ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

April (03/27/16 - 04/23/16)

Prepared

May 09, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement – Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

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

		AF	PRIL (03/27/	16 - 04/23/16	6)			FY 1	4-15]			F	ISCAL YEA	R 2015-201	6			FY 1	4-15
			CURRENT		,			*	•				YTD 9	MONTHS (0	7/26/15 - 04	/23/16)			*1	*
AC1	UAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/I	BUD	ACT/LY	/ ACT							•	ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,441		4,589		(148)	(3.2%)	(145)	(3.2%)	4,586		UCLA Store	35,902		36,819		(917)	(2.5%)	(1,016)	(2.8%)	36,918	
1,543		1,591		(48)	(3.0%)	(2)	(0.1%)	1,545		UCLA Restaurants	12,558		12,712		(154)	(1.2%)	212	1.7%	12,346	
260		300		(40)	(13.3%)	(97)	(27.2%)	357		Services Division	2,737		2,976		(239)	(8.0%)	(103)	(3.6%)	2,840	
122		115		7	6.1%	(24)	(16.4%)	146		UCLA Student Union	972		1,073		(101)	(9.4%)	(115)	(10.6%)	1,087	
6,366		6,595		(229)	(3.5%)	(268)	(4.0%)	6,634		TOTAL	52,169		53,580		(1,411)	(2.6%)	(1,022)	(1.9%)	53,191	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,556	35.0%	1,589	34.6%	(33)	0.4	(31)	0.4	1,587		UCLA Store	11,855	33.0%	12,024	32.7%	(169)	0.3	(121)	0.6	11,976	32.4%
1,105	71.6%	1,116	70.1%	(11)	1.5	12	0.9	1,093	70.7%	UCLA Restaurants	9,013	71.8%	8,935	70.3%	78	1.5	363	1.7	8,650	70.1%
260	100.0%	299	99.7%	(39)	0.3	(98)	(0.3)	358	100.3%	Services Division	2,736	100.0%	2,973	99.9%	(237)	0.1	(101)	0.1	2,837	99.9%
58	47.5%	55	47.8%	3	(0.3)	(20)	(5.9)	78	53.4%	UCLA Student Union	524	53.9%	569	53.0%	(45)	0.9	(36)	2.4	560	51.5%
2,979	46.8%	3,059	46.4%	(80)	0.4	(137)	(0.2)	3,116	47.0%	TOTAL	24,128	46.2%	24,501	45.7%	(373)	0.5	105	1.0	24,023	45.2%
										WAGES & BENEFITS										
553	12.5%	567	12.4%	14	(0.1)	(8)	(0.6)	545	11.9%	UCLA Store	4,945	13.8%	5,095	13.8%	150	0.0	(63)	(0.6)	4,882	13.2%
658	42.6%	661	41.5%	3	(1.1)	(35)	(2.3)	623	40.3%	UCLA Restaurants	5,828	46.4%	5,825	45.8%	(3)	(0.6)	(197)	(0.8)	5,631	45.6%
53	20.4%	55	18.3%	2	(2.1)	(1)	(5.8)	52	14.6%	Services Division	480	17.5%	489	16.4%	9	(1.1)	(18)	(1.2)	462	16.3%
68	55.7%	68	59.1%	0	3.4	(3)	(11.2)	65	44.5%	UCLA Student Union	570	58.6%	590	55.0%	20	(3.6)	(12)	(7.3)	558	51.3%
1,332	20.9%	1,351	20.5%	19	(0.4)	(47)	(1.5)	1,285	19.4%	TOTAL	11,823	22.7%	11,999	22.4%	176	(0.3)	(290)	(1.0)	11,533	21.7%
										OTHER CONTROLLABLES										
147	3.3%	171	3.7%	24	0.4	0	(0.1)	147		UCLA Store	1,833	5.1%	1,959	5.3%	126	0.2	107	0.2	1,940	5.3%
145	9.4%	152	9.6%	7	0.2	16	1.0	161	10.4%	UCLA Restaurants	1,312	10.4%	1,354	10.7%	42	0.3	28	0.5	1,340	10.9%
68	26.2%	63	21.0%	(5)	(5.2)	26	0.1	94	26.3%	Services Division	916	33.5%	948	31.9%	32	(1.6)	(19)	(1.9)	897	31.6%
56 416	45.9% 6.5%	52 438	45.2% 6.6%	(4) 22	(0.7) 0.1	(11) 31	(15.1) 0.2	45 447	30.8%	UCLA Student Union TOTAL	430 4,491	44.2% 8.6%	435 4,696	40.5% 8.8%	5 205	(3.7) 0.2	(8) 108	(5.4) 0.0	422 4,599	38.8% 8.6%
410	0.5%	430	0.0%	22	0.1	31	0.2	447	0.7%	1	4,491	0.0%	4,090	0.0%	203	0.2	100	0.0	4,599	0.0%
				_						CONTRIBUTION										
857	19.3%	851	18.5%	6	0.8	(38)	(0.2)	895		UCLA Store	5,078	14.1%	4,970	13.5%	108	0.6	(76)	0.1	5,154	14.0%
301 140	19.5% 53.8%	303 182	19.0% 60.7%	(2) (42)	0.5 (6.9)	(9) (72)	(0.6) (5.6)	310 212	20.1% 59.4%	UCLA Restaurants Services Division	1,873 1,340	14.9% 49.0%	1,756 1,536	13.8% 51.6%	117 (196)	1.1 (2.6)	194 (138)	1.3 (3.0)	1,679 1,478	13.6% 52.0%
(66)	(54.1%)	(65)	(56.5%)	(1)	2.4	(34)	(32.2)	(32)		UCLA Student Union	(477)	(49.1%)	(455)	(42.4%)	(22)	(6.7)	(56)	(3.0)	(421)	(38.7%)
1.232	19.4%	1.271	19.3%	(39)	0.1	(153)	(1.5)	1,385		TOTAL	7.814	15.0%	7.807	14.6%	7	0.4	(76)	0.2	7,890	14.8%
-,	101170	1,=	10.07	(55)		(100)	(110)	1,000			1,011	1010,10	1,001		-	-	(1-4)		1,000	
555	8.7%	569	8.6%	14	(0.1)	(38)	(0.9)	517	7.8%	ALLOCATED EXPENSES Admin&Support Services	4,883	9.4%	5,030	9.4%	147	0.0	32	(0.2)	4,915	9.2%
197	3.1%	203	3.1%	6	0.1)	(38)	0.9)	206	7.8% 3.1%	Maintenance Division	4,883 1,984	3.8%	1,888	9.4% 3.5%	(96)	(0.3)	(134)	(0.2)	4,915 1,850	9.2% 3.5%
63	1.0%	102	1.5%	39	0.0	29	0.0	92	1.4%	Utilities	802	1.5%	938	1.8%	136	0.3	(134)	0.2	890	1.7%
187	2.9%	211	3.2%	24	0.3	0	(0.1)	187	2.8%	Depreciation	1,727	3.3%	1,901	3.5%	174	0.2	59	0.1	1,786	3.4%
1,002	15.7%	1,085	16.5%	83	0.8	0	(0.6)	1,002	15.1%	TOTAL	9,396	18.0%	9,757	18.2%	361	0.2	45	(0.3)	9,441	17.7%
										NET INCOME (LOSS)	·									
230	3.6%	186	2.8%	44	0.8	(153)	(2.2)	383	5.8%	FROM OPERATIONS	(1,582)	(3.0%)	(1,950)	(3.6%)	368	0.6	(31)	(0.1)	(1,551)	(2.9%)
		Ţ	J	T	7	Ţ		Ţ		OTHER INC/(EXP)						Ţ			T	
0	0.0%	0	0.0%	0	0.0	1	0.0	(1)	0.0%	Non-Recurrent Inc/(Exp)	253	0.5%	0	0.0%	253	0.5	191	0.4	62	0.1%
11	0.2%	12	0.2%	(1)	0.0	(1)	0.0	12	0.2%	Interest Income	120	0.2%	122	0.2%	(2)	0.0	(8)	0.0	128	0.2%
(37)	(0.6%)	(41)	(0.6%)	4	0.0	7	0.1	(44)		Interest (Expense)	(333)	(0.6%)	(372)	(0.7%)	39	0.1	66	0.2	(399)	(0.8%)
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%
226	3.6%	223	3.4%	3	0.2	13	0.4	213	3.2%	Student Union Fee Income	2,036	3.9%	2,005	3.7%	31	0.2	118	0.3	1,918	3.6%
200	3.1%	194	2.9%	6	0.2	20	0.4	180	2.7%	TOTAL	2,076	4.0%	1,755	3.3%	321	0.7	367	0.8	1,709	3.2%
430	6.8%	380	5.8%	50	1.0	(133)	(1.7)	563	8.5%	NET INCOME (LOSS)	494	0.9%	(195)	(0.4%)	689	1.3	336	0.6	158	0.3%

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

		AP	PRII (03/27)	/16 - 04/23/16	6)			FY 14	1-15	1			F	ISCAL YEA	R 2015-2016	3			FY 1	4-15
				T MONTH	•,			**							7/26/15 - 04				**	*
ACTU	JAL	BUD			VARIA	NCE		LAST YE	AR ACT	1	ACT	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT
				ACT/I	BUD	ACT/LY	/ ACT							•	ACT/	BUD	BUD ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,441		4,589		(148)	(3.2%)	(145)	(3.2%)	4,586		UCLA Store	35,902		36,819		(917)	(2.5%)	(1,016)	(2.8%)	36,918	
1,543		1,591		(48)	(3.0%)	(2)	(0.1%)	1,545		UCLA Restaurants	12,558		12,712		(154)	(1.2%)	212	1.7%	12,346	
260		300		(40)	(13.3%)	(97)	(27.2%)	357		Services Division	2,737		2,976		(239)	(8.0%)	(103)	(3.6%)	2,840	
122		115		7	6.1%	(24)	(16.4%)	146		UCLA Student Union	972		1,073		(101)	(9.4%)	(115)	(10.6%)	1,087	
6,366		6,595		(229)	(3.5%)	(268)	(4.0%)	6,634		TOTAL	52,169		53,580		(1,411)	(2.6%)	(1,022)	(1.9%)	53,191	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,556	35.0%	1,589	34.6%	(33)	0.4	(31)	0.4	1,587	34.6%	UCLA Store	11,855	33.0%	12,024	32.7%	(169)	0.3	(121)	0.6	11,976	32.4%
1,105	71.6%	1,116	70.1%	(11)	1.5	12	0.9	1,093	70.7%	UCLA Restaurants	9,013	71.8%	8,935	70.3%	78	1.5	363	1.7	8,650	70.1%
260	100.0%	299	99.7%	(39)	0.3	(98)	(0.3)	358	100.3%	Services Division	2,736	100.0%	2,973	99.9%	(237)	0.1	(101)	0.1	2,837	99.9%
58 2,979	47.5% 46.8%	55 3.050	47.8% 46.4%	(80)	(0.3)	(20) (137)	(5.9)	78	53.4%	UCLA Student Union	524 24,128	53.9% 46.2%	569 24,501	53.0% 45.7%	(45) (373)	0.9	(36) 105	2.4 1.0	560 24,023	51.5% 45.2%
2,979	40.8%	3,059	40.4%	(80)	0.4	(137)	(0.2)	3,116	47.0%	TOTAL	24,128	40.2%	24,501	45./%	(3/3)	0.5	105	1.0	24,023	45.2%
	4= 00/	=				(0)	(0.7)		.=	TOTAL CONTROLLABLES		40.00/		40.00/				(0.4)		40 =0/
700 804	15.8% 52.1%	739 813	16.1% 51.1%	39 9	0.3 (1.0)	(8) (20)	(0.7)	692 784	15.1% 50.7%	UCLA Store UCLA Restaurants	6,777 7.139	18.9% 56.8%	7,054 7,179	19.2% 56.5%	277 40	0.3 (0.3)	45 (168)	(0.4)	6,822 6.971	18.5% 56.5%
121	52.1% 46.5%	118	39.3%	(3)	(7.2)	25	(1.4) (5.6)	146	40.9%	Services Division	1,396	51.0%	1,436	48.3%	40	(2.7)	(37)	(3.1)	1,359	47.9%
125	102.5%	120	104.3%	(5)	1.8	(15)	(27.2)	110	75.3%	UCLA Student Union	1,000	102.9%	1,436	95.5%	25	(7.4)	(19)	(12.7)	981	90.2%
1.750	27.5%	1.790	27.1%	40	(0.4)	(18)	(1.4)	1,732		TOTAL	16,312	31.3%	16,694	31.2%	382	(0.1)	(179)	(1.0)	16,133	30.3%
.,	2.1070	.,			(0,	(.0)	()	.,. 02	201170		.0,0.12	0.1070	.0,00.	011270		(0)	(,	(,	10,100	00.070
057	40.00/	054	40.50/		0.0	(00)	(0.0)	005	40.50/	CONTRIBUTION	5.070	14.1%	4.070	40.50/	400	0.0	(70)	0.4	5 454	44.00/
857	19.3% 19.5%	851	18.5%	6	0.8	(38)	(0.2)	895 310	19.5% 20.1%	UCLA Store UCLA Restaurants	5,078	14.1% 14.9%	4,970 1,756	13.5%	108 117	0.6 1.1	(76) 194	0.1	5,154	14.0% 13.6%
301 140	53.8%	303 182	19.0% 60.7%	(2) (42)	0.5 (6.9)	(9) (72)	(0.6) (5.6)	212	59.4%	Services Division	1,873 1,340	49.0%	1,756	13.8% 51.6%	(196)	(2.6)	(138)	1.3 (3.0)	1,679 1,478	52.0%
(66)	(54.1%)	(65)	(56.5%)	(1)	2.4	(34)	(32.2)	(32)		UCLA Student Union	(477)	(49.1%)	(455)	(42.4%)	(22)	(6.7)	(56)	(10.4)	(421)	(38.7%)
1.232	19.4%	1.271	19.3%	(39)	0.1	(153)	(1.5)	1,385	. ,	TOTAL	7.814	15.0%	7.807	14.6%	7	0.4	(76)	0.2	7.890	14.8%
		,		(,		(/	, -/ ₁	,		ALLOCATED EXPENSES	,		,				(- /		,,,,,,	
537	12.1%	571	12.4%	34	0.3	(3)	(0.5)	534	11 60/	UCLA Store	4,890	13.6%	5,040	13.7%	150	0.1	98	(0.1)	4,988	13.5%
340	22.0%	354	22.3%	14	0.3	(12)	(0.5)	328	21.2%	UCLA Store UCLA Restaurants	3,215	25.6%	3,194	25.1%	(21)	(0.5)	(53)	0.0	3,162	25.6%
47	18.1%	74	24.7%	27	6.6	7	(3.0)	54	15.1%	Services Division	502	18.3%	726	24.4%	224	6.1	(55)	(0.6)	503	17.7%
78	63.9%	86	74.8%	8	10.9	8	(5.0)	86	58.9%	UCLA Student Union	789	81.2%	797	74.3%	8	(6.9)	(1)	(8.7)	788	72.5%
1,002	15.7%	1,085	16.5%	83	0.8	0	(0.6)	1,002	15.1%	TOTAL	9,396	18.0%	9,757	18.2%	361	0.2	45	(0.3)	9,441	17.7%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
320	5.0%	279	4.2%	41	0.8	(41)	(0.4)	361	5.4%	UCLA Store	186	0.4%	(72)	(0.1%)	258	0.5	20	0.1	166	0.3%
(39)	(0.6%)	(50)	(0.8%)	11	0.2	(21)	(0.3)	(18)		UCLA Restaurants	(1,341)	(2.6%)	(1,437)	(2.7%)	96	0.1	142	0.2	(1,483)	(2.8%)
93	1.5%	108	1.6%	(15)	(0.1)	(65)	(0.9)	158	2.4%	Services Division	838	1.6%	811	1.5%	27	0.1	(137)	(0.2)	975	1.8%
(144)	(2.3%)	(151)	(2.3%)	7	0.0	(26)	(0.5)	(118)	(1.8%)	UCLA Student Union	(1,265)	(2.4%)	(1,252)	(2.3%)	(13)	(0.1)	(56)	(0.1)	(1,209)	(2.3%)
230	3.6%	186	2.8%	44	0.8	(153)	(2.2)	383	5.8%	TOTAL	(1,582)	(3.0%)	(1,950)	(3.6%)	368	0.6	(31)	(0.1)	(1,551)	(2.9%)
										OTHER INC/(EXP)										
0	0.0%	0	0.0%	0	0.0	1	0.0	(1)	0.0%	Non-Recurrent Inc/(Exp)	253	0.5%	0	0.0%	253	0.5	191	0.4	62	0.1%
11	0.2%	12	0.2%	(1)	0.0	(1)	0.0	12		Interest Income	120	0.2%	122	0.2%	(2)	0.0	(8)	0.0	128	0.2%
(37)	(0.6%)	(41)	(0.6%)	4	0.0	7	0.1	(44)	, ,	Interest (Expense)	(333)	(0.6%)	(372)	(0.7%)	39	0.1	66	0.2	(399)	(0.8%)
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%
226	3.6%	223	3.4%	3	0.2	13	0.4	213	3.2%	Student Union Fee Income	2,036	3.9%	2,005	3.7%	31	0.2	118	0.3	1,918	3.6%
200	3.1%	194	2.9%	6	0.2	20	0.4	180	2.7%	TOTAL	2,076	4.0%	1,755	3.3%	321	0.7	367	0.8	1,709	3.2%
430	6.8%	380	5.8%	50	1.0	(133)	(1.7)	563	8.5%	NET INCOME (LOSS)	494	0.9%	(195)	(0.4%)	689	1.3	336	0.6	158	0.3%

ASUCLA P/L Reconciliation Apr-16

Financial Analysis		000's pr-16
Budgeted Net Income/(Loss)	A	\$380
magerea : ver income/(2003)		ψ50
UCLA Store		
Gross Margin:		
Bearwear above plan due to strong attendance for Bruin Day, and the Spring Showcase returned to campus providing additional foot traffic	19	
Graduation ETC below plan mostly due to timing of when seniors order regalia and accessories (may see some recovery in May)	(14))
Campus Portrait Studio above plan due to modification in scheduling process for photo sittings has enabled studio to more efficiently schedule sittings	12	
Market below plan as cool weather continues to negatively impact beverage sales, and with the transition of the Coke Marketing Team no vendor supported events were held	(4))
E-Commerce below plan as response to Football Spring Preview was below prior year (promotions have been put into place next month to offset some of the sales loss)	(8))
New Text below plan due to lower than expected Spring sales: continued downward trends (competition, usage, instructor content)	(9))
Used Text below plan due to continued downward trends, and the impact of price lowering strategy and overall used price reductions	(14))
Course Reader Solutions below plan due to higher than expected sales volume but in titles that have a lower margin	(7))
Luvalle Books below plan due to continued downward sales trend (competition, usage, and content distribution)	(11))
Luvalle General Mdse below plan due to computer store mix (unplanned computer sales at a low margin)	(6))
HSS Dental above plan due to timing of receipt of backordered merchandise	13	
Total Wages below plan	4	
Other, positive controllables mostly employee benefits, freight out and bank card expense	31	Ī
Total Contribution		6
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan due to aggressive budget and continuing pattern of customer traffic decline in many Ackerman restaurants	(13))
Greenhouse below plan due to small variances each day	(6))
No Campus Student CTR above plan due to higher than plan average check	14	
CSSC below plan due to mostly to slow rebound of Southern Lights customers (re-opened on 2/18)	(6))
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	9	
Taco Bell above plan (higher customer count)	4	
Music Café above plan due to higher than plan average check	5	
Catering below plan as several regular clients postponed some events (expected to gain back in May) and additional erosion of general catering event baseline	(42))
Concessions above plan due to several unbudgeted events including men's volleyball playoffs and football Showcase as well as higher attendance at early season softball games	19	1
Total Wages higher than plan	(3))
Other, mostly positive controllables	17	
Total Contribution		(2
Services		
Gross Margin:		Ť –
Licensing Domestic above plan due to timing (obtained some of prior month shortfall)	17	
Licensing International below plan: income recorded was limited to Japan and China	(34))
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates) and the delay of the Pharmacy	(13)	
Photography below plan mostly due to few jobs ordered by DIA and the Law School compared to last year	(9)	
Other, negative controllables	(3)	
Total Contribution		(42
UCLA Student Union		
Gross Margin:		1
Student Union Ops. above plan due to new rental space and equipment requirements for Bruin Day	5	
Other, negative controllables (mostly repairs to TV Wall)	(6))
Total Contribution		(
Allocated Expenses and Other		\Box
A&SS below plan in various controllables	14	
Maintenance below plan due to savings in wages and benefits	6	
Utilities below plan: all of the meters were read later than usual last month which resulted in higher consumption, and this is offset this month	39	
Depreciation lower than plan due to timing of capitals and reduced expenditures	24	1
Other, mostly positive student union fee and interest expense	6	†
Total		8
Actual Net Income/(Loss)		\$43

ASUCLA P/L Reconciliation Year-To-Date Through April 2016

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)		(\$19
THOT I G		
UCLA Store		
Gross Margin:		
Bearwear below plan due to reduced fan enthusiasm, lower sales than budgeted in November and December related to reduction in promotional events, and unseasonably warm weather negatively impacted the One Day sale in February	(137)	
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks and umbrellas	34	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	39	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(51)	
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	52	
Used Text below plan due to lower availability of used books and the continued downward trends	(39)	
Computer Store below plan due to sluggish Apple sales	(29)	
Total Wages lower than plan, mostly career	72	
Other, mostly positive controllables (freight out, payment to UCLA, employee benefits and advertising)	167	
Total Contribution		10
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(77)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(30)	
Northern Lights above plan due to average check higher than plan and a slight increase in customers	23	
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	69	
CSSC below plan due to closing of Southern Lights from a water leak	(84)	
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	83	
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights	22	
Kikka Sushi above plan due to sales in new location better than expected	32	
Music Café above plan due to more customer traffic than last year	28	
Catering below plan due to loss of Football training table events and some regular events were cancelled	(91)	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	106	
Total Wages higher than plan	(12)	
Other, mostly positive controllables (paper, advertising, bank card expense)	48	
Total Contribution		11
Services		
Gross Margin:		
Licensing International below plan due to mostly to poor performance in Europe and Australia	(129)	
Licensing Domestic below plan due to lower performance than expected in several key channels and non-renewal of several licensees	(22)	
Leased Ops below plan: delay of the Pharmacy and additional Enrollment Management office space, and the Chase renewal resulted in less ATM's and reduced rates	(55)	
Photography below plan due to an aggressive budget (less on campus events)	(31)	
Other, positive controllables mainly in Licensing	41	
Total Contribution		(19
UCLA Student Union		
Gross Margin:		
Student Union Ops below plan due to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities	(33)	
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(12)	
Total Wages lower than plan	18	
Other, positive controllables	5	
Total Contribution		(2
Allocated Expenses and Other		
A&SS below plan (total wages, insurance expense and various other)	147	
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerchkoff, elevator repairs)	(96)	
Utilities lower than plan in all areas: positive results from changes in the HVAC timer software program and mechanical equipment upgrades	136	
Depreciation lower than plan due to timing of capitals and reduced expenditures	174	
Interest Expense below plan due to prior year refinancing of AU debt	39	
Various positive non-recurrent income	253	
Other, mostly positive student fee income	29	
Total	 	68 \$49

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

	Current Month	Prior Month	Prior Year
	April 2016	March 2016	July 2015
ASSETS			
CURRENT ACCETO.			
CURRENT ASSETS:	¢12 600	\$11,111	¢11 121
Cash and cash equivalents Accounts receivable	\$12,699 3,592	3,465	\$11,434 4,012
Less: Allowance for doubtful accounts	(322)	(312)	(263)
Accounts receivable, net	3,270	3,153	3,749
Student fees receivable	908	681	489
Inventories	5,799	6,929	5,893
Prepaid expenses and other current assets	200	217	278
Total current assets	22,876	22,091	21,843
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	68,878	68,805	68,112
Less: Accumulated depreciation	(45,483)	(45,296)	(43,761)
Total long term assets	23,595	23,709	24,551
	_		
TOTAL ASSETS	\$46,471	\$45,800	\$46,394
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,636	\$4,769	\$5,291
Wages and payroll taxes payable	3,042	2,987	3,324
Sales tax payable & other liabilities	996	612	767
Interest payable	205	167	139
Deferred income	395	513	235
Funds held for others	167	151	102
Current portion of long term debt Total current liabilities	736	736	736
Total current liabilities	10,177	9,935	10,594
LONG TERM DEBT:			
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
	3,000	0,000	0,000
TOTAL LIABILITIES	19,772	19,530	20,189
	,	, -	, -
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	494	65	281
Ending Balance	26,699	26,270	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,471	\$45,800	\$46,394

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

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:	\$430	\$494	\$158
Depreciation Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets:	187 0	1,727 2	1,786 0
Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets	(117) (227) 1,130 17	479 (419) 94 78	(839) (374) (468) 112
Increase/(decrease) in current liabilities: Accounts payable Sales tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others	(134) 384 55 38 (118) 16	(655) 229 (282) 66 160 65	(76) 226 (123) 129 90 34
Net cash provided/(used) by operating activities	1,661	2,038	655
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements	(73)	(773)	(517)
Net cash used in investing activities	(73)	(773)	(517)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	1,588	1,265	138
CASH AND CASH EQUIVALENTS, Beginning	11,111	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$12,699	\$12,699	\$11,019

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

		•	

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$12,699
Ackerman A Level and First Floor Remodel	(2,794)
Student Service Center	(158)
KH Coffeehouse Patio Membrane	(186)
Subtotal	(3,138)
Adjustment for Cash Overdraft Entry	(868)
Uncommitted Cash	8,693
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	11,009
RESERVE SURPLUS (DEFICIT)	(\$2,316)

ASUCLA SERVICES AND ENTERPRISES

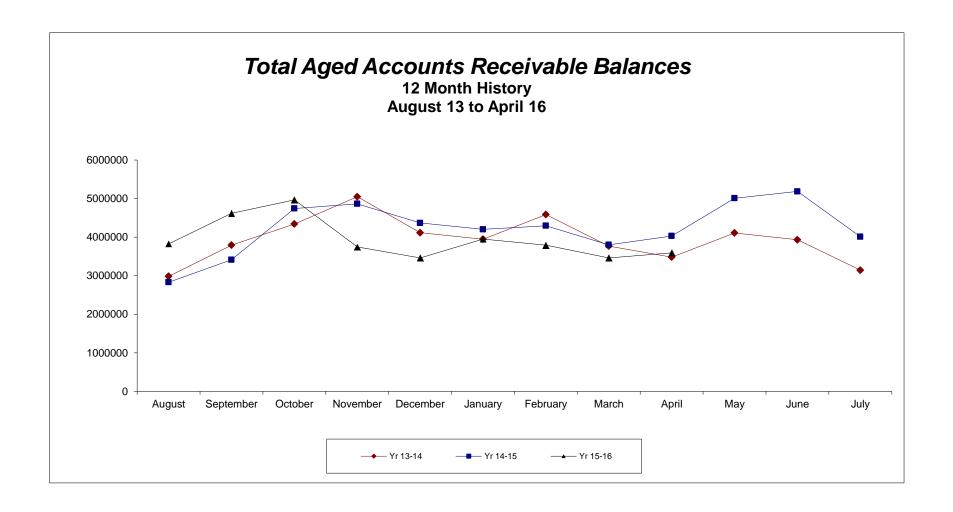
Capital Expenditures -Current Year Projects (\$000's)

FY 2015-2016 April 2016

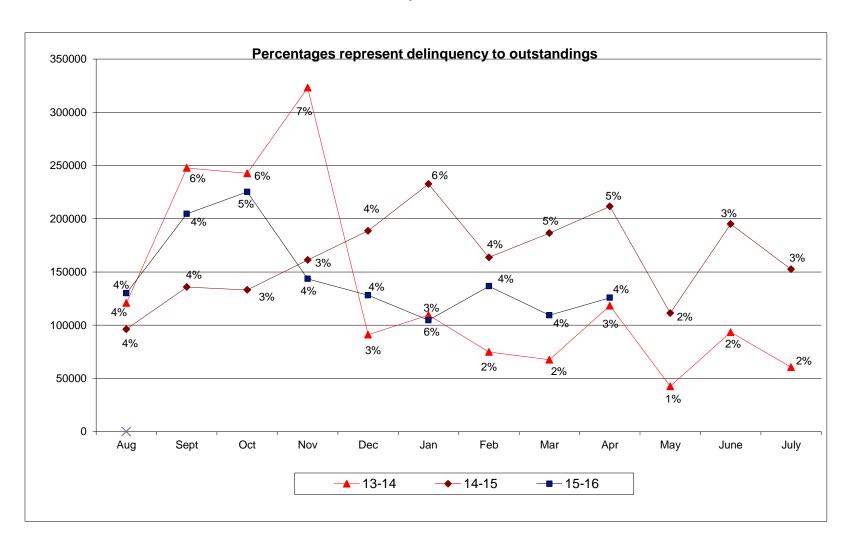
			1 1 2010	5-2016 April 20	710	PROJECTED			
PROJEC [*]	NAME	BUDGET				Remaining		Over	
ASUCLA			Pavments	PO's	Total	Balance	Pendina	(Under)	Status
2015-001	A Level/1st Floor Remodel	1,000.0	104.2	101.7	205.9	794.1		0.0	In Progress
Total Store		1,000.0	104.2	101.7	205.9	794.1	0.0	0.0	III Flogiess
Store/Serv			-						
2015-002	Store General Replacement	50.0	3.9	0.7	4.6	45.4		0.0	In Progress
2015-003	Informal Photo-Equipment	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2015-004	DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2015-005	DC Equipment - Tunnel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-006	DC Dock Retrofit - Tunnel	75.0	0.0	16.9	16.9	58.1		0.0	In Progress
2015-007	HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008	Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-009	AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store	e/Services	505.0	3.9	17.6	21.5	103.5	380.0	0.0	Ü
Food Serv	ice								
2015-010	FS Miscellaneous and Unanticipated	50.0	33.4	0.0	33.4	16.6		0.0	In Progress
2015-011	FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed
2015-012	FS New trash/recycling/compost receptacles	75.0	12.8	2.8	15.6	59.4		0.0	In Progress
2015-013	LV New cash stands and re-lamination of counters	25.0	14.3	0.0	14.3	10.7		0.0	In Progress
2015-014	NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015	Commissary Dish Machine	60.0	0.0	57.7	57.7	2.3		0.0	In Progress
Total Food	Services	240.0	80.4	60.5	140.9	89.0	10.0	(0.1)	
<u>Technolog</u>									
2015-016	Printer Replacement	2.0	0.0	2.1	2.1	0.0		0.1	Completed Awaiting Invoice
2015-017	PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018	Kronos Replacement.	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2015-019	Network Infrastructure Upgrade	180.0	162.1	9.0	171.1	8.9		0.0	In Progress
2015-020	Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-033	Virtual Server	0.0	0.0	135.0	135.0	0.0		135.0	In Progress
Total Tech	nology	357.0	162.1	146.1	308.2	8.9	175.0	135.1	
<u>Others</u>									
2015-021	Fac. Misc. Remodels	40.0	6.5	10.8	17.3	22.7		0.0	In Progress
2015-022	KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023	KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-024	NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025	KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026	LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027	SUO Omni Locks	75.0	0.0	74.7	74.7	0.0		(0.3)	Completed Awaiting Invoice
2015-028	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-029	Finance Misc. Replacements	15.0	0.0	4.2	4.2	10.8		0.0	In Progress
2015-030	Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031	LP Security System	40.0	4.2	0.6	4.8	35.2		0.0	In Progress
2015-032	LP Electric cart	0.0	0.0	16.3	16.3	0.0		16.3	Completed Awaiting Invoice
Total Othe		415.0	10.7	106.6	117.3	68.7	245.0	16.0	
Total Curr	ent Year Projects	2,517.0	361.3	432.5	793.8	1,064.2	810.0	151.0	

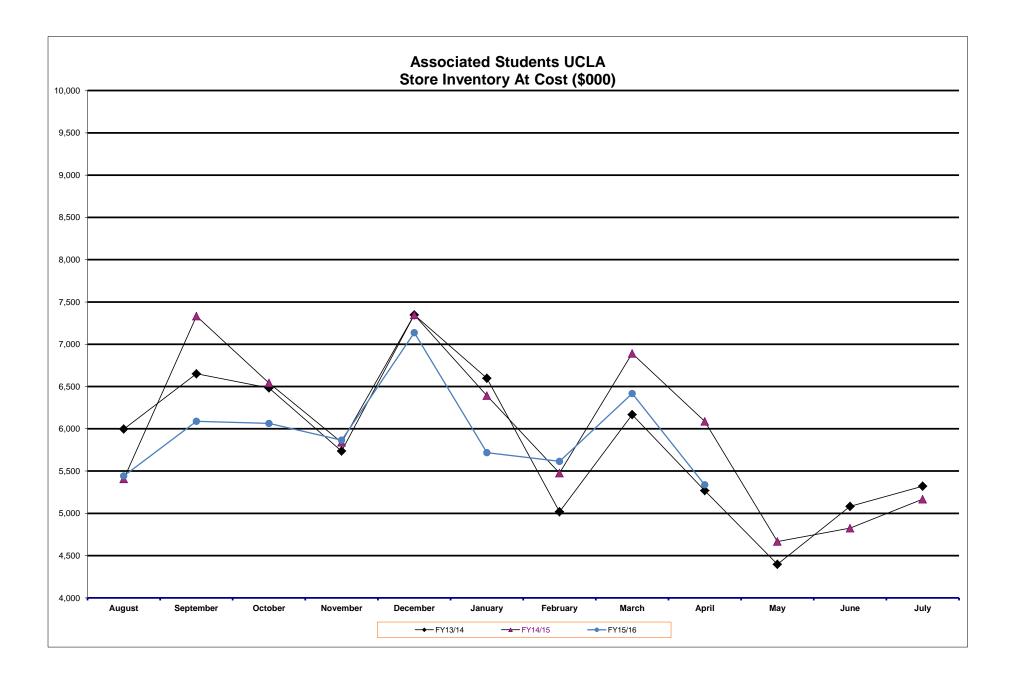
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

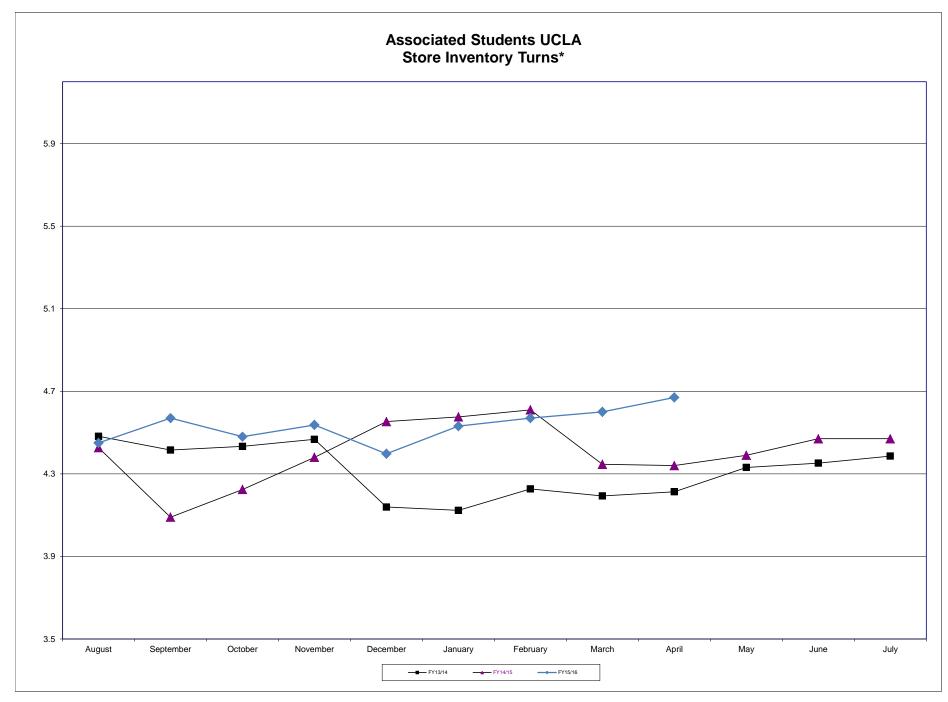
4/23/2016 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$516,336	17%	\$256,906	72%	(\$574)	-1%	\$3,560	40%	\$15,660	34%	\$6,185	23%	\$798,073	22%
ASUCLA PUBLICATIONS	\$259,508	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$259,508	7%
ASUCLA USA/GSA	\$85,676	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$85,676	2%
DUE FROM VENDORS	\$315,558	10%	\$11,748	3%	(\$3,057)	-7%	\$42	0%	\$29,331	64%	\$19,554	74%	\$373,176	10%
DENTAL KITS	\$74,306	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$74,306	2%
OTHER	\$1,855,886	60%	\$90,630	25%	\$48,045	108%	\$5,306	60%	\$1,153	2%	\$606	2%	\$2,001,626	57%
TOTAL CURRENT MONTH	\$3,107,270	100%	\$359,284	100%	\$44,414	100%	\$8,908	100%	\$46,144	100%	\$26,345	100%	\$3,592,365	100%
	86%		10%		1%		1%		1%		1%		100%	
3/26/2016 Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$567,228	18%	\$24,284	13%	\$5,625	24%	\$18,589	70%	\$4,398	14%	\$8,713	32%	\$628,837	18%
ASUCLA PUBLICATIONS	\$308,138	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$308,138	9%
ASUCLA USA/GSA	\$283,589	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$283,589	8%
DUE FROM VENDORS	\$303,231	10%	(\$2,919)	-2%	(\$363)	-2%	\$640	2%	\$27,207	87%	\$18,138	65%	\$345,934	10%
DENTAL KITS	\$162,273	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$162,273	5%
OTHER	\$1,539,109	48%	\$171,138	89%	\$18,539	78%	\$7,458	28%	(\$330)	-1%	\$732	3%	\$1,736,646	50%
TOTAL CURRENT MONTH	\$3,163,568	100%	\$192,503	100%	\$23,801	100%	\$26,687	100%	\$31,275	100%	\$27,583	100%	\$3,465,417	100%
	90%		6%		1%		1%		1%		1%		100%	
2/20/2016 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$523,275	15%	\$100,778	57%	\$37,831	74%	\$5,283	22%	\$127	0%	\$9,576	31%	\$676,870	18%
ASUCLA PUBLICATIONS	\$264,253	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$264,253	7%
ASUCLA USA/GSA	\$102,488	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$102,488	3%
DUE FROM VENDORS	\$423,395	12%	(\$3,319)	-2%	\$2,165	4%	\$13,038	55%	\$30,389	99%	\$20,259	66%	\$485,927	13%
DENTAL KITS	\$223,298	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$223,298	6%
OTHER	\$1,941,211	56%	\$80,625	45%	\$11,360	22%	\$5,460	23%	\$389	1%	\$784	3%	\$2,039,829	53%
TOTAL CURRENT MONTH	\$3,477,920	100%	\$178,084	100%	\$51,356	100%	\$23,781	100%	\$30,905	100%	\$30,619	100%	\$3,792,665	100%
	91%		5%		1%		1%		1%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







400.4	00/00/07/46 04/5	246	т		70011 1/515 45 4	-	FTCCAL V	-10 11 15
	09(03/27/16-04/2 CURRENT MONTH				ISCAL YEAR 15-1 MO(07/26/15-04)			EAR 14-15 R ACTUAL
ACTUAL	BUDGET	VARIANCE	ł	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			†			-	-	
2,007,078	2,209,043	<201,965>		15,384,646	16,240,697	<856,051>	2,266,814	16,470,380
1,521,442	1,493,433	28,009	GENERAL MDSE DIVISION HILLTOP SHOP	10,673,635	10,757,628	<83,993>	1,475,475	10,676,290
144,612 258,894	142,900 295,294	1,712 <36.400 \	LU VALLE COMMONS STORE	1,012,092 2,239,273	1,033,700 2,329,566	<21,608> <90,293>	133,136 278,115	987,548 2,334,390
57,709	74,000	<16,291>		1,210,100	1,282,000	<71,900>	72,468	1,340,510
279,744	235,787	43,957	HEALTH SCIENCES STORE	4,261,654	4,121,977	139,677	242,678	4,029,379
4,269,479	4,450,457	<180,978>	TOTAL SALES	34,781,401	35,765,568	<984,167>	4,468,687	35,838,498
2,863,165	2,982,030	118,865	Less: Cost of Sales	23,898,097	24,655,857	757,760	2,978,970	24,787,148
			Less: Shrinkage					
			Less. Sillinage					
9,415	8,750	<665>	ACADEMIC SUPPORT DIV	60,735	58,150	<2,585>	10,925	68,194
6,210	5,600	<610>	GENERAL MDSE DIVISION	50,061	44,475	<5,586>	5,465	44,114
676	670	<6>		4,700	4,880	180	628	4,674
1,665	1,250		LU VALLE COMMONS STORE	13,226	9,960	<3,266>	1,672	13,699
0 4,028	270 1,370	270 <2,658>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	<530> 21,009	4,650 16,680	5,180 <4,329>	275 1,294	5,093 19,370
21,994	17,910	<4,084>	SHRINKAGE	149,201	138,795	<10,406>	20,259	155,145
2,885,158	2,999,940	114,782	TOTAL COST OF SALES	24,047,297	24,794,652	747,355	2,999,229	24,942,293
, ,			Ĭ			,	, ,	
67.1	67.0	<0.1>		68.7	68.9	0.2	66.7	69.2
1,384,321	1,450,517	<66,196>	GROSS MARGIN	10,734,103	10,970,916	<236,813>	1,469,459	10,896,205
32.9	33.0	<0.1>	GROSS MARGIN %	31.3	31.1	0.2	33.3	30.8
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
32.4	32.6	<0.2>	NET GROSS MARGIN %	30.9	30.7	0.2	32.9	30.4
32	52.0	10127		55.5	30.7	- U.L.	32.13	50.1
18.0	19.3	<1.3>		17.5	17.4	0.1	19.8	17.3
50.2	50.2	<0.0>		49.1	49.4	<0.3>	50.4	49.2
40.5	40.2	0.4	HILLTOP SHOP	40.8	39.7	1.1	40.0	39.6
31.7 54.1	32.9 52.2	<1.2> 2.0	LU VALLE COMMONS STORE E-COMMERCE DIVISION	32.1 51.7	31.7 51.2	0.4 0.5	35.2 50.8	31.0 50.7
31.3	52.2 34.6	<3.3>		24.4	25.0	0.5 <0.6>	36.8	25.1
51.5	31.0	(3.5)	TIERETTI SCIENCES STORE	21.1	25.0	(0.0)	30.0	25.1
171,741	138,738	33,003	OTHER INCOME	1,121,092	1,053,243	67,849	117,713	1,079,557
1,556,063	1,589,255	<33,192>	GROSS MARGIN/OTHER	11,855,196	12,024,159	<168,963>	1,587,172	11,975,762
			Less: Controllable Exp					
240,207	250,770	10,563	Career Wages	2,207,649	2,288,693	81,044	244,987	2,257,928
0	0	0	Limited Appointment	5,984	2,500	<3,484>	0	2,412
179,015	171,963	<7,052>	Student Wages	1,509,158	1,503,218	<5,940>	159,972	1,374,979
419,222	422,733	3,511	TOTAL WAGES	3,722,791	3,794,411	71,620	404,959	3,635,319
9.8	9.5	<0.3>	WAGE % TO SALES	10.7	10.6	<0.1>	9.1	10.1
133,515	144,442	10,927	Employee Benefits	1,222,083	1,300,981	78,898	140,022	1,247,044
7,304	5,550	<1,754>	Office Supplies	81,825	79,326	<2,499>	6,945	99,004
10,680	13,985	3,305	Telephone	99,203	123,125	23,922	12,917	119,938
0	80	80	Telex	560	720	160	80	720
21	20	<1>	Postage	177	140	<37>	22	254
10,406	6,000	<4,406>	Trav/Trips/Conference	37,040	34,250	<2,790>	5,130	32,881
3 000	0	0 182	Membership Fees	1,900	1,925	25	0	1,900
3,988 14,011	4,170 27,350	13,339	Operating Supplies Freight Out	42,431 200,163	41,400 267,105	<1,031> 66,942	3,818 17,586	40,029 264,861
975	900	<75>	Transportation	8,963	8,100	<863>	905	8,108
0	0	0	Merchandise Losses	53	0	<53>	0	614
<10>	0	10	Postage Stamp O/S	<13>	0	13	5	93
0	0	0	Uniforms	0	400	400	0	441
10,519	11,230	711	Advertising	184,549	216,539	31,990	9,575	206,136
<2,111> 42	<1,100> 50	1,011 8	Vendor Adv. Allowance Direct Mail Adv.	<83,568> 270,114	<83,850> 269,450	<282> <664>	<1,602> 95	<73,381> 270,513
2,755	2,818	63	Repairs & Maintenance	57,037	43,759	<13,278>	<3,890>	36,182
67,162	79,942	12,780	Bank Card Expense	593,177	603,902	10,725	78,167	607,034
361	0	<361>	Overs/Shorts	8,871	0	<8,871>	2,648	2,734
202	0	<202>		3,056	0	<3,056>	<22>	6,866
<318>	0	318	Textbook Rental Exp	506	1,473	967	0	1,683
572 58	0 100	<572> 42	Rentals-Facilities Rentals-Truck	4,496 2,218	0 2,500	<4,496> 282	523 89	5,098 2,504
0	0	0	Taxes & Licenses	300	300	282 0	89 0	2,504 300
9,306	11,500	2,194	Professional Services	100,020	105,229	5,209	7,591	69,739
607	0	<607>		7,524	3,500	<4,024>	0	4,342
4,357	2,520	<1,837>	Commission Expense	55,139	58,684	3,545	1,563	42,360
0	75	75	Concession Expense	39,528	35,496	<4,032>	122	36,420
0 5,898	1 6,224	1 326	Alloc of Distr Cntr Payment to UCLA	0 117,352	6 145,391	6 28,039	0 4,570	0 152,470
280,301	315,857	35,556	TOTAL OTHER CONTROL.	3,054,704	3,259,851	28,039	286,858	3,186,890
699,522	738,590	39,068	TOTAL CONTROLLABLE EXP	6,777,495	7,054,262	276,767	691,817	6,822,209
			GROSS CONTRIBUTION TO				,	
856,540	850,665	5,875	SVCS AND ENTERPRISES	5,077,701	4,969,897	107,804	895,355	5,153,553
			L All4-5]				
			Less: Allocated Exp	[
43,392	38,896	<4,496>	Allocated ExpHR	342,343	331,085	<11,258>	28,892	298,505
141,005	147,100	6,095	Allocated Exp. Fin	1,214,226	1,275,596	61,370	131,412	1,344,361
75,942	79,225	3,283	Allocated ExpIS	601,469	648,590	47,121	76,827	632,816
32,256	32,882	626	Allocated Exp. Mktg	277,458	282,432	4,974	31,167	272,760
88,026	98,325	10,299	Allocated Exp Othr SA	874,140	899,181	25,041	94,647	876,715
76,789 22,867	74,791 34 551	<1,998> 11,684	Maintenance Utilities	765,077 290 229	694,279 319,073	<70,798> 28.844	79,409 33,238	716,599 322,094
22,867 57,454	34,551 65,523	8,069	Depreciation	290,229 524,687	319,073 589,707	28,844 65,020	33,238 58,025	322,094 524,857
537,732	571,293	33,561	TOTAL ALLOCATED EXP	4,889,629	5,039,943	150,314	533,617	4,988,705
,,,,,,	. /	,	İ					
318,808	279,372		NET INCOME (LOSS)	188,073	<70,046>	258,119	361,738	164,847

Г	APR. (09(03/27/16-04/2	3/16)		F	ISCAL YEAR 15-1	6	FISCAL YEAR 14-15				
\vdash	(CURRENT MONTH				MO(07/26/15-04)		LAST YEAR				
	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
	172,007	195,881		CENTRAL DIVISION	1,244,624	1,388,698	<144,074>	174,252	1,268,381			
	249,937	231,126	18,811	NORTH CAMPUS DIVISION	1,835,950	1,712,551	123,399	229,611	1,658,949			
	153,837	156,156		SOUTH DIVISION	1,157,191	1,199,618	<42,427>	156,920	1,192,576			
	272,671	277,690		LU VALLE DIVISION	2,096,344	2,160,270	<63,926>	277,997	2,096,140			
	325,060	329,027	- ,	COOPERAGE DIVISION	2,471,767	2,461,447	10,320	313,230	2,273,816			
<u> </u>	154,486	180,929		SPECIAL EVENTS DIVISION	1,920,295	1,968,123	<47,828>	174,070	1,988,531			
	1,327,998	1,370,809	<42,811>	TOTAL SALES	10,726,172	10,890,707	<164,535>	1,326,080	10,478,393			
	427.062	474 520	26 577	Lance Control Color	2 544 000	2 776 207	224 507	452 202	2 (06 222			
-	437,962	474,539	36,577	Less: Cost of Sales	3,544,800	3,776,387	231,587	452,283	3,696,322			
-	33.0 890,036	34.6 896,270	1.6 <6,234>	COST OF SALES % GROSS MARGIN	7,181,372	34.7 7,114,320	1.6 67,052	34.1 873,796	35.3 6,782,072			
-	67.0	65.4	1.6	GROSS MARGIN	67.0	65.3	1.6	65.9	64.7			
-	07.0	03.4	1.0	GROSS MARGIN 70	07.0	05.5	1.0	05.5	04.7			
	66.4	67.7	<1.3>	CENTRAL DIVISION	66.8	67.5	<0.8>	68.2	67.0			
	66.7	64.5	2.2	NORTH CAMPUS DIVISION	65.8	64.4	1.4	64.0	64.1			
	67.6	64.9	2.6	SOUTH DIVISION	66.7	64.4	2.2	66.3	64.3			
	68.3	67.3	1.0	LU VALLE DIVISION	69.5	67.1	2.4	69.5	67.7			
	66.5	64.9	1.6	COOPERAGE DIVISION	65.7	64.9	0.8	64.6	63.7			
	67.0	62.8	4.2	SPECIAL EVENTS DIVISION	67.9	64.0	3.9	63.9	62.7			
-												
	214,593	220.027	<5,434>	OTHER INCOME	1,831,418	1,820,968	10,450	219,343	1,867,664			
	1,104,629	1,116,297		GROSS MARGIN/OTHER	9,012,790	8,935,288	77,502	1,093,139	8,649,736			
		, ,		,	, ,	, ,	,	, ,	, ,			
				Less: Controllable Exp								
				,								
	287,410	291,158	3,748	Career Wages	2,698,171	2,691,522	<6,649>	281,326	2,629,388			
	0	0	0	Limited Appointment	0	3,300	3,300	0	11,596			
	249,693	242,050		Student Wages	1,973,159	1,947,247	<25,912>	227,195	1,880,088			
	<44,644>	<43,536>	1,108	Labor Recharge	<378,095>	<360,793>	17,302	<44,955>	<351,828>			
	492,459	489,672	, -	TOTAL WAGES	4,293,236	4,281,276	<11,960>	463,566	4,169,244			
	37.1	35.7	<1.4>	WAGE % TO SALES	40.0	39.3	<0.7>	35.0	39.8			
	165,775	170,901	5,126	Employee Benefits	1,534,416	1,543,625	9,209	159,393	1,461,613			
	628	1,895	1,267	Office Supplies	15,505	15,130	<375>	1,079	14,466			
	3,536	4,380	844	Telephone	32,900	39,425	6,525	4,061	37,876			
	0	1 000	0 500	Trav/Trips/Conference	108	13,000	<108>	0	0 9,485			
	500	1,000		Training Programs	9,372	13,000	3,628	500				
	59,553	65,693	6,140	Paper % To Color	481,473	510,082	28,609	64,823	497,024			
	4.5	4.8	0.3 <1,370>	Paper % To Sales	4.5 49,508	4.7 43,933	0.2	4.9 5,319	4.7 46,545			
	6,326 <11,598>	4,956 <10,700>	<1,370> 898	Cleaning Supplies Purchasing Rebates	<88,323>	<94,200>	<5,575> <5,877>	<8,440>	<88,991>			
	1,769	2,665	896	Replacements	29,046	24,225	<4,821>	1,614	26,587			
	4,441	5,511	1,070	Laundry	39,373	45,560	6,187	4,281	45,564			
	1,695	915	<780>	Uniforms	17,139	10,030	<7,109>	1,885	8,632			
	635	1,205	570	Advertising	29,276	53,508	24,232	1,545	48,598			
	033	100	100	Menu Development	23,270	900	900	0	0,550			
	0	20	20	Dorm Coupons Expense	3	130	127	1	5			
	4,679	6,448	1,769	Repairs & Maintenance	75,607	50,786	<24,821>	9,127	89,649			
	50,588	49,237		Bank Card Expense	354,777	380,527	25,750	51,300	343,607			
	2,296	2,060	<236>	Sales Tax Expense	17,079	15,546	<1,533>	2,021	15,433			
	1,124	1,129	5	Overs/Shorts	12,239	9,431	<2,808>	2,998	15,758			
	<15>	0	15	Credit Card Adjustments	112	0	<112>	59	190			
	270	0		Rentals	4,996	3,700	<1,296>	0	3,988			
	0	425	425	Rentals-Truck	2,615	3,725	1,110	0	2,996			
	0	0	0	Taxes & Licenses	636	675	39	0	586			
	0	0	0	Professional Services	600	650	50	0	600			
	0	0	0	Temp Agency Service	8,629	2,000	<6,629>	1,499	4,280			
L	18,966	15,472	<3,494>	Commission Expense	219,097	225,246	6,149	16,929	217,146			
	311,171	323,312	12,141	TOTAL OTHER CONTROL.	2,846,183	2,897,634	51,451	319,995	2,801,636			
	803,630	812,984	9,354	TOTAL CONTROLLABLE EXP	7,139,419	7,178,910	39,491	783,561	6,970,880			
			_	GROSS CONTRIBUTION TO								
<u> </u>	300,999	303,313	<2,314>	SVCS AND ENTERPRISES	1,873,372	1,756,378	116,994	309,578	1,678,856			
				Less: Allocated Exp								
	F0.070	45.055	·F 010	Allocated Fr. LID	200 101	272 500	-22.004	22.27	240 551			
	50,973	45,055	,	Allocated ExpHR	396,481	372,590	<23,891>	33,074	340,561			
	48,977	50,992	2,015	Allocated Exp. Fin	459,146	467,681	8,535	44,281	472,813			
	26,377	27,463		Allocated ExpIS Allocated Exp. Mktq	229,467	238,137	8,670	25,887	214,295			
	11,204 30,575	11,398 34,084	194 3,509	Allocated Exp. MKtg Allocated Exp Othr SA	104,675 327,852	103,774 326,987	<901> <865>	10,502 31,892	95,030 302,656			
	64,733	60,702	<4,031>	Maintenance	644,957	563,485	<81,472>	66,941	604,090			
	19,277	28,037	<4,031 <i>></i> 8,760	Utilities	244,662	258,914	<81,472> 14,252	28,019	271,524			
	87,515	95,779	8,264	Depreciation	807,290	862,011	54,721	87,090	860,775			
\vdash	339,630	353,510	13,880	TOTAL ALLOCATED EXP	3,214,531	3,193,579	<20,952>	327,686	3,161,745			
-	227,030	333,310	13,000		5/21 1/331	5,155,575	~20,3327	327,000	5,101,773			
	<38,632>	<50,197>	11,565	NET INCOME (LOSS)	<1,341,159>	<1,437,201>	96,042	<18,108>	<1,482,889>			
F				, ,		*			*			
	385,271	398,517	<13,246>	TOTAL CUSTOMER COUNT	3,002,231	3,064,724	<62,493>	398,950	3,062,982			
	131,484	136,242		3RD PARTY CUST COUNT	1,042,124	1,067,722	<25,598>	135,193	1,075,667			
	253,787	262,275		ASUCLA CUSTOMER COUNT	1,960,107	1,997,002	<36,895>	263,757	1,987,315			
		•	•			-	· I	•	-			
	6.13	5.74	0.39	TOTAL AVERAGE CHECK	6.07	5.86	0.22	5.71	5.68			
	7.96	7.35	0.61	3RD PARTY AVG CHECK	7.44	7.14	0.29	7.63	7.12			
	5.18	4.90	0.28	ASUCLA AVERAGE CHECK	5.20	5.03	0.17	4.73	4.76			
	29,717	29,502		EMPLOYEE HOURS	258,570	259,843	1,273	30,664	268,527			
	44.67	46.46	<1.79>	Sales/Labor Hour	41.48	42.02	<0.54>	43.25	39.02			

SERVICES DIVISION INCOME STATEMENT

APR. 09(03/27/16-04/23/16)] [F	ISCAL YEAR 15-1	6	FISCAL YEAR 14-15		
CURRENT MONTH			YTD 9 MO(07/26/15-04/23/16)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,317	20,000	<9,683>	PHOTOGRAPHY	104,577	137,000	<32,423>	15 <i>.</i> 659	116,163
10,317	20,000		TOTAL SALES	104,577	137,000	<32,423>	15,659	116,163
	_5,555	,					-5,555	
<245>	300	545	Less: Cost of Sales	1,674	2,850	1,176	<254>	2,523
10,562	19,700		GROSS MARGIN	102,903	134,150	<31,247>	15,912	113,640
102.4	98.5	3.9	GROSS MARGIN %	98.4	97.9	0.5	101.6	97.8
102.4	98.5	3.9	PHOTOGRAPHY	98.4	97.9	0.5	101.6	97.8
152,831	170,141	<17,310>	TRADEMARKS AND LICENSING	1,758,403	1,909,318	<150,915>	242,377	1,851,817
96,963	109,552		LEASED OPS	874,220	929,238	<55,018>	99,257	871,578
249,794	279,693	<29,899>	OTHER INCOME	2,632,623	2,838,556	<205,933>	341,634	2,723,395
260,356	299,393	<39,037>	GROSS MARGIN/OTHER	2,735,526	2,972,706	<237,180>	357,546	2,837,035
			Less: Controllable Exp					
34,891	34,800	<91>	Career Wages	318,719	313,200	<5,519>	33,717	304,784
243	900	657	Student Wages	1,584	7,275	5,691	309	3,987
35,134	35,700	566	TOTAL WAGES	320,303	320,475	173	34,026	308,771
340.6	178.5	<162.1>	WAGE % TO SALES	306.3	233.9	<72.4>	217.3	265.8
17,711	18,813	1,102	Employee Benefits	159,753	168,027	8,274	17,728	153,629
72	700	628	Office Supplies	3,138	6,850	3,712	1,223	5,943
547	700	153	Telephone	5,968	6,309	341	641	5,988
26	105	79	Postage	218	945	727	12	684
981	50	<931>	Trav/Trips/Conference	10,149	15,450	5,301	0	19,097
0	0	0	Enforcement	8,500	8,500	, 0	0	7,818
0	0	0	Enforcement Adv.	, 0	, 0	0	0	500
169	3,550	3,381	Business Promotion	9,203	27,950	18,747	3,818	29,439
0	100		Repairs & Maintenance	816	900	. 84	. 0	520
2,083	2,583	500	Professional Services	19,578	22,647	3,069	2,633	19,297
500	250	<250>		11,439	2,250	<9,189>	550	5,050
665	3,800		Trademark	32,226	34,200	1,974	3,078	37,352
22,232	20,173	,	Intern'l Agnt Fee/Tax	166,960	159,853	<7,107>	33,375	191,670
8,750	7,031		Domestic Agency Fee	131,721	134,031	2,310	10,104	116,885
31,973	23,947		Payment to UCLA	515,878	527,824	11,946	38,336	456,809
85,708	81,802		TOTAL OTHER CONTROL.	1,075,546	1,115,736	40,190	111,498	1,050,680
120,842	117,502		TOTAL CONTROLLABLE EXP	1,395,849	1,436,211	40,362	145,524	1,359,451
-,-	,	-,-	GROSS CONTRIBUTION TO	, -,	, -,	-,	-,-	, -, -
139,514	181,891	<42,377>	SVCS AND ENTERPRISES	1,339,677	1,536,495	<196,818>	212,023	1,477,584
,		,		, ,	, ,	,	,	, ,
			Less: Allocated Exp					
			·					
3,637	3,285	<352>	Allocated ExpHR	29,616	28,021	<1,595>	2,428	25,391
7,957	9,267		Allocated Exp. Fin	92,355	103,804	11,449	9,835	100,708
4,448	5,174	726	Allocated ExpIS	47,535	54,628	7,093	5,985	48,248
1,889	2,147	258	Allocated Exp. Mktg	21,924	23,847	1,923	2,428	21,171
5,155	6,421	1,266	Allocated Exp Othr SA	68,804	75,768	6,964	7,373	67,624
13,621	28,230	14,609	Maintenance	135,711	262,058	126,347	14,086	127,112
4,056	13,049	8,993	Utilities	51,482	120,503	69,021	5,896	57,134
6,035	6,361	326	Depreciation	54,685	57,249	2,564	6,052	55,556
46,798	73,934	27,136	TOTAL ALLOCATED EXP	502,111	725,878	223,767	54,083	502,944
,	-,	,		,	,	-,	,	-,-
92,716	107,957	<15,241>	NET INCOME (LOSS)	837,566	810,617	26,949	157,940	974,640
	· · · · · ·	•	ı ' ' '	,	,	,	,	,

UCLA STUDENT UNION INCOME STATEMENT

ACTUAL BUIGET WARRINGE WART SERVICES OFFICE 398,885 399,475 491,000 490 590	APR. 0	09(03/27/16-04/2	/27/16-04/23/16)		FISCAL YEAR 15-16			FISCAL YEAR 14-15	
41,554			· ,						
0 90 - 90 - 570 EVENTION WOON DEPEATIONS 0 666 - 666 - 0 0 0 0 1 0 1 0 1 0 1 0 1 0 1 0 1 0 1	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
0 90 - 90 - 570 EVENTION WOON DEPEATIONS 0 666 - 666 - 0 0 0 0 1 0 1 0 1 0 1 0 1 0 1 0 1 0 1	44 554	26 205	45.240	EVENT CERVICES OFFICE	200 005	200 475	500	F0.406	205 744
0						,			395,744 32
51,391 57,820 c6,429 AU POST OFFICE 377,496 446,439 c69,943 60,141 479,127 92,946 68,111 1714, 241,241 92,946 61,141 479,141 92,946 61,141 479,141 92,946 61,141 479,141 92,946 61,141 61,141 92,946 61,141 61,141 92,946 61,141 61,141 92,946 61,141 61,141 92,946 61,141 61,141 92,946 61,141 61,141 92,946 61,141					-			-	5
Section Sect	_	-			-	-	-	~	470,130
12,938				i i					865,911
12,938									
O			•						462,040
63,905 60,728 43,177 Less: Cost of Sales 48,278 593,357 55,079 67,707 527,45			•						65,384
68.8 72.2 3.5 COST OF SALES % 57.7 59.5 1.7 56.8 60 29.011 23.987 5.694 GROSS MARGIN % 328.103 343.203 435.100 51.511 338.44 31.3 27.8 3.5 GROSS MARGIN % 42.3 40.5 1.7 43.2 3.39 42.30 40.5 1.7 43.2 3.39 42.30 40.5 1.7 43.2 3.39 42.30 40.5 1.7 43.2 3.39 42.30 40.5 1.7 43.2 3.39 42.30 40.0 100.0 0.0		-		i i		-	-		0
29,041 23,387 5,554 GROSS MARGIN 42,3 40,5 1,7 43,2 39,4									60.9
31.3 27.8 3.5 GROSS MARGIN % 42.3 40.5 1.7 43.2 33									338,487
0.0 100.0 100.0 100.0 100.0 0.								,	39.1
0.0 100.0 100.0 100.0 100.0 0.									
0.0 0.0 0.0 RECREATION & GAMES 0.0 0.0 0.0 0.0 0.0 99 0.8 2.2 c.1.4 A JUPOST OFFICE 2.5 2.2 0.3 2.9 1 19.824 21,050 <1,2265 STULENT UNION OFS 129,292 147,359 <18,067 15,957 137,17 19,266 10,179 <913> AU POST OFFICE 6.62,83 78,952 <12,309 10,657 84,22 19,000 31,229 <2,2139> OTHER INCOME 195,575 225,551 <30,376-5 26,613 221,33 18.8131 54,616 3,515 GROSS MARGIN/OTHER 523,678 569,154 <45,476> 78,124 559,83 Less: Controllable Exp			<15.2>	EVENT SERVICES OFFICE				84.2	83.5
19,824 21,050 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 <1,2265 51,000 51,000									100.0
19,824									99.4
9,266 10,179	0.8	2.2	<1.4>	AU POST OFFICE	2.5	2.2	0.3	2.9	1.7
9,266 10,179	19 824	21.050	<1 226>	STUDENT UNION OPS	129 292	147 359	<18.067>	15 957	137,120
Section Sect									84,224
S8,131 \$4,616 3,515 GROSS MARGIN/OTHER \$23,678 \$569,154 <45,476 > 78,124 \$59,82 \$1,030 \$30,859 <17.1 \$Career Wages \$267,457 \$277,731 \$10,274 \$30,369 \$26,66,6									221,344
31,030 30,859 <171> Career Wages 267,457 277,731 10,274 30,369 266,66 20,596 20,463 <133> Student Wages 158,697 167,552 8,855 17,995 146,88 51,626 51,322 <309* TOTAL WAGES 426,154 445,223 39,129 48,364 413,44 55.55 61.0 5.5 WAGE % TO SALES 54,9 52.6 <2.3.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 48,364 413,44 52.6 <2.2.9 41,45 412,45 4		54,616	3,515	GROSS MARGIN/OTHER			<45,476>	78,124	559,831
31,030 30,859 <171> Career Wages 167,457 277,731 10,274 30,369 266,66 20,596 20,463 <132> Student Wages 158,697 167,552 8,855 17,995 146,88 51,625 51,322 <304* TOTAL WAGES 426,154 445,283 19,129 48,364 413,44 55.55 61.0 5.5 WAGE % TO SALES 54.9 52.6 <2.3* 40.6 47 47,283 47,243 47,243 47,243 47,243 47,243 47,243 47,243 47,243 47,243 47,243 47,244 47,243 47,244 47,243 47,244									
20,596 20,463 <133				Less: Controllable Exp					
20,596 20,463 <133	24 020	20.050	.474	C	267.457	277 724	10.274	20.260	266 601
S1,626				_					
16,757									
16,757					•				47.8
498									
2,655 3,360 705 Telephone 24,826 29,645 4,819 3,132 29,55 0		16,256		Employee Benefits					145,036
0 1,100 1,100 1,100 1 Tray/Trips/Conference 566 2,250 1,684 0 3.22 0 0 0 0 0 24 Hour Study Lounge 5,203 4,262 941> 114 5,33 0 0 0 0 Student Comm Art 4,961 4,995 34 565 5,88 768 0 <768> Training Programs 5,536 5,208 3,228> 10 5,77									7,302
0 0 0 0 0 Student Comm Art 4,961 4,995 34 565 5,86 768 0 0 0 0 0 Student Comm Art 4,961 4,995 34 565 5,86 768 1 7 1,200 1,355 11,200 1,355 Student Event Exp 78,736 80,682 1,946 10,119 84,77 1,251 1,174 28 99 0 0 139 139 Operating Supplies 77 1,251 1,174 28 99 0 0 0 0 Uniforms 1,400 2,000 600 0 0 8 1,24 20 0,1049 Advertising 693 1,119 426 0 1,27 424 601 177 Business Promotion 4,650 5,379 729 596 4,66 1,359 63 Bank Card Expense 8,940 10,491 1,551 1,653 10,88 0 0 0 0 0 Student Support Svcs 3,206 2,629 0,577 0 2,75 15,417 15,417 0 Interaction Fund 138,750 138,753 3 15,417 138,77 17,528 17,000 528 5 TUDENT UNION EVENT F 702,865 68,646 0,4319 119,968 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,109 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1,100 8 0,463 1,100 8,288 5 1									29,576
0 0 0 Student Comm Art 4,961 4,995 34 565 5,88 7,68 768 0 < 7,68									
768 0 <768> Training Programs 5,536 5,208 <328> 10 5,72 2,121 614 <1,507> Annual ASUCIA Events 27,708 21,726 <5,982> 1,027 23,57 9,845 11,200 1,355 Student Event Exp 78,736 80,682 1,946 10,119 84,72 0 0 0 0 0 Uniforms 1,400 2,000 600 0 0 84,72 124 20 <104> Advertising 693 1,119 426 0 1,72 424 601 177 Business Promotion 4,650 5,379 729 596 4,66 5,618 767 <4,851> Repairs & Maintenance 18,353 10,436 <7,917> 205 12,33 1,296 1,359 63 Bank Card Expense 8,940 10,491 1,551 1,653 10,88 <65> 35 120 Overs/Shorts 2,357 267 <2,090	_								
2,121 614 <1,507> Annual ASUČLA Events 27,708 21,726 <5,982> 1,027 23,57 9,845 11,200 1,355 Student Event Exp 78,736 80,682 1,946 10,119 84,72 0 139 139 Operating Supplies 77 1,251 1,174 28 99 0 0 0 Uniforms 1,400 2,000 600 0 8 124 20 <104>> Advertising 693 1,119 426 0 1,72 424 601 177 Business Promotion 4,650 5,379 729 596 4,66 5,618 767 <4,851> Repairs & Maintenance 18,353 10,436 <7,917> 205 12,33 1,296 1,359 63 Bank Card Expense 8,940 10,491 1,551 1,653 10,88 <685									5,738
9,845 11,200 1,355 Student Event Exp		_							23,572
124 20		11,200							84,727
124	0	139	139	Operating Supplies	77		1,174	28	919
424	_		-					-	87
5,618 767 <4,851> Repairs & Maintenance 18,353 10,436 <7,917> 205 12,35 1,296 1,359 63 Bank Card Expense 8,940 10,491 1,551 1,653 10,88 <85> 35 120 Overs/Shorts 2,357 267 <2,090> 34 1,96 0 0 0 0 Commission Expense 575 0 <575> 0 15,417 15,417 0 Interaction Fund 138,750 138,753 3 15,417 138,757 17,528 17,000 <528> STUDENT UNION EVENT F 92,439 103,000 10,561 11,034 82,75 72,965 68,646 <4,319> TOTAL CONTROLL 574,034 579,348 5,314 61,930 567,22 124,591 119,968 <4,623> TOTAL CONTROLLABLE EXP 1,000,188 1,024,631 24,443 110,294 980,66 <66,460> <65,352> <1,108> <4,523				3				-	1,749
1,296 1,359 63 Bank Card Expense 8,940 10,491 1,551 1,653 10,88 4,85> 35 120 Overs/Shorts 2,357 267 <2,090> 34 1,96 0 0 0 0 Commission Expense 575 0 <575> 0 2,77 15,417 15,417 0 Interaction Fund 138,750 138,753 3 15,417 138,75 17,528 17,000 <528> STUDENT UNION EVENT F 92,439 103,000 10,561 11,034 82,77 72,965 68,646 <4,319> TOTAL OTHER CONTROL. 574,034 579,348 5,314 61,930 567,22 124,591 119,968 <4,623> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 34,059 4,024,631 24,443 110,294 980,66 466,460> <65,352> <1,108> SVCS AND ENTERPRISES <476,510> <455,477> <21,033> <32,170> <420,85									4,605
<85> 35 120 Overs/Shorts 2,357 267 <2,090> 34 1,96 0 0 0 0 0 0 0 2,757 0 <575> 0 <575> 0 2,757 0 2,757> 0 2,757 0 2,757 0 2,757 0 2,757 0 2,757 0 2,757 0 2,757 0 2,757 13,875 138,753 3 15,417 138,751 138,752 138,753 3 15,417 138,752 138,753 3 15,417 138,752 138,753 3 15,417 138,752 138,753 3 15,417 138,752 138,753 3 15,417 138,752 138,752 138,753 3 15,417 138,752 138,752 138,753 3 15,417 138,752 138,752 138,752 138,752 138,753 3 15,417 138,752 138,752 138,753 138,752 138,752 138,752 <td></td> <td></td> <td>•</td> <td>•</td> <td></td> <td></td> <td></td> <td></td> <td></td>			•	•					
0 0 0 Commission Expense 575 0 <575> 0 15,417 15,417 0 Interaction Fund 138,750 138,753 3 15,417 138,751 17,528 17,000 <528				'					10,882
15,417				*					0
15,417				•		-			2,791
72,965 68,646 <4,319> TOTAL OTHER CONTROL. 574,034 579,348 5,314 61,930 567,22 124,591 119,968 <4,623> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 1,000,188 1,024,631 24,443 110,294 980,68 <66,460> <65,352> <1,108> SVCS AND ENTERPRISES <476,510> <455,477> <21,033> <32,170> <420,85			0	Interaction Fund	138,750	138,753	3		138,750
124,591 119,968 <4,623 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES				i i					82,722
GROSS CONTRIBUTION TO SVCS AND ENTERPRISES									567,221
<66,460> <65,352> <1,108> SVCS AND ENTERPRISES <476,510> <455,477> <21,033> <32,170> <420,85	124,591	119,968	<4,623>		1,000,188	1,024,631	24,443	110,294	980,683
Less: Allocated Exp 5,345	<66 460×	<65 352×	<1 108>		<476 510>	<455 477\	<21 033>	<32 170×	<420,852>
5,345 4,193 <1,152> Allocated ExpHR 39,233 35,861 <3,372> 3,452 33,83 3,733 3,943 210 Allocated Exp. Fin 34,059 40,532 6,473 4,014 40,04 2,087 2,201 114 Allocated ExpIS 17,590 21,405 3,816 2,443 19,18 886 914 28 Allocated Exp. Mktg 8,061 9,304 1,243 991 8,34 2,419 2,732 313 Allocated Exp. Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,159 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65	\00,\00/	\U3/332/	`1,100>	J. JO MAD LITTLININGSED	· 155/7777	\21,033/	\32,1707	· 120,032/	
5,345 4,193 <1,152> Allocated ExpHR 39,233 35,861 <3,372> 3,452 33,83 3,733 3,943 210 Allocated Exp. Fin 34,059 40,532 6,473 4,014 40,04 2,087 2,201 114 Allocated ExpIS 17,590 21,405 3,816 2,443 19,18 886 914 28 Allocated Exp. Mktg 8,061 9,304 1,243 991 8,34 2,419 2,732 313 Allocated Exp. Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,159 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65				Less: Allocated Exp					
3,733 3,943 210 Allocated Exp. Fin 34,059 40,532 6,473 4,014 40,04 2,087 2,201 114 Allocated ExpIS 17,590 21,405 3,816 2,443 19,18 886 914 28 Allocated Exp. Mktg 8,061 9,304 1,243 991 8,34 2,419 2,732 313 Allocated Exp Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65									
2,087 2,201 114 Allocated ExpIS 17,590 21,405 3,816 2,443 19,18 886 914 28 Allocated Exp. Mktg 8,061 9,304 1,243 991 8,34 2,419 2,732 313 Allocated Exp Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65			•	•					33,832
886 914 28 Allocated Exp. Mktg 8,061 9,304 1,243 991 8,34 2,419 2,732 313 Allocated Exp Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65				•					40,042
2,419 2,732 313 Allocated Exp Othr SA 25,162 29,546 4,384 3,009 26,71 40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65				•					19,180
40,467 39,143 <1,324> Maintenance 403,180 363,368 <39,812> 41,847 377,63 12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65									
12,050 18,084 6,034 Utilities 152,945 166,990 14,045 17,516 169,73 10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65				•					
10,522 14,398 3,876 Depreciation 108,721 129,582 20,861 12,259 112,18 77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65									169,737
77,509 85,608 8,099 TOTAL ALLOCATED EXP 788,951 796,588 7,637 85,531 787,65			•				· ·		112,184
				1 ·					787,659
<143,969> <150,960> 6,991 NET INCOME (LOSS) <1,265,461> <1.252.065> <13.396> <117.701> <1.208.51			-						
, , , , , , , , , , , , , , , , , , , ,	<143,969>	<150,960>	6,991	NET INCOME (LOSS)	<1,265,461>	<1,252,065>	<13,396>	<117,701>	<1,208,511>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

APR. 0	09(03/27/16-04/2	23/16)		FISCAL YEAR 15-16			FISCAL YEAR 14-15	
	CURRENT MONTH			YTD 9 MO(07/26/15-04/23/16)			LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
211.064	299,402	411 (62)	Career Wages	2 715 726	2 726 212	20 576	200.004	2,736,288
311,064 0	299,402 300	<11,662> 300	Limited Appointment	2,715,736 0	2,736,312 3,700	20,576 3,700	280,084 1,919	2,730,266
29,808	35,006	5,198	Student Wages	282,145	306,346	24,201	26,865	268,747
340,872	334,708		TOTAL WAGES	2,997,881	3,046,358	48,477	308,868	3,026,590
5.4	5.1		WAGE % TO TOTAL SALES	5.8	5.7	<0.1>	4.7	5.7
0	0	0	Emp Awards, Profess.	11,859	12,000	142	0	11,156
0	0	0	Emp Awards, Students	6,000	4,000	<2,000>	2,000	6,000
151,677 8,737	142,459 7,101		Employee Benefits Office Supplies	1,321,267 68,490	1,299,399 71,922	<21,868> 3,432	143,372 8,408	1,299,564 76,585
7,348	9,960	2,613	Telephone	68,877	88,232	19,355	8,750	79,260
776	1,183	•	Postage	6,821	9,366	2,545	699	7,613
682	2,123		Trav/Trips/Conference	5,122	20,364	15,243	1,299	4,375
159	20	<139>	Expense Allowance	346	180	<166>	0	39
1,479	7,727	6,248	Employee Relations	15,253	17,334	2,081	3,948	15,821
0	52	52	Tuition Assistance	0	468	468	0	0
0	0 1,793	0 368	Training Programs	0 4,696	0	0	0	25
1,425 150	1,793		Fingerprinting Recruitment	5,176	8,185 4,417	3,489 <759>	246	8,503 1,946
0	206	206	Operating Supplies	1,282	3,140	1,858	272	3,398
609	350		Uniforms	3,573	3,150	<423>	0	2,535
<200>	<400>	<200>	Security Expense	<3,223>	<3,600>	<377>	<250>	<2,156>
318	52		Security Equipment	1,427	462	<965>	0	498
2,917	2,750		Alarm Monitoring	24,603	24,750	147	5,203	24,389
1,230	1,180		Advertising	10,958	12,090	1,132	1,399	13,795
1,500	1,500	0 7.075	Benefits U Adv	13,500	13,500	0 10,965	2,100	18,900 46,891
2,290 653	10,265 1,564	7,975 911	Repairs & Maintenance Repair-Mtce Computer	49,566 7,913	60,531 14,076	6,163	6,381 479	5,185
11,343	12,433		Repairs & Mtce-Equip	109,383	111,897	2,514	14,870	99,563
0	54	54	Printing	218	546	328	0	0
4,253	5,753	1,500	Bruin One Card Exp	40,268	44,768	4,500	10,840	82,879
0	40	40	Overs/Shorts	<37>	360	397	<4>	<57>
14,303	17,700	3,397	Insurance Expense	128,730	159,300	30,570	16,081	144,729
4,216	4,417	201	Professional Services	45,280	37,596	<7,684>	2,568	34,704
1,178	1,383	205	Legal	11,829	12,441	612	1,424	9,550
9,906 263	10,558 500	652 238	External Audit Temp Agency Service	90,441 11,176	95,019 8,000	4,578 <3,176>	10,342 781	91,427 7,976
8,912	10,044	1,132	Internal Audit	81,738	89,352	7,614	9,583	86,250
0	0	0	Tax Consulting	7,018	7,018	0	0	6,684
13,000	13,000	<0>	PROFESSIONAL FEES PCI	38,000	44,000	6,000	0	22,000
10,282	11,500	1,218	Board of Directors	111,100	114,600	3,500	10,183	109,082
0	100	100	Special Projects	8,440	4,000	<4,440>	0	3,521
4,530	5,449		Misc. Bank Charges	35,760	39,390	3,630	3,400	29,514
3,249	3,600 7,864		Armored Carrier Expense	29,185	31,300	2,115	2,800	27,681
7,635 13,401	7,864 14,374		UCOP Payroll Services UCLA Recharge Expense	68,715 120,609	70,776 130,918	2,061 10,309	7,635 13,955	67,623 125,578
2,857	1,500		Special Events	27,344	28,600	1,256	2,496	22,536
291,077	310,298		TOTAL OTHER CONTROL.	2,588,701	2,693,847	105,146	291,260	2,595,561
631,949	645,006		TOTAL CONTROLLABLE EXP	5,586,582	5,740,205	153,623	600,129	5,622,151
		-						
			Less: Allocated Exp					
16 500	16.000	252	Maintanana-	164 600	150.050	.7.040	17.004	154.000
16,530	16,898 7,805	368 2.882	Maintenance	164,698 62,478	156,858	<7,840>	17,094	154,262
4,923 10,310	7,805 12,193	•	Utilities Depreciation	62,478 101,148	72,080 109,737	9,602 8,589	7,155 9,664	69,337 102,671
31,763	36,896		TOTAL ALLOCATED EXP	328,323	338,675	10,352	33,914	326,271
663,712	681,902		NET EXPENSE	5,914,906	6,078,880	163,974	634,042	5,948,422
·	•					,	·	
<586,283>	<605,698>		Allocated-Svs and Ent	<5,211,595>	<5,368,759>	<157,164>	<550,540>	<5,241,757>
<35,792>	<35,792>	0	Allocated-USAC	<283,473>	<283,473>	0	<34,412>	<273,174>
<3,507>	<3,507>	0	Allocated-GSA	<28,242>	<28,242>	0	<3,266>	<27,275>
<38,129>	<36,905>		Allocated-Comm Board	<391,595>	<398,406>	<6,811>	<45,825>	<406,215>
<663,711>	<681,902>	<10,191>	TOTAL OTHER	<5,914,906>	<6,078,880>	<163,974>	<634,042>	<5,948,421>
1	0	<1>	TOTAL EXPENSE	<0>	0	0	0	0
	-		1		-		-	-

MAINTENANCE DIVISION EXPENSE STATEMENT

ΔPR	09(03/27/16-04/2	23/16)	1
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
710.0712	50502.	77 11 12 11 10 2	
100,966	105,867	4,901	Career Wages
5,274	2,198	<3,076>	_
<43>	900	943	Student Wages
<676>	<650>	26	Labor Recharge
<7,138>	<5,448>	1,690	Billed Labor Costs
<7,725>	<6,300>	1,425	Capitalized Wages
90,658	96,567	5,909	TOTAL WAGES
55,555	20/22	5,255	
67,846	71,605	3,759	Employee Benefits
124	103	,	Office Supplies
702	678		Telephone
63	0		Trav/Trips/Conference
4,470	5,247	777	Paper
4,977	5,411	434	Cleaning Supplies
1,278	1,107	<171>	Replacements
448	516	68	Laundry
25,144	18,725	<6,419>	Repairs & Maintenance
4,485	2,725		Repairs & Mtce-Elevator
773	175		Repairs & Mtce-Equip
<4,759>	900	5,659	Painting Program
1,245	250	<995>	Incidental Proj Exp
4,974	3,495	<1,479>	Air Conditioning-Maint
8,930	8,644	<286>	Rub Remvl/Hauling
2,974	3,428	454	Rodent & Pest Control
883	780	<103>	Rentals-Truck
124,558	123,789	<769>	TOTAL OTHER CONTROL.
215,216	220,356	5,140	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
14,926	16,946	2,020	Depreciation
14,926	16,946	2,020	TOTAL ALLOCATED EXP
230,142	237,302	7,160	NET EXPENSE
<195,610>	<202,866>	<7,256>	Allocated-Svs and Ent
<6,993>	<6,993>	0	Allocated-USAC
<2,743>	<2,743>	0	Allocated-GSA
<8,265>	<7,802>	463	Allocated-Comm Board
<16,530>	<16,898>	<368>	Allocated-A & SS
<230,142>	<237,302>	<7,160>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FICCAL VEAD 15 16						
	ISCAL YEAR 15-1	FISCAL YEAR 14-15				
	YTD 9 MO(07/26/15-04/23/16)			R ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
997,169	1,021,745	24,576	98,724	988,091		
30,508	14,287	<16,221>	2,104	38,193		
166	7,980	7,814	910	7,028		
<8,350>	<5,610>	2,740	<421>	<6,243>		
<60,772>	<49,622>	11,150	<5,510>	<50,987>		
<19,763>	<56,700>	<36,937>	0	<37,465>		
938,959	932,080	<6,879>	95,806	938,618		
630,811	646,195	15,384	65,406	603,709		
935	1,287	352	108	1,512		
5,676	6,096	420	725	6,479		
349	2,000	1,651	118	1,257		
43,484	45,500	2,016	4,809	43,690		
46,844	49,688	2,844	4,557	41,598		
8,859	10,558	1,699	1,090	11,351		
5,612	5,416	<196>	546	4,662		
286,121	175,825	<110,296>	25,374	183,707		
38,186	27,315	<10,871>	2,377	21,936		
1,091	875	<216>	0	0		
<2,934>	8,100	11,034	756	3,083		
1,245	2,250	1,005	<272>	3,394		
41,620	31,455	<10,165>	6,333	37,330		
64,104	65,235	1,131	10,056	63,615		
34,483	30,852	<3,631>	4,885	37,477		
8,077	7,020	<1,057>	850	5,596		
1,214,565	1,115,667	<98,898>	127,717	1,070,397		
2,153,524	2,047,747	<105,777>	223,524	2,009,015		
130,073	152 514	22,441	13,498	129,687		
130,073	152,514 152,514	22,441	13,498	129,687		
2,283,597	2,200,261	<83,336>	237,021	2,138,701		
2,203,397	2,200,201	<03,330>	237,021	2,130,701		
<1,948,925>	<1,883,189>	65,736	<202,283>	<1,825,435>		
<62,944>	<62,944>	0	<6,535>	<58,815>		
<24,681>	<24,681>	0	<2,562>	<23,058>		
<82,349>	<72,589>	9,760	<8,547>	<77,131>		
<164,698>	<156,858>	7,840	<17,094>	<154,262>		
<2,283,597>	<2,200,261>	83,336	<237,021>	<2,138,701>		
,,	,,	,	,	,,		
<0>	0	0	0	0		

UTILITIES EXPENSE STATEMENT

Γ	APR. (09(03/27/16-04/2	23/16)	
I	(CURRENT MONTH		
I	ACTUAL	BUDGET	VARIANCE	
ſ				
l	7,443	11,737	4,294	Chiller Water
l	45,516	68,710	23,194	Elec-Non Air Cond.
l	5,767	12,263	6,496	Water-Non Air Cond.
l	8,374	11,943	3,569	Steam-Non Air Cond.
l	1,793	4,006	2,213	Gas
l	1,550	1,551	1	Energy Management
I	70,443	110,210	39,767	TOTAL OTHER CONTROL.
[70,443	110,210	39,767	TOTAL CONTROLLABLE EXP
ſ				
l	<58,250>	<93,720>	<35,470>	Allocated-Svs and Ent
l	<3,455>	<3,455>	0	Allocated-USAC
l	<1,355>	<1,355>	0	Allocated-GSA
l	<2,461>	<3,875>	<1,414>	Allocated-Comm Board
L	<4,923>	<7,805>	<2,882>	Allocated-A & SS
[<70,444>	<110,210>	<39,767>	TOTAL OTHER
ſ				
۱	<0>	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 15-1	FISCAL YEAR 14-15		
YTD 9 I	MO(07/26/15-04/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
133,952	194,110	60,158	18,393	186,986
564,557	591,118	26,561	66,803	583,996
85,889	96,972	11,083	9,402	92,072
55,660	88,712	33,052	3,023	74,530
23,863	31,765	7,902	2,350	28,041
12,404	13,959	1,555	0	0
876,325	1,016,636	140,311	99,971	965,625
876,325	1,016,636	140,311	99,971	965,625
<739,318>	<865,478>	<126,160>	<84,668>	<820,489>
<31,095>	<31,095>	0	<3,283>	<29,547>
<12,195>	<12,195>	0	<1,287>	<11,583>
<31,239>	<35,788>	<4,549>	<3,578>	<34,669>
<62,478>	<72,080>	<9,602>	<7,155>	<69,337>
<876,325>	<1,016,636>	<140,311>	<99,971>	<965,625>
<0>	0	0	0	<0>