ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/28/18 - 02/24/18)

Prepared
March 14, 2018

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| 11-86 77-8% 12-28 71-8% (44) 0.0 (1) (0.5) 1.165 72-3% U.C.A. Recharants 6.70 71-3% 6.966 71.9% C.6239 (0.5) (4) (0.7) 6.707 72-3 72 | | | FEBR | UARY (01/2 | 28/18 - 02/24 | /18) | | FY 16-17 FISCAL YEAR 2017-2018 | | | | | | FY 1 | 6-17 | | | | | | |
|--|-------|---------|-------|------------|---------------|-------|-------|--------------------------------|---------|----------|-------------------|---------|----------|---------|-----------|--------------|---------|-------|-------|---------|-----------------------|
| S | | | | CURRENT | T MONTH | | | | *1 | • | 1 | | | YTD 7 | MONTHS (0 | 7/30/17 - 02 | /24/18) | | | * | * |
| S | ACTU | AL | BUD | GET | | VARIA | NCE | | LAST YE | AR ACT | 1 | ACT | UAL | BUD | GET | | VARI | ANCE | | LAST YE | AR ACT |
| 2,773 | | | | | | | | - | | | | | | | | | BUD | | Y ACT | | |
| 2,773 2,711 62 2.9% 59 3.9% 2.600 U.L. Store 2,7100 2,7803 (473) (473) (473) (474) (574) (575) | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| 1,70 | | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 358 312 22 7.4% 75 23.9% 259 Services Deficien 2.673 2.688 35 1.3% 322 13.7% 2.381 | 2,773 | | 2,711 | | | | | | | | | 27,108 | | | | | | | | | |
| 140 | | | | | | , , | | | | | | | | | | | , , | | | | |
| April Apri | | | - | | | | | | | | | | | | | | | | | | |
| Pack | | | | | | | | | | | | | | | | | | | | | |
| 1,065 36.2% 1,005 37.1% 0 0 0 0 0 0 0 0 0 | 4,898 | | 4,847 | | 51 | 1.1% | 211 | 4.5% | 4,687 | | TOTAL | 39,997 | | 40,746 | | (749) | (1.8%) | 594 | 1.5% | 39,403 | |
| 1.184 77.9% 1.228 77.8% (440 0.0 11 0.5 1.185 72.3% UCLA Reclaurants 6.703 77.3% 6.986 77.9% (2635) (0.5) (4) (0.7) 6.707 72.3 | | | | | | | | | | | | | | | | | | | | | |
| 335 100,0% 312 100,0% 23 0.0 76 0.0 259 100,0% Services Dehiston 2,677 99,9% 2,825 99,9% 36 0.0 3.22 0.0 2,349 99,9% 2,585 3,466 0.0 3.01 0.0 0. | , | | | | - | ` ' | | , , | | | | - , - | | | | | , , | | , , | | 32.9% |
| 77 55,0% 60 52,0% 17 2.4 12 (4.1) 65 59,1% | , - | | , - | | | | | | | | | -, | | - , | | | | | | - / - | 72.0% |
| | | | | | | | | | | | | | | - | | | | | | - | 99.9% |
| Second Column | | | | | | | | \ / | | | | | | | | | | | . , | | 58.9% 46.6% |
| 543 19.8% 577 21.3% 34 1.7 19 1.4 562 21.0% UCLA Potentiarins 4.68 42.3% 7.88 41.4% 10 (0.9) 30 0.1 695 42.4% UCLA Restaurants 4.68 49.3% 4.48 4.83 49.9% 217 0.6 84 1.4 4.720 1.4 0.5 3.988 1.4 7.7 1.5 | 2,601 | 53.1% | 2,605 | 53.7% | (4) | (0.6) | 36 | (1.6) | 2,363 | 34.7% | TOTAL | 18,596 | 46.5% | 19,267 | 47.3% | (671) | (0.8) | 232 | (0.1) | 18,364 | 46.6% |
| 688 42.3% 708 41.4% 10 0.09 30 0.1 695 42.4% UCLA Restaurants 4,636 49.3% 4,853 49.9% 217 0.6 84 1.4 4.720 50.6 71 50.7% 76 66.7% 5 16.0 (2) 12.0 69 62.7% UCLA Student Union 482 59.2% 517 65.3% 35 6.1 (18) 3.9 464 63.3% 1.368 12.7% 11 10.6 8 2.3 3.88 16.7% 10.6 10 | | | | | | | | | | | | | | | | | | | | | |
| 56 16.7% 56 17.9% 0 1.2 (2) 4.1 5.4 20.8% Service Division 378 14.1% 389 14.7% 11 0.6 8 2.3 386 16.7% 17.5% 1.9% 14.7% 17.7% | | | | | | | | | | | | | | | | | | | | | 14.8% |
| CAL Student Union 482 59.2% 517 65.3% 35 6.1 (18) 3.9 464 63. | | | | | | , , | | | | | | | | | | | | | | | 50.7% |
| 1,368 27.9% 1,417 29.2% 49 1.3 12 1.5 1,380 29.4% OTAL OTAL 9,380 23.5% 9,908 24.3% 528 0.8 188 0.8 9,568 24. | | | | | | | | | | | | | | | | | | _ | | | 16.4% |
| ## 1.7% | | | | | | | | | | | | | | | | | | | | | 63.1% |
| 47 1.7% 51 1.9% 4 0.2 13 0.5 60 2.2% ULA Store 1.464 5.4% 1.473 5.3% 9 (0.1) (18) 0.0 14.46 5.17 171 10.9% ULA Store 1.464 5.4% 1.653 10.8% 31 (0.1) (15) (0.1) 14.40 5.1 172 173 195 195 195 10.9% ULA Store Division 966 36.1% 802 33.8% (74 (2.3) (2.29) (4.8) 737 31.2 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 10.9% 12.2 12.2 10.2 12.2 10.2 12.2 10.2 12.2 10.2 12.2 10.2 12 | 1,368 | 27.9% | 1,417 | 29.2% | 49 | 1.3 | 12 | 1.5 | 1,380 | 29.4% | TOTAL | 9,380 | 23.5% | 9,908 | 24.3% | 528 | 0.8 | 188 | 0.8 | 9,568 | 24.3% |
| 171 10.4% 189 11.1% 18 0.7 8 0.5 179 10.9% LCAR Restaurants 1.022 10.9% 1.053 10.8% 31 (0.1) 1.007 31.73 32.73 33.73 34.73 | | | | | | | | | | | | | | | | | | | | | |
| 127 37 9% 92 29 5% 350 (8.4) (61) (12.4) 66 25.6% Services Division 966 36.1% 892 33.8% (74) (2.3) (2.29) (4.8) 737 31. 32. 36.8% 38.8% 38.8% 38.8% 38.8% 38.8% 38.8% 350 (0.5) (48) (0.6) 375 8.6% 10.5% 10 | | | | | | - | | | | | | , - | | | | - | | | | , - | 5.4% |
| Total Tota | 1 | | | | | - | - | | - | | | | | | | - | | | | | 10.8% |
| 423 8.6% 388 8.0% (35) (0.6) (46) (0.6) 375 8.0% TOTAL CONTRIBUTION 415 15.0% 377 13.9% 38 1.1 (19) (1.2) 434 16.2% (LICLA Store LICLA S | | | | | | , , | | , , | | | | | | | | | | | , , | | 31.3% |
| ## 15 15.0% 377 13.9% 38 1.1 (19) (1.2) 434 16.2% (LCA Store 3.444 12.7% 3.548 12.9% (104) (0.2) 13 0.0 3.431 12.331 19.4% (16) (0.3) 4 0.1 311 19.0% UCLA Restaurants 1.045 11.1% 1.091 11.2% (48) (0.1) 66 0.6 0.6 0.99 10.0 153 45.7% (16) (62.2%) 0 11.8 1 15.0 (73) (66.4%) UCLA Restaurants 1.045 11.1% 1.091 11.2% (48) (0.1) 66 0.6 0.6 0.99 10.0 (22) (1.2) (| | | | | . , | ` / | | | | | | | | | | . , | . , | . , | | | 49.3% 9.0% |
| 415 15.0% 377 13.9% 38 1.1 (19) (1.2) 434 16.2% UCLA Store 3.444 12.7% 3.5.48 12.9% (104) (0.2) 13 0.0 3.431 12.3 15 19.1% 331 19.4% (16) (0.3) 4 0.1 31 19.0% UCLA Restaurants 1.045 11.1% 1.091 11.2% (46) (0.1) 66 0.8 979 11.0 153 45.7% 164 52.6% (11) (6.9) 13 (6.4) 140 54.1% Services Division 1.326 49.6% 1.354 51.3% (28) (1.7) 101 (2.5) 1.225 52. (72) (51.4%) (72) (63.2%) 0 11.8 1 1 15.0 (73) (66.4%) UCLA Student Union (427) (52.5%) (389) (49.1%) (38) (34.1) (33) 1.1 (394) (53.1) | 423 | 8.6% | 388 | 8.0% | (35) | (0.6) | (48) | (0.6) | 3/5 | 8.0% | TOTAL | 3,827 | 9.6% | 3,756 | 9.2% | (71) | (0.4) | (275) | (0.6) | 3,552 | 9.0% |
| 315 19.1% 331 19.4% (16) (0.3) 4 0.1 311 19.0% UCLA Restaurants 1.0.45 11.1% 1.001 11.2% (14) (0.1) 66 0.6 979 10. 153 45.7% 164 52.6% (11) (6.9) 13 (8.4) 140 54.1% Services Division 1.326 49.6% 13.54 51.3% (28) (1.7) 101 (2.5) 1.225 52. (72) (51.4%) (72) (63.2%) 0 11.8 1 15.0 (73) (66.4%) UCLA Student Union (427) (52.5%) (389) (49.1%) (38) (3.4) (3.3) 1.1 (394) (53.5) (52.5%) (389) (49.1%) (38) (3.4) (3.4) (3.3) 1.1 (394) (53.5) (52.5%) (389) (49.1%) (38) (38.6) (3.4) (3.4) (3.3) 1.1 (394) (53.5) (52.5%) (389) (49.1%) (38) (38.6) (3.4) (3.4) (3.5) 1.1 (394) (53.5) (52.5%) (389) (49.1%) (38) (38.6) (3.4) (3.5) 1.1 (394) (53.5) (3.4) (3.5) 1.1 (394) (53.5) (3.4) (3.5) 1.1 (394) (53.5) (3.4) (3.5) 1.1 (394) (53.5) (3.5%) (3.6) (3.4) (3.5) 1.1 (394) (53.5) (3.5%) (3.6) (3.4) (3.5) 1.1 (394) (53.5) (3.5%) (3.6) (3.4) (3.5) 1.1 (3.4) (3.5) (3.4) (3.5) 1.1 (3.4) (3.5) (3.4) (| | | | | | | | | | | | | | | | | | | | | |
| 153 45.7% 164 52.6% (11) (6.9) 13 (8.4) 140 54.1% Services Division 1,326 49.6% 1,354 51.3% (28) (1.7) 101 (2.5) 1,225 52. (2.7) (2.5) (3.4) (3.4) (3.3) (3.3) (3.4) (3.3) (3.3) (3.4) (3.4) | | | | | | | | | | | | | | | | | | | | | 12.7% |
| (72) (51.4%) (72) (63.2%) 0 11.8 1 15.0 (73) (66.4%) UCLA Student Union (427) (52.5%) (389) (49.1%) (38) (3.4) (33) 1.1 (394) (53.1 11 16.6% 800 16.5% 11 0.1 (1) (0.7) 812 17.3% TOTAL 5,388 13.5% 5,604 13.8% (216) (0.3) 147 0.2 5,241 13. ALLOCATED EXPENSES Administratory (11) (0.2) (34) (0.5) (100) (1.6) 545 11.6% 4.9% 227 4.7% (11) (0.2) (34) (0.5) 204 4.4% Facilities Division 1,636 4.1% 1,650 4.0% 14 (0.1) (150) (0.3) 1,486 3.78 1.6% 91 1.9% 13 0.3 1 0.1 79 1.7% Utilities 552 1.5% 625 1.5% 625 1.5% 43 0.0 26 0.0 608 11.8 3.8% 204 4.2% 20 0.4 0 0.1 138 3.9% 10.8% 274 0.5 (173) (0.3) 3,951 10.0 11.8 11.4 11.4 11.4 11.4 11.4 11.4 11.4 | | | | | | , , | | | - | | | | | - | | | | | | | 10.5% |
| 811 16.6% 800 16.5% 11 0.1 (1) (0.7) 812 17.3% TOTAL Signature Signature | | | - | | | | | | | | | | | | | | | | | | 52.1% |
| ALLOCATED EXPENSES 645 13.2% 614 12.7% (31) (0.5) (100) (1.6) 545 11.6% AdminaSupport Services 238 4.9% 227 4.7% (11) (0.2) (34) (0.5) 204 4.4% Facilities Division 1.636 4.1% 1.650 4.0% 14 (0.1) (150) (0.3) 1.486 3.78 1.6% 204 4.2% 20 0.4 0 0.1 184 3.8% 204 4.2% 20 0.4 0 0.1 184 3.9% Depreciation 1.334 3.3% 1.429 3.5% 95 0.2 76 0.3 1.410 3.3 1.1145 23.4% 1,136 23.4% (9) 0.0 (133) (1.8) 1.012 21.6% TOTAL NET INCOME (LOSS) 34 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 34 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 34 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 35 0.0 (32) (0.7%) (32) (0.7%) (32) (0.7%) 0.0 0.0 3 0.0 (35) (0.7%) (1nterest Income 104 0.3% 86 0.2% 18 0.1 19 0.1 85 0.2 (32) (0.7%) (32) (0.7%) (32) (0.7%) (2.2) (0.1) 3 (0.1) 231 4.9% Student Union Fee Income 1.648 4.1% 1.654 4.1% (6) 0.0 29 0.0 1.619 4.250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 10 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0 | | | ` ' | | | | | | | / | | | , | , | | | | | | . , | 13.3% |
| 645 13.2% 614 12.7% (31) (0.5) (100) (1.6) 545 11.6% Admin&Support Services 4,124 10.3% 4.398 10.8% 274 0.5 (173) (0.3) 3,951 10.1 238 4.9% 227 4.7% (11) (0.2) (34) (0.5) 204 4.4% Facilities Division 1.636 4.1% 1.656 4.0% 14 (0.1) (150) (0.3) 1.486 3.3 78 1.6% 91 1.9% 13 0.3 1 0.1 79 1.7% (11) (12) (11) (150) (10.3) 1.486 3.3 184 3.8% 204 4.2% 20 0.4 0 0.1 184 3.9% 1,145 23.4% 1,136 23.4% (9) 0.0 (133) (1.8) 1,012 21.6% 1,145 23.4% 1,136 23.4% (9) 0.0 (133) (1.8) 1,012 21.6% 1,145 23.4% 1,136 23.4% (9) 0.0 (134) (2.5) (200) (4.3%) 1,146 (3.8%) (3.8% | 811 | 10.0% | 800 | 10.5% | - '' | 0.1 | (1) | (0.7) | 012 | 17.3% | 1 | 3,366 | 13.5% | 5,604 | 13.0% | (216) | (0.3) | 147 | 0.2 | 5,241 | 13.3% |
| 238 | | | | | | | | | | | | | | | | | | | | | |
| 78 | | | - | | | , , | | , , | | | | | | | | | | | , , | - | 10.0% |
| 184 3.8% 204 4.2% 20 0.4 0 0.1 184 3.9% Depreciation 1,334 3.3% 1,429 3.5% 95 0.2 76 0.3 1,410 3.1 1,145 23.4% 1,136 23.4% (9) 0.0 (133) (1.8) 1,012 21.6% TOTAL 7,676 19.2% 8,102 19.9% 426 0.7 (221) (0.3) 7,455 18. | | | | | | | , , | | | | | | | | | | | | | - | 3.8% |
| 1,145 23.4% 1,136 23.4% (9) 0.0 (133) (1.8) 1,012 21.6% TOTAL (334) (6.8%) (336) (6.9%) 2 0.1 (134) (2.5) (200) (4.3%) FROM OPERATIONS (334) 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 14 0.3% 12 0.2% 2 0.1 3 0.1 11 0.2% Interest Income 104 0.3% 86 0.2% 18 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 85 0.1 19 0.1 10 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0% 0 0. | 1 | | | | | | - 1 | | | | | | | | | | | | | | 1.5% |
| (334) (6.8%) (336) (6.9%) 2 0.1 (134) (2.5) (200) (4.3%) NET INCOME (LOSS) FROM OPERATIONS (2,288) (5.7%) (2,498) (6.1%) 210 0.4 (74) (0.1) (2,214) (5.1 (1.2 (1.2 (1.2 (1.2 (1.2 (1.2 (1.2 (1 | | | | | | | | | | | ' | | | | | | | | | | 3.6% 18.9% |
| (334) (6.8%) (336) (6.9%) 2 0.1 (134) (2.5) (200) (4.3%) FROM OPERATIONS (2,288) (5.7%) (2,498) (6.1%) 210 0.4 (74) (0.1) (2,214) (5.1%) (1.1% | 1,143 | 23.4 /0 | 1,130 | 23.4 /0 | (9) | 0.0 | (133) | (1.0) | 1,012 | 21.070 | 1 | 7,076 | 13.270 | 0,102 | 13.3% | 420 | 0.7 | (221) | (0.3) | 1,435 | 10.5% |
| 34 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 100 0.3% 70 0.2% 30 0.1 42 0.2 58 0. 14 0.3% 12 0.2% 2 0.1 3 0.1 11 0.2% Interest Income 104 0.3% 86 0.2% 18 0.1 19 0.1 85 0. 10 0.2% (32) (0.7%) (32) (0.7%) 0 0.0 3 0.0 (35) (0.7%) 100 0.0% 10 0.0% 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 0 0.0 234 4.8% 236 4.9% (2) (0.1) 3 (0.1) 231 4.9% Student Union Fee Income 1,648 4.1% 1,654 4.1% (6) 0.0 29 0.0 1,619 4. 250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 1,628 4.1% 1,586 3.9% 42 0.2 111 0.3 1,517 3. | (334) | (6.8%) | (336) | (6 9%) | , | 0.1 | (134) | (2.5) | (200) | (4 3%) | | (2.288) | (5.7%) | (2.498) | (6.1%) | 210 | 0.4 | (74) | (0.1) | (2 214) | (5.6%) |
| 34 0.7% 10 0.2% 24 0.5 14 0.3 20 0.4% Non-Recurrent Inc/(Exp) 100 0.3% 70 0.2% 30 0.1 42 0.2 58 0. 14 0.3% 12 0.2% 2 0.1 3 0.1 11 0.2% Interest Income 104 0.3% 86 0.2% 18 0.1 19 0.1 85 0. (32) (0.7%) (32) (0.7%) 0 0.0 3 0.0 (35) (0.7%) Interest (Expense) (224) (0.6%) (224) (0.5%) 0 (0.1) 21 0.0 (245) (0.0 0 0.0% 0 0.0% 0 0.0 0 0.0% Interest (Expense) 0 0.0% 0 0.0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0 0.0 0 0 0 0 0 0 0 0 0 0 0 0 0 | (334) | (0.070) | (330) | (0.5 /0) | - | 0.1 | (134) | (2.3) | (200) | (→.3 /0) | 1 | (2,200) | (3.1 /0) | (2,430) | (0.170) | 210 | 0.4 | (14) | (0.1) | (4,414) | (3.0 %) |
| 14 0.3% 12 0.2% 2 0.1 3 0.1 11 0.2% Interest Income 104 0.3% 86 0.2% 18 0.1 19 0.1 85 0.2 (32) (0.7%) (32) (0.7%) 0 0.0 3 0.0 (35) (0.7%) Interest Income (224) (0.6%) (224) (0.5%) 0 (0.1) 21 0.0 (245) (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 0.0 234 4.8% 236 4.9% (2) (0.1) 3 (0.1) 231 4.9% Student Union Fee Income 1,648 4.1% 1,654 4.1% (6) 0.0 29 0.0 1,619 4. 250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 1,628 4.1% 1,586 3.9% 42 0.2 111 0. | 24 | 0.70/ | 10 | 0.20/ | 24 | 0.5 | 44 | 0.3 | 20 | 0.40/ | | 100 | 0.30/ | 70 | 0.20/ | 20 | 0.4 | 40 | 0.0 | E0 | 0.1% |
| (32) (0.7%) (32) (0.7%) 0 0.0 3 0.0 (35) (0.7%) Interest (Expense) (224) (0.6%) (224) (0.5%) 0 (0.1) 21 0.0 (245) (0.0 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0 234 4.8% 236 4.9% (2) (0.1) 3 (0.1) 231 4.9% Student Union Fee Income 1,648 4.1% 1,654 4.1% (6) 0.0 29 0.0 1,619 4. 250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 1,628 4.1% 1,586 3.9% 42 0.2 111 0.3 1,517 3. | | | | | | | | | | | ` '' | | | | | | | | | | 0.1% |
| 0 0.0% 0 0.0% 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0. | 1 | | | | | - | | - | | | | | | | | | | - | _ | | (0.6%) |
| 234 4.8% 236 4.9% (2) (0.1) 3 (0.1) 231 4.9% Student Union Fee Income 1,648 4.1% 1,654 4.1% (6) 0.0 29 0.0 1,619 4. 250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 1,628 4.1% 1,586 3.9% 42 0.2 111 0.3 1,517 3. | ` ' | (/ | | , , | - | | - | | , , | (/ | ` ' ' | ` ' | (/ | ` , | , , | - | , , | | | | 0.0% |
| 250 5.1% 226 4.7% 24 0.4 23 0.3 227 4.8% TOTAL 1,628 4.1% 1,586 3.9% 42 0.2 111 0.3 1,517 3.0 1, | - | | - | | - | | - | | - | | | - | | - | | - | | - | | _ | 4.1% |
| | | | | | | | | | - | | | | | | | . , | | | | | 3.8% |
| (84) (1.7%) (110) (2.3%) 26 0.6 (111) (2.3) 27 0.6% NET INCOME (LOSS) (660) (1.7%) (912) (2.2%) 252 0.5 37 0.1 (697) (1.7%) | (84) | (1.7%) | (110) | (2.3%) | 26 | 0.6 | (111) | (2.3) | 27 | | NET INCOME (LOSS) | (660) | (1.7%) | (912) | (2.2%) | 252 | 0.5 | 37 | 0.1 | (697) | (1.8%) |

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

| | | FFBR | UARY (01/ | /28/18 - 02/24 | L/18) | | | FY 10 | 6-17 | FISCAL YEAR 2017-2018 | | | | | | FY 1 | 6-17 | | | |
|------------|----------------|------------|----------------|------------------|----------------|----------|----------------|------------|----------------|---------------------------------------|----------------|----------------|----------------|----------------|--------------|----------------|------------------|----------------|--------------|----------------|
| | | | - (| T MONTH | , | | | ** | | 1 | | | | | 7/30/17 - 02 | | | | ** | |
| ACTU | AL | BUD | GET | | VARIA | ANCE | | LAST YE | AR ACT | | ACT | JAL | BUD | GET | | VARI | ANCE | | LAST YE | AR ACT |
| | | | | ACT/ | | ACT/LY | | | | | | | | | ACT/BUD | | BUD ACT/LY ACT | | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 2,773 | | 2,711 | | 62 | 2.3% | 93 | 3.5% | 2,680 | | UCLA Store | 27,108 | | 27,583 | | (475) | (1.7%) | 106 | 0.4% | 27,002 | |
| 1,650 | | 1,710 | | (60) | (3.5%) | 12 | 0.7% | 1,638 | | UCLA Restaurants | 9,402 | | 9,733 | | (331) | (3.4%) | 87 | 0.9% | 9,315 | |
| 335 140 | | 312 114 | | 23 26 | 7.4% 22.8% | 76 30 | 29.3% 27.3% | 259 110 | | Services Division UCLA Student Union | 2,673 814 | | 2,638 792 | | 35 22 | 1.3% 2.8% | 322 79 | 13.7% 10.7% | 2,351 735 | |
| 4.898 | | 4.847 | | 51 | 1.1% | 211 | 4.5% | 4,687 | | TOTAL | 39.997 | | 40.746 | | (749) | (1.8%) | 594 | 1.5% | 39,403 | |
| 4,030 | | 7,047 | | 31 | 1 | 211 | | 4,007 | | | 33,331 | | 40,740 | | (143) | | 334 | | 33,403 | |
| 1,005 | 36.2% | 1,005 | 37.1% | 0 | Pts. (0.9) | (51) | Pts. (3.2) | 1,056 | 20.49/ | GROSS MARGIN UCLA Store | 8,792 | 32.4% | 9,170 | 33.2% | (378) | Pts. (0.8) | (83) | Pts. (0.5) | 8,875 | 32.9% |
| 1,184 | 71.8% | 1,228 | 71.8% | (44) | 0.0 | (1) | (0.5) | 1,185 | 72.3% | UCLA Restaurants | 6,703 | 71.3% | 6,996 | 71.9% | (293) | (0.6) | (4) | (0.3) | 6,707 | 72.0% |
| 335 | 100.0% | 312 | 100.0% | 23 | 0.0 | 76 | 0.0 | 259 | 100.0% | Services Division | 2,671 | 99.9% | 2,635 | 99.9% | 36 | 0.0 | 322 | 0.0 | 2,349 | 99.9% |
| 77 | 55.0% | 60 | 52.6% | 17 | 2.4 | 12 | (4.1) | 65 | | UCLA Student Union | 430 | 52.8% | 466 | 58.8% | (36) | (6.0) | (3) | (6.1) | 433 | 58.9% |
| 2,601 | 53.1% | 2,605 | 53.7% | (4) | (0.6) | 36 | (1.6) | 2,565 | 54.7% | TOTAL | 18,596 | 46.5% | 19,267 | 47.3% | (671) | (0.8) | 232 | (0.1) | 18,364 | 46.6% |
| | | | | | | | | | | TOTAL CONTROLLABLES | | | | | | | | | | |
| 590 | 21.3% | 628 | 23.2% | 38 | 1.9 | 32 | 1.9 | 622 | 23.2% | UCLA Store | 5,348 | 19.7% | 5,622 | 20.4% | 274 | 0.7 | 96 | 0.5 | 5,444 | 20.2% |
| 869 | 52.7% | 897 | 52.5% | 28 | (0.2) | 5 | 0.7 | 874 | 53.4% | UCLA Restaurants | 5,658 | 60.2% | 5,905 | 60.7% | 247 | 0.5 | 69 | 1.3 | 5,727 | 61.5% |
| 182 | 54.3% | 148 | 47.4% | (34) | (6.9) | (62) | (8.0) | 120 | 46.3% | Services Division | 1,345 | 50.3% | 1,281 | 48.6% | (64) | (1.7) | (222) | (2.5) | 1,123 | 47.8% |
| 149 | 106.4% | 132 | 115.8% | (17) | 9.4 | (10) | 20.0 | 139 | 126.4% | UCLA Student Union | 857 | 105.3% | 855 | 108.0% | (2) | 2.7 | (30) | 7.2 | 827 | 112.5% |
| 1,790 | 36.5% | 1,805 | 37.2% | 15 | 0.7 | (35) | 0.9 | 1,755 | 37.4% | TOTAL | 13,208 | 33.0% | 13,663 | 33.5% | 455 | 0.5 | (87) | 0.3 | 13,121 | 33.3% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| 415 | 15.0% | 377 | 13.9% | 38 | 1.1 | (19) | (1.2) | 434 | | UCLA Store | 3,444 | 12.7% | 3,548 | 12.9% | (104) | (0.2) | 13 | 0.0 | 3,431 | 12.7% |
| 315 153 | 19.1% 45.7% | 331 164 | 19.4% 52.6% | (16) (11) | (0.3) (6.9) | 4 13 | 0.1 (8.4) | 311 140 | 19.0% 54.1% | UCLA Restaurants Services Division | 1,045 1,326 | 11.1% 49.6% | 1,091 1,354 | 11.2% 51.3% | (46) (28) | (0.1) (1.7) | 66 101 | 0.6 (2.5) | 979 1,225 | 10.5% 52.1% |
| (72) | (51.4%) | (72) | (63.2%) | (11) | 11.8 | 13 | 15.0 | (73) | | UCLA Student Union | (427) | (52.5%) | (389) | (49.1%) | (38) | (3.4) | (33) | 1.1 | (394) | (53.6%) |
| 811 | 16.6% | 800 | 16.5% | 11 | 0.1 | (1) | (0.7) | 812 | 17.3% | • | 5,388 | 13.5% | 5,604 | 13.8% | (216) | (0.3) | 147 | 0.2 | 5,241 | 13.3% |
| İ | | | | | | | | | | ALLOCATED EXPENSES | Ī | | | | | | | | | |
| 537 | 19.4% | 527 | 19.4% | (10) | 0.0 | (58) | (1.5) | 479 | 17.9% | UCLA Store | 3.956 | 14.6% | 4,184 | 15.2% | 228 | 0.6 | (93) | (0.3) | 3.863 | 14.3% |
| 418 | 25.3% | 424 | 24.8% | ` 6 [′] | (0.5) | (42) | (2.3) | 376 | 23.0% | UCLA Restaurants | 2,440 | 26.0% | 2,599 | 26.7% | 159 | 0.7 | ` 9 [´] | 0.3 | 2,449 | 26.3% |
| 98 | 29.3% | 94 | 30.1% | (4) | 0.8 | (22) | 0.0 | 76 | 29.3% | Services Division | 672 | 25.1% | 683 | 25.9% | 11 | 0.8 | (125) | (1.8) | 547 | 23.3% |
| 92 | 65.7% | 91 | 79.8% | (1) | 14.1 | (11) | 7.9 | 81 | 73.6% | UCLA Student Union | 608 | 74.7% | 636 | 80.3% | 28 | 5.6 | (12) | 6.4 | 596 | 81.1% |
| 1,145 | 23.4% | 1,136 | 23.4% | (9) | 0.0 | (133) | (1.8) | 1,012 | 21.6% | TOTAL | 7,676 | 19.2% | 8,102 | 19.9% | 426 | 0.7 | (221) | (0.3) | 7,455 | 18.9% |
| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| (121) | (2.5%) | (150) | (3.1%) | 29 | 0.6 | (78) | (1.6) | (43) | (0.9%) | FROM OPERATIONS UCLA Store | (513) | (1.3%) | (636) | (1.6%) | 123 | 0.3 | (80) | (0.2) | (433) | (1.1%) |
| (103) | (2.1%) | (93) | (1.9%) | (10) | (0.2) | (38) | (0.7) | (65) | | UCLA Store UCLA Restaurants | (1,395) | (3.5%) | (1,508) | (3.7%) | 113 | 0.3 | 74 | 0.2 | (1,469) | (3.7%) |
| 54 | 1.1% | 70 | 1.4% | (16) | (0.3) | (9) | (0.2) | 63 | 1.3% | Services Division | 655 | 1.6% | 671 | 1.6% | (16) | 0.0 | (23) | (0.1) | 678 | 1.7% |
| (164) | (3.3%) | (163) | (3.4%) | `(1) | 0.1 | (9) | 0.0 | (155) | (3.3%) | UCLA Student Union | (1,035) | (2.6%) | (1,025) | (2.5%) | (10) | (0.1) | (45) | (0.1) | (990) | (2.5%) |
| (334) | (6.8%) | (336) | (6.9%) | 2 | 0.1 | (134) | (2.5) | (200) | (4.3%) | TOTAL | (2,288) | (5.7%) | (2,498) | (6.1%) | 210 | 0.4 | (74) | (0.1) | (2,214) | (5.6%) |
| | | | | | | | | | | OTHER INC/(EXP) | | | | | | | | | | |
| 34 | 0.7% | 10 | 0.2% | 24 | 0.5 | 14 | 0.3 | 20 | | Non-Recurrent Inc/(Exp) | 100 | 0.3% | 70 | 0.2% | 30 | 0.1 | 42 | 0.2 | 58 | 0.1% |
| 14 | 0.3% | 12 | 0.2% | 2 | 0.1 | 3 | 0.1 | 11 | 0.2% | Interest Income | 104 | 0.3% | 86 | 0.2% | 18 | 0.1 | 19 | 0.1 | 85 | 0.2% |
| (32) | (0.7%) | (32) | (0.7%) | 0 | 0.0 | 3 | 0.0 | (35) | , , | Interest (Expense) | (224) | (0.6%) | (224) | (0.5%) | 0 | (0.1) | 21 | 0.0 | (245) | (0.6%) |
| 0 234 | 0.0% 4.8% | 0 236 | 0.0% 4.9% | 0 (2) | 0.0 (0.1) | 0 | 0.0 (0.1) | 0 231 | 0.0% 4.9% | Income Taxes Student Union Fee Income | 0 1,648 | 0.0% 4.1% | 0 1,654 | 0.0% 4.1% | 0 (6) | 0.0 | 0 29 | 0.0 0.0 | 0 1,619 | 0.0% 4.1% |
| 250 | 5.1% | 236 | 4.9% | (2) 24 | 0.1) | 23 | 0.3 | 231 | 4.9% | TOTAL | 1,648 | 4.1% | 1,554 | 3.9% | 42 | 0.0 | 111 | 0.0 | 1,517 | 3.8% |
| | | | | 26 | 0.4 | (111) | | 27 | | | | | (912) | | 252 | 0.5 | 37 | 0.1 | , | |
| (84) | (1.7%) | (110) | (2.3%) | 26 | 0.6 | (111) | (2.3) | 2/ | U.b% | NET INCOME (LOSS) | (660) | (1.7%) | (912) | (2.2%) | 252 | 0.5 | 37 | U. 1 | (697) | (1.8%) |

ASUCLA P/L Reconciliation Feb-18

| Financial Analysis | | 00's |
|---|------|--|
| | Fe | b-18 |
| Budgeted Net Income/(Loss) | | (11 |
| UCLA Store | | |
| Gross Margin: | | |
| Bearwear above plan: cooler weather at the end of the month motivated customers to purchase heavier weight items, which have a higher average price | 5 | |
| Graduation ETC below plan primarily due to product mix of items sold (more lower margin items were sold than anticipated) | (7) | |
| Campus Portrait Studio below plan: continued impact of marketing email incident in December as it relates to the scheduling of sitting (some recovery expected in March) | (13) | |
| Market above plan due to shift in business from Energy Zone and strong sales performance in trending gift items | 10 | |
| Wooden Store below plan due to closure earlier in the year | (6) | |
| E-Commerce below plan: overall decline in fan enthusiasm contributed to less demand for emblematic product | (6) | |
| • | 14 | - |
| Course Reader Solutions above plan due to higher department orders, unrealized income from January for sales at the print kiosks and overall trending higher print sales Computer Stars above also due to strong sales in Apple Decktors. Apple Workshood PC Decktors (to UCLA Health) and timing for delayed receipt of Apple Power (budgeted in January) | 15 | - |
| Computer Store above plan due to strong sales in Apple Desktops, Apple Watch and PC Desktops (to UCLA Health), and timing for delayed receipt of Apple Bonus (budgeted in January) | | |
| Luvalle Books below plan due to continued decline in Extension Textbook sales due in part to lower overall enrollment Tetal Wasse below plan. | (4) | |
| Total Wages below plan | | |
| Other, positive controllables (mostly employee benefits) | 13 | |
| Total Contribution | - | 3 |
| UCLA Restaurants | | |
| Gross Margin: | 10 | - |
| Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay | 10 | - |
| Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass thorough traffic even more | (9) | |
| North Campus Student Ctr. below plan: continuing lower sales trend in this general area, plus construction in parking lot 5 negatively impacted pass through traffic even more | (9) | |
| CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept | (33) | |
| Café Synapse below plan due to ongoing customer traffic decline | (5) | ├ |
| Cooperage above plan due to A-Level customer traffic capturing some of the 1st floor customers from Veggie Grill delay | 5 | ├ |
| Catering below plan: lower sales due to mix of events, menu mix for orders trending to higher cost items, student group lower priced menu, high volume of breakfast and dessert drops | (7) | Ь— |
| Concessions above plan: higher sales and unplanned consignment commission (3rd parties and food trucks) at Gymnastics and Women's Basketball events | 7 | ├ |
| Total Wages above plan | (11) | Ь— |
| Other, positive controllables mostly employee benefits | 36 | Ь— |
| Total Contribution | | (10 |
| Services | ļ | <u> </u> |
| Gross Margin: | | <u> </u> |
| Licensing Domestic above plan: higher unit price and unit sales for Under Armour compared to prior year Adidas, and some strong new performance/programs | 7 | <u> </u> |
| Licensing International above plan: The China Program continues to decline as does the program in the Middle East (some offset by a resurgence in sales for the program in India) | 20 | <u> </u> |
| Licensing Campus Sourcing above plan: conservative budget for this new service area | 7 | |
| Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased | (12) | |
| Photography above plan due to addition of two new events | 2 | |
| Total Wages above plan | (1) | Ī |
| Other, negative controllables mostly Licensing | (34) | |
| Total Contribution | | (1) |
| UCLA Student Union | | |
| Gross Margin: | | |
| Event Services above plan mostly in student programming due to an increase in the number of events and also timing for a calendar shift (will reverse next month) | 21 | |
| AU Post Office below plan due mostly to lower consignment commission (passport acceptance service) | (3) | |
| Total Wages below plan | 3 | |
| Other, negative controllables mostly student event expense (corresponds with higher student event income) | (21) | |
| Total Contribution | / | |
| Allocated Expenses and Other | | |
| A&SS above plan mostly due to higher wages and also higher benefits as the change to UCPath utilizing a composite benefit rate (CBR) has shifted the positive results to other Divisions | (31) | |
| Facilities above plan due mostly to higher repairs & maintenance | (11) | |
| Utilities below plan: lower consumption for steam to heat the building due to a mild Winter, and continuing PM service on our larger units using electricity results in less demand for power | 13 | |
| Depreciation lower than plan due to timing of capital expenditures | 20 | |
| Other, mostly positive non recurrent (includes \$39K rebate check from DWP and some negative offsets) | 24 | |
| Total | 24 | 1: |
| 10(4) | 1 | (8 |

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

| Financial Analysis | \$0 | 000's |
|--|-------|----------|
| Budgeted Net Income/(Loss) | | (91 |
| | | |
| UCLA Store | | |
| Gross Margin: | | ļ |
| Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down | (11) | |
| Graduation ETC below plan due to product mix (more lower margin items were sold) | (18) | |
| Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan | (52) | <u> </u> |
| Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center | 57 | <u> </u> |
| Wooden Store below plan due to closure | (30) | — |
| E-Commerce below plan: overall decline in fan enthusiasm | (95) | <u> </u> |
| New Text below plan: general timing and interaction between New and Used, and fewer books were sold and average price was down due to competitive pricing | (42) | — |
| Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE) | (99) | <u> </u> |
| Computer Store above plan mostly due to strong sales for various Apple products | 22 | Ь— |
| Luvalle Books below plan: used sales lower due to lack of available high quality used books for the law school | (33) | <u> </u> |
| HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation) | (42) | <u> </u> |
| HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area | (18) | <u> </u> |
| Total Wages lower than plan | 76 | <u> </u> |
| Other, positive controllables mostly employee benefits | 181 | |
| Total Contribution | | (1 |
| JCLA Restaurants | | |
| Gross Margin: | | <u> </u> |
| Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic | (9) | — |
| Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales | (18) | — |
| Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay | 62 | — |
| Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic | (36) | — |
| No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5 | (61) | <u> </u> |
| CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept | (132) | <u> </u> |
| Café Synapse below plan due ongoing customer traffic decline | (20) | - |
| Luvalle Food Servery below plan mostly due to December fires | (10) | |
| Cooperage above plan: higher Winter Break sales during 1st floor dining room remodel and A-Level customer traffic capturing some customers from Veggie Grill delay | 22 | |
| Catering below plan largely as we were not chosen again to cater a graduate student welcome event | (35) | |
| Total Wages above plan | (22) | _ |
| Other, positive controllables (employee benefits, paper, and various other) | 213 | <u> </u> |
| Total Contribution | | |
| ervices Const. Manning. | | |
| Gross Margin: | 116 | |
| Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases | 116 | |
| Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July) | (34) | |
| Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year | 15 | |
| Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased | (64) | |
| Photography slightly above plan | 3 | |
| Total Wages above plan | (5) | |
| Other, negative controllables mostly Licensing Total Contribution | (59) | |
| UCLA Student Union | | - |
| | | |
| Gross Margin: Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall and reduced Undergraduate Admissions events | (20) | |
| | | |
| AU Post Office below plan due mostly to lower consignment commission (passport acceptance service) Total Wages below plan | (16) | |
| Other, negative controllables mainly student event expense (corresponds with higher student event income) | (15) | |
| Total Contribution | (13) | |
| Allocated Expenses and Other | | |
| A&SS below plan (savings in employee benefits and UCPath charges) | 274 | |
| Facilities below plan (mostly employee benefits) | 14 | |
| Utilities below plan: savings in Gas, Waget and Electricity (non air cond.) due to lower consumption | 43 | |
| Depreciation lower than plan due to timing of capitals | 95 | |
| Other- mostly higher non-recurrent and interest income | 42 | |
| | 442 | _ |
| Total | 1 | (6 |

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

| | Current Month | Prior Month | Prior Year |
|---|---------------|--------------|----------------|
| | February 2018 | January 2018 | July 2017 |
| ASSETS | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$15,443 | \$12,471 | \$12,191 |
| Accounts receivable | 3,965 | 4,207 | 3,526 |
| Less: Allowance for doubtful accounts | (566) | (558) | (551) |
| Accounts receivable, net | 3,399 | 3,649 | 2,975 |
| Student fees receivable | 0 | 0 | 373 |
| Inventories | 5,932 | 6,399 | 6,302 |
| Prepaid expenses and other current assets | 286 | 266 | 368 |
| Total current assets | 25,060 | 22,785 | 22,209 |
| | | | |
| LONG TERM ASSETS | | | |
| Long term note receivable | 200 | 200 | 200 |
| Property, equipment and improvements | 70,511 | 70,560 | 69,851 |
| Less: Accumulated depreciation | (49,128) | (49,043) | (47,919) |
| Total long term assets | 21,583 | 21,717 | 22,132 |
| TOTAL ASSETS | \$46,643 | \$44,502 | \$44,341 |
| TOTAL ASSETS | \$40,043 | \$44,50Z | Ψ44,341 |
| | | | |
| LIABILITIES AND RETAINED EARNINGS | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$5,626 | \$5,238 | \$5,727 |
| Wages and payroll taxes payable | 5,795 | 3,575 | 3,155 |
| Sales tax payable & other liabilities | 920 | 990 | 758 |
| Interest payable | 110 | 78 | 81 |
| Deferred income | 743 | 1,114 | 573 |
| Funds held for others | 164 | 140 | 102 |
| Current portion of long term debt | 832 | 833 | 832 |
| Total current liabilities | 14,190 | 11,968 | 11,228 |
| LONG TERM DEBT: | | | |
| AU expansion loan | 7,962 | 7,962 | 7,962 |
| Total long term debt | 7,962 | 7,962 | 7,962 |
| 3 | , | , | , |
| TOTAL LIABILITIES | 22,152 | 19,929 | 19,190 |
| | | | |
| RETAINED EARNINGS: | | 0= 4=4 | 22.222 |
| Beginning Balance | 25,151 | 25,151 | 26,008 |
| Year-to-date net income/(loss) | (660) | (578) | (857) |
| Ending Balance | 24,491 | 24,573 | 25,151 |
| - | | , | |
| TOTAL LIABILITIES AND RETAINED EARNINGS | \$46,643 | \$44,502 | \$44,341 |

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

| | Current | Year to | Prior Year to |
|--|----------|--------------|------------------|
| | Month | Date | Date |
| CASH FLOWS FROM OPERATING ACTIVITIES: | (0.04) | (#000) | (#007) |
| Net income/(loss) | (\$84) | (\$660) | (\$697) |
| Adjustments to reconcile net income/(loss) to net | | | |
| cash provided/(used) by operating activities: | 101 | 4 224 | 1 110 |
| Depreciation | 184 | 1,334 | 1,410 |
| Loss (Gain) on disposal of fixed assets | 15 | 16 | 5 |
| (Increase)/decrease in current assets: | 240 | (400) | (425) |
| Accounts receivable | 249 | (423) | (435) |
| Student fees receivable Inventories | 0 468 | 373 370 | 445 523 |
| Prepaid expenses and other current assets | (20) | 82 | 36 |
| Increase/(decrease) in current liabilities: | (20) | 02 | 30 |
| | 389 | (101) | (003) |
| Accounts payable Sales tax payable & other liabilities | (70) | (101) 162 | (993) 150 |
| Wages and payroll taxes payable | 2,221 | 2,641 | (319) |
| Interest payable | 32 | 2,041 | (319) |
| Deferred Income | (371) | 170 | 333 |
| Funds held for others | (371) | 62 | (7) |
| i unus riciu foi otricis | 24 | 02 | (1) |
| Net cash provided/(used) by operating activities | 3,037 | 4,055 | 482 |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: | | | |
| Purchase of property, equipment and improvements | (65) | (803) | (689) |
| | ` , | , , | , |
| Net cash used in investing activities | (65) | (803) | (689) |
| CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: | | | |
| Principal payments on AU expansion loan | 0 | 0 | 0 |
| 1 molpai paymonto on 70 oxpanolor toan | Ŭ | Ŭ | 0 |
| Net cash provided/(used) by financing activities | 0 | 0 | 0 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | 2,972 | 3,252 | (207) |
| CASH AND CASH EQUIVALENTS, Beginning | 12,471 | 12,191 | 11,907 |
| CASH AND CASH EQUIVALENTS, Ending | \$15,443 | \$15,443 | \$11,700 |

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

| CASH AND CASH EQUIVALENTS | \$15,443 |
|---|-----------|
| Less: Committed Capital Projects | |
| TFC Dining Room Remodel | (492) |
| Ackerman A Level and First Floor Remodel | (462) |
| CSSC Pizza Concept | (254) |
| Subtotal | (1,208) |
| Adjustment for Cash Overdraft Entry | (1,402) |
| Uncommitted Cash | 12,833 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 14,930 |
| RESERVE SURPLUS (DEFICIT) | (\$2,097) |

ASUCLA SERVICES AND ENTERPRISES

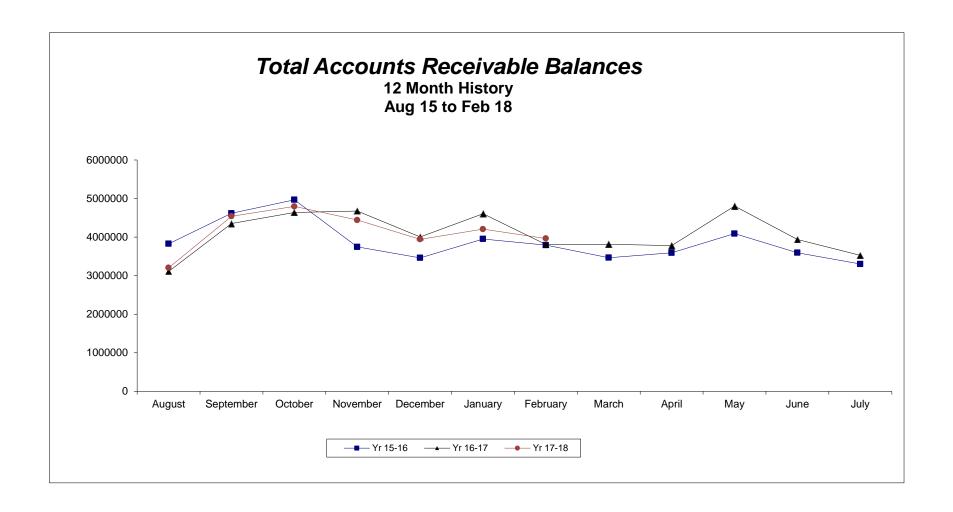
Capital Expenditures -Current Year Projects (\$000's)

FY 2017-2018 February 2018

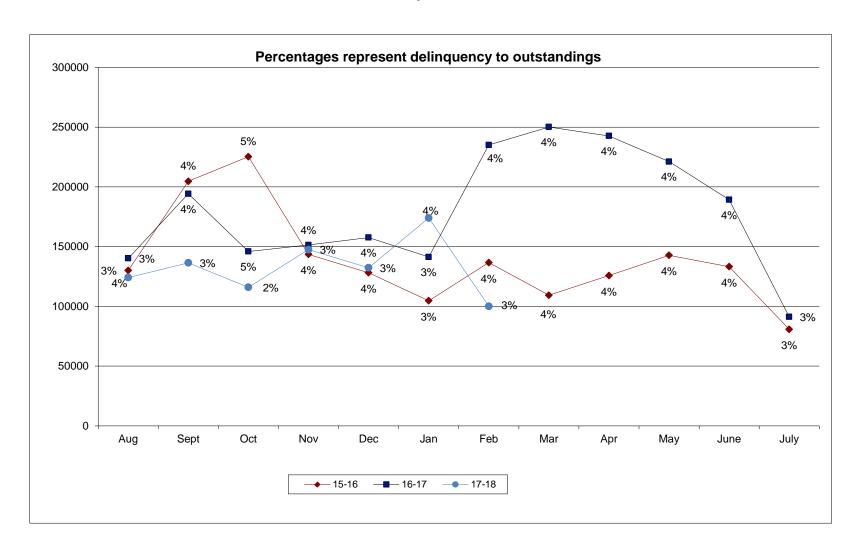
| 1 3 3 | | a da da da | FT 2017- | RINIKIRIRI KIRIKIRI RIBIRI RIBIRI | | | | | |
|------------------|---|-----------------------------|----------------------|-----------------------------------|-------|------------------------|------------|-----------------|--|
| PROJEC | TNAME | BUDGET | Payments | PO's | Total | Remaining : Balance | Pendina | Over (Under) | Status |
| Store/Serv | <u>rices</u> | | | | | | | | |
| 2017-001 | Store General Replacement | 50.0 | 5.2 | 3.9 | 9.1 | 40.9 | | 0.0 | In Progress |
| 2017-002 | DC Forklift | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-003 | Market Counter Replacement | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-004 | HSS Remodel | 75.0 | 64.9 | 0.0 | 64.9 | 10.1 | | 0.0 | Pending |
| | e/Services | 175:0 | 70.1 | : :3.9 : : | 74.0 | 51.0 | 50.0 | : :0.0 : | <u> </u> |
| Food Serv | | | | | | | | | |
| 2017-005 | FS Miscellaneous and Unanticipated | 50.0 | 22.5 | 2.5 | 25.0 | 25.0 | | 0.0 | In Progress |
| 2017-006 | Patio Furniture Upgrade | 20.0 | 0.0 | 12.9 | 12.9 | 7.1 | | 0.0 | In Progress |
| 2017-007 | FS POS Kiosks | 150.0 | 0.0 | 12.2 | 12.2 | 137.8 | | 0.0 | In Progress |
| 2017-008 | Taco Bell space remodel | 125.0 | 35.1 | 0.0 | 35.1 | 89.9 | | 0.0 | In Progress |
| 2017-009 | Commissary Kitchen Equipment replacements | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-010 | NCSC Dining room carpet | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-011 | NCSC Kitchen Equipment replacements | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-012 | TFC Dining Room Remodel | 500.0 | 7.7 | 305.0 | 312.7 | 187.3 | | 0.0 | In Progress |
| 2017-036 | Enginering 6 Café | 0.0 | 0.0 | 0.0 | 0.0 | 150.0 | | 150.0 | Pending |
| | Services | ·: ·900:0 ·: | 65.3 | :332.6: | 397.9 | : :597:1 | : 55.0: :: | 150.0 | <u>*(***************************</u> |
| <u>Technolog</u> | | | | | | | | | |
| 2017-013 | Network Infrastructure Upgrade | 10.0 | 0.0 | 2.7 | 2.7 | 7.3 | | 0.0 | In Progress |
| 2017-014 | Printer Replacement | 20.0 | 3.4 | 0.0 | 3.4 | 16.6 | | 0.0 | In Progress |
| 2017-015 | PC Replacement | 20.0 | 21.1 | 0.0 | 21.1 | 0.0 | | 1.1 | Completed |
| 2017-016 | Computing & Comm. Room Upgrade | 20.0 | 16.7 | 0.0 | 16.7 | 3.3 | | 0.0 | In Progress |
| 2017-017 | Marketing Oversize Printer | 17.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (17.0) | Cancel |
| 2017-018 | Marketing Misc. Hardware/Software Upgrades | 5.0 | 9.9 | 0.0 | 9.9 | 0.0 | | 4.9 | Completed Awaiting Invoice |
| | inology | 92.0 | ::::51.1:::: | 2.7 | 53.8 | 21.2 | 0.0. | (11.0) | titetiletitetitetiletiletiteti |
| Others . | | | | | | | | | |
| 2017-019 | Fac. Misc. Remodels | 50.0 | 20.8 | 6.0 | 26.8 | 23.2 | | 0.0 | In Progress |
| 2017-020 | AU 2nd Floor Concourse/Bridge & Coop West P | | 52.3 | 0.0 | 52.3 | 0.0 | | (7.7) | Completed |
| 2017-021 | AU 1st Floor Restrooms | 150.0 | 0.0 | 7.0 | 7.0 | 143.0 | 05.0 | 0.0 | In Progress |
| 2017-022 | Hood Exhaust Tank Replacements | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-023 | KGS Drapery Replacement | 65.0 | 0.0 | 0.0 | 0.0 | 0.0 | 65.0 | 0.0 | Pending |
| 2017-024 | Custodial Replacements | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2017-025 | SUO General Replacement | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-026 | Public Area Furnishing Replacement | 40.0 | 0.0 | 0.0 | 0.0 | 0.0 | 40.0 | 0.0 | Pending |
| 2017-027 | Finance Misc. Replacements | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-028 | MCO Equipment - coin wrapper | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-029 | Convert Darkroom to office | 0.0 | 5.5 | 0.0 | 5.5 | 0.0 | | 5.5 | Completed |
| 2017-032 | Fac. Gem Carts | 0.0 | 17.6 | 0.0 | 17.6 | 0.0 | | 17.6 | Completed |
| 2017-033 | Wolfgang Patio | 0.0 | 51.5 | 0.0 | 51.5 | 0.0 | | 51.5 | Completed Awaiting Invoice |
| 2017-034 | NC Back Door | 0.0 | 0.0 | 26.6 | 26.6 | 0.0 | | 26.6 | Completed Awaiting Invoice |
| 2017-035 | KH 105/109 Carpet Replacement | 0.0 | 11.3 | 22.9 | 34.2 | 0.0 | | 34.2 | Completed Awaiting Invoice |
| 2017-037 | Video Wall AU1st Floor | 0.0 •: • 450:0 •: | 0.0 1 59.0 | 0.0 •: 62.5 •: | 0.0 | 135.0 301.2 | . 400 0 | 135.0 | Pending |
| | ris | | | | | | | | rangan kangan kanga Pangan kangan kanga |
| Total Curr | ent Year Projects | 1,617.0 | 345.5 | :401.7: | 747.2 | 976.5 | 295.0 | 401.7 | <u>*************************************</u> |

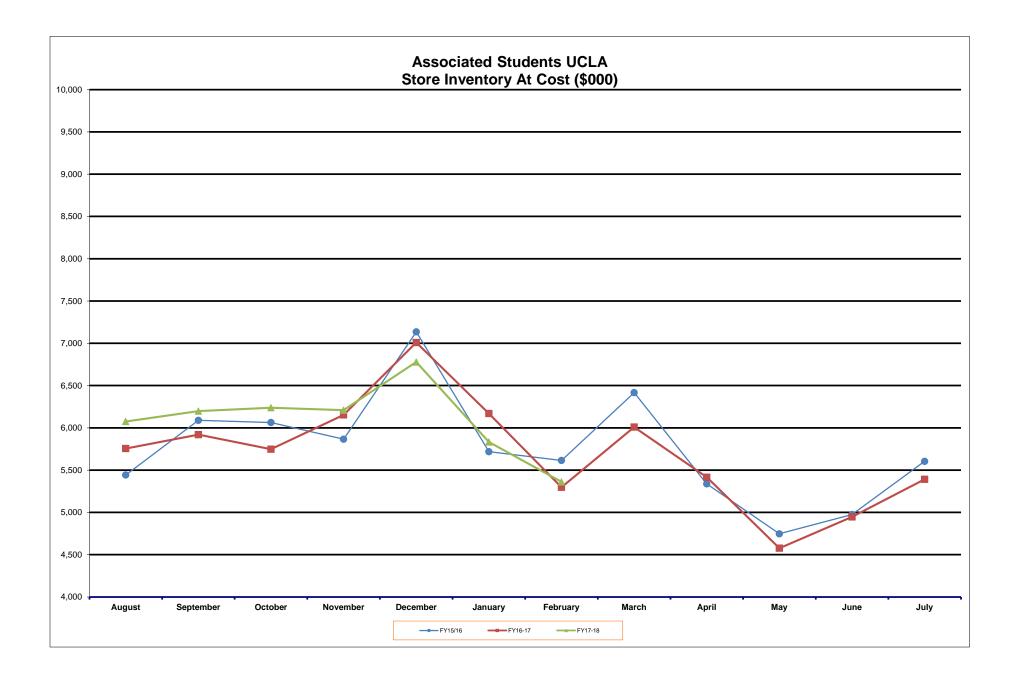
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

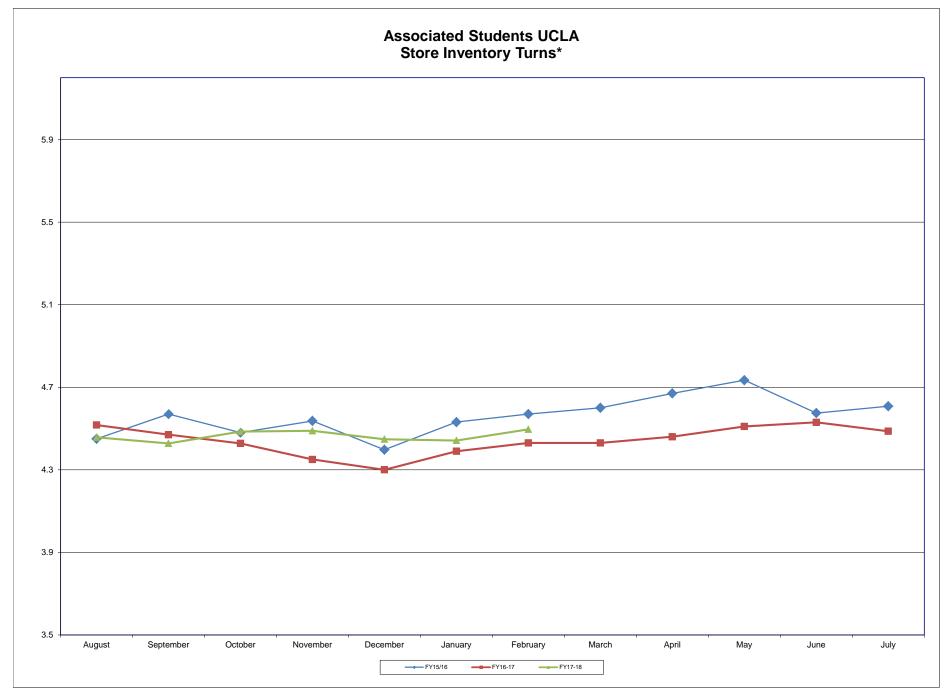
| 2/24/2018 F | -eb | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|---------------------|-----|-------------|------|------------|------|-----------|------|----------|------|----------|------|----------|------|-------------|------|
| UNIVERSITY | | \$609,612 | 17% | \$161,735 | 69% | \$6,843 | 59% | \$11,864 | 37% | \$10,744 | 31% | \$3,545 | 17% | \$804,343 | 20% |
| ASUCLA PUBLICATIONS | | \$81,926 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$81,926 | 2% |
| ASUCLA USA/GSA | | \$93,411 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$93,411 | 2% |
| DUE FROM VENDORS | | \$606,861 | 17% | \$4,886 | 2% | (\$5,259) | -45% | \$14,295 | 44% | \$22,114 | 63% | \$14,743 | 69% | \$657,640 | 17% |
| DENTAL KITS | | \$258,691 | 7% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$258,691 | 7% |
| OTHER | | \$1,978,978 | 54% | \$68,463 | 29% | \$10,093 | 86% | \$6,196 | 19% | \$1,978 | 6% | \$2,948 | 14% | \$2,068,656 | 52% |
| TOTAL CURRENT MONTH | | \$3,629,479 | 100% | \$235,084 | 100% | \$11,677 | 100% | \$32,355 | 100% | \$34,836 | 100% | \$21,236 | 100% | \$3,964,667 | 100% |
| | | 91% | | 6% | | 0% | | 1% | | 1% | | 1% | | 100% | |
| | | | | | | | | | | | | | | | |
| 1/27/2018 J | Jan | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$832,666 | 22% | \$92,086 | 58% | \$17,056 | 24% | \$9,398 | 33% | \$795 | 2% | \$4,851 | 15% | \$956,852 | 23% |
| ASUCLA PUBLICATIONS | | \$66,240 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$66,240 | 2% |
| ASUCLA USA/GSA | | \$99,920 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$99,920 | 2% |
| DUE FROM VENDORS | | \$271,264 | 7% | (\$22,114) | -14% | \$538 | 1% | \$14,478 | 51% | \$40,092 | 94% | \$26,728 | 80% | \$330,986 | 8% |
| DENTAL KITS | | \$337,892 | 9% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$337,892 | 8% |
| OTHER | | \$2,264,730 | 57% | \$89,925 | 56% | \$52,156 | 75% | \$4,479 | 16% | \$1,715 | 4% | \$1,733 | 5% | \$2,414,738 | 57% |
| TOTAL CURRENT MONTH | | \$3,872,712 | 100% | \$159,897 | 100% | \$69,750 | 100% | \$28,355 | 100% | \$42,602 | 100% | \$33,312 | 100% | \$4,206,628 | 100% |
| | | 92% | | 4% | | 2% | | 0% | | 1% | | 1% | | 100% | |
| | | | | | | | | | | | | | | | |
| 12/30/2017 | Dec | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$541,079 | 15% | \$143,675 | 71% | \$10,606 | 38% | \$9,591 | 29% | \$3,129 | 8% | \$2,147 | 7% | \$710,227 | 18% |
| ASUCLA PUBLICATIONS | | \$71,499 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$71,499 | 2% |
| ASUCLA USA/GSA | | \$121,170 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$121,170 | 3% |
| DUE FROM VENDORS | | \$452,475 | 13% | \$983 | 0% | \$10,715 | 39% | \$18,603 | 57% | \$35,997 | 92% | \$23,998 | 73% | \$542,771 | 14% |
| DENTAL KITS | | \$442,095 | 12% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$442,095 | 11% |
| OTHER | | \$1,977,641 | 55% | \$60,134 | 29% | \$6,249 | 23% | \$4,716 | 14% | \$32 | 0% | \$6,535 | 20% | \$2,055,307 | 52% |
| TOTAL CURRENT MONTH | | \$3,605,959 | 100% | \$204,792 | 100% | \$27,570 | 100% | \$32,910 | 100% | \$39,158 | 100% | \$32,680 | 100% | \$3,943,069 | 100% |
| | | 92% | | 5% | | 0% | | 1% | | 1% | | 1% | | 100% | |



Aged Accounts Receivable Balances > 60 Days Past Due







| ### CTUBER OF TRANSPORT PRODUCT | EER (| 77/01/28/18 02/3 | 04/10\ | 1 | | ISCAL YEAR 17-1 | Ω | EISCAL V | EAD 16 17 |
|--|-----------|------------------|-----------|--------------------------|------------|-----------------|------------------|-----------|------------|
| | (| | 1 | | YTD 7 | | | | |
| 1,161/92 1,1706-049 | ACTUAL | BUDGET | VARIANCE | | | | | | |
| 1,161/92 1,1706-049 | 996 574 | 992 163 | 14 411 | ACADEMIC SLIDDODT DIV | 11 200 120 | 11 372 756 | ~163 627× | 706 006 | 11 263 076 |
| 156,079 | | | | | | | | | |
| 5.5.111 6.5.000 <-0.000 <-0.0000 <-0.00000 <-0.00000 <-0.00000 <-0.00000 <-0.00000 <-0.000000 <-0.000000 <-0.0000000 <-0.00000000000 <-0.000000000000000 <-0.00000000000000000000000000000000000 | | | | | | | | | |
| 2260.00 | | | | | | | | | |
| 2,666,5899 2,651,754 35,685 TOTAL SALES 16,275,2560 2,270,12514 6,637,2009 2,559,144 26,680,346 26,000 2,500 2 | | | | | | | | | |
| 1,766,899 | | | | | | | | | |
| 2,600 2,340 -290. AcASMACI SUPPORT DIV 33,079 34,270 -3,899 - 2,576 38,596 -7,771 -600 -47 HILLOS SIOP 3,729 3,729 3,700 -499 697 3,584 -7,751 -7,400 -489 -697 3,584 -7,751 -7,400 -489 -697 3,584 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -489 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 -7,751 -7,400 | | | | | | | | | |
| 2,430 | 1,756,892 | 1,695,324 | <61,568> | Less: Cost of Sales | 18,210,239 | 18,310,764 | 100,525 | 1,612,942 | 18,021,826 |
| 2,430 | | | | Less: Shrinkane | | | | | |
| 5,773 5,800 22 CREMEN MOSE DIVISION 43,136 43,770 454 5,706 43,406 73,777 73,770 459 697 73,516 73,770 459 697 73,516 73,770 459 697 73,516 73,517 74,517 | | | | Less. Sirinkage | | | | | |
| 717 | 2,630 | 2,340 | <290> | ACADEMIC SUPPORT DIV | | 34,220 | <3,859> | 2,576 | 38,586 |
| PST 700 39 UNALE COMMONS STORE 7,553 7,420 483- 899 8,159 1,128 808 42599- SHRAINS ELECKS STORE 15,599 102,250 4-3373- 10,880 10,989 1,106,841 1,105,974 4-0,1077 TOTAL COST OF SALES 15,599 102,250 4-3373- 10,880 10,989 1918,798 945,200 2-26,442 GROSS MARGIN 8,099072 85,99130 5-90089 925,323 22,800,421 34.6 36.1 4-14- GROSS MARGIN 8,099072 85,99130 5-90089 925,323 22,800,421 34.6 36.1 4-14- GROSS MARGIN 8,099072 85,99130 5-90089 925,323 22,800,421 34.2 35.7 4-15- NET GROSS MARGIN 9,000 31.0 32.2 4-13- 36.3 31.4 15.6 15.9 4-03- MARGIN 9,000 17,2 10.2 4-21- 10.7 19.1 4.77 46.6 4-05- GRAFINA IMSE FONDISCION 48.0 4-01 4-05- 44.4 40.0 39.5 39.9 4-04- UNALE COMMONS STORE 31.0 33.9 4-22- 39.3 32.8 22.6 2-25 0-00 E-COMMERCE DUNISCION 30.3 31.8 4-13- 5-25- 32.8 22.6 2-25 0-00 E-COMMERCE DUNISCION 30.3 31.8 4-13- 5-25- 32.8 30.6099 3-900 SALES SALES SALES SALES SALES SALES SALES SALES 30.6099 3-900 SALES | | | | | | | | - | |
| 1,178 980 -286 HATH SOUNCES FORE 13,366 13,46 13,46 10,560 14,173 10,620 14,173 10,579 | | | | | | | | | |
| 11,149 | | | | | | | | | |
| 196.54 | | | | SHRINKAGE | | | | | |
| 91,798 | 1,768,041 | 1,705,914 | <62,127> | TOTAL COST OF SALES | 18,316,232 | 18,413,384 | 97,152 | 1,623,792 | 18,127,825 |
| 91,798 | 65.4 | 64.0 | <1.4 | COST OF SALES % | 69.0 | 67.8 | <13× | 63.3 | 68.2 |
| 0.4 0.4 0.0 SHENNAGE % 0.4 0.4 0.0 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.4 0.5 0.4 0.4 0.5 0.4 0.4 0.5 | | | | | | | | | |
| 34.2 35.7 <1.5 NIT GROSS MARGIN % 30.6 31.8 <1.3 36.3 31.4 | 34.6 | 36.1 | <1.4> | GROSS MARGIN % | 31.0 | 32.2 | <1.3> | 36.7 | 31.8 |
| 15.6 | 0.4 | 0.4 | <0.0> | SHRINKAGE % | 0.4 | 0.4 | <0.0> | 0.4 | 0.4 |
| 15.6 | 3/1.2 | 25.7 | ∠1 F.< | NET GROSS MARGIN % | 30.6 | 31 8 | ∠1 3× | 34.3 | 21 / |
| 47.7 | 34.2 | 33.1 | \1.02 | GROSS WARRING 70 | 30.0 | 31.0 | \1.3 <i>></i> | 30.3 | 31.4 |
| 41.5 41.2 0.3 HILLTOP SHOP 41.6 41.3 0.4 40.1 41.4 | | | | | | | | | |
| 39.5 39.9 -0.4 U VALLE COMMONS STORE 25.2 39.3 22.2 39.3 22.8 | | | | | | | | | |
| \$2.6 \$2.5 \$0.0 \$C-OMMERCE DIVISION \$7.3 #RATH SCIENCES STORE \$7.6 \$24.4 \$0.8 \$3.38 \$22.5 \$8.6 \$0.99 \$9.867 \$2.6 \$12.2 \$0.0 \$1.00 \$87 \$1.00 \$87 \$1.00 \$87 \$1.00 \$87 \$1.00 \$87 \$1.00 \$ | | | | | | | | | |
| 26.7 34.0 <7.3 HEALTH SIGNEY STORE 21.6 22.4 <0.8 33.8 22.5 | | | | | | | | | |
| 1,004,857 | | | | | | | | | |
| 1,004,857 | 0/ 050 | 50.047 | 2/ 102 | OTHER INCOME | 722.005 | F70 710 | 1/2 005 | 120 /0/ | F04 444 |
| Less: Controllable Exp 243,459 | | | | | | | | | |
| 243,459 | 1,001,007 | 1,000,107 | 12001 | CROSS III IR CITI STITEM | 0,771,077 | 7,107,010 | 107777007 | 1,000,017 | 0,071,002 |
| 0 | | | | Less: Controllable Exp | | | | | |
| 0 | 242 450 | 252 220 | 9 770 | Caroor Wagos | 1 400 271 | 1 771 471 | 72 100 | 252 170 | 1 777 000 |
| 173.513 | | | | | | | | | |
| 15.5 | | | | | | | | | 1,253,835 |
| 125,717 | | 434,449 | | | | 3,148,229 | | | |
| 3,985 | 15.5 | 16.4 | 0.9 | WAGE % TO SALES | 11.7 | 11.7 | 0.0 | 16.7 | 11.5 |
| 3,985 | 125.717 | 142,701 | 16.984 | Employee Benefits | 811.846 | 1.000.534 | 188.688 | 135,614 | 966,975 |
| 14 | | | | | | | | | |
| 5,568 | | | | | | | | | |
| 1,950 | | | | | | | | | |
| 4.125 | | | | | | | | - | |
| 913 950 0 0 0 Merchandise Losses 656 0 < 656> 0 0 6 899 0 0 0 0 Merchandise Losses 656 0 < 656> 0 0 0 0 18 0 0 < 18> 502 519 0 0 25 25 5 | | | | | | | | | |
| 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | | | | | | | | | |
| 18 | | | | | | | | | |
| 13,061 | | | | | | | | | |
| <76,655> <77,250> <595> Vendor Adv. Allowance <90,539> <22,915> <2,411> <73,956> <0,215> 2,963 4,460 1,498 Repairs & Maintenance 29,993 36,400 6,407 3,759 42,825 52,990 53,280 290 Bank Card Expense 476,424 493,688 17,264 54,399 464,917 337 0 <337> Credit Card Adjustments 8,049 0 <8,049> 2,500 17,342 0 0 0 0 Rentals-Facilities 0 0 0 0 0 17,342 0 0 700 700 Rentals-Facilities 0 0 0 0 0 0 1,732 0 0 0 0 0 0 0 0 300 0 300 0 300 0 300 0 300 0 300 0 300 0 300 0 300 0 | | | | | - | | | | |
| 16 | | | | | | | | | |
| 2,963 4,460 1,498 Repairs & Maintenance 29,993 36,400 6,407 3,759 42,822 52,990 53,280 290 Bank Card Expense 476,424 493,688 117,264 54,399 464,917 337 0 <319 | | | | | | | | - | |
| 52,990 | | | | | | | | | |
| 119 | | | | | | | | | |
| 0 0 0 0 Rentals-Facilities 0 0 0 0 0 0 0 0 1,785 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 119 | | <119> | Overs/Shorts | 5,238 | | <5,238> | <372> | |
| 0 0 0 Rentals-Facilities 0 0 0 0 0 1,785 0 700 700 700 Rentals-Truck 3,399 2,500 899> 713 2,492 0 0 0 0 1,785 0 300 300 0 300 9,888 10,950 1,062 1,622 1,762 1,160 1,900 3,865> 0 8,849 79,784 113 0 <113- | | | | | | | | | |
| 0 700 700 Rentals-Truck 3,399 2,500 <899> 713 2,492 0 0 0 Taxes & Licenses 0 300 300 300 0 300 9,888 10,950 1,662 Professional Services 90,462 80,650 <9,812> 8,849 79,784 113 0 <113> Temp Agency Service 5,765 1,900 <3,865> 0 8,123 632 350 <282> Commission Expense 14,107 14,150 43 552 13,712 2105> 0 105 Alloc of Distr Cntr <1,620 | | | | | | | | | |
| 0 0 0 Taxes & Licenses 0 300 300 300 300 9,888 10,950 1,062 Professional Services 90,462 80,650 <9,812> 8,849 79,784 113 0 <113> Temp Agency Service 5,765 1,900 <3,865> 0 8,123 632 350 <282> Commission Expense 14,107 14,150 43 552 13,717 210 100 <110- | | | | | | | | | |
| 113 | 0 | 0 | 0 | Taxes & Licenses | 0 | 300 | 300 | 0 | 300 |
| 632 350 <282 Commission Expense 14,107 14,150 43 552 13,717 | | | | | | | | | |
| 210 | | | | | | | | | |
| Color | | | | | | | | | |
| 11,160 9,540 <1,620 Payment to UCLA 110,893 119,315 8,422 10,117 107,493 173,134 193,304 20,170 TOTAL OTHER CONTROL. 2,275,924 2,473,298 197,374 195,631 2,412,837 70 70 70 70 70 70 70 | | | | | | | | | |
| Total Controllable Exp Gross Contribution to Syc And Exp Gross Contribution to Less: Allocated Exp Gross Contribution To Syc And Exp Gross C | 11,160 | | | Payment to UCLA | 110,893 | | | | |
| Allocated Exp IS | | | | | | | | | |
| Less: Allocated Exp 44,293 | 370,100 | 027,733 | 37,047 | | 3,347,707 | 3,021,327 | 273,010 | 021,000 | 3,443,771 |
| 44,293 42,785 <1,508> Allocated ExpHR 262,384 317,095 54,711 35,651 243,990 126,597 130,832 4,235 Allocated Exp. Fin 1,015,886 1,075,628 59,742 114,078 995,225 62,772 59,703 <3,069> Allocated ExpIS 458,812 477,325 18,513 54,946 477,626 29,308 29,173 <135> Allocated Exp. Mktg 241,347 262,717 21,370 28,188 223,140 10,481 92,843 <17,638> Allocated Exp Othr SA 828,380 841,051 12,671 90,512 763,718 82,234 79,603 <2,631* | 414,751 | 377,354 | 37,397 | SVCS AND ENTERPRISES | 3,443,969 | 3,548,313 | <104,344> | 434,388 | 3,430,761 |
| 44,293 42,785 <1,508> Allocated ExpHR 262,384 317,095 54,711 35,651 243,990 126,597 130,832 4,235 Allocated Exp. Fin 1,015,886 1,075,628 59,742 114,078 995,225 62,772 59,703 <3,069> Allocated ExpIS 458,812 477,325 18,513 54,946 477,626 29,308 29,173 <135> Allocated Exp. Mktg 241,347 262,717 21,370 28,188 223,140 10,481 92,843 <17,638> Allocated Exp Othr SA 828,380 841,051 12,671 90,512 763,718 82,234 79,603 <2,631* | | | | Local Allocated Fun | | | | | |
| 126,597 130,832 4,235 Allocated Exp. Fin 1,015,886 1,075,628 59,742 114,078 995,225 62,772 59,703 <3,069> Allocated ExpIS 458,812 477,325 18,513 54,946 477,626 29,308 29,173 <135> Allocated Exp. Mktg 241,347 262,717 21,370 28,188 223,140 110,481 92,843 <17,638> Allocated Exp. Dthr SA 828,380 841,051 12,671 90,512 763,718 82,234 79,603 <2,631> Aliocated Exp. Othr SA 828,830 841,051 12,671 90,512 763,718 24,869 29,334 4,465 Utilities 186,747 200,321 13,574 26,316 207,011 59,947 61,825 5,878 Depreciation 397,250 432,781 35,531 56,133 403,337 536,499 526,098 <10,401> TOTAL ALLOCATED EXP 3,958,149 4,184,068 225,919 478,966 3,862,313 | | | | ьезэ. миосатей Ехр | | | | | |
| 62,772 59,703 <3,069> Allocated ExpIS 458,812 477,325 18,513 54,946 477,626 29,308 29,173 <1355 | | | | | | | | | |
| 29,308 29,173 <135> Allocated Exp. Mktg 241,347 262,717 21,370 28,188 223,140 110,481 92,843 <17,638- | | | | | | | | | |
| 110,481 92,843 <17,638> Allocated Exp Othr SA 828,380 841,051 12,671 90,512 763,718 82,234 79,603 <2,631> Maintenance 567,344 577,150 9,806 73,141 548,266 24,869 29,334 4,465 Utilities 186,747 200,321 13,574 26,316 207,011 55,947 61,825 5,878 Depreciation 397,250 432,781 35,531 56,133 403,337 536,499 526,098 <10,401> TOTAL ALLOCATED EXP 3,958,149 4,184,068 225,919 478,966 3,862,313 | | | | | | | | | |
| 82,234 79,603 <2,631> Maintenance 567,344 577,150 9,806 73,141 548,266 24,869 29,334 4,465 Utilities 186,747 200,321 13,574 26,316 207,011 55,947 61,825 5,878 Depreciation 397,250 432,781 35,531 56,133 403,337 536,499 526,098 <10,401> TOTAL ALLOCATED EXP 3,958,149 4,184,068 225,919 478,966 3,862,313 | | | | | | | | | |
| 24,869 29,334 4,465 Utilities 186,747 20,321 13,574 26,316 207,011 55,947 61,825 5,878 Depreciation 397,250 432,781 35,531 56,133 403,337 536,499 526,098 <10,401> TOTAL ALLOCATED EXP 3,958,149 4,184,068 225,919 478,966 3,862,313 | | | | | | | | | |
| 536,499 526,098 <10,401> TOTAL ALLOCATED EXP 3,958,149 4,184,068 225,919 478,966 3,862,313 | 24,869 | 29,334 | 4,465 | Utilities | 186,747 | 200,321 | 13,574 | 26,316 | 207,011 |
| | | | | | | | | | |
| <121,748> <148,744> 26,996 NET INCOME (LOSS) <514,180> <635,755> 121,575 <44,578> <431,552> | 535,499 | 5∠6,U98 | < 10,401> | TOTAL ALLOCATED EXP | 3,758,149 | 4,164,068 | 225,919 | 4/8,966 | 3,002,313 |
| | <121,748> | <148,744> | 26,996 | NET INCOME (LOSS) | <514,180> | <635,755> | 121,575 | <44,578> | <431,552> |

| EED / | 07(01/28/18-02/2 | 24/18) | Ī | - | ISCAL YEAR 17-1 | <u>8</u> I | FISCAL YE | ΔΡ 16-17 |
|--------------------|--------------------|--------------------|---|------------------------|------------------------|----------------------|--------------------|------------------------|
| | CURRENT MONTH | | † | | MO(07/30/17-02/ | | LAST YEA | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 205,863 246,739 | 186,128 270,965 | 19,735 <24,226> | CENTRAL DIVISION NORTH CAMPUS DIVISION | 1,199,529 1,334,841 | 1,092,044 1,474,104 | 107,485 <139,263> | 191,023 249,561 | 1,057,944 1,348,614 |
| 119,020 | 172,571 | <53,551> | | 747,661 | 980,504 | <232,843> | 148,190 | 884,116 |
| 281,215 | 278,053 | 3,162 | LU VALLE DIVISION | 1,557,923 | 1,580,617 | <22,695> | 268,854 | 1,547,569 |
| 326,933 | 322,432 | 4,501 | COOPERAGE DIVISION | 1,885,022 | 1,846,635 | 38,387 | 315,969 | 1,804,304 |
| 254,768 | 254,859 | <91> | SPECIAL EVENTS DIVISION | 1,391,049 | 1,390,696 | 353 | 252,079 | 1,349,154 |
| 1,434,538 | 1,485,008 | <50,470> | TOTAL SALES | 8,116,024 | 8,364,600 | <248,576> | 1,425,676 | 7,991,702 |
| 465,974 | 482,020 | 16,046 | Less: Cost of Sales | 2,699,636 | 2,736,746 | 37,110 | 452,729 | 2,608,048 |
| 32.5 | 32.5 | <0.0> | | 33.3 | 32.7 | <0.5> | 31.8 | 32.6 |
| 968,564 | 1,002,988 | <34,424> | GROSS MARGIN | 5,416,388 | 5,627,854 | <211,466> | 972,947 | 5,383,654 |
| 67.5 | 67.5 | <0.0> | GROSS MARGIN % | 66.7 | 67.3 | <0.5> | 68.2 | 67.4 |
| 68.5 | 69.0 | -O.E. | CENTRAL DIVISION | 67.4 | 69.2 | <1.8> | 67.7 | 67.1 |
| 64.8 | 66.2 | <0.5> <1.4> | NORTH CAMPUS DIVISION | 64.9 | 65.4 | <0.5> | 65.7 | 65.9 |
| 65.6 | 67.0 | <1.4> | | 67.5 | 67.0 | 0.5 | 68.4 | 67.7 |
| 69.8 | 68.2 | 1.6 | LU VALLE DIVISION | 69.4 | 69.1 | 0.3 | 69.6 | 69.6 |
| 67.2 | 66.6 | 0.6 | COOPERAGE DIVISION | 66.2 | 66.5 | <0.3> | 68.0 | 66.7 |
| 68.7 | 69.0 | <0.3> | SPECIAL EVENTS DIVISION | 65.8 | 67.3 | <1.5> | 71.0 | 67.5 |
| 215,310 | 225,395 | <10,085> | OTHER INCOME | 1,286,463 | 1,368,163 | <81,700> | 212,153 | 1,322,911 |
| 1,183,874 | 1,228,383 | <44,509> | ♣' | 6,702,851 | 6,996,017 | <293,166> | 1,185,100 | 6,706,565 |
| | | | | | | | | |
| | | | Less: Controllable Exp | | | | | |
| 280,626 | 298,873 | 18,247 | Career Wages | 2,013,883 | 2.125.429 | 111,546 | 296,828 | 2.113.468 |
| 1,595 | 298,873 | 18,247 <1,595> | Limited Appointment | 2,013,883 6,891 | 2,125,429 | <6,891> | 296,828 | 3,919 |
| 298,926 | 271,768 | <27,158> | Student Wages | 1,854,742 | 1,739,921 | <114,821> | 264,625 | 1,645,324 |
| <43,811> | <44,501> | <690> | Labor Recharge | <274,355> | <286,163> | <11,808> | <36,354> | <248,341> |
| 537,336 | 526,140 | <11,196> | TOTAL WAGES | 3,601,161 | 3,579,187 | <21,974> | 525,099 | 3,514,372 |
| 37.5 | 35.4 | <2.0> | WAGE % TO SALES | 44.4 | 42.8 | <1.6> | 36.8 | 44.0 |
| 160,252 | 181,977 | 21,725 | Employee Benefits | 1,035,007 | 1,273,365 | 238,358 | 169,946 | 1,205,606 |
| 706 | 1,300 | 594 | Office Supplies | 12,175 | 11,690 | <485> | 1,034 | 9,840 |
| 2,187 | 3,935 | 1,748 | Telephone | 26,957 | 27,440 | 483 | 3,508 | 26,463 |
| 1,000 | 2,000 | 1,000 | Training Programs | 9,115 | 10,288 | 1,173 | 500 | 8,415 |
| 63,586 4.4 | 66,360 4.5 | 2,774 0.0 | Paper Paper % To Sales | 354,541 4.4 | 373,179 4.5 | 18,638 0.1 | 58,590 4.1 | 354,817 4.4 |
| 6,872 | 5,401 | <1,471> | | 38,560 | 35,795 | <2,765> | 6,281 | 39,523 |
| <15,102> | <13,000> | 2,102 | Purchasing Rebates | <94,200> | <88,000> | 6,200 | <10,070> | <72,932> |
| 4,864 | 2,655 | <2,209> | Replacements | 21,529 | 20,770 | <759> | 1,679 | 28,958 |
| 3,857 | 4,070 | 213 | Laundry | 25,663 | 29,920 | 4,257 | 5,234 | 29,423 |
| 778 836 | 1,150 | 372 774 | Uniforms | 14,923 | 10,890 | <4,033> | 1,621 | 16,480 |
| 0 | 1,610 0 | 0 | Advertising Menu Development | 33,796 0 | 41,460 0 | 7,664 0 | 1,512 70 | 17,750 70 |
| 0 | 34 | 34 | Dorm Coupons Expense | 1 | 184 | 183 | 0 | <0> |
| 9,187 | 6,666 | <2,521> | Repairs & Maintenance | 74,948 | 45,160 | <29,788> | 9,490 | 63,271 |
| 50,217 | 51,921 | 1,704 | Bank Card Expense | 279,264 | 286,107 | 6,843 | 50,153 | 271,008 |
| 2,465 628 | 2,362 1,214 | <103> 586 | Sales Tax Expense Overs/Shorts | 13,527 5,172 | 13,350 7,678 | <177> | 2,328 637 | 12,801 9,998 |
| 0 | 1,214 | 0 | Credit Card Adjustments | 5,172 | 7,678 | 2,506 <17> | 8 | 9,996 |
| 796 | 0 | <796> | Rentals | 796 | 0 | <796> | 0 | 0 |
| 0 | 450 | 450 | Rentals-Truck | 0 | 2,950 | 2,950 | 135 | 135 |
| 238 | 1,044 | 806 | Taxes & Licenses | 6,965 | 3,483 | <3,482> | 0 | 0 |
| 0 | 0 | 0 | Professional Services Temp Agency Service | 610 4,167 | 0 750 | <610> <3,417> | 0 | 600 837 |
| 37,806 | 50,054 | 12,248 | Commission Expense | 193,470 | 219,760 | <3,417> 26,290 | 45,956 | 189,872 |
| 331,172 | 371,203 | 40,031 | TOTAL OTHER CONTROL. | 2,057,002 | 2,326,219 | 269,217 | 348,612 | 2,212,947 |
| 868,508 | 897,343 | 28,835 | TOTAL CONTROLLABLE EXP | 5,658,163 | 5,905,406 | 247,243 | 873,711 | 5,727,319 |
| 045 011 | 004 010 | 45 (5) | GROSS CONTRIBUTION TO | 1044 :00 | 1 000 111 | 45.000 | 244 222 | 070 015 |
| 315,366 | 331,040 | <15,674> | SVCS AND ENTERPRISES | 1,044,688 | 1,090,611 | <45,923> | 311,389 | 979,247 |
| | | | Less: Allocated Exp | | | | | |
| | | | · ···································· | | | | | |
| 57,078 | 51,815 | <5,263> | Allocated ExpHR | 306,104 | 360,415 | 54,311 | 43,942 | 281,890 |
| 75,325 | 82,543 | 7,218 | Allocated Exp. Fin | 381,482 | 406,461 | 24,980 | 69,721 | 375,073 |
| 37,349 | 37,667 | 318 | Allocated ExpIS Allocated Exp. Mktg | 173,882 | 180,566 | 6,684 | 33,581 17,227 | 177,050 |
| 17,438 65,735 | 18,406 58,575 | 968 <7,160> | Allocated Exp. Mktg Allocated Exp Othr SA | 91,039 308,970 | 97,152 313,104 | 6,113 4,134 | 55,318 | 85,267 292,137 |
| 72,411 | 70,305 | <2,106> | Maintenance | 499,577 | 509,687 | 10,110 | 61,616 | 461,967 |
| 21,898 | 25,834 | 3,936 | Utilities | 164,440 | 176,416 | 11,976 | 22,170 | 174,432 |
| 71,210 | 79,293 | 8,083 | Depreciation | 514,168 | 555,051 | 40,883 | 72,628 | 600,743 |
| 418,444 | 424,438 | 5,994 | TOTAL ALLOCATED EXP | 2,439,660 | 2,598,852 | 159,192 | 376,204 | 2,448,560 |
| <103,078> | <93,398> | <9,680> | NET INCOME (LOSS) | <1,394,972> | <1,508,241> | 113,269 | <64,816> | <1,469,313> |
| | | | | | | | | |
| 360,729 | 374,437 | | TOTAL CUSTOMER COUNT | 2,042,580 | 2,129,650 | <87,070> | 376,172 | 2,142,603 |
| 114,615 | 115,087 | <472> | 3RD PARTY CUST COUNT | 663,278 | 684,986 | <21,708> | 119,120 | 717,404 |
| 246,114 | 259,350 | <13,236> | ASUCLA CUSTOMER COUNT | 1,379,302 | 1,444,664 | <65,362> | 257,052 | 1,425,199 |
| 6.56 | 6.42 | 0.14 | TOTAL AVERAGE CHECK | 6.55 | 6.45 | 0.10 | 6.26 | 6.28 |
| 8.45 | 8.28 | 0.16 | 3RD PARTY AVG CHECK | 8.43 | 8.31 | 0.12 | 8.03 | 8.04 |
| 5.68 | 5.59 | 0.09 | ASUCLA AVERAGE CHECK | 5.65 | 5.56 | 0.08 | 5.44 | 5.40 |
| 20.172 | 07.100 | 0.100 | EMDLOVEE HOURS | 400 701 | 400 =00 | 40 | 20.22. | 405 105 |
| 30,179 47.53 | 27,480 54.04 | | EMPLOYEE HOURS SALES/LABOR HOUR | 192,701 42.11 | 182,583 45.81 | <10,118> <3.70> | 30,384 46.92 | 195,188 40.94 |
| 1 47.55 | 54.04 | <0.01> | SALES/EADOR HOUR | 1 42.11 | 40.01 | <3.70> | 40.72 | 40.94 |

SERVICES DIVISION INCOME STATEMENT

| FEB. C |)7(01/28/18-02/24 | 4/18) |] [| F | ISCAL YEAR 17-1 | 8 | FISCAL YEAR 16-17 | | | |
|-----------------|-------------------|----------|---|---------------|-----------------|----------------|-------------------|------------|--|--|
| | CURRENT MONTH | | 1 | | MO(07/30/17-02/ | | LAST YEAR | | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD | | |
| 14,740 | 12,596 | 2,144 | PHOTOGRAPHY | 99,300 | 96,753 | 2,547 | 14,162 | 98,746 | | |
| 14,740 | 12,596 | 2,144 | TOTAL SALES | 99,300 | 96,753 | 2,547 | 14,162 | 98,746 | | |
| 100 | 200 | 100 | Less: Cost of Sales | 2,400 | 3,071 | 671 | 129 | 2,852 | | |
| 14,640 | 12,396 | 2,244 | GROSS MARGIN | 96,899 | 93,682 | 3,217 | 14,033 | 95,893 | | |
| 99.3 | 98.4 | 0.9 | GROSS MARGIN % | 97.6 | 96.8 | 0.8 | 99.1 | 97.1 | | |
| 77.5 | 70.4 | 0.7 | GROSS WARGIN 70 | 77.0 | 70.0 | 0.0 | 77.1 | 77.1 | | |
| 99.3 | 98.4 | 0.9 | PHOTOGRAPHY | 97.6 | 96.8 | 0.8 | 99.1 | 97.1 | | |
| 221,904 | 188,970 | 32,934 | TRADEMARKS AND LICENSING | 1,860,846 | 1,763,893 | 96,953 | 136,059 | 1,500,610 | | |
| 98,418 | 110,814 | | LEASED OPS | 712,987 | 777,319 | <64,332> | 109,226 | 752,038 | | |
| 320,322 | 299,784 | 20,538 | OTHER INCOME | 2,573,833 | 2,541,212 | 32,621 | 245,285 | 2,252,648 | | |
| 334,962 | 312,180 | 22,782 | GROSS MARGIN/OTHER | 2,670,733 | 2,634,894 | 35,839 | 259,318 | 2,348,541 | | |
| | | | Less: Controllable Exp | | | | | | | |
| 37,381 | 36,151 | <1.230> | Career Wages | 261,473 | 253.057 | <8,416> | 35,411 | 256.076 | | |
| 222 | 700 | 478 | Student Wages | 946 | 4,525 | 3,579 | 266 | 1,378 | | |
| 37,604 | 36,851 | <753> | TOTAL WAGES | 262,419 | 257,582 | <4,837> | 35,677 | 257,454 | | |
| 255.1 | 292.6 | 37.5 | WAGE % TO SALES | 264.3 | 266.2 | 2.0 | 251.9 | 260.7 | | |
| | | |] [| | | | | | | |
| 18,075 | 18,826 | 751 | Employee Benefits | 115,875 | 131,066 | 15,191 | 18,228 | 128,949 | | |
| 347 | 495 | 148 | Office Supplies | 5,153 | 3,165 | <1,988> | 80 | 3,311 | | |
| 704 | 560 | | Telephone | 4,360 | 4,630 | 270 | 597 | 4,040 | | |
| 22 | 60 | 38 | Postage | 660 | 420 | <240> | 20 | 481 | | |
| 0 | 0 | | Trav/Trips/Conference | 6,520 | 6,500 | <20> | 116 | 2,134 | | |
| 0 | 0 | 0 | Membership Fees | 0 | 0 | 0 | 0 | 811 | | |
| 0 | 0 | 0 | Enforcement | 9,500 | 9,500 | 0 | 0 | 9,983 | | |
| 63 0 | 700 0 | 637 0 | Business Promotion Repairs & Maintenance | 21,140 466 | 28,100 0 | 6,960 <466> | 80 0 | 2,128 0 | | |
| 7,243 | 4,050 | | Bad Debt | 7,243 | 13,050 | 5,807 | 0 | 5,678 | | |
| 2,083 | 2,084 | | Professional Services | 15,621 | 30,588 | 14,967 | 2,083 | 15,573 | | |
| 0 | 925 | 925 | Legal | 0 | 6,475 | 6,475 | 0 | 3,585 | | |
| 4,357 | 2,100 | | Trademark | 23,543 | 14,700 | <8,843> | 2,852 | 15,931 | | |
| 49,164 | 25,075 | <24,089> | Intern'l Agnt Fee/Tax | 147,702 | 134,565 | <13,137> | 38,339 | 146,885 | | |
| 14,190 | 12,964 | <1,226> | Domestic Agency Fee | 151,756 | 139,556 | <12,200> | 5,906 | 111,732 | | |
| 25 | 0 | <25> | Misc. Bank Charges | 83 | 0 | <83> | 0 | 56 | | |
| 48,351 | 43,366 | | Payment to UCLA | 572,534 | 501,139 | <71,395> | 15,553 | 414,724 | | |
| 144,625 | 111,205 | | TOTAL OTHER CONTROL. | 1,082,156 | 1,023,454 | <58,702> | 83,855 | 866,002 | | |
| 182,229 | 148,056 | <34,173> | TOTAL CONTROLLABLE EXP | 1,344,575 | 1,281,036 | <63,539> | 119,531 | 1,123,456 | | |
| 152,734 | 164,124 | <11,390> | GROSS CONTRIBUTION TO SVCS AND ENTERPRISES | 1,326,158 | 1,353,858 | <27,700> | 139,787 | 1,225,085 | | |
| | | | Less: Allocated Exp | | | | | | | |
| 3,994 | 3,629 | ~24E ~ | Allocated ExpHR | 21,942 | 25,991 | 4,049 | 2,986 | 20,600 | | |
| 3,994 14,776 | 14,551 | | Allocated Exp. Fin | 102,480 | 104,778 | 2,298 | 10,617 | 91,537 | | |
| 7,585 | 6,879 | | Allocated ExpIS | 48,089 | 48,120 | 31 | 5,320 | 44,750 | | |
| 3,541 | 3,361 | | Allocated Exp. 13 | 24,904 | 26,151 | 1,247 | 2,729 | 21,427 | | |
| 13,350 | 10,697 | | Allocated Exp Othr SA | 85,633 | 83,608 | <2,025> | 8,763 | 73,698 | | |
| 37,093 | 35,871 | | Maintenance | 255,908 | 260,085 | 4,177 | 29,279 | 183,940 | | |
| 11,217 | 13,227 | | Utilities | 84,234 | 90,327 | 6,093 | 10,535 | 67,572 | | |
| 6,750 | 6,280 | <470> | Depreciation | 48,325 | 43,966 | <4,359> | 6,242 | 43,218 | | |
| 98,306 | 94,495 | <3,811> | TOTAL ALLOCATED EXP | 671,514 | 683,026 | 11,512 | 76,470 | 546,742 | | |
| 54,427 | 69,629 | <15,202> | NET INCOME (LOSS) | 654,644 | 670,832 | <16,188> | 63,316 | 678,342 | | |

UCLA STUDENT UNION INCOME STATEMENT

| FEB. 07(01/28/18-02/24/18) | |] | FISCAL YEAR 17-18 | | | FISCAL YEAR 16-17 | | |
|----------------------------|------------------|----------------------|---|--------------------|--------------------|---------------------|-------------------|---------------------------------------|
| | CURRENT MONTH | | | | MO(07/30/17-02/ | | LAST YEAR | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 34,063 | 32,667 | · | EVENT SERVICES OFFICE | 301,685 | 327,217 | <25,532> | 22,573 | 295,598 |
| 53,267 | 46,119 | 7,148 | AU POST OFFICE | 331,296 | 273,082 | 58,214 | 41,171 | 256,119 |
| 87,330 | 78,786 | 8,544 | TOTAL SALES | 632,981 | 600,299 | 32,682 | 63,744 | 551,716 |
| 52,612 | 45,104 | -7 FNO> | AU Post Office Cost | 325,301 | 267,074 | <58,227> | 38,956 | 248,950 |
| 9,850 | 8,660 | | Facilities Costs | 58,723 | 59,171 | 448 | 5,434 | 52,776 |
| 9,830 | 0,000 | 0 | Cost of Sales GM RM | 0 | 0 | 0 | 0,434 | 16 |
| 62,462 | 53,764 | <8,698> | Less: Cost of Sales | 384,025 | 326,245 | <57,780> | 44,391 | 301,742 |
| 71.5 | 68.2 | <3.3> | COST OF SALES % | 60.7 | 54.4 | <6.3> | 69.6 | 54.7 |
| 24,868 | 25,022 | <154> | GROSS MARGIN | 248,956 | 274,054 | <25,098> | 19,354 | 249,975 |
| 28.5 | 31.8 | <3.3> | GROSS MARGIN % | 39.3 | 45.7 | <6.3> | 30.4 | 45.3 |
| | | | | | | | | |
| 71.1 | 73.5 | | EVENT SERVICES OFFICE | 80.5 | 81.9 | <1.4> | 75.9 | 82.2 |
| 1.2 | 2.2 | <1.0> | AU POST OFFICE | 1.8 | 2.2 | <0.4> | 5.4 | 2.8 |
| 470 | 452 | 17 | CTUDENT UNION ODC | 4 115 | 2.024 | 1 001 | 420 | 2.002 |
| 470 1,090 | 453 6,050 | | STUDENT UNION OPS EVENT SERVICES OFFICE | 4,115 3,615 | 3,034 26,150 | 1,081 <22,535> | 428 490 | 2,903 26,882 |
| 41,326 | 15,750 | · | STUDENT PROGRAMMING | 115,554 | 88,201 | 27,353 | 37,916 | 107,882 |
| 9,588 | 12,557 | | AU POST OFFICE | 58,153 | 74,351 | <16,198> | 7,227 | 45,128 |
| 52,475 | 34,810 | 17,665 | OTHER INCOME | 181,437 | 191,736 | <10,299> | 46,062 | 182,795 |
| 77,343 | 59,832 | 17,511 | GROSS MARGIN/OTHER | 430,393 | 465,790 | <35,397> | 65,415 | 432,770 |
| | | | 1 | | | | | |
| | | | Less: Controllable Exp | | | | | |
| | | | | | | | | |
| 30,538 | 33,170 | | Career Wages | 223,724 | 232,184 | 8,460 | 32,203 | 224,270 |
| 24,135 | 24,905 | | Student Wages | 157,691 | 162,323 | 4,632 | 19,438 | 121,964 |
| 54,673 | 58,075 | 3,402 | TOTAL WAGES | 381,415 | 394,507 | 13,092 | 51,641 | 346,234 |
| 62.6 | 73.7 | 11.1 | WAGE % TO SALES | 60.3 | 65.7 | 5.5 | 81.0 | 62.8 |
| 32.3 | 33.8 | 1.5 | EVENT SERVICES OFFICE | 25.3 | 23.0 | <2.2> | 46.4 | 24.3 |
| 32.3 | 33.0 | 1.5 | EVENT SERVICES OFFICE | 20.3 | 23.0 | <2.2> | 40.4 | 24.3 |
| 16,733 | 17,600 | 867 | Employee Benefits | 100,588 | 122,480 | 21,892 | 16,973 | 117,916 |
| 1,104 | 755 | | Office Supplies | 7,564 | 8,634 | 1,070 | 754 | 6,319 |
| 2,614 | 3,175 | 561 | Telephone | 20,543 | 22,165 | 1,622 | 2,638 | 19,151 |
| 625 | 0 | <625> | Trav/Trips/Conference | 2,175 | 1,100 | <1,075> | 853 | 1,192 |
| 0 | 0 | | 24 Hour Study Lounge | 2,974 | 2,694 | <280> | 0 | 2,758 |
| 5,312 | 5,282 | | Student Comm Art | 6,276 | 6,246 | <30> | 5,282 | 6,246 |
| 316 | 0 | | Training Programs | 4,909 | 5,108 | 199 | 65 | 6,478 |
| 116 | 675 | 559 | Annual ASUCLA Events | 26,100 | 23,421 | <2,679> | 1,308 | 24,259 |
| 31,823 0 | 12,128 0 | · | Student Event Exp Student Union Prog | 92,905 0 | 67,913 0 | <24,992> 0 | 31,099 0 | 89,355 352 |
| 0 | 0 | 0 | Operating Supplies | 0 | 0 | 0 | 0 | 1,190 |
| 0 | 0 | 0 | Uniforms | 1,570 | 2,000 | 430 | 0 | 1,940 |
| 48 | 50 | 2 | Advertising | 353 | 804 | 451 | 398 | 1,179 |
| 274 | 250 | <24> | Business Promotion | 1,634 | 1,750 | 117 | 249 | 1,902 |
| 2,477 | 1,000 | | Repairs & Maintenance | 22,195 | 9,234 | <12,961> | 582 | 11,671 |
| 1,108 | 1,216 | | Bank Card Expense | 7,481 | 7,196 | <285> | 1,055 | 6,448 |
| 89 | 28 | | Overs/Shorts | 674 | 164 | <510> | 1 | 190 |
| 0 | 0 | 0 | Board of Directors | 840 | 0 | <840> | 0 | 0 |
| 0 | 0 | | Student Support Svcs | 2,787 | 2,750 | <37> | 0 | 2,654 |
| 15,417 | 15,417 | 0 | Interaction Fund | 107,917 | 107,919 | 2 510 | 15,417 | 107,917 |
| 16,627 94,682 | 16,000 73,576 | | STUDENT UNION EVENT F TOTAL OTHER CONTROL. | 66,482 475,966 | 69,000 460,578 | 2,518 | 10,323 | 71,164 |
| 94,682 149,355 | 131,651 | <21,106> <17,704> | | 475,966 857,381 | 460,578 855,085 | <15,388> <2,296> | 86,996 138,637 | 480,282 826,516 |
| 147,333 | 131,031 | <11,1042 | GROSS CONTRIBUTION TO | 037,301 | 555,005 | \Z,Z7U> | 130,037 | 020,310 |
| <72,012> | <71,819> | <193> | SVCS AND ENTERPRISES | <426,988> | <389,295> | <37,693> | <73,222> | <393,746> |
| | | | 1 | · | • | | | · · · · · · · · · · · · · · · · · · · |
| | | | Less: Allocated Exp | | | | | |
| | | | | | | | | |
| 5,809 | 5,719 | | Allocated ExpHR | 32,249 | 39,743 | 7,494 | 4,322 | 27,914 |
| 6,165 | 5,291 | | Allocated Exp. Fin | 32,040 | 31,995 | <45> | 4,493 | 28,737 |
| 3,165 | 2,501 | | Allocated ExpIS | 15,125 | 14,677 | <448> | 2,251 | 14,236 |
| 1,478 5,570 | 1,222 3,890 | | Allocated Exp. Mktg Allocated Exp Othr SA | 7,826 26,864 | 8,010 25,424 | 184 <1,440> | 1,155 3,709 | 6,691 22,987 |
| 5,570 44,982 | 3,890 43,546 | | Maintenance | 20,864 310,340 | 25,424 315,727 | <1,440> 5,387 | 3,709 | 22,987 295,116 |
| 13,603 | 16,047 | | Utilities | 102,151 | 109,585 | 7,434 | 14,287 | 111,294 |
| 10,752 | 12,925 | 2,173 | Depreciation | 81,118 | 90,475 | 9,357 | 11,424 | 89,492 |
| 91,524 | 91,141 | <383> | TOTAL ALLOCATED EXP | 607,713 | 635,636 | 27,923 | 81,350 | 596,469 |
| | | |] | | | | | |
| <163,536> | <162,960> | <576> | NET INCOME (LOSS) | <1,034,701> | <1,024,931> | <9,770> | <154,572> | <990,215> |

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| ACTUAL BUDGET VARIANCE ACTUAL BUDGET VARIANCE MONTH YTC | FEB. 07(01/28/18-02/24/18) | | | FISCAL YEAR 17-18 | | | FISCAL YEAR 16-17 | | | |
|---|----------------------------|------------|------------|-----------------------------|------------------------|---------------|-------------------|-------------|-----------|--------------------------|
| S51,416 | | | | YTD 7 MO(07/30/17-02/24/18) | | | | | | |
| 34,96 300 e. 80 100 101 101 101 102 103 103 101 101 103 103 101 103 | ACTUAL | L | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 34,96 300 e. 80 100 101 101 101 102 103 103 101 101 103 103 101 103 | 054 | , I | 24.4.005 | 07.404 | Cara ar Wag | 2 225 252 | 2 220 225 | 2.075 | 200 252 | 2 004 227 |
| 384,147 37,375 2,004 304,043 352,010 42,0335 707,141 MAGES 2,112,834 2,476,203 63,0314 32,076 69,011 7,3 4,65 MAGE & TO TOTAL SALES 6,3 6,1 4,02 6,0 15,00 16,00 | | | • | | <u> </u> | | | | • | |
| 391,643 392,610 <4(2,035) TOTAL WACES 2,512,834 2,475,200 <5,631.41 321,566 2,286,70 | | | | | '' | | | | _ | 0 205 495 |
| B.1 | | _ | | | Ü | | | | | |
| 0 0 0 0 0 Emp Awards, Profess. 14,735 15,000 2,05 0 0 15,17 0 0 0 0 0 0 Emp Awards, Stationers 2,000 4,000 2,000 104,549 141,214 1,004,81 1,165 1 8,404 4,247 15,169,100 6,015 1,28 1,28 1,165 1 8,404 4,247 15,169,100 6,015 1,28 1,28 1,27 1,18 1,18 1,18 1,18 1,18 1,18 1,18 1,1 | | _ | | | d . | | | | | 5.8 |
| 0 | | 0.1 | 7.5 | ₹0.0> | WAGE 70 TO TOTAL SALES | 0.5 | 0.1 | <0.Z> | 0.7 | 3.0 |
| 0 | | 0 | 0 | 0 | Emp Awards, Profess. | 14.735 | 15.000 | 265 | 0 | 15,178 |
| 5.756 9.824 4.068 Office Supplies 45.007 57.237 11.830 6.005 51.28 | | 0 | 0 | 0 | • | | | 2,000 | 0 | 4,000 |
| 11,651 | 167,7 | 764 | 157,033 | <10,731> | Employee Benefits | 995,351 | 1,099,900 | 104,549 | 141,214 | 1,004,843 |
| 4,576 | 5,7 | 756 | 9,824 | 4,068 | Office Supplies | 45,407 | 57,237 | 11,830 | 6,005 | 51,282 |
| 0 | 11,6 | 551 | 8,404 | <3,247> | Telephone | | 60,401 | 242 | 7,352 | 54,382 |
| 264 | 4,5 | 576 | 867 | <3,709> | g . | 8,403 | 4,947 | <3,456> | 1,050 | 4,991 |
| 105 | | | | | • | | | | | 5,933 |
| 0 53 53 Tutlon Assistance 0 106 106 0 24 90 724 724 Fingerprinting 490 5.068 4.578 0 2.42 1.099 324 234 Recruitment 3.570 6.185 2.615 150 7.22 1.099 360 <799 Uniforms 2.762 2.470 <2992 297 2.59 2.7 <5000 <5273 Security Expense 4144 3.300 < 2.9865 <10 < 41 3.20 50 0.22 2.470 1.2992 297 2.59 2.536 2.660 114 Alarm Monitoring 15.225 18.300 3.075 3.110 18.06 1.500 1.788 288 Advertsing 10.737 12.560 1.823 1.001 8.22 1.150 1.150 0 Benefits U Adv 8.050 8.050 0 1.545 10.88 1.337 42.37 155 Repii** Mice Computer 6.026 6.489 463 723 6.25 1.3377 12.378 ←999 Repii** Mice Computer 6.026 6.489 463 723 6.25 1.3377 12.378 ←999 Repii** Mice Computer 6.026 6.489 463 723 6.25 1.3377 12.378 ←999 Repii** Mice Computer 74.593 86.640 12.047 9.896 84.20 0 11 11 11 rithing 1.348 423 4225 122 12 2.934 2.934 0 Bruin One Card Exp 2.5246 2.5246 0 3.146 34.13 0 40 0 Vers/Shorts <22 800 282 <22 4 4.25 1.366 1.368 3.3 Insurance Expense 145.061 147.602 2.541 19.169 134.18 8.290 5.254 4.2054 7.2054 1.106 1.10 | | | _ | | • | | | | _ | 645 |
| 90 | 1 | | | | | | | | | 8,849 |
| 90 324 224 Recruitment 3,570 6,185 2,615 150 7,22 1,099 360 4739 billiforms 2,762 2,470 <299 297 259 277 2590 27300 27300 27300 27300 27300 27300 27300 27300 273 | | | | | | | | | _ | 0 |
| 534 | | | | | 3 . 3 | | | | _ | |
| 1,099 | | | | | | | | | | |
| 27 | | | | | | | | | | |
| 320 | | | | | | | | | | 2,590 <418> |
| 2,536 | | | | | , | | | | | |
| 1,500 | | | | | | | | | | |
| 1,150 | | | | | _ | | | | | |
| 4,677 6,232 1,555 Repairs & Maintenance 42,672 48,516 5,844 4,916 48,31 733 6,25 13,377 12,378 <999> Repairs & Mice-Equip 74,593 86,640 12,047 9,896 84,20 0 11 11 Printing 1,348 423 <925> 122 12 12 29,34 0 40 40 Overs/Shorts <2> 280 282 <2> 4 34,13 0 40 40 Overs/Shorts <2> 280 282 <2> 4 4 34,13 1,46 34,13 1,46 34,13 1,46 34,13 1,46 34,13 1,46 34,13 1,46 34,13 34,14 34,13 34,11 1,46 34,13 34,11 <t< td=""><td></td><td></td><td></td><td></td><td>o a</td><td></td><td></td><td></td><td></td><td>10,815</td></t<> | | | | | o a | | | | | 10,815 |
| 1734 927 193 Repair-Mice Computer 6,026 6,489 463 723 6,25 13,377 12,378 <999 Repairs & Mice-Equip 74,593 86,640 12,047 9,896 84,20 9,997 9,996 84,20 9,996 84, | | | | | | | | | | 48,314 |
| 0 11 1 11 Printing 1.348 423 <0.95 122 12 2.934 2.934 0 Bruin One Card Exp 2.5246 25.246 0 3.146 34.13 0 40 40 40 40 40 40 40 40 40 40 40 40 4 | | | | | • | | | | | 6,250 |
| 2.934 2.934 0 Bruin One Card Exp 25,246 25,246 0 3,146 34,13 0 0 40 0 0 0 0 0 0 | 13,3 | 377 | 12,378 | <999> | Repairs & Mtce-Equip | 74,593 | 86,640 | 12,047 | 9,896 | 84,201 |
| 20,723 | | 0 | 11 | 11 | Printing | 1,348 | 423 | <925> | 122 | 122 |
| 20,723 | 2,9 | 934 | 2,934 | 0 | Bruin One Card Exp | 25,246 | 25,246 | 0 | 3,146 | 34,130 |
| 8,290 | | 0 | 40 | 40 | Overs/Shorts | <2> | 280 | 282 | <2> | 41 |
| 1,396 | | | | 363 | Insurance Expense | 145,061 | 147,602 | 2,541 | 19,169 | 134,183 |
| 11,126 | 8,2 | 290 | | | | | · | | | 63,855 |
| 186 | | | | | · · | | | | | 9,771 |
| 10,443 | | | | | | | | | | · · |
| 0 0 0 Tax Consulting 3,841 3,841 0 0 0 3,72 4,455 4,000 <455> PROFESSIONAL FEES PCI 8,634 7,000 <1,634> 455 3,39 10,457 12,000 1,543 Board of Directors 81,043 93,100 12,057 11,469 88,55 0 150 150 150 Special Projects 3,310 4,550 1,240 180 4,11 3,914 4,929 1,015 Misc. Bank Charges 29,529 31,582 2,053 4,183 28,89 3,238 4,135 897 Armored Carrier Expense 23,027 27,770 4,743 3,346 23,60 6,917 6,917 0 UCOP Payroll Services 48,417 48,419 2 7,635 53,44 0 23,417 23,417 UC PATH CHARGES 608 163,919 163,311 10,274 41,75 8,292 8,292 0 Student Med Supp Fund 57,802 57,805 3 8,050 44,27 16,431 13,695 <2,736> 543 Special Events 24,862 26,200 1,338 4,680 27,51 324,970 336,166 11,196 107AL OTHER CONTROL. 2115,083 2,332,313 317,230 294,796 2,115,49 719,613 688,776 <30,837> Less: Allocated Exp Less: Allocated Exp Less: Allocated Exp Less: Allocated Exp 44,627,917 4,908,833 280,916 616,343 4,432,28 46,908 48,349 1,441 TOTAL ALLOCATED EXP 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <233,399> <37,720> <3219 Allocated-Comm Board <247,201> <255,250,842 <281,666> <660,451> <4,748,80 <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <4,740,076> <251,666> <660,451> <4,748,80 <4,740,076> <251,666> <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,076> <274,641> <589,510> <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4,740,80 <4 | | | | | | | | | | |
| 4,455 4,000 <455> PROFESSIONAL FEES PCI 8,634 7,000 <1,634> 455 3,39 10,457 12,000 1,543 Board of Directors 81,043 93,100 12,057 11,469 88,55 0 150 Special Projects 3,310 4,550 1,240 180 4,11 3,914 4,929 1,015 Misc. Bank Charges 29,529 31,582 2,053 4,183 28,89 3,238 4,135 897 Armored Carrier Expense 23,027 27,770 4,743 3,346 23,60 6,917 6,917 0 UCOP Payroll Services 48,417 48,419 2 7,635 53,44 0 23,417 23,417 UC PATH CHARGES 608 163,919 163,311 10,274 41,75 8,292 8,292 0 Student Med Supp Fund 57,805 3 8,050 44,27 16,431 13,695 <27,365 | 10,4 | | | | | | | | • | |
| 10,457 | 1 44 | | | | | | | - | | |
| 0 | | | | | | | | | | |
| 3,914 4,929 1,015 Misc. Bank Charges 29,529 31,582 2,053 4,183 28,89 3,238 | 10,4 | | | | | | | | | |
| 3,238 4,135 897 Armored Carrier Expense 23,027 27,770 4,743 3,346 23,60 6,917 6,917 0 UCOP Payroll Services 48,417 48,419 2 7,635 53,44 0 23,417 23,417 23,417 41,75 41,75 41,72 41,75 41,72 41, | 3 0 | | | | ' ' | | | | | |
| 6,917 6,917 0 UCOP Payroll Services 48,417 48,419 2 7,635 53,44 0 23,417 23,417 23,417 23,417 23,417 41,75 8,292 8,292 0 Student Med Supp Fund 57,802 57,805 3 8,050 44,27 16,431 13,695 <2,736> UCLA Recharge Expense 115,019 95,865 <19,154> 13,296 92,94 7 550 543 Special Events 24,862 26,200 1,338 4,680 27,51 324,970 336,166 11,196 TOTAL OTHER CONTROL. 2,115,083 2,432,313 317,230 294,796 2,145,49 719,613 688,776 <30,837> TOTAL CONTROLLABLE EXP 4,627,917 4,908,833 280,916 616,343 4,432,28 Less: Allocated Exp Less: Allocated Exp Maintenance 135,717 137,968 2,251 17,161 125,55 5,949 7,012 1,063 Utilities 44,672 <td< td=""><td></td><td></td><td></td><td></td><td>3</td><td></td><td></td><td></td><td></td><td></td></td<> | | | | | 3 | | | | | |
| 0 23,417 23,417 23,417 UC PATH CHARGES 608 163,919 163,311 10,274 41,75 8,292 8,292 0 Student Med Supp Fund 57,802 57,805 3 8,050 44,27 16,431 13,695 <2,736> UCLA Recharge Expense 115,019 95,865 <19,154> 13,296 92,94 7 550 543 Special Events 24,862 26,200 1,338 4,680 27,51 324,970 336,166 11,196 TOTAL OTHER CONTROL. 2,115,083 2,432,313 317,230 294,796 2,145,49 719,613 688,776 <30,837 | 1 | | | | | | | | | 53,445 |
| 8,292 8,292 0 Student Med Supp Fund 57,802 57,805 3 8,050 44,27 16,431 13,695 <2,736> UCLA Recharge Expense 115,019 95,865 <19,154> 13,296 92,94 324,970 336,166 11,196 TOTAL OTHER CONTROL. 2,115,083 2,432,313 317,230 294,796 2,145,49 719,613 688,776 <30,837> TOTAL CONTROLLABLE EXP 4,627,917 4,908,833 280,916 616,343 4,432,28 19,671 19,029 <642> Maintenance 135,717 137,968 2,251 17,161 125,55 5,949 7,012 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> |] | | | | , | | | | | 41,754 |
| 16,431 | 8.2 | | | | | | | | | 44,275 |
| 7 550 543 Special Events 24,862 26,200 1,338 4,680 27,51 324,970 336,166 11,196 TOTAL OTHER CONTROL. 2,115,083 2,432,313 317,230 294,796 2,145,49 719,613 688,776 <30,837> TOTAL CONTROLLABLE EXP 4,627,917 4,908,833 280,916 616,343 4,432,28 19,671 19,029 <642> Maintenance 135,717 137,968 2,251 17,161 125,55 5,949 7,012 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713> 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td>92,945</td></td<> | | | | | | | | - | | 92,945 |
| 324,970 336,166 11,196 TOTAL OTHER CONTROL. 2,115,083 2,432,313 317,230 294,796 2,145,49 19,613 688,776 <30,837 TOTAL CONTROLLABLE EXP 4,627,917 4,908,833 280,916 616,343 4,432,28 19,671 19,029 <642 Maintenance 135,717 137,968 2,251 17,161 125,55 17,287 22,308 1,021 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396 NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808 <662,091 29,717 Allocated-Svs and Ent <4,465,435 <4,740,076 <274,641 <589,510 <4,267,69 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 <33,915 | | 7 | | 543 | Special Events | | | | | 27,511 |
| TOTAL CONTROLLABLE EXP Less: Allocated Exp 19,671 | | | | | TOTAL OTHER CONTROL. | | | | | 2,145,493 |
| 19,671 19,029 <642> Maintenance 135,717 137,968 2,251 17,161 125,55 5,949 7,012 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713> 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | 719,6 | 513 | | | | 4,627,917 | 4,908,833 | 280,916 | 616,343 | 4,432,284 |
| 5,949 7,012 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713> 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | Less: Allocated Exp | | | | | |
| 5,949 7,012 1,063 Utilities 44,672 47,885 3,213 6,175 47,24 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713> 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | | | | [| | |
| 21,287 22,308 1,021 Depreciation 160,869 156,156 <4,713> 20,773 143,72 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | | | | | | 125,555 |
| 46,908 48,349 1,441 TOTAL ALLOCATED EXP 341,259 342,009 750 44,109 316,52 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | | | | | | 47,243 |
| 766,521 737,125 <29,396> NET EXPENSE 4,969,176 5,250,842 281,666 660,451 4,748,80 <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | | | | | | |
| <691,808> <662,091> 29,717 Allocated-Svs and Ent <4,465,435> <4,740,076> <274,641> <589,510> <4,267,69 | | | | | | | | | | |
| <33,915> <33,915> 0 Allocated-USAC <233,209> <233,209> 0 <33,167> <227,27 | /00,5 |) <u> </u> | 131,123 | <27,390> | INLI LAFLINDE | 4,707,170 | 5,230,842 | ∠01,000 | 000,451 | 4,/40,ŏUŏ |
| <33,915> <33,915> 0 Allocated-USAC <233,209> <233,209> 0 <33,167> <227,27 | -601 g | 308~ | <662 NQ1 \ | 20 717 | Allocated-Sys and Ent | < 4 465 435 \ | < 4 740 076 \ | < 274 641 \ | <580 510× | <4 267 696 |
| <3,399> <3,399> 0 Allocated-GSA <23,331> <23,331> 0 <3,388> <23,18 | | | | | | | | | | <4,207,090> <227,272> |
| <37,399> <37,720> <321> Allocated-Comm Board <247,201> <254,226> <7,025> <34,386> <230,65 | | | | | | | | | | <23,180> |
| <766,521> <737,125> 29,396 TOTAL OTHER <4,969,176> <5,250,842> <281,666> <660,451> <4,748,80 | | | | | | | | | | <230,659> |
| | | | | | ł . | | | | | <4,748,808> |
| 0 0 0 TOTAL EXPENSE 0 0 <0> 0 | | | | | | | | | | |
| | | 0 | 0 | 0 | TOTAL EXPENSE | 0 | 0 | <0> | 0 | 0 |

FACILITIES DIVISION EXPENSE STATEMENT

| FFR (|)7(01/28/18-02/2 | 24/18) | 1 |
|-----------|------------------|------------------|-------------------------|
| | CURRENT MONTH | 1 | |
| ACTUAL | BUDGET | VARIANCE | 1 |
| ACTUAL | DODGET | VARIANCE | ł |
| 116,836 | 114,913 | ~1 9 23 \ | Career Wages |
| 6,812 | 3,391 | | Limited Appointment |
| 0,812 | 796 | 796 | Student Wages |
| <138> | <665> | | Labor Recharge |
| | | | Billed Labor Costs |
| <10,631> | <7,739> | 2,892 | |
| <2,300> | <4,500> | <2,200> | ' |
| 110,579 | 106,196 | <4,383> | TOTAL WAGES |
| 70 100 | 77, 041 | 4.000 | Faralassa Danasika |
| 72,132 | 76,941 | 4,809 | Employee Benefits |
| 103 | 258 | 155 | Office Supplies |
| 690 | 707 | 17 | Telephone |
| 0 | 0 | 0 | Trav/Trips/Conference |
| 4,471 | 5,001 | 530 | Paper |
| 5.1 | 6.4 | 1.2 | Paper % To Sales |
| 4,432 | 5,308 | 876 | Cleaning Supplies |
| 955 | 1,467 | 512 | Replacements |
| 533 | 1,493 | 960 | Laundry |
| 34,813 | 25,150 | <9,663> | Repairs & Maintenance |
| 6,436 | 3,425 | <3,011> | Repairs & Mtce-Elevator |
| 250 | 200 | <50> | Repairs & Mtce-Equip |
| 3,878 | 950 | <2,928> | Painting Program |
| 0 | 250 | 250 | Incidental Proj Exp |
| 3,650 | 3,300 | <350> | Air Conditioning-Maint |
| 10,856 | 10,189 | | Rub Remvl/Hauling |
| 3,229 | 3,269 | 40 | Rodent & Pest Control |
| <248> | 1,000 | 1,248 | Rentals-Truck |
| 700 | 0 | | Janitorial |
| 146,880 | 138,908 | <7,972> | |
| 257,460 | 245,104 | <12,356> | |
| 237,400 | 243,104 | <12,350> | TOTAL CONTROLLABLE LAF |
| | | | Less: Allocated Exp |
| | | | Less. Allocated Exp |
| 18,218 | 21,569 | 3,351 | Depreciation |
| 18,218 | 21,569 | 3,351 | TOTAL ALLOCATED EXP |
| 275,677 | 266,673 | <9,004> | NET EXPENSE |
| 213,011 | 200,013 | < 7,004> | IVET ENI EIVOE |
| <236,720> | <229,327> | 7,393 | Allocated-Svs and Ent |
| <7,851> | <7,851> | 0 | Allocated-USAC |
| <3,069> | <3,069> | 0 | Allocated-GSA |
| <8,366> | <7,397> | 969 | Allocated-Comm Board |
| <19,671> | <19,029> | 642 | Allocated-A & SS |
| <275,677> | <266,673> | 9,004 | TOTAL OTHER |
| \Z13,011> | \Z00,073> | 7,004 | TOTAL OTTILIN |
| 0 | 0 | 0 | TOTAL EXPENSE |

| | ISCAL YEAR 17-1 | FISCAL YEAR 16-17 | | | |
|-------------|-----------------|-------------------|-----------|--------------|--|
| | MO(07/30/17-02/ | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | | | |
| ACTUAL | DUDGET | VARIANCE | MONTH | YTD | |
| 057.157 | 040 170 | .0.007. | 111 271 | 702.452 | |
| 857,157 | 848,170 | <8,987> | 111,371 | 792,452 | |
| 42,388 | 26,658 | <15,730> | 2,788 | 31,434 | |
| 0 | 5,970 | 5,970 | 640 | 2,515 | |
| <2,859> | <4,370> | <1,511> | <506> | <3,586> | |
| <67,753> | <55,186> | 12,567 | <9,251> | <57,204> | |
| <29,141> | <31,500> | <2,359> | 0 | <33,354> | |
| 799,791 | 789,742 | <10,049> | 105,042 | 732,258 | |
| 40.4.000 | E 47 0E0 | (0.007 | 70.07/ | E04 /E/ | |
| 484,023 | 547,250 | 63,227 | 70,076 | 501,656 | |
| 1,314 | 1,316 | 2 | 217 | 1,122 | |
| 5,431 | 4,952 | <479> | 600 | 4,807 | |
| 0 | 600 | 600 | 0 | 1,393 | |
| 34,812 | 35,005 | 193 | 5,029 | 33,805 | |
| 5.5 | 5.8 | 0.3 | 7.9 | 6.1 | |
| 39,923 | 38,485 | <1,438> | 4,815 | 38,148 | |
| 6,543 | 8,385 | 1,843 | 1,278 | 7,685 | |
| 3,006 | 4,201 | 1,195 | 1,195 | 3,519 | |
| 215,444 | 184,550 | <30,894> | 10,597 | 154,041 | |
| 41,478 | 26,975 | <14,503> | 6,188 | 19,925 | |
| 250 | 2,100 | 1,850 | 0 | 468 | |
| 5,215 | 6,650 | 1,435 | 3,154 | 5,100 | |
| 2,429 | 1,750 | <679> | 0 | 1,680 | |
| 24,725 | 31,500 | 6,775 | 2,628 | 26,404 | |
| 71,782 | 66,546 | <5,236> | 7,169 | 53,277 | |
| 22,425 | 22,885 | 460 | 3,052 | 21,213 | |
| 4,976 | 7,000 | 2,024 | 1,017 | 5,773 | |
| 6,800 | 0 | <6,800> | 0 | 4,150 | |
| 970,575 | 990,150 | 19,575 | 117,014 | 884,165 | |
| 1,770,367 | 1,779,892 | 9,525 | 222,056 | 1,616,423 | |
| | | | | | |
| 132,679 | 150,983 | 18,304 | 16,834 | 129,178 | |
| 132,679 | 150,983 | 18,304 | 16,834 | 129,178 | |
| 1,903,046 | 1,930,875 | 27,829 | 238,890 | 1,745,601 | |
| <1,633,169> | <1,662,658> | <29,489> | <203,744> | <1,489,290> | |
| <54,957> | <54,957> | 0 | <7,673> | <53,711> | |
| <21,483> | <21,483> | 0 | <3,009> | <21,063> | |
| <57,721> | <53,809> | 3,912 | <7,303> | <55,983> | |
| <135,717> | <137,968> | <2,251> | <17,161> | <125,555> | |
| <1,903,046> | <1,930,875> | <27,829> | <238,890> | <1,745,601> | |
| 1,700,040/ | 11,750,0157 | -21,027/ | 1230,0707 | ×1,7 75,001> | |
| <0> | 0 | 0 | 0 | 0 | |

UTILITIES EXPENSE STATEMENT

| FEB. (| 07(01/28/18-02/2 | 24/18) | |
|----------|------------------|----------|------------------------|
| (| CURRENT MONTH | | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 7,806 | 10,749 | 2,943 | Chiller Water |
| 57,453 | 65,818 | 8,365 | Elec-Non Air Cond. |
| 9,771 | 8,841 | <930> | Water-Non Air Cond. |
| 4,053 | 8,269 | 4,216 | Steam-Non Air Cond. |
| 3,475 | 3,255 | <220> | Gas |
| 1,550 | 1,551 | 1 | Energy Management |
| 84,108 | 98,483 | 14,375 | TOTAL OTHER CONTROL. |
| 84,108 | 98,483 | 14,375 | TOTAL CONTROLLABLE EXP |
| | | | |
| <71,587> | <84,444> | <12,857> | Allocated-Svs and Ent |
| <2,906> | <2,906> | 0 | Allocated-USAC |
| <1,136> | <1,136> | 0 | Allocated-GSA |
| <2,530> | <2,985> | <455> | Allocated-Comm Board |
| <5,949> | <7,012> | <1,063> | Allocated-A & SS |
| <84,109> | <98,483> | <14,375> | TOTAL OTHER |
| | | | |
| <0> | 0 | 0 | TOTAL EXPENSE |

| F | ISCAL YEAR 17-1 | FISCAL YEAR 16-17 | | | |
|-----------|-----------------|-------------------|----------|-----------|--|
| YTD 7 I | MO(07/30/17-02/ | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD | |
| | | | | | |
| 113,084 | 112,152 | <932> | 4,313 | 99,674 | |
| 404,141 | 428,129 | 23,988 | 53,686 | 423,741 | |
| 53,070 | 61,132 | 8,062 | 9,304 | 57,168 | |
| 32,298 | 39,301 | 7,003 | 14,517 | 47,656 | |
| 16,092 | 21,651 | 5,559 | 3,214 | 20,981 | |
| 10,853 | 10,857 | 4 | 1,550 | 10,853 | |
| 629,538 | 673,222 | 43,684 | 86,584 | 660,073 | |
| 629,538 | 673,222 | 43,684 | 86,584 | 660,073 | |
| | | | | | |
| <537,573> | <576,660> | <39,087> | <73,308> | <560,309> | |
| <20,342> | <20,342> | 0 | <3,214> | <22,498> | |
| <7,952> | <7,952> | 0 | <1,260> | <8,820> | |
| <18,999> | <20,383> | <1,384> | <2,628> | <21,203> | |
| <44,672> | <47,885> | <3,213> | <6,175> | <47,243> | |
| <629,538> | <673,222> | <43,684> | <86,585> | <660,074> | |
| | · | · | | | |
| <0> | 0 | 0 | <0> | <0> | |