,653>         <289,653>         0         <33,915>         <233,209>           <3,569>         <3,569>         0         Allocated-GSA         <24,499>         <24,499>         0         <3,399>         <23,331>           <40,475>         <39,647>         828         Allocated-Comm Board         <268,155>         <272,870>         <4,715>         <37,399>         <247,201>           <739,108>         <766,308>         <27,200>         TOTAL OTHER         <5,161,587>         <5,431,390>         <269,803>         <766,521>         <4,969,176>     <						44,586			
739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930						-			
739,108         766,308         27,200         NET EXPENSE         5,161,587         5,431,390         269,803         766,521         4,969,176           <652,930				• •					
<42,134>       <42,134>       0       Allocated-USAC       <289,653>       <289,653>       0       <33,915>       <233,209>         <3,569>       <3,569>       0       Allocated-GSA       <24,499>       <24,499>       0       <3,399>       <23,331>         <40,475>       <39,647>       828       Allocated-Comm Board       <268,155>       <272,870>       <4,715>       <37,399>       <247,201>         <739,108>       <766,308>       <27,200>       TOTAL OTHER       <5,161,587>       <5,431,390>       <269,803>       <766,521>       <4,969,176>	739,108	766,308	27,200	NET EXPENSE	5,161,587			766,521	4,969,176
<42,134>       <42,134>       0       Allocated-USAC       <289,653>       <289,653>       0       <33,915>       <233,209>         <3,569>       <3,569>       0       Allocated-GSA       <24,499>       <24,499>       0       <3,399>       <23,331>         <40,475>       <39,647>       828       Allocated-Comm Board       <268,155>       <272,870>       <4,715>       <37,399>       <247,201>         <739,108>       <766,308>       <27,200>       TOTAL OTHER       <5,161,587>       <5,431,390>       <269,803>       <766,521>       <4,969,176>									
<3,569>       <3,569>       0       Allocated-GSA       <24,499>       <24,499>       0       <3,399>       <23,331>         <40,475>       <39,647>       828       Allocated-Comm Board       <268,155>       <272,870>       <4,715>       <37,399>       <247,201>         <739,108>       <766,308>       <27,200>       TOTAL OTHER       <5,161,587>       <5,431,390>       <269,803>       <766,521>       <4,969,176>	<652,930>	<680,958>	<28,028>	Allocated-Svs and Ent	<4,579,280>	<4,844,368>	<265,088>	<691,808>	<4,465,435>
<40,475>       <39,647>       828       Allocated-Comm Board       <268,155>       <272,870>       <4,715>       <37,399>       <247,201>         <739,108>       <766,308>       <27,200>       TOTAL OTHER       <5,161,587>       <5,431,390>       <269,803>       <766,521>       <4,969,176>			0				0		<233,209>
<739,108> <766,308> <27,200> TOTAL OTHER <5,161,587> <5,431,390> <269,803> <766,521> <4,969,176>							_		<23,331>
									<247,201>
0 0 0 TOTAL EXPENSE 0 0 <0> 0 0	<739,108>	<766,308>	<27,200>	TOTAL OTHER	<5,161,587>	<5,431,390>	<269,803>	<766,521>	<4,969,176>
U U U U IUIAL EXPENSE U U (U) (U) 0			_	TOTAL EVDENCE		_	[		_
	U	Ü	Ü	TOTAL EXPENSE	U	U	<u></u>	U	Ü

## FACILITIES EXPENSE STATEMENT

FEB. (	07(01/27/19-02/2	23/19)	]
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
122 204	110 (21	.0 775.	Caraar Wagaa
122,396	119,621		Career Wages
5,521	4,960		Limited Appointment
120	930	810	Student Wages
<327>	<640>		Labor Recharge
<10,664>	<9,302>	1,362	Billed Labor Costs
<2,538>	<3,250>		Capitalized Wages
114,507	112,319	<2,188>	TOTAL WAGES
76,591	69,802	<6,789>	Employee Benefits
117	200	83	Office Supplies
923	803	<120>	Telephone
0	0	0	Trav/Trips/Conference
4,862	5,178	316	Paper
7.6	6.3	<1.3>	Paper % To Sales
5,577	5,806	229	Cleaning Supplies
1,384	1,438	54	Replacements
449	436		Laundry
40,679	27,575		Repairs & Maintenance
<356>	4,950	5,306	Repairs & Mtce-Elevator
559	250		Repairs & Mtce-Equip
139	800		Painting Program
0	300	300	Incidental Proj Exp
669	2,575	1,906	Air Conditioning-Maint
10,337	11,501	1,164	Rub Remvl/Hauling
4,337	3,247		Rodent & Pest Control
368	1,600	1,232	Rentals-Truck
5,000	0		Janitorial
151,633	136,461	<15,172>	4
266,141	248,780	<17,361>	TOTAL CONTROLLABLE EXF
			Less: Allocated Exp
			,
26,293	21,607	<4,686>	Depreciation
26,293	21,607	<4,686>	TOTAL ALLOCATED EXP
292,434	270,387	<22,047>	NET EXPENSE
<251,345>	<232,411>	18,934	Allocated-Svs and Ent
<8,138>	<8,138>	0	Allocated-USAC
<3,181>	<3,181>	0	Allocated-GSA
<8,883>	<7,709>	1,174	Allocated-Comm Board
<20,887>	<18,948>	1,939	Allocated-A & SS
<292,434>	<270,387>	22,047	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18			
	MO(07/29/18-02/	LAST YEAR ACTUAL			
ACTUAL ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
ACTORE	DODGET	VARIANCE	WONTH	110	
911,671	885,456	<26,215>	116,836	857,157	
42,270	41,605	<665>	6,812	42,388	
1,228	6,642	5,414	0,812	42,300	
<1,830>	<1,945>	<115>	<138>	<2,859>	
<78,088>	<66,425>			-	
	<00,425 <i>&gt;</i> <22,750 <i>&gt;</i>	11,663	<10,631>	<67,753>	
<21,141> 854,110	<22,750> 842,583	<1,609>	<2,300> 110,579	<29,141> 799,791	
854,110	842,383	<11,527>	110,579	799,791	
532,045	E17 0E2	-14 102	72 122	404 022	
920	517,852 1,353	<14,193>	72,132	484,023	
		433	103	1,314	
4,286	5,620	1,334	690	5,431	
1,298	3,000	1,702	0	0	
33,139	36,126	2,987	4,471	34,812	
5.2	5.4	0.2	5.1	5.5	
38,141	42,362	4,221	4,432	39,923	
10,658	7,026	<3,632>	955	6,543	
3,001	2,996	<5>	533	3,006	
222,036	200,569	<21,467>	34,813	215,444	
23,234	37,650	14,416	6,436	41,478	
586	1,750	1,164	250	250	
10,672	5,600	<5,072>	3,878	5,215	
1,243	2,100	857	0	2,429	
77,174	27,475	<49,699>	3,650	24,725	
72,983	75,474	2,491	10,856	71,782	
27,354	23,020	<4,334>	3,229	22,425	
4,982	11,200	6,218	<248>	4,976	
16,179	0	<16,179>	700	6,800	
1,079,932	1,001,173	<78,759>	146,880	970,575	
1,934,042	1,843,756	<90,286>	257,460	1,770,367	
188,368	151,249	<37,119>	18,218	132,679	
188,368	151,249	<37,119>	18,218	132,679	
2,122,409	1,995,005	<127,404>	275,677	1,903,046	
4.007.00	4 760 176	460.000	001.705	4 (62 1)	
<1,826,804>	<1,718,473>	108,331	<236,720>	<1,633,169>	
<56,966>	<56,966>	0	<7,851>	<54,957>	
<22,267>	<22,267>	0	<3,069>	<21,483>	
<64,564>	<57,197>	7,367	<8,366>	<57,721>	
<151,808>	<140,102>	11,706	<19,671>	<135,717>	
<2,122,409>	<1,995,005>	127,404	<275,677>	<1,903,046>	
0	0	0	0	<0>	

### UTILITIES EXPENSE STATEMENT

FEB. (	07(01/27/19-02/2	23/19)	
(	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
3,244	8,291	5,047	Chiller Water
58,195	49,064	<9,131>	Elec-Non Air Cond.
9,056	11,000	1,944	Water-Non Air Cond.
8,268	6,590	<1,678>	Steam-Non Air Cond.
5,518	4,070	<1,448>	Gas
0	1,551	1,551	Energy Management
84,281	80,566	<3,715>	TOTAL OTHER CONTROL.
84,281	80,566	<3,715>	TOTAL CONTROLLABLE EXP
<71,875>	<68,652>	3,223	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,540>	<2,425>	115	Allocated-Comm Board
<5,973>	<5,596>	377	Allocated-A & SS
<84,281>	<80,566>	3,715	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
YTD 7 I	MO(07/29/18-02/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
106,997	125,172	18,175	7,806	113,084
326,241	378,872	52,631	57,453	404,141
49,418	66,621	17,203	9,771	53,070
37,682	36,738	<944>	4,053	32,298
20,263	19,881	<382>	3,475	16,092
9,303	10,857	1,554	1,550	10,853
549,904	638,141	88,237	84,108	629,538
549,904	638,141	88,237	84,108	629,538
<467,304>	<546,982>	<79,678>	<71,587>	<537,573>
<19,593>	<19,593>	0	<2,906>	<20,342>
<7,658>	<7,658>	0	<1,136>	<7,952>
<16,516>	<19,322>	<2,806>	<2,530>	<18,999>
<38,833>	<44,586>	<5,753>	<5,949>	<44,672>
<549,904>	<638,141>	<88,237>	<84,109>	<629,538>
	·	·	·	
<0>	0	0	<0>	<0>