ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

April (04/02/17 - 04/29/17)

Prepared

May 16, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

APRIL (04/02/17 - 04/29/17)]
				T MONTH				*	*	
ACT	UAL	BUD	GET			ANCE		LAST YE	EAR ACT	
*	0/	¢	0/	ACT/	-	ACT/L	-		0/	
 \$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME
4,134		4,584		(450)	(9.8%)	(307)	(6.9%)	4,441		UCLA Store
1,652		1,672		(20)	(1.2%)	109	7.1%	1,543		UCLA Restaurants
286		331		(45)	(13.6%)	26	10.0%	260		Services Division
 143		116		27	23.3%	21	17.2%	122		UCLA Student Union
 6,215		6,703		(488)	(7.3%)	(151)	(2.4%)	6,366		TOTAL
					Pts.		Pts.			GROSS MARGIN
1,523	36.8%	1,640	35.8%	(117)	1.0	(33)	1.8	1,556	35.0%	UCLA Store
1,156	70.0%	1,185	70.9%	(29)	(0.9)	51	(1.6)	1,105	71.6%	UCLA Restaurants
286	100.0%	331	100.0%	(45)	0.0	26	0.0	260	100.0%	Services Division
 81	56.6%	63	54.3%	18	2.3	23	9.1	58	47.5%	UCLA Student Union
3,046	49.0%	3,219	48.0%	(173)	1.0	67	2.2	2,979	46.8%	TOTAL
										WAGES & BENEFITS
581	14.1%	584	12.7%	3	(1.4)	(28)	(1.6)	553	12.5%	UCLA Store
708	42.9%	685	41.0%	(23)	(1.9)	(50)	(0.3)	658	42.6%	UCLA Restaurants
54	18.9%	56	16.9%	2	(2.0)	(1)	1.5	53	20.4%	Services Division
71	49.7%	70	60.3%	(1)	10.6	(3)	6.0	68	55.7%	UCLA Student Union
1,414	22.8%	1,395	20.8%	(19)	(2.0)	(82)	(1.9)	1,332	20.9%	TOTAL
										OTHER CONTROLLABLES
152	3.7%	167	3.6%	15	(0.1)	(5)	(0.4)	147	3.3%	UCLA Store
160	9.7%	163	9.7%	3	0.0	(15)	(0.3)	145	9.4%	UCLA Restaurants
71	24.8%	96	29.0%	25	4.2	(3)	1.4	68	26.2%	Services Division
53	37.1%	52	44.8%	(1)	7.7	3	8.8	56	45.9%	UCLA Student Union
436	7.0%	478	7.1%	42	0.1	(20)	(0.5)	416	6.5%	TOTAL
										CONTRIBUTION
790	19.1%	888	19.4%	(98)	(0.3)	(67)	(0.2)	857	19.3%	UCLA Store
288	17.4%	338	20.2%	(50)	(2.8)	(13)	(2.1)	301	19.5%	UCLA Restaurants
162	56.6%	179	54.1%	(17)	2.5	22	2.8	140	53.8%	Services Division
(43)	(30.1%)	(59)	(50.9%)	16	20.8	23	24.0	(66)	(54.1%)	UCLA Student Union
1,197	19.3%	1,346	20.1%	(149)	(0.8)	(35)	(0.1)	1,232	19.4%	TOTAL
584	9.4%	602	9.0%	18	(0.4)	(29)	(0.7)	555	8.7%	ALLOCATED EXPENSES Admin&Support Services
245	3.4 % 3.9%	224	3.3%	(21)	(0.4)	(48)	(0.7)	197	3.1%	Maintenance Division
113	1.8%	97	1.4%	(16)	(0.4)	(50)	(0.8)	63	1.0%	Utilities
186	3.0%	216	3.2%	30	0.2	1	(0.1)	187	2.9%	Depreciation
1,128	18.1%	1,139	17.0%	11	(1.1)	(126)	(2.4)	1,002	15.7%	TOTAL
		,				(- /		,		
69	1.1%	207	3.1%	(138)	(2.0)	(161)	(2.5)	230	3.6%	NET INCOME (LOSS) FROM OPERATIONS
69	1.170	207	3.1%	(130)	(2.0)	(101)	(2.5)	230	3.0%	FROM OPERATIONS
										OTHER INC/(EXP)
21	0.3%	0	0.0%	21	0.3	21	0.3	0	0.0%	Non-Recurrent Inc/(Exp)
13	0.2%	9	0.1%	4	0.1	2	0.0	11		Interest Income
(35)	(0.6%)	(35)	(0.5%)	0	(0.1)	2	0.0	(37)		Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes
 231	3.7%	231	3.4%	0	0.3	5	0.1	226		Student Union Fee Income
 230	3.7%	205	3.1%	25	0.6	30	0.6	200		TOTAL
299	4.8%	412	6.1%	(113)	(1.3)	(131)	(2.0)	430	6.8%	NET INCOME (LOSS)

9,130 2,886 573 24,124 	% 33.7% 71.7% 99.9% 57.6% 47.4%	BUD % \$ 36,027 13,062 2,945 1,008 53,042 \$ 33.7% 12,072 '1.7% 9,299 99.9% 2,943 37.6% 568	MONTHS (0 GET % 33.5% 71.2% 99.9% 56.3% 46.9%	7/31/16 - 04/ \$ (1,791) (336) (56) (13) (2,196) (537) (169) (57)	VARIA	ANCE ACT/LY \$ (1,666) 168 152 23 (1,323) (320)	(4.6%) (4.6%) 1.3% 5.6% 2.4% (2.5%) Pts.	** LAST YE \$ 35,902 12,558 2,737 972 52,169	AR ACT
\$ 34,236 12,726 2,889 995 50,846 11,535 9,130 2,886 5773 24,124 5,177 6,182 494 608 12,726 1,787 1,349 864 4,666 4,466 4,571 1,528 (501) (5 7,197 5,134 1,965 7779 1,782 9,660	% 33.7% 71.7% 99.9% 57.6% 47.4%	% \$ 36,027 13,062 2,945 1,008 53,042 33,7% 12,072 9,299 19,9% 2,943 57,6% 568	% 33.5% 71.2% 99.9% 56.3%	\$ (1,791) (336) (56) (13) (2,196) (537) (169)	BUD % (5.0%) (2.6%) (1.9%) (1.3%) (4.1%) Pts. 0.2	ACT/LY \$ (1,666) 168 152 23 (1,323)	% (4.6%) 1.3% 5.6% 2.4% (2.5%)	\$ 35,902 12,558 2,737 972	
34,236 12,726 2,889 995 50,846 11,535 9,130 2,886 573 24,124 5,177 6,182 494 608 12,461 1,787 1,349 864 4,666 4,466 4,466 4,466 7,197 5,134 1,528 5,513 4,571 1,528 5,513 1,528 5,517 1,782 5,517 1,782 5,518 5,518 1,782 1,782 1,782 1,782 1,784 1,782 1,782 1,782 1,782 1,782	33.7% 71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	36,027 13,062 2,945 1,008 53,042 33.7% 12,072 11.7% 9,299 19.9% 2,943 37.6% 568	33.5% 71.2% 99.9% 56.3%	\$ (1,791) (336) (56) (13) (2,196) (537) (169)	% (5.0%) (2.6%) (1.9%) (1.3%) (4.1%) Pts. 0.2	\$ (1,666) 168 152 23 (1,323)	% (4.6%) 1.3% 5.6% 2.4% (2.5%)	35,902 12,558 2,737 972	%
34,236 12,726 2,889 995 50,846 11,535 9,130 2,886 573 24,124 5,177 6,182 494 608 12,461 1,787 1,349 864 4,666 4,466 4,466 4,466 7,197 5,134 1,528 5,513 4,571 1,528 5,513 1,528 5,517 1,782 5,517 1,782 5,518 5,518 1,782 1,782 1,782 1,782 1,784 1,782 1,782 1,782 1,782 1,782	33.7% 71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	36,027 13,062 2,945 1,008 53,042 33.7% 12,072 11.7% 9,299 19.9% 2,943 37.6% 568	33.5% 71.2% 99.9% 56.3%	(1,791) (336) (56) (13) (2,196) (537) (169)	(5.0%) (2.6%) (1.9%) (1.3%) (4.1%) Pts. 0.2	(1,666) 168 152 23 (1,323)	(4.6%) 1.3% 5.6% 2.4% (2.5%)	35,902 12,558 2,737 972	70
12,726 2,889 995 50,846 11,535 9,130 2,886 573 24,124 24,124 6 ,182 494 608 12,461 1,787 1,349 864 24,466 4,466 4,466 4,466 5 ,137 1,599 1,528 (501) (9,130) 7,197 7,197 7,197 1 ,782 9,660 1	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	13,062 2,945 1,008 53,042 33.7% 12,072 1,7% 9,299 99,9% 2,943 5,68	71.2% 99.9% 56.3%	(336) (56) (13) (2,196) (537) (169)	(2.6%) (1.9%) (1.3%) (4.1%) Pts. 0.2	168 152 23 (1,323)	1.3% 5.6% 2.4% (2.5%)	12,558 2,737 972	
12,726 2,889 995 50,846 11,535 9,130 2,886 573 24,124 	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	13,062 2,945 1,008 53,042 33.7% 12,072 1,7% 9,299 99,9% 2,943 5,68	71.2% 99.9% 56.3%	(336) (56) (13) (2,196) (537) (169)	(2.6%) (1.9%) (1.3%) (4.1%) Pts. 0.2	168 152 23 (1,323)	1.3% 5.6% 2.4% (2.5%)	12,558 2,737 972	
2,889 995 50,846 11,535 9,130 2,886 573 24,124 0 2,886 573 24,124 0 5,177 6,182 494 608 0 12,461 2,461 2,464 0 1,787 1,349 864 4,666 4,466 4,466 0 4,571 1,599 1,528 4,571 1,599 1,528 4,571 1,599 1,528 4,571 1,599 1,528 4,571 1,599 1,528 5,134 1,558 5,134 1,965 7,799 1,782 9,660 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	2,945 1,008 53,042 33.7% 12,072 1.7% 9,299 99.9% 2,943 57.6% 568	71.2% 99.9% 56.3%	(56) (13) (2,196) (537) (169)	(1.9%) (1.3%) (4.1%) Pts. 0.2	152 23 (1,323)	5.6% 2.4% (2.5%)	2,737 972	
995 50,846 11,535 9,130 2,886 573 24,124 5,177 6,182 494 608 12,461 1,787 1,378 1,528 (501) (5501) (51) (52) (53) (51) (51) (52) (53) (54) (57) (56) (56) (56) (56)	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	1,008 53,042 33.7% 12,072 11.7% 9,299 99.9% 2,943 57.6% 568	71.2% 99.9% 56.3%	(13) (2,196) (537) (169)	(1.3%) (4.1%) Pts. 0.2	23 (1,323)	2.4% (2.5%)	972	
50,846 11,535 9,130 2,886 5,733 24,124 5,177 6,182 494 608 12,461 1,349 864 4,66 4,571 1,599 1,528 (501) (5) 7,197 5,134 1,965 7779 1,782 9,660	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	53,042 33.7% 12,072 11.7% 9,299 19.9% 2,943 157.6% 568	71.2% 99.9% 56.3%	(2,196) (537) (169)	(4.1%) Pts. 0.2	(1,323)	(2.5%)		
9,130 2,886 5,73 24,124 5,177 6,182 494 608 12,461 1,787 1,349 864 4,66 4,466 4,466 4,466 4,466 5,177 1,599 1,528 (501) (9,7197 5,134 1,965 7,79 1,782 9,660 9 1,782	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	71.7% 9,299 99.9% 2,943 57.6% 568	71.2% 99.9% 56.3%	(169)	0.2	(320)	Pts		
9,130 2,886 5,73 24,124 5,177 6,182 494 608 12,461 1,787 1,349 864 4,66 4,466 4,466 4,466 4,466 5,177 1,599 1,528 (501) (9,7197 5,134 1,965 7,79 1,782 9,660 9 1,782	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	71.7% 9,299 99.9% 2,943 57.6% 568	71.2% 99.9% 56.3%	(169)	0.2	(320)			
9,130 2,886 5,73 24,124 5,177 6,182 494 608 12,461 1,787 1,349 864 4,66 4,466 4,466 4,466 4,466 5,177 1,599 1,528 (501) (9,7197 5,134 1,965 7,79 1,782 9,660 9 1,782	71.7% 99.9% 57.6% 47.4% 15.1% 48.6%	71.7% 9,299 99.9% 2,943 57.6% 568	71.2% 99.9% 56.3%	(169)			0.7	11,855	33.0
2,886 573 24,124 ,51,77 6,182 494 608 (12,461 1,787 1,349 864 4,66 4,66 4,66 4,66 4,66 (501) 1,528 4,571 1,528 4,571 1,528 5,134 1,528 5,134 1,528 1,528 5,134 1,599 1,528 5,134 1,599 1,528 5,134 1,599 1,528 5,134 1,599 1,528 5,134 1,965 7,799 1,782 9,660 1 1,782 1,784 1,782 1,782 1,782 1,782 1	99.9% 57.6% 47.4% 15.1% 48.6%	99.9% 2,943 57.6% 568	99.9% 56.3%	. ,		117	(0.1)	9.013	71.8
573	57.6% 47.4% 15.1% 48.6%	568 568	56.3%		0.0	150	(0.1)	2,736	100.0
5,177 6,182 494 12,461 1,787 1,349 864 4,66 4,466 4,466 4,466 4,571 1,599 1,528 (501) (9 7,197 5,134 1,965 779 1,782 9,660	15.1% 48.6%	24,882	46 9%	5	1.3	49	3.7	524	53.9
6,182 494 12,461 1,787 1,349 864 466 4,466 4,571 1,599 1,528 (501) ((7,197 5,134 1,965 779 1,782 9,660	48.6%		70.370	(758)	0.5	(4)	1.2	24,128	46.2
6,182 494 12,461 1,787 1,349 864 466 4,466 4,466 4,571 1,599 1,528 (501) ((7,197 5,134 1,965 779 1,782 9,660	48.6%								
494 608 12,461 1,787 1,349 864 466 4,466 4,466 4,466 5,134 1,599 1,528 (501) (9 7,197 5,134 1,965 779 1,782 9,660		5.1% 5,286	14.7%	109	(0.4)	(232)	(1.3)	4,945	13.8
608 1 12,461 1 1,787 1 1,387 864 466 4 4,671 1 1,528 5 (501) (5 7,197 1 5,134 1,965 779 1,782 9,660 1	17 10/	8.6% 6,116	46.8%	(66)	(1.8)	(354)	(2.2)	5,828	46.4
12,461 :: 1,787	17.170	7.1% 502	17.0%	8	(0.1)	(14)	0.4	480	17.5
1,787 1,349 864 466 4,466 4,571 1,599 1,528 (501) () 7,197 5,134 1,965 779 1,782 9,660	61.1%	619	61.4%	11	0.3	(38)	(2.5)	570	58.6
1,349 864 466 4,466 4,466 4,571 1,599 1,528 (501) () 7,197 5,134 1,965 779 1,782 9,660	24.5%	24.5% 12,523	23.6%	62	(0.9)	(638)	(1.8)	11,823	22.7
1,349 864 466 4,466 4,466 4,571 1,599 1,528 (501) () 7,197 5,134 1,965 779 1,782 9,660									
864	5.2%	5.2% 1,856	5.2%	69	0.0	46	(0.1)	1,833	5.1
466 4 4,466 4 4,571 1,599 1,528 4 (501) (5 5,134 1,965 779 1,782 9,660 4	10.6%	0.6% 1,378	10.5%	29	(0.1)	(37)	(0.2)	1,312	10.4
4,466 4,571 1,599 1,528 (501) 7,197 5,134 1,965 779 1,782 9,660	29.9%	9.9% 996	33.8%	132	3.9	52	3.6	916	33.5
4,571 1,599 1,528 (501) ((7,197 5,134 1,965 779 1,782 9,660	46.8%	6.8% 441	43.8%	(25)	(3.0)	(36)	(2.6)	430	44.2
1,599 1,528 (501) ((7,197 5,134 1,965 779 1,782 9,660	8.8%	8.8% 4,671	8.8%	205	0.0	25	(0.2)	4,491	8.6
1,599 1,528 (501) ((7,197 5,134 1,965 779 1,782 9,660									
1,528 (501) (551)	13.4%	3.4% 4,929	13.7%	(358)	(0.3)	(507)	(0.7)	5,078	14.1
(501) ((7,197) 5,134) 1,965) 779) 1,782] 9,660)	12.6%	2.6% 1,805	13.8%	(206)	(1.2)	(274)	(2.3)	1,873	14.9
7,197 5,134 1,965 779 1,782 9,660	52.9%		49.1%	83	3.8	188	3.9	1,340	49.0
5,134 1,965 779 1,782 9,660	(50.4%)	, , ,	(48.9%)	(8)	(1.5)	(24)	(1.3)	(477)	(49.1
1,965 779 1,782 9,660	14.2%	4.2% 7,686	14.5%	(489)	(0.3)	(617)	(0.8)	7,814	15.0
1,965 779 1,782 9,660									
779 1,782 9,660	10.1%	0.1% 5,308	10.0%	174	(0.1)	(251)	(0.7)	4,883	9.4
1,782 9,660	3.9%		3.9%	81	0.0	19	(0.1)	1,984	3.8
9,660	1.5%		1.6%	89	0.1	23	0.0	802	1.5
	3.5%		3.7%	159	0.2	(55)	(0.2)	1,727	3.3
(2,463)	19.0%	9.0% 10,163	19.2%	503	0.2	(264)	(1.0)	9,396	18.0
(2,463)	(1.00)	((. - . ()		(a 1)	(22.1)		(1	<i>(</i> - -
	(4.8%)	(4.8%) (2,477)	(4.7%)	14	(0.1)	(881)	(1.8)	(1,582)	(3.0
						(1	(0.5)		
98			0.0%	98	0.2	(155)	(0.3)	253	0.5
112	0.2%		0.2%	17	0.0	(8)	0.0	120	0.2
(315) 0	0.2%	. , . ,	(0.6%) 0.0%	0	0.0 0.0	18 0	0.0 0.0	(333) 0	(0.6) 0.0
2,082	0.2% (0.6%)		3.9%	0	0.0	46	0.0	2,036	3.9
1,977	0.2% (0.6%) 0.0%	3.9% 1,862	3.5%	115	0.4	(99)	(0.1)	2,000	4.0
(486)	0.2% (0.6%) 0.0% 4.1%		(1.2%)	129	0.2	(980)	(1.9)	494	0.9

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

ACTUAL BUDGET VARIANCE LAST YEAR ACT ACTUAL BUT 5 % S % ACTUAL ACTUAL S %					FY 1	5-16]	FISCAL YEAR 2016-201						
S % S					*1	*	-					7/31/16 - 04		
S % S % S % S % 4,134 4,584 (450) (9,8%) (307) (6,9%) 4,441 UCA Store 34,236 36,027 286 331 (45) (12,8%) 109 7,1% 1,434 UCA Store 2,488 2,445 36,027 1,452 4,5703 (468) (7,3%) 22 17,2% 122 UCA Student Union 2,888 2,945 1,453 36,89% 1,640 (7,3%) (17) 10 (33) 16 1,556 33,07% UCA Student Union 2,888 2,995 2,888 9,996 2,443 1,556 70,0% 1,165 70,3% (29) (0,3) 51 1,610 1,000,7% Services Division 2,386 9,96 2,433 3,046 49.0% 3,219 48.0% (17,3) 10 67 2,2 2,979 46.8% 7,74% 2,4882 9,96 2,434 2,428 2,774%					LAST YE	AR ACT		ACT	UAL	BUD	GET		VARIA	
4.134 4.584 (450) (0.2%) 100 7.1% 1.453 ULA Store 34.286 33.0.27 286 331 (45) (13.6%) 26 10.0% 280 Sevice Division 2.889 2.245 143 116 27 23.3% 21 17.2% 122 ULA Student Union 2.889 2.345 15.22 36.8% 1.640 55.8% (177) 1.0 (33) 15.1 1.565 30.7% ULA Student Union 59.846 53.042 1.552 36.8% 1.640 55.8% (177) 1.0 (33) 15.1 1.565 30.7% ULA Student Union 57.3 7.8% 52.8% 9.89% 2.943 1.556 70.0% 1.185 7.3% (29) 1.16 1.00 62.85 7.7% 7.2% 52.86 9.9% 2.433 210.00% S2.78 64.7% 1.00.7% S7.8% 7.2% 52.87 7.7% 7.85 56.86 7.7.4%					\$	%		\$	%	\$	%	ACT/ \$	BOD %	ACT/LY \$
4 134 4.584 (450) 08.%0 1007 (6.9%) 4.441 UCLA Store 34.286 33.0.27 286 331 (45) (13.6%) 26 10.0% 280 Sevies Division 2.889 2.245 1632 6.703 (468) (7.3%) (151) (2.4%) 6.366 TOTAL 50.846 53.042 1.523 36.8% 1.640 35.8% (117) 10.03 13.8 1.565 35.0% UCLA Store thion 50.846 53.042 1.563 70.0% (29) (0.9) 51 (1.6) 1.00 Sevices Division 2.868 99% 2.943 31 66.6% 63 54.3% 16 2.3 2.3 9.1 64 7.7.% 7.52 5.6.% 7.7.% 7.5.% 5.8.% 5.8.% 5.8.% 7.4.% 7.4.82 73 7.7.% 7.52 16.4.% 10.1.% 16.9.% 10.0.% 10.0.% 10.0.% 10.0.%							GROSS INCOME							
1 1.652 1.672 (20) (1,2%) 1.093 7,1% 1.543 UCA Restaurants 12,726 13.025 143 116 27 23.3% 21 17.2% 122 UCA Student Union 985 1.004 6,215 6,703 (489) (7.3%) (151) (2.4%) 6.366 TOTAL 995 1.004 1,523 36.8% 1.640 35.8.% (117) 1.0 (33) 1.8 1.556 35.0% UCA Statemart Union 935 1.037 7.7.% 92.99 286 100.0% (45) 0.0 2.6 0.0 2.80 100.0% UCA Statemarts 9.1,535 3.3.7% 12.07.8% 9.2.94 3.046 49.0% 3.219 46.0% (173) 1.0 6.7 2.2 2.979 46.8% TOTAL 24.124 47.4% 24.882 733 17.7% 5.752 16.4% 19 (1.3) (33) (1.9) 700 15.8%	(6.	(307)	7) (6.99	%)	4.441			34.236		36.027		(1,791)	(5.0%)	(1,666)
143 116 27 23.3% 21 17.2% 122 UCLA Student Union 995 1.008 6.215 6.703 (488) (7.3%) (151) (2.4%) 6.366 TAL 50.846 50.942 50.942 50.942 50.942<					1,543		UCLA Restaurants	12,726		13,062		(336)	(2.6%)	168
	10.	26	6 10.09	%	260		Services Division	2,889		2,945		(56)	(1.9%)	152
1.523 36.8% 1.640 35.8% (117) Pts. (33) 1.5 55.0% GROSS MARGIN 1.552 36.8% 1.640 35.8% (117) 1.0 (33) 1.5 55.0% UCLA Store 9.1300 11.555 33.7% 12.072 2.866 100.0% 331 100.0% (45) 0.0 226 10.0 56.7% 57.3% 57.8% 52.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 99.9% 2.886 10.55% CLA Student Union 57.3 57.6% 56.84 20.3% 7.143 124 48.7% 752 16.4% 11.55 12.5 12.5% UCLA Store 6.964 20.3% <t< td=""><td>17.</td><td></td><td></td><td>%</td><td>122</td><td></td><td></td><td>995</td><td></td><td>1,008</td><td></td><td>(13)</td><td>(1.3%)</td><td>23</td></t<>	17.			%	122			995		1,008		(13)	(1.3%)	23
1.523 38.8% 1.640 35.8% (117) 1.0 (33) 1.8 1.556 30.0% UCLA Restaurants 91.30 77.7% 9.293 2.86 100.0% 331 100.0% (45) 0.0 260 100.0% Services Division 2.88 99.9% 2.943 3.046 49.0% 3.219 48.0% (173) 1.0 67 2.2 2.979 46.8% TOTAL 24.124 47.4% 24.882 7 7 7.52 16.4% 19 (1.3) (33) (1.9) 700 15.8% UCLA Store 7.33 50.2% 7.43 126 43.7% 152 45.9% 2.2 (4) 2.8 121 45.9% 7.43 52.5% 7.43 52.5% 7.43 52.5% 7.44 52.5% 7.44 52.5% 7.44 45.9% 52.1% UCLA Store 1.3.58 47.9% 1.48 1.28 1.2.5% 1.051 1.9.9% 1.2.5% 1.051 <td>(2.</td> <td>(151)</td> <td>1) (2.49</td> <td>%)</td> <td>6,366</td> <td></td> <td>TOTAL</td> <td>50,846</td> <td></td> <td>53,042</td> <td></td> <td>(2,196)</td> <td>(4.1%)</td> <td>(1,323)</td>	(2.	(151)	1) (2.49	%)	6,366		TOTAL	50,846		53,042		(2,196)	(4.1%)	(1,323)
1 1.165 70.0% 1.165 70.0% 1.105 1.105 1.105 1.106 1.106 2.00 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.86 100.0% 2.41.24 47.4% 2.4.88 2.4 47.4% 2.4.88 2.4 47.4% 2.4.88 2.4 47.4% 2.4.88 2.4 47.4% 2.4.88 2.4 47.4% 2.4.88 2.4 47.5% 1.6.8 1.1.615 115.8% 102.4% Statuants 7.33 15.2% 1.1.615 115.8% 102.4% Statuants 7.33 15.2% 1.4.4 45.5% 2.1% 1.0.4% 4.5% 5.2% 7.4.4 4.5% 5.2.% 1.0.4% 4.9.29 1.0.6% 1.0.2.5% 1.0.6.5% 1.0.6.5% </td <td>Pts</td> <td></td> <td>Pts.</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Pts.</td> <td></td>	Pts		Pts.										Pts.	
286 100.0% 331 100.0% (45) 0.0 26 0.0 260 100.0% Services Division 2.886 99.9% 2.943 3.046 44.0% 3.219 44.0% (173) 1.0 67 2.2 2.979 46.8% TOTAL 24,124 47.4% 548,82 733 17.7% 752 16.4% 19 (1.3) (33) (1.9) 700 15.8% UCLA Store 5,964 20.3% 7,143 125 43.7% 152 45.9% 27 2.2 (4) 2.8 121 46.5% 10.0% 10.74% 1.061 126 1.58 125 12.5% 27 2.2 (4) 2.8 121 10.2% 10.74% 1.061 1.074 1.061 14850 29.9% 1.873 27.9% 23 (1.9) (100) (2.3) 1.750 27.5% TOTAL 15.98 2.6% 1.061 1.074 1.061 1.074			·								33.5%	(537)	0.2	(320)
al 56.8% 63 54.3% 18 2.3 2.3 2.3 47.5% UCL Student Union 573 573 573 573 578 568 3.046 49.0% 3.219 48.0% (173) 1.0 67 2.2 2.979 46.8% TOTAL CONTROLLABLES 24,124 47.4% 24,882 733 17.7% 752 16.4% 19 (1.3) (33) (1.9) 700 15.8% UCLA Store 6,964 20.3% 7,143 868 52.5% 847 50.7% (2) 18.5 1 15.8 121 46.5% Services Division 1.358 47.0% 1.488 124 86.7% 122 105.2% (2) 18.5 1 15.8 102.5% 0TAL 106.927 33.3% 17.96 18.80 29.8% 1,873 27.9% 23 (1.9) (1.00) (2.3) 1.750 27.5% TOTAL 16.927 33.3% 17.98											71.2%	(169)	0.5	117
3.046 49.0% 3.219 48.0% (173) 1.0 67 2.2 2.979 46.8% TOTAL 24.124 47.4% 24.882 733 71.7% 752 16.4% 19 1.33 66 52.5% 847 50.7% (21) (1.8) (64) (0.4) 804 52.1% UCL A Restaurants 7.531 59.2% 7.434 124 46.7% 152 45.9% 27 2.2 (4) 2.8 121 46.5% Services Division 1.0.88 47.0% 1.488 124 46.7% 122 105.2% (2) 1.51 1.55 1.52 102.5% UCLA Restaurants 1.0.91 1.0.81 1.0.81 1.69.27 3.33% 17.186 730 19.1% 888 19.4% (98) (0.3) (67) (0.2) 857 19.3% UCLA Restaurants 1.599 1.2.6% 1.805 11.97 19.3% (1.44) (0.8) (35) (0.1)											99.9%	(57)	0.0	150
1 1											56.3% 46.9%	5 (758)	1.3 0.5	49 (4)
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$		67	-1 Z.	.2	2,979	40.0%		24,124	47.4%	24,002	40.9%	(150)	0.5	(4)
868 52.5% 847 50.7% (21) (1.8) (64) (0.4) 804 52.1% UCLA Restaurants 7.831 59.2% 7.434 125 43.7% 152 45.9% 27 2.2 (4) 2.8 121 46.5% Services Division 1.358 47.0% 1.491 124 48.7% 122 105.2% (2) 18.5 1 15.8 122 102.5% UCLA Student Union 1.074 10.79% 1.061 1850 29.8% 1.873 27.9% 23 (1.9) (100) (2.3) 17.75 27.5% TOTAL 16.927 33.3% 17.196 790 19.1% 888 19.4% (98) (0.3) (67) 0.2) 857 13.3% UCLA Student Union 1.590 12.6% 1.805 162 56.6% 179 54.1% (17) 2.5 2.2 2.8 14.0% 53.8% Services Division 1.501 (50.0) (50.4)		(00)	0) (1	~	700	45.00/		0.004	00.00/	7.4.40	19.8%	179	(0.5)	(107)
125 43.7% 152 45.9% 27 2.2 (4) 2.8 121 46.5% Services Division 1.358 47.0% 1.498 124 86.7% 122 105.2% (2) 18.5 1 15.8 125 102.5% UCLA Student Union 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 10.79% 1.074 1.074 10.79% 1.074 1.074 1.074 10.79% 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.074 1.075 22 2.8 1.414 1.085 Services Division 1.599 1.26% 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455 1.455								- ,			19.8% 57.4%	(37)	(0.5) (1.8)	(187) (392)
124 86.7% 122 105.2% (2) 18.5 1 15.8 125 102.5% UCLA Student Union 1.074 107.9% 1.061 4.850 29.8% 1.873 27.9% 23 (1.9) (100) (2.3) 1.750 27.5% TOTAL 16.927 33.3% 17.196 790 19.1% 888 19.4% (98) (0.3) (67) (0.2) 857 19.3% UCLA Store 4.571 13.4% 4.929 288 17.4% 338 20.2% (50) (2.8) (13) (2.1) 301 19.5% UCLA Store 4.571 13.4% 4.929 1.977 19.3% 1.346 20.1% (149) (0.8) (35) (0.1) 1.232 19.4% UCLA Student Union 7.197 14.2% 7.686 579 14.0% 603 13.2% 24 (0.8) (32) (37) 11.133 47 18.4% Services Division 7.187 14.2%		. ,	· ·								50.9%	(37)	3.9	38
1,850 29.8% 1,873 27.9% 23 (1.9) (100) (2.3) 1,750 27.5% TOTAL 16,927 33.3% 17,196 790 19.1% 888 19.4% (98) (0.3) (67) (0.2) 857 19.3% UCLA Store 4,571 13.4% 4,929 288 17.4% 338 20.2% (50) (2.8) (13) (2.1) 301 19.5% UCLA Store 4,571 13.4% 4,929 288 17.4% 338 20.2% (17) 2.5 22 2.8 140 53.8% Services Division 1,528 52.9% 1,445 (43) (30.1%) (59) (50.9%) 16 20.8 23 24.0 (66) (54.1%) UCLA Student Union (501) (504) (493) 11,177 19.3% 13.2% 24 (0.8) (42) (13) 340 22.0% UCLA Student Union 7,19 14.2% 5,264 3,212			· ·								105.3%	(13)	(2.6)	(74)
790 19.1% 888 19.4% (98) (0.3) (67) (0.2) 857 19.3% UCLA Store 4,571 13.4% 4,929 288 17.4% 338 20.2% (50) (2.8) (11) (2.1) 301 19.5% UCLA Restaurants 1,599 12.6% 1,805 4(3) (30.1%) (59) (50.9%) 16 20.8 23 24.0 (66) (54.1%) UCLA Student Union (501) (50.4%) (493) 1,197 19.3% 1,346 20.1% (149) (0.8) (35) (0.1) 1,222 19.4% TOTAL 7,197 14.2% 7,686 579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Store 4.964 4.964 4.964 4.964 4.964 4.964 4.964 4.964 4.5% 5.264 369 22.3% 364 21.8% (5) (0.5) (29)	((100)	0) (2.	.3)	1,750	27.5%	TOTAL	16,927	33.3%	17,196	32.4%	269	(0.9)	(615)
790 19.1% 888 19.4% (98) (0.3) (67) (0.2) 857 19.3% UCLA Store 4,571 13.4% 4.929 288 17.4% 338 20.2% (50) (2.8) (11) (2.1) 301 19.5% UCLA Restaurants 1,599 12.6% 1,805 4(3) (30.1%) (59) (50.9%) 16 20.8 23 24.0 (66) (54.1%) UCLA Student Union (501) (50.4%) (493) 1,197 19.3% 1,346 20.1% (149) (0.8) (35) (0.1) 1,222 19.4% TOTAL 7,197 14.2% 7,686 579 14.0% 603 13.2% 24 (0.8) (42) (19) 537 12.1% UCLA Store 4.964 4.964 4.964 4.964 4.964 4.964 4.964 4.964 4.5% 5.264 369 22.3% 364 21.8% (5) (0.5) (29) (CONTRIBUTION							
162 56.6% 179 54.1% (17) 2.5 22 2.8 140 53.8% Services Division 1,528 52.9% 1,445 (43) (30.1%) (59) (50.9%) 16 20.8 23 24.0 (66) (54.1%) UCLA Student Union (501) (50.4%) (493) 1,197 19.3% 1,346 20.1% (149) (0.8) (35) (0.1) 1,232 19.4% TOTAL 7,197 14.2% 7,686 579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Stree 4,964 14.5% 5,264 369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Store 4,964 14.5% 5,264 369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Store 3,212 25.2% 3,291	((67)	7) (0.	.2)	857	19.3%		4,571	13.4%	4,929	13.7%	(358)	(0.3)	(507)
(43) (30.1%) (59) (50.9%) 16 20.8 23 24.0 (66) (54.1%) UCLA Student Union (501) (50.4%) (493) 1,197 19.3% 1,346 20.1% (149) (0.8) (35) (0.1) 1,232 19.4% TOTAL 7,197 14.2% 7,686 579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Store 4,964 14.5% 5,264 369 22.3% 364 24.2% (4) (5.2) (37) (11.3) 47 18.1% Services Division 708 24.5% 761 96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847	((13)	3) (2.	.1)	301	19.5%	UCLA Restaurants	1,599	12.6%	1,805	13.8%	(206)	(1.2)	(274)
1,197 19.3% 1,346 20.1% (149) (0.8) (35) (0.1) 1,232 19.4% TOTAL 579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Store 4LOCATED EXPENSES 369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Restaurants 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.216 7.08.0% 847 1,128 18.1% 1,139 17.0% 11 (1.1) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% (0.335) (1.613) (2.2%) (-						49.1%	83	3.8	188
579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Store 4.10CATED EXPENSES 369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Store UCLA Restaurants 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.212 25.2% 3.291 84 29.4% 80 24.2% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 1,128 18.1% 1,139 17.0% 11 (1.11) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% (163) 212 3.4% 285 4.3% (73) (0.9)					. ,	. ,		. ,		. ,	(48.9%)	(8)	(1.5)	(24)
579 14.0% 603 13.2% 24 (0.8) (42) (1.9) 537 12.1% UCLA Store 4,964 14.5% 5,264 369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Restaurants 3,212 25.2% 3,291 84 29.4% 80 24.2% (4) (5.2) (37) (11.3) 47 18.1% Services Division 708 24.5% 761 96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 1,128 18.1% 1,139 17.0% 11 (1.1) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% 10,163 212 3.4% 285 4.3% (73) (0.9) (108) (1.6) 320 5.0% UCLA Store (393) (0.8%) (335)	((35)	5) (0.	.1)	1,232	19.4%	TOTAL	7,197	14.2%	7,686	14.5%	(489)	(0.3)	(617)
369 22.3% 364 21.8% (5) (0.5) (29) (0.3) 340 22.0% UCLA Restaurants 3,212 25.2% 3,291 84 29.4% 80 24.2% (4) (52) (37) (11.3) 47 18.1% Services Division 708 24.5% 761 96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 1,128 18.1% 1,139 17.0% 11 (1.1) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% 10,163 212 3.4% 285 4.3% (73) (0.9) (108) (1.6) 320 5.0% UCLA Store (393) (0.8%) (335) (81) (1.3%) (26) (0.4%) (55) (0.9) (42) (0.7) (39) (0.6%) UCLA Store (393) (0.8%) (335) <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														
84 29.4% 80 24.2% (4) (5.2) (37) (11.3) 47 18.1% Services Division 708 24.5% 761 96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 1,128 18.1% 1,139 17.0% 11 (1.1) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% 10,163 212 3.4% 285 4.3% (73) (0.9) (108) (1.6) 320 5.0% UCLA Store (393) (0.8%) (335) (81) (1.3%) (26) (0.4%) (55) (0.9) (42) (0.7) (39) (0.6%) UCLA Store (393) (0.8%) (335) (81) (1.3%) (226) (0.4%) (55) (0.9) (42) (0.7) (39) UCLA Store (393) (0.8%) (1486) 77 </td <td></td> <td>14.6%</td> <td>300</td> <td>0.1</td> <td>(74)</td>											14.6%	300	0.1	(74)
96 67.1% 92 79.3% (4) 12.2 (18) (3.2) 78 63.9% UCLA Student Union 776 78.0% 847 1,128 18.1% 1,139 17.0% 11 (1.1) (126) (2.4) 1,002 15.7% TOTAL 9,660 19.0% 10,163 212 3.4% 285 4.3% (73) (0.9) (108) (1.6) 320 5.0% UCLA Student Union 776 78.0% 847 (81) (1.3%) (26) (0.4%) (55) (0.9) (42) (0.7) (39) (0.6%) UCLA Restaurants (1,613) (3.2%) (1,486) (77) 1.2% 100 1.5% (23) (0.3) (16) (0.3) 93 1.5% Services Division 820 1.6% 684 (139) (2.2%) (152) (2.3%) 13 0.1 5 0.1 (144) (2.3%) UCLA Student Union (1,277) (2.5%) (1,340)<			· ·								25.2% 25.8%	79 53	0.0 1.3	3 (206)
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212 3.4% 285 4.3% (73) (0.9) (108) (1.6) 320 5.0% NET INCOME (LOSS) FROM OPERATIONS (81) (1.3%) (26) (0.4%) (55) (0.9) (42) (0.7) (39) (0.6%) UCLA Store (393) (0.8%) (335) (81) (1.3%) (26) (0.4%) (55) (0.9) (42) (0.7) (39) (0.6%) UCLA Store (1,613) (3.2%) (1,486) 77 1.2% 100 1.5% (23) (0.3) (16) (0.3) 93 1.5% Services Division 820 1.6% 684 (139) (2.2%) (152) (2.3%) 13 0.1 5 0.1 (144) (2.3%) UCLA Student Union (1,277) (2.5%) (1,340) 69 1.1% 207 3.1% (138) (2.0) (161) (2.5) 230 3.6% TOTAL (2,463) (4.8%) (2,477) 21 <	_	()	,								19.2%	503	0.0	(264)
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(139) (2.2%) (152) (2.3%) 13 0.1 5 0.1 (144) (2.3%) UCLA Student Union (1,277) (2.5%) (1,340) 69 1.1% 207 3.1% (138) (2.0) (161) (2.5) 230 3.6% TOTAL (2,463) (4.8%) (2,477) 21 0.3% 0 0.0% 21 0.3 21 0.3 0 0.0% Non-Recurrent Inc/(Exp) 98 0.2% 0 13 0.2% 9 0.1% 4 0.1 2 0.0 (37) (0.6%) Interest Income 112 0.2% 95 (35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest Income (315) (0.6%) (315)											(2.8%)	(127)	(0.4)	(272)
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21 0.3% 0 0.0% 21 0.3 21 0.3 0 0.0% Non-Recurrent Inc/(Exp) 98 0.2% 0 13 0.2% 9 0.1% 4 0.1 2 0.0 11 0.2% Interest Income 112 0.2% 95 (35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest (Expense) (315) (0.6%) (315)	_				· · /	· · /					(2.5%)	63	0.0	(12)
21 0.3% 0 0.0% 21 0.3 21 0.3 0 0.0% Non-Recurrent Inc/(Exp) 98 0.2% 0 13 0.2% 9 0.1% 4 0.1 2 0.0 11 0.2% Interest Income 112 0.2% 95 (35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest Income 112 0.2% 95	((161)	1) (2.	.5)	230	3.6%	TOTAL	(2,463)	(4.8%)	(2,477)	(4.7%)	14	(0.1)	(881)
13 0.2% 9 0.1% 4 0.1 2 0.0 11 0.2% Interest Income 112 0.2% 95 (35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest Income 112 0.2% 95 (35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest (Expense) (315) (0.6%) (315)														
(35) (0.6%) (35) (0.5%) 0 (0.1) 2 0.0 (37) (0.6%) Interest (Expense) (315) (0.6%) (315)										-	0.0%	98	0.2	(155)
				-							0.2%	17	0.0	(8)
		2			(37)	(0.6%) 0.0%	Interest (Expense) Income Taxes	(315)	(0.6%) 0.0%	(315)	(0.6%) 0.0%	0	0.0 0.0	18 0
0 0.0% 0 0.0% 0 0.0 0 0.0% Income Taxes 0 0.0% 0 231 3.7% 231 3.4% 0 0.3 5 0.1 226 3.6% Student Union Fee Income 2,082 4.1% 2,082			-					-		-	3.9%	0	0.0	46
201 0.170 201 0.170 0 0.1 210 0.070 0 0.1 2,021 4.170 4.170 4.170 4.170											3.5%	115	0.4	(99)
299 4.8% 412 6.1% (113) (1.3) (131) (2.0) 430 6.8% NET INCOME (LOSS) (486) (1.0%) (615)	((131)	1) (2	.0)	430	6.8%	NET INCOME (LOSS)	(486)	(1.0%)	(615)	(1.2%)	129	0.2	(980)

FY 15-16 ** LAST YEAR ACT

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35,902

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2,737

52,169

11,855

9,013

2,736

24,128

6,777

7,139

1,396

1,000

16,312

5,078

1,873

1,340

(477)

7,814

4,890

3,215

502

789

186

838

253 120

(333)

2,036

2,076

494

0

(1,265)

(1,582)

(1,341)

9,396

524

972

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71.8%

100.0%

53.9%

46.2%

18.9%

56.8%

51.0%

102.9%

31.3%

14.1%

14.9%

49.0%

(49.1%)

15.0%

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25.6%

18.3%

81.2%

18.0%

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(2.6%)

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Pts.

ASUCLA P/L Reconciliation Apr-17

Financial Analysis		000's
Budgeted Net Income/(Loss)	Ар	or-17 41
saugeren iver income/(Loss)		4
UCLA Store		
Gross Margin:		
Bearwear above plan: strong performance related to Bruin Day attendance, and shift in Easter to the second week of the month shifted non-UCLA Spring Break traffic into April	26	
Graduation ETC below plan due to continued timing issue: Graduation Sashes were available earlier this year which resulted in positive sales variances in January and February	(23)	
Campus Portrait Studio above plan due to continued efficiencies of online scheduling accommodated a greater number of sittings	10	
New Text below plan: continued negative sales trends and downward pricing pressures negatively impact top line sales prices	(27)	
Used Text below plan due to competition, student usage and posted content on course websites	(24)	
Bookzone below plan due to continued decline in general book sales due to competition and foot traffic	(8)	
CRS below plan due to large MGMT course shift from Spring to Summer: shift in timing of department sales from April to May	(43)	
Computer Store below plan due to erosion in software sales and iPad sales, and Apple desktop category declined due to pending refresh, (older models not as in demand)	(8)	
Luvalle Books below plan: decline in Extension web sales and foot traffic due to their new system/website	(15)	
HSS Books below plan: continued decline in book sales due to competition and foot traffic	(10)	
Hilltop Shop above plan: foot traffic in the area has increased with the convenience factor of shopping on the Hill	8	
Total Wages above plan	(6)	
Other, positive various controllables	22	
Total Contribution		(
JCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	17	
Rubios below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)	
Panda below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)	
CSSC below plan due to budgeted increase for pizza concept not yet executed and a generally aggressive overall budget as compared to last year	(21)	
Café Synapse below plan due to ongoing customer traffic decline	(5)	
Luvalle Food Servery below plan due to an overly aggressive budget	(10)	
Café 451 below plan; library traffic continues to be down from past trends	(4)	<u> </u>
Cooperage above plan due to A-Level customer traffic rebounding from previous declines, (may be capturing some of the Sbarro customers)	6	
Stage Canteen below plan as traffic in this area is experiencing significant changes	(4)	
Catering below plan: controls in food orders, waste management and other gross margin cost issues being reviewed	(7)	
Concessions above plan: some unbudgeted post season sports events plus Football Spring Showcase	13	
Total Wages above plan	(30)	
Other, positive controllables	3	
Total Contribution		(
Services		
Gross Margin:		-
Licensing Domestic below plan mostly due to lower expectations for achieving application of royalty to internal campus orders	(45)	
Licensing International below plan due to lower sales reported for the UK/EW, Kuwait and Canada	(7)	
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	6 29	-
Other, positive controllables mostly Licensing Total Contribution	29	
JCLA Student Union		<u> </u>
Gross Margin:		
Student Union Ops. above plan due to a new client and many first time student events	17	1
AU Post Office above plan	1	<u> </u>
Other, negative controllables	(2)	
Total Contribution	(2)	
Ilocated Expenses and Other		
A&SS below plan (mostly savings in wages and benefits, with some offset from higher UCPath related costs and the expense to fund Student Media rent income for the transfer center)	18	┢
Maintenance higher than plan due to lower capitalized wages, unbudgeted repairs and timing for bonuses paid out per the Teamsters contract agreement (wage increase to occur in May)	(21)	F
Utilities higher than plan: increased usage has occurred during the hotter months and month's consumption may include a few more days than usual (prior month lower consumption)	(16)	
Depreciation lower than plan due to timing of capital expenditures	30	\vdash
Positive non-recurrent and interest income	25	1
Total		┢
Actual Net Income/(Loss)		2

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

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)		(61
		(*-
UCLA Store		
Gross Margin:		
Bearwear below plan due to Rose Bowl Sales lower than anticipated, aggressive sales plan and less campus visitor traffic for the opening of the Luskin Conference Center	(13)	
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(31)	
Graduation ETC above plan due to change in product delivery schedule	36	
Campus Portrait Studio above plan due to continued efficiencies of online scheduling accommodated a greater number of sittings	41	
Essentials below plan due to overall student supplies as related to Spring Rush trended down, similar to textbook sales	(36)	
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(67)	
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(137)	
Course Reader Solutions below plan: courses shifting to content posted on course websites, several classes opted for no reader and higher shift to lower-priced digital titles	(84)	
Bookzone below plan due to lower department sales, specifically library and continued decline in general book sales from competition and foot traffic	(43)	
Computer Store below plan due to decline in institutional sales and general softness in Apple Promo sales	(97)	
Luvalle Books below plan: decline in same titles sales compared to last year in New Text for Law rush and extension, and Used Text average unit price lower than last year	(86)	
HSS General Mdse below plan due to a planned floor remodel that has not occurred and competition from a new cafeteria in UCLA's Med Café	(33)	
Total Wages lower than plan	28	
Other, positive controllables mostly employee benefits, freight out and advertising	164	
Total Contribution		(35
UCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	88	
Rubios below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(21)	
Panda below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(14)	
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned for this location	(12)	
Northern Lights below plan: largest sales downturn in November and February and smaller variances in other months	(13)	
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(99)	
Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend	(41)	
LuValle Food Servery below plan due to budgeting error for Thanksgiving week, small daily variances and inclement weather in February negatively impacted sales	(64)	
Café 451 below plan: library traffic continues to be down from past trends	(21)	
Kerckhoff Coffeehouse below plan: Nov. and Feb. inclement weather reduced foot traffic and budget slightly optimistic (more customers have gone back to Southern Lights)	(14)	
Cooperage above plan: A-Level customer traffic rebounding from previous declines, may be capturing some of the Sbarro customers	22	
Jamba Juice below plan (lower customer count compared to budget and prior year)	(16)	
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	25	
Stage Canteen below plan due to significant traffic decline trend in this location	(30)	
Catering below plan due to aggressive budget which planned for new growth of sales	(78)	
Concessions above plan (increased attendance at many events across several sports)	120	
Total Wages above plan	(140)	
Other, positive controllables mostly employee benefits, advertising and paper	102	
Total Contribution	102	(20
		(20
Services		
Gross Margin:		
Licensing Domestic below plan due mostly to lower income expected for internal campus orders	(94)	
Licensing International below plan (revised estimates for Japan, China, India and the Middle East programs)	(31)	
Leased Ops above plan mostly due to income for the transfer center for rent starting 1/2 month September, (offset to fund Student Media is reported in A&SS)	54	
Photography above plan due to additional bookings	13	
Other, positive controllables mostly Licensing	141	
Total Contribution		1
UCLA Student Union		
Gross Margin:		
Student Union Ops above plan due to first time student events and new clients (some offset in timing from events that occurred in prior months)	10	
AU Post Office below plan due mostly to downturn for international sales	(4)	
Total Wages lower than plan	11	
Other, negative controllables mostly student event expense, (corresponds with higher student event income)	(25)	
Total Contribution		
Allocated Expenses and Other		
A&SS below plan (mostly wages and employee benefits, partially offset by higher UC Path related charges and offset expense to fund Student Media rent for the transfer center)	174	
Maintenance below plan : positive career wages and employee benefits	81	
Utilities below plan due to continuous efficiencies in running air handling units and running pumps	89	
Depreciation lower than plan due to timing of capitals	159	
Other- various positive non-recurrent and higher interest income	115	
Total		6
4 Viiii	1	(4

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

	Current Month April 2017	Prior Month March 2017	Prior Year July 2016
ASSETS			,
CURRENT ASSETS:			
Cash and cash equivalents	\$11,513	\$10,106	\$11,907
Accounts receivable	3,781	3,816	3,303
Less: Allowance for doubtful accounts	(519)	(507)	(423)
Accounts receivable, net	3,262	3,309	2,880
Student fees receivable	657	426	639
Inventories	5,906	6,511	6,303
Prepaid expenses and other current assets	222	231	331
Total current assets	21,560	20,583	22,060
LONG TERM ASSETS			
Long term note receivable	201	200	200
Property, equipment and improvements	69,792	69,756	69,501
Less: Accumulated depreciation	(47,365)	(47,179)	(46,101)
Total long term assets	22,628	22,777	23,600
TOTAL ASSETS	\$44,188	\$43,360	\$45,660
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$3,870	\$4,485	\$5,380
Wages and payroll taxes payable	3,323	2,505	3,359
Sales tax payable & other liabilities	990	615	762
Interest payable	190	155	89
Deferred income	533	639	349
Funds held for others	166	143	119
Current portion of long term debt	799	799	799
Total current liabilities	9,871	9,341	10,857
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
TOTAL LIABILITIES	18,666	18,136	19,652
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	(486)	(784)	(197)
Ending Balance	25,522	25,224	26,008
TOTAL LIABILITIES AND RETAINED EARNINGS	\$44,188	\$43,360	\$45,660

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$299	(\$486)	\$494
Adjustments to reconcile net income/(loss) to net		. ,	
cash provided/(used) by operating activities:			
Depreciation	186	1,782	1,727
Loss (Gain) on disposal of fixed assets	0	5	2
(Increase)/decrease in current assets:	47	(000)	470
Accounts receivable	47	(382)	479
Student fees receivable Inventories	(231) 604	(18) 396	(419) 94
	604 9	396 109	94 78
Prepaid expenses and other current assets Increase/(decrease) in current liabilities:	9	109	70
Accounts payable	(616)	(1,511)	(655)
Sales tax payable & other liabilities	375	228	229
Wages and payroll taxes payable	817	(36)	(282)
Interest payable	35	101	66
Deferred Income	(106)	184	160
Funds held for others	<u>23</u>	47	65
Net cash provided/(used) by operating activities	1,442	419	2,038
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(35)	(813)	(773)
Net cash used in investing activities	(35)	(813)	(773)
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	1,407	(394)	1,265
CASH AND CASH EQUIVALENTS, Beginning	10,106	11,907	11,434
CASH AND CASH EQUIVALENTS, Ending	\$11,513	\$11,513	\$12,699

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

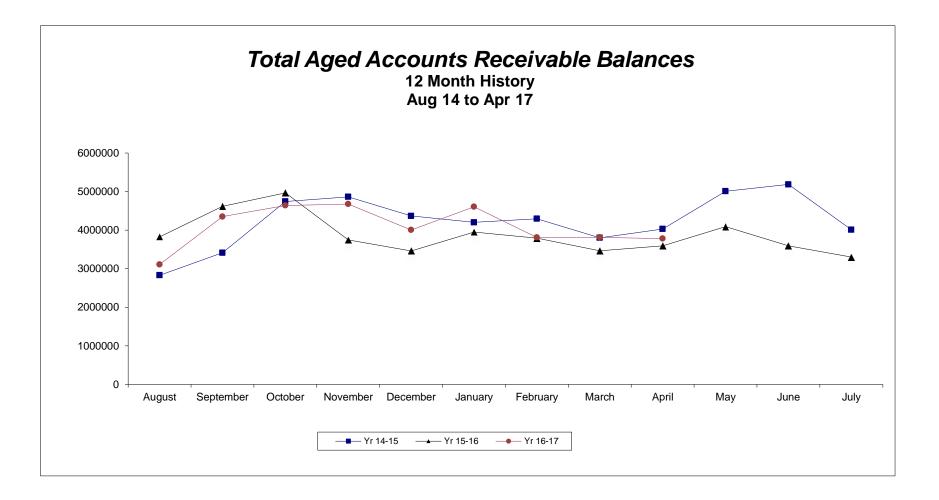
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,513
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(282)
AU TFC Expansion Joint and Pavers	(170)
Subtotal	(1,234)
Adjustment for Cash Overdraft Entry	-
Uncommitted Cash	10,279
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	13,878
RESERVE SURPLUS (DEFICIT)	(\$3,599)

FY 2016-2017 April 2017 PROJECTED									
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	- Status	
Store/Services									
2016-001 Store General Replacement	30.0	11.0	5.6	16.6	13.4		0.0	In Progress	
2016-002 CRS Copier	50.0	49.6	0.0	49.6	0.0		(0.4)	Completed	
2016-003 Store Copiers	25.0	4.1	0.0	4.1	20.9		0.0	In Progress	
2016-027 Custom Shop	0.0	58.9	0.0	58.9	0.0		58.9	Completed	
Total Store/Services	105.0	123.6	5.6	129.2	34.3	0.0	58.5		
Food Service									
2016-004 FS Miscellaneous and Unanticipated	50.0	30.8	13.4	44.2	5.8		0.0	In Progress	
2016-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2016-006 CSSC Pizza Concept	300.0	0.0	17.8	17.8	282.2		0.0	In Progress	
2016-007 Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2016-008 Coffeehouse Turbo Chef ovens	30.0	28.6	0.0	28.6	0.0		(1.4)	Completed	
Total Food Services	410.0	59.4	31.2	90.6	288.0	30.0	(1.4)		
Technology									
2016-009 Printer Replacement	10.0	5.5	3.6	9.1	0.9		0.0	In Progress	
2016-010 Network Infrastructure Upgrade	150.0	148.2	0.0	148.2	1.8		0.0	In Progress	
2016-011 New Store POS system	250.0	0.0	0.0	0.0	0.0		(250.0)	Cancel	
2016-012 UPS replacement for all data closets	30.0	31.7	0.0	31.7	0.0		1.7	Completed	
2016-013 Misc. Hardware/Software Upgrades	5.0	0.0	6.3	6.3	0.0		1.3	Completed	
Total Technology	445.0	185.4	9.9	195.3	2.7	0.0	(247.0)		
<u>Others</u>									
2016-014 Maintenance Truck	50.0	0.0	17.7	17.7	32.3		0.0	In Progress	
2016-015 Fac. Misc. Remodels	60.0	12.6	0.0	12.6	47.4		0.0	In Progress	
2016-016 AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending	
2016-017 AU Grand Ballroom Door Replacement	20.0	0.0	29.0	29.0	0.0		9.0	Completed Awaiting Invoice	
2016-018 AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending	
2016-019 Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending	
2016-020 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2016-021 SUO General Replacement	15.0	0.0	2.5	2.5	12.5		0.0	In Progress	
2016-022 Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending	
2016-023 Finance Misc. Replacements	15.0	2.6	0.0	2.6	12.4		0.0	In Progress	
2016-024 MCO Equipment	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel	
2016-025 Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending	
2016-026 EDO Copier	7.0	8.8	0.0	8.8	0.0		1.8	Completed	
2016-028 SUO Exterior Trash/Recycling Receptacles	0.0	82.4	5.4	87.8	2.2		90.0	In Progress	
2016-029 Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.0		11.7	Completed Awaiting Invoice	
Total Others	572.0	106.4	66.3	172.7	106.8	395.0	102.5		
Total Current Year Projects	1,532.0	474.8	113.0	587.8	431.8	425.0	(87.4)		

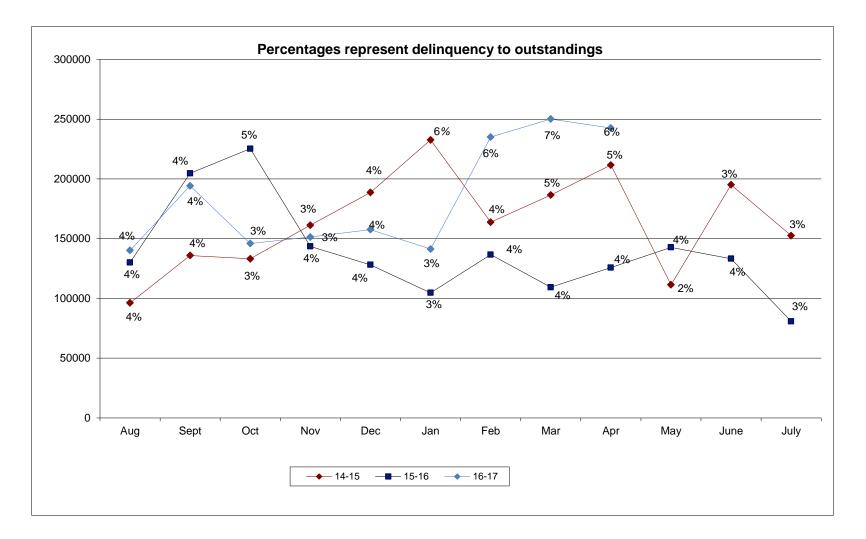
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2016-2017 April 2017

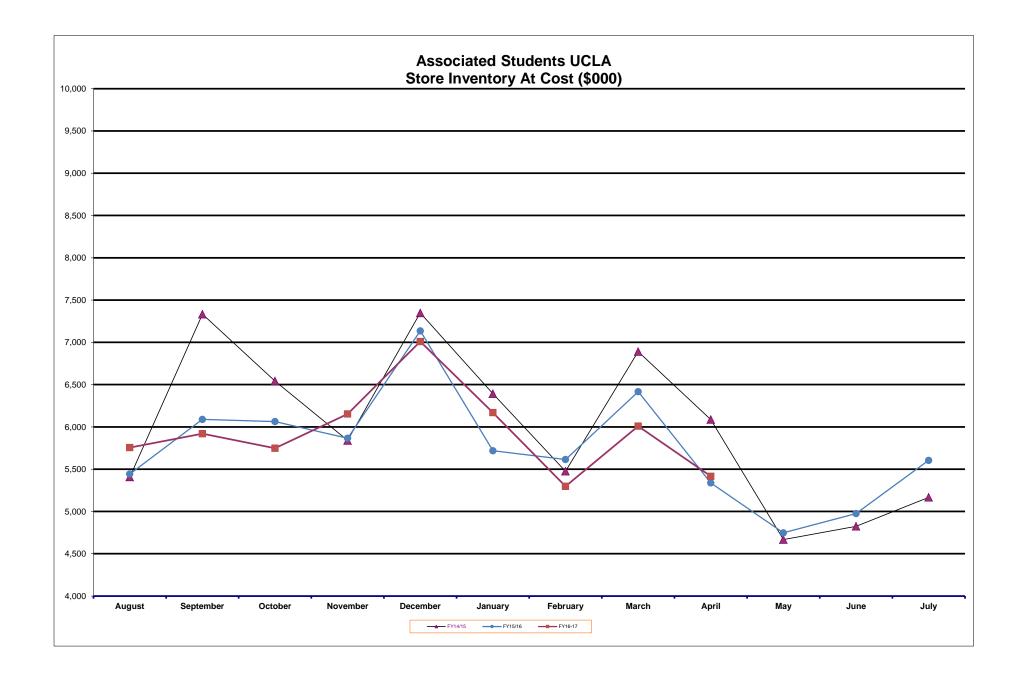
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

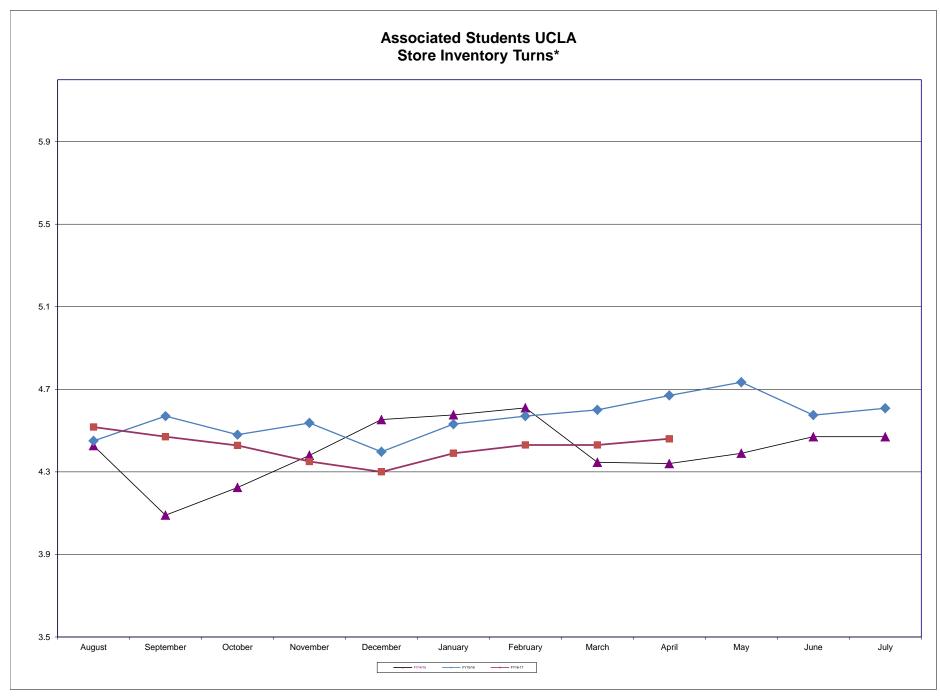
4/29/2017 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$681,986	22%	\$396,311	81%	\$16,014	50%	\$6,908	25%	\$4,549	3%	\$6,468	17%	\$1,112,236	30%
ASUCLA PUBLICATIONS	\$73,717	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$73,717	2%
ASUCLA USA/GSA	\$120,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,787	3%
DUE FROM VENDORS	\$223,508	7%	\$215	0%	\$2,424	7%	(\$6,267)	-22%	\$46,347	32%	\$30,898	79%	\$297,125	8%
DENTAL KITS	\$89,041	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,041	2%
OTHER	\$1,859,297	62%	\$93,555	19%	\$14,166	43%	\$27,352	98%	\$92,016	64%	\$1,736	4%	\$2,088,122	55%
TOTAL CURRENT MONTH	\$3,048,336	100%	\$490,081	100%	\$32,604	100%	\$27,993	100%	\$142,912	100%	\$39,102	100%	\$3,781,028	100%
	81%		13%		1%		0%		4%		1%		100%	
4/1/2017 Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
										76 7%				
	\$801,001	26%	\$265,364	81%	\$19,169	40%	\$9,786	9%	\$3,518		\$11,037	25%	\$1,109,875	29%
ASUCLA PUBLICATIONS	\$250,589	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$250,589	7%
ASUCLA USA/GSA	\$144,037	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$144,037	4%
DUE FROM VENDORS	\$250,822	8%	\$4,652	1%	(\$3,946)	-8%	\$785	1%	\$47,120	91%	\$31,413	70%	\$330,846	9%
DENTAL KITS	\$160,249	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$160,249	4%
OTHER	\$1,630,533	49%	\$58,275	18%	\$32,122	68%	\$95,924	90%	\$864	2%	\$2,340	5%	\$1,820,058	47%
TOTAL CURRENT MONTH	\$3,237,231	100%	\$328,291	100%	\$47,345	100%	\$106,495	100%	\$51,502	100%	\$44,790	100%	\$3,815,654	100%
	84%		9%		1%		3%		2%		1%		100%	\vdash
2/25/2017 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$710,217	22%	\$184,813	80%	\$23,252	20%	\$7,624	39%	\$5,238	10%	\$12,655	28%	\$943,799	25%
ASUCLA PUBLICATIONS	\$256,080	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$256,080	7%
ASUCLA USA/GSA	\$88,056	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$88,056	2%
DUE FROM VENDORS	\$519,431	16%	(\$3,878)	-2%	(\$2,671)	-2%	\$7,742	39%	\$45,656	87%	\$30,437	68%	\$596,717	16%
DENTAL KITS	\$201,741	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$201,741	5%
OTHER	\$1,568,223	46%	\$51,281	22%	\$97,093	83%	\$4,246	22%	\$1,761	3%	\$2,005	4%	\$1,724,609	45%
TOTAL CURRENT MONTH	\$3,343,748	100%	\$232,216	100%	\$117,674	100%	\$19,612	100%	\$52,655	100%	\$45,097	100%	\$3,811,002	100%
	88%		6%		3%		1%		1%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







*This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

UCLA STORE INCOME STATEMENT

100	0/04/02/47 04/	20(17)	1	_
	09(04/02/17-04/2 CURRENT MONTH			F
ACTUAL	BUDGET	VARIANCE		F
]	Γ
1,810,259	2,263,982		ACADEMIC SUPPORT DIV	
1,550,016	1,529,650	20,366 16,165	GENERAL MDSE DIVISION HILLTOP SHOP	
150,378 216,645	134,213 275,338		LU VALLE COMMONS STORE	
81,985	76,000	5,985	E-COMMERCE DIVISION	
260,308	244,659	15,649	HEALTH SCIENCES STORE	
4,069,591	4,523,842	<454,251>	TOTAL SALES	
2,589,838	2,925,507	335,669	Less: Cost of Sales	
			Less: Shrinkage	
			Less. Shi indige	
7,601	8,350	749	ACADEMIC SUPPORT DIV	
6,979	7,120	141	GENERAL MDSE DIVISION	
692	630	<62>	HILLTOP SHOP	
1,119 0	1,360 0	241	LU VALLE COMMONS STORE E-COMMERCE DIVISION	
4,123	1,570	<2,553>	HEALTH SCIENCES STORE	
20,515	19,030	<1,485>	SHRINKAGE	
2,610,353	2,944,537	334,184	TOTAL COST OF SALES	
62.6	647	1.0		
63.6 1.459.238	64.7 1,579,305	1.0	COST OF SALES % GROSS MARGIN	┝
36.4	35.3	1.0	GROSS MARGIN %	F
0.5	0.4	<0.1>		L
				Γ
35.9	34.9	1.0	NET GROSS MARGIN %	L
→ 1	- -	-0.1-	ACADEMIC SUPPORT DIV	1
23.1 50.3	23.2 50.6	-	GENERAL MDSE DIVISION	1
41.6	40.4	1.2	HILLTOP SHOP	1
39.0	35.5	3.5	LU VALLE COMMONS STORE	
46.9	51.9		E-COMMERCE DIVISION	
29.8	36.3	<6.5>	HEALTH SCIENCES STORE	L
64,137	60,392	3,745	OTHER INCOME	
1,523,375	1,639,697	<116,322>	GROSS MARGIN/OTHER	F
1,020,070	1,000,000,000,000,000,000,000,000,000,0	110,022,		F
			Less: Controllable Exp	
252,063	254,064	2,001	Career Wages	
1,289 188,551	0 182,303	<1,289> <6,248>	Limited Appointment Student Wages	
441,903	436,367	<5,536>		-
10.9	9.7	<1.2>		
139,063	148,110	9,047	Employee Benefits	
3,776 11,481	5,255 12,853	1,479 1,372	Office Supplies Telephone	
0	0	1,5,2	Telex	
22	20	<2>	Postage	
6,275	9,450	3,175	Trav/Trips/Conference	
0	0		Membership Fees	
3,877 15,609	4,300 18,465	423 2,856	Operating Supplies Freight Out	
1,050	900		Transportation	
0	0	0	Merchandise Losses	
0	0		Postage Stamp O/S	l
7,234	10,565	3,331	Advertising	1
<3,172> 145	<650> 35	2,522	Vendor Adv. Allowance Direct Mail Adv.	1
3,545	2,923		Repairs & Maintenance	1
83,471	82,331		Bank Card Expense	1
<90>	0	90	Overs/Shorts	1
432	0	<432>	Credit Card Adjustments	l
0	0	0	Textbook Rental Exp Rentals-Facilities	1
0	100	100	Rentals-Facilities Rentals-Truck	1
0	0	0	Taxes & Licenses	1
11,121	11,650	529	Professional Services	1
113	0	<113>		1
2,842	3,000	158	Commission Expense	1
100	100	0	Concession Expense Alloc of Distr Cntr	1
0 4,297	0 6,144	0 1,847	Alloc of Distr Chtr Payment to UCLA	1
291,191	315,551	24,360	TOTAL OTHER CONTROL.	F
733,094	751,918	18,824	TOTAL CONTROLLABLE EXP	L
	007		GROSS CONTRIBUTION TO	Ĩ
790,281	887,779	<97,498>	SVCS AND ENTERPRISES	⊢
			Less: Allocated Exp	1
			Less. Anocated LAP	1
38,679	41,115	2,436	Allocated ExpHR	1
144,558	149,924	5,366	Allocated Exp. Fin	1
75,107	91,105	15,998	Allocated ExpIS	L
32,693	33,274	581	Allocated Exp. Mktg	L
108,041 86,833	103,659 82,749	<4,382> <4,084>	Allocated Exp Othr SA Maintenance	1
37,393	32,919	<4,474>		1
56,134	67,405	11,271	Depreciation	L
579,438	602,150	22,712	TOTAL ALLOCATED EXP	Ĺ
1	1			
210,843	285,629	< 14 /865	NET INCOME (LOSS)	

	ISCAL YEAR 16-1			EAR 15-16
YTD 9 ACTUAL	MO(07/31/16-04, BUDGET	(29/17) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
ACTORE	DODGET	VANIANCE	HONTH	ΠD
14,153,590	15,820,695	<1,667,105>	2,007,078	15,384,646
10,921,715	10,876,108	45,607	1,521,442	10,673,635
1,098,659	1,008,439	90,220	144,612	1,012,092
1,953,908	2,270,184	<316,276>	258,894	2,239,273
1,135,247	1,232,000	<96,753>	57,709	1,210,100
4,248,768 33,511,887	4,103,399 35,310,825	145,369 <1,798,938>	279,744 4,269,479	4,261,654 34,781,401
55,511,007	55,510,025	<1,750,5502	7,205,775	54,701,401
22,560,886	23,813,606	1,252,720	2,863,165	23,898,097
49,978	52,690	2,712	9,415	60,735
54,640	56,385	1,745	6,210	50,061
5,067	4,760	<307>	676	4,700
10,143	11,150	1,007	1,665	13,226
0	0	0	0	<530>
19,541 139,370	16,760 141,745	<2,781> 2,375	4,028 21,994	21,009 149,201
22,700,256	23,955,351	1,255,095	2,885,158	24,047,297
	.,,.	,,	,,	, , , , , , , , , , , , , , , , , , ,
67.3	67.4	0.1	67.1	68.7
10,811,631	11,355,474	<543,843>	1,384,321	10,734,103
32.7 0.4	32.6 0.4	0.1 <0.0>	32.9 0.5	31.3 0.4
0.4		<0.0>	0.5	0.4
32.3	32.2	0.1	32.4	30.9
19.4	19.9	<0.5>	18.0	17.5
49.2	49.5	<0.3>	50.2	49.1
41.4	40.0	1.4	40.5	40.8
34.0	33.4	0.6	31.7	32.1
51.1 23.5	51.8	<0.8>	54.1	51.7 24.4
23.3	25.1	<1.6>	31.3	24.4
723,648	716,265	7,383	171,741	1,121,092
11,535,279	12,071,739	<536,460>	1,556,063	11,855,196
2,281,915	2,302,845	20,930	240,207	2,207,649
1,289	2,500	1,211	0	5,984
1,645,679	1,651,626	5,947	179,015	1,509,158
3,928,883 11.7	3,956,971 11.2	28,088 <0.5>	419,222 9.8	3,722,791 10.7
	1112	10157	510	2007
1,247,737	1,329,326	81,589	133,515	1,222,083
65,698	75,055	9,357	7,304	81,825
103,475	112,297	8,822	10,680	99,203
0 166	0	0 <34>	0 21	560
29,810	132 36,450	6,640	10,406	177 37,040
1,950	1,682	<268>	0	1,900
43,423	44,000	577	3,988	42,431
184,232	220,824	36,592	14,011	200,163
8,849	8,700	<149>	975	8,963
64	0	<64>	0	53
17	0	<17>	<10>	<13>
179,228	195,016	15,788	10,519	184,549
<96,124> 251,365	<85,150> 269,315	10,974 17,950	<2,111> 42	<83,568> 270,114
50,653	46,959	<3,694>	2,755	57,037
606,374	598,839	<7,535>	67,162	593,177
6,575	0	<6,575>	361	8,871
16,463	0	<16,463>	202	3,056
<468>	0 1,144	468	<318>	506 4 496
1,785 2,492	2,500	<641> 8	572 58	4,496 2,218
300	300	0	0	300
103,616	105,450	1,834	9,306	100,020
8,236	1,900	<6,336>	607	7,524
58,186	58,900	714	4,357	55,139
37,422	37,422 9	1 9	0	39,528
0 123,663	9 124,658	9 995	0 5,898	0 117,352
3,035,184	3,185,728	150,544	280,301	3,054,704
6,964,068	7,142,699	178,631	699,522	6,777,495
4 571 211	4 020 040	<2F7 8205	956 540	E 077 701
4,571,211	4,929,040	<357,829>	856,540	5,077,701
322,415	361,163	38,749	43,392	342,343
1,268,472	1,309,298	40,826	141,005	1,214,226
624,270	713,161	88,891	75,942	601,469
285,511	287,318	1,807	32,256	277,458
965,374	936,953	<28,421>	88,026	874,140
718,021	754,950	36,929	76,789	765,077
263,704	295,420	31,716	22,867	290,229
515,604	606,637 5 264 900	91,033	57,454	524,687
4,963,371	5,264,900	301,529	537,732	4,889,629
<392,160>	<335,860>	<56,300>	318,808	188,073

UCLA RESTAURANTS INCOME STATEMENT

	09(04/02/17-04/2]		ISCAL YEAR 16-1		FISCAL YEAR 15-16		
ACTUAL	CURRENT MONTH BUDGET	VARIANCE		YTD 9 ACTUAL	MO(07/31/16-04, BUDGET	(29/17) VARIANCE	LAST YEA MONTH	R ACTUAL YTD	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	ΠD	
221,198	196,469	24,729	CENTRAL DIVISION	1,482,532	1,395,464	87,068	172,007	1,244,624	
252,580	265,711		NORTH CAMPUS DIVISION	1,858,776	1,927,567	<68,791>	249,937	1,835,950	
151,560	185,528		SOUTH DIVISION	1,192,641	1,396,281	<203,640>	153,837	1,157,191	
282,355	292,700		LU VALLE DIVISION	2,115,577	2,219,039	<103,462>	272,671	2,096,344	
338,011 182,859	343,509 166,993		COOPERAGE DIVISION	2,479,660	2,546,682	<67,022>	325,060 154,486	2,471,767 1,920,295	
1,428,564	1,450,910		SPECIAL EVENTS DIVISION TOTAL SALES	1,808,722 10,937,909	1,767,592 11,252,625	41,130 <314,716>	1,327,998	10,726,172	
1,420,504	1,430,910	<22,5402	TOTAL SALLS	10,937,909	11,252,025	<514,7102	1,327,330	10,720,172	
495,545	486,353	<9,192>	Less: Cost of Sales	3,595,925	3,762,447	166,522	437,962	3,544,800	
34.7	33.5	<1.2>	COST OF SALES %	32.9	33.4	0.6	33.0	33.1	
933,019	964,557	<31,538>	GROSS MARGIN	7,341,984	7,490,178	<148,194>	890,036	7,181,372	
65.3	66.5	<1.2>	GROSS MARGIN %	67.1	66.6	0.6	67.0	67.0	
65.9	65.9	<0.0>	CENTRAL DIVISION	67.0	65.8	1.2	66.4	66.8	
66.4	64.8		NORTH CAMPUS DIVISION	66.0	65.1	0.9	66.7	65.8	
65.2	67.2		SOUTH DIVISION	67.4	67.5	<0.2>	67.6	66.7	
68.4	69.9		LU VALLE DIVISION	69.4	69.8	<0.3>	68.3	69.5	
67.1	65.7	1.3	COOPERAGE DIVISION	66.8	65.5	1.2	66.5	65.7	
60.2	64.8	<4.6>	SPECIAL EVENTS DIVISION	67.0	65.9	1.1	67.0	67.9	
222.012	220.000	2 212	OTHER INCOME	1 707 000	1 000 046	.21.116	214 502	1 021 410	
223,013 1,156,032	220,800 1,185,357	2,213	OTHER INCOME GROSS MARGIN/OTHER	1,787,930 9,129,913	1,809,046 9,299,224	<21,116> <169,311>	214,593 1,104,629	1,831,418 9,012,790	
1,130,032	1,105,557	~23,3232	GROSS MARGIN/OTTER	5,125,515	5,255,224	<109,5112	1,104,023	5,012,750	
			Less: Controllable Exp						
					_				
303,721	292,536		Career Wages	2,749,216	2,702,741	<46,475>	287,410	2,698,171	
0	0		Limited Appointment Student Wages	3,919	0	<3,919>	0 249 693	0	
274,794 <43,667>	256,888 <44,517>		Student Wages Labor Recharge	2,215,349 <339,074>	2,158,787 <371,774>	<56,562> <32,700>	249,693 <44 <i>.</i> 644>	1,973,159 <378,095>	
534,848	504,907	<29,941>	TOTAL WAGES	4,629,410	4,489,754	<139,656>	492,459	4,293,236	
37.4	34.8		WAGE % TO SALES	42.3	39.9	<2.4>	37.1	40.0	
173,517	179,634		Employee Benefits	1,552,559	1,626,161	73,602	165,775	1,534,416	
408	1,890		Office Supplies	11,360	14,470	3,110	628	15,505	
3,676 0	3,925	249 0	Telephone	34,023	35,070	1,047	3,536 0	32,900	
500	0 1,000	500	Trav/Trips/Conference Training Programs	0 9,023	0 11,000	0 1,977	500	108 9,372	
61,179	68,304	7,125	Paper	477,180	521,789	44,609	59,553	481,473	
4.3	4.7	0.4	Paper % To Sales	4.4	4.6	0.3	4.5	4.5	
6,111	5,009		Cleaning Supplies	53,771	43,110	<10,661>	6,326	49,508	
<8,291>	<11,500>	<3,209>	Purchasing Rebates	<91,501>	<97,500>	<5,999>	<11,598>	<88,323>	
3,765	2,425		Replacements	36,536	24,720	<11,816>	1,769	29,046	
4,133	4,634	501	Laundry	37,788	40,639	2,851	4,441	39,373	
2,668	1,350		Uniforms	20,441	12,540	<7,901>	1,695	17,139	
395	1,475	1,080	Advertising	18,800	40,395	21,595	635	29,276	
0	0 17	0 17	Menu Development Dorm Coupons Expense	70 <0>	0 99	<70> 99	0	0 3	
9,945	7,419		Repairs & Maintenance	86,716	55,379	<31,337>	4,679	75,607	
50,679	50,949	270	Bank Card Expense	371,112	383,939	12,827	50,588	354,777	
2,409	2,426	17	Sales Tax Expense	17,615	17,821	206	2,296	17,079	
479	1,329	850	Overs/Shorts	10,696	10,820	124	1,124	12,239	
0	0	0	Credit Card Adjustments	74	0	<74>	<15>	112	
0	0	0	Rentals	0	800	800	270	4,996	
98 0	400	302	Rentals-Truck	1,867	3,000	1,133	0	2,615	
0	0	0 0	Taxes & Licenses Professional Services	305 600	1,150 650	845 50	0 0	636 600	
0	0	0	Temp Agency Service	837	050	-837>	0	8,629	
21,372	21,612	240	Commission Expense	251,636	258,579	6,943	18,966	219,097	
333,044	342,298	9,254	TOTAL OTHER CONTROL.	2,901,508	3,004,631	103,124	311,171	2,846,183	
867,892	847,205	<20,687>	TOTAL CONTROLLABLE EXP	7,530,917	7,494,385	<36,532>	803,630	7,139,419	
200.120	220 452		GROSS CONTRIBUTION TO	1 500 000	1 004 030	1205 0.42	200,000	1 072 272	
288,139	338,152	<50,013>	SVCS AND ENTERPRISES	1,598,996	1,804,839	<205,843>	300,999	1,873,372	
			Less: Allocated Exp						
			···· P						
46,814	47,573	759	Allocated ExpHR	379,269	408,936	29,667	50,973	396,481	
57,757	54,672	,	Allocated Exp. Fin	505,891	512,151	6,260	48,977	459,146	
30,008	33,223		Allocated ExpIS	247,672	278,641	30,969	26,377	229,467	
13,062 43,166	12,133 37,800		Allocated Exp. Mktg Allocated Exp Othr SA	115,178 388 451	112,769 365,240	<2,409> <23,211>	11,204 30,575	104,675 327,852	
43,166 73,151	37,800 67,157		Maintenance	388,451 604,975	365,240 612,702	<23,211> 7,727	30,575 64,733	327,852 644,957	
31,501	26,711	<4,790>		222,192	239,709	17,517	19,277	244,662	
73,913	84,510	10,597	Depreciation	748,315	760,590	12,275	87,515	807,290	
369,373	363,779		TOTAL ALLOCATED EXP	3,211,943	3,290,738	78,795	339,630	3,214,531	
<81,234>	<25,627>	<55 607	NET INCOME (LOSS)	<1,612,947>	<1,485,899>	<127,048>	<38,632>	<1,341,159>	
\U1/2JT>	~23,021>	< 100,007 >		~1/012/37/2	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	עדט, וגור	~30,032>	``,JTL,LJJ>>	
375,886	393,722	<17,836>	TOTAL CUSTOMER COUNT	2,914,713	2,983,890	<69,177>	385,271	3,002,231	
121,068	128,493		3RD PARTY CUST COUNT	968,329	1,005,781	<37,452>	131,484	1,042,124	
254,818	265,229		ASUCLA CUSTOMER COUNT	1,946,384	1,978,109	<31,725>	253,787	1,960,107	
6.33	6.14	0.19	TOTAL AVERAGE CHECK	6.30	6.26	0.03	6.13	6.07	
8.28	7.90	0.38	3RD PARTY AVG CHECK	7.79	7.56	0.22	7.96	7.44	
5.40	5.29	0.12	ASUCLA AVERAGE CHECK	5.41	5.44	<0.03>	5.18	5.20	
31,127	29,473	<1.654>	EMPLOYEE HOURS	260,756	256,823	<3,933>	29,718	258,572	
45.88	49.23		SALES/LABOR HOUR	41.94	43.81	<1.87>	44.69	41.48	
					•			. !	

APR. 09(04/02/17-04/29/17)]		ISCAL YEAR 16-1		FISCAL YEAR 15-16		
C	URRENT MONTH			YTD 9 I	MO(07/31/16-04/	/29/17)	LAST YEAR	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,632	15,640	992	PHOTOGRAPHY	127,330	112,766	14,564	10,317	104,577
16,632	15,640	992	TOTAL SALES	127,330	112,766	14,564	10,317	104,577
,	,			,	,	,	,	
0	200	200	Less: Cost of Sales	3,329	1,650	<1,679>	<245>	1,674
16,632	15,440	1,192	GROSS MARGIN	124,001	111,116	12,885	10,562	102,903
100.0	98.7	1.3	GROSS MARGIN %	97.4	98.5	<1.2>	102.4	98.4
100.0	98.7	1.3	PHOTOGRAPHY	97.4	98.5	<1.2>	102.4	98.4
161,887	214,333	<52.446>	TRADEMARKS AND LICENSING	1,795,626	1,919,997	<124,371>	152,831	1,758,403
107,673	101,247		LEASED OPS	966,340	912,197	54,143	96,963	874,220
269,560	315,580	<46,020>	OTHER INCOME	2,761,966	2,832,194	<70,228>	249,794	2,632,623
286,192	331,020	<44,828>	GROSS MARGIN/OTHER	2,885,967	2,943,310	<57,343>	260,356	2,735,526
			Less: Controllable Exp					
34,337	35,481	1,144	Career Wages	325,551	322,057	<3,494>	34,891	318,719
0	500		Limited Appointment	525,551	4,125	4,125	0	0
178	400	222	Student Wages	1,750	2,210	460	243	1,584
34,515	36,381	1,866	TOTAL WAGES	327,301	328,392	1,091	35,134	320,303
207.5	232.6	25.1	WAGE % TO SALES	257.1	291.2	34.2	340.6	306.3
19,053	19,337	284	Employee Benefits	167,002	173,463	6,461	17,711	159,753
19,055	500		Office Supplies	3,703	4,345	642	72	3,138
582	460	<122>		5,195	5,554	359	547	5,968
0	60	60	Postage	481	540	59	26	218
0	50	50	Trav/Trips/Conference	3,991	12,150	8,159	981	10,149
0	0	0	Membership Fees	811	0	<811>	0	0
0 0	0 0	0	Freight Out	0	500	500	0 0	0
52	1,250	-	Enforcement Business Promotion	10,644 2,737	8,500 11,250	<2,144> 8,513	169	8,500 9,203
1,413	100		Repairs & Maintenance	1,413	1,116	<297>	0	816
0	1,600		Bad Debt	5,678	54,800	49,122	0	0
2,083	2,083	0	Professional Services	19,739	48,751	29,012	2,083	19,578
26	650	624	Legal	3,611	5,250	1,639	500	11,439
1,050	2,300	1,250	Trademark	17,747	20,700	2,953	665	32,226
16,650	16,650	0	Intern'l Agnt Fee/Tax	175,685	186,140	10,455	22,232	166,960
10,824 0	11,400 0		Domestic Agency Fee Misc. Bank Charges	131,462 56	129,000 0	<2,462> <56>	8,750 0	131,721 0
38,121	58,854		Payment to UCLA	480,835	507,498	26,663	31,973	515,878
90,036	115,294	25,258	TOTAL OTHER CONTROL.	1,030,791	1,169,557	138,766	85,708	1,075,546
124,551	151,675	27,124	TOTAL CONTROLLABLE EXP	1,358,092	1,497,949	139,857	120,842	1,395,849
161 642	170 245	-17 702	GROSS CONTRIBUTION TO	1 537 975	1 445 261	92 E14	120 514	1 220 677
161,642	179,345	<17,703>	SVCS AND ENTERPRISES	1,527,875	1,445,361	82,514	139,514	1,339,677
			Less: Allocated Exp					
3,021	3,427	406	Allocated ExpHR	26,700	30,030	3,330	3,637	29,616
9,648	10,447	799	Allocated Exp. Fin	111,257	111,606	349	7,957	92,355
5,200	6,582	,	Allocated ExpIS	55,759	62,761	7,002	4,448	47,535
2,263 7,480	2,404 7,489	141 9	Allocated Exp. Mktg Allocated Exp Othr SA	26,101 88,781	25,462 82,631	<639> <6,150>	1,889 5,155	21,924 68,804
7,480 34,760	7,489 31,234	-	Maintenance	251,896	82,631 284,964	<6,150> 33,068	5,155 13,621	68,804 135,711
14,969	12,431	<2,538>		90,266	111,561	21,295	4,056	51,482
6,913	5,764		Depreciation	57,044	51,876	<5,168>	6,035	54,685
84,255	79,778	<4,477>	TOTAL ALLOCATED EXP	707,805	760,891	53,086	46,798	502,111
77,387	99,567	<22,180>	NET INCOME (LOSS)	820,070	684,470	135,600	92,716	837,566

	09(04/02/17-04/2			FISCAL YEAR 16-17		FISCAL YEAR 15-16		
	CURRENT MONTH				MO(07/31/16-04/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
50.004	27.674	10.050		205 474	105 105	11 001	44 554	200.005
50,924 0	37,674 90	,	EVENT SERVICES OFFICE STUDENT UNION OPERATIONS	395,174 0	406,405	<11,231>	41,554 0	398,885 0
52,963	90 48,179		AU POST OFFICE	0 355,486	646 377,444	<646> <21,958>	51,391	0 377,496
103,888	85,943		TOTAL SALES	750,660	784,495	<33,835>	92,946	776,381
105,000	05,515	17,515	TO THE SALES	/ 50,000	701,195	<33,0337	52,510	770,501
52,539	47,119	<5.420>	AU Post Office Cost	348,614	369,140	20,526	50,967	368,039
9,467	6,593		Facilities Costs	73,168	71,051	<2,117>	12,938	80,239
0	0		Cost of Sales GM RM	16	0	, <16>	0	0
62,006	53,712	<8,294>	Less: Cost of Sales	421,798	440,191	18,393	63,905	448,278
59.7	62.5	2.8	COST OF SALES %	56.2	56.1	<0.1>	68.8	57.7
41,881	32,231	9,650	GROSS MARGIN	328,862	344,304	<15,442>	29,041	328,103
40.3	37.5	2.8	GROSS MARGIN %	43.8	43.9	<0.1>	31.3	42.3
81.4	82.5		EVENT SERVICES OFFICE	81.5	82.5	<1.0>	68.9	79.9
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	0.0
0.8	2.2	<1.4>	AU POST OFFICE	1.9	2.2	<0.3>	0.8	2.5
20.040	22.050	6 000		100 200	156 050	22 520	10.024	120 202
29,049 10,073	22,050 8,481		STUDENT UNION OPS AU POST OFFICE	180,398 63,553	156,859 66,446	23,539 <2,893>	19,824 9,266	129,292 66,283
39,121	30,531	,	OTHER INCOME	243,951	223,305	<2,893> 20,646	9,266 29,090	195,575
81,003	62,762	18,241	GROSS MARGIN/OTHER	572,813	567,609	5,204	58,131	523,678
01,005	02,702	10/271		572,015	507,005	5,207	50,151	525,070
			Less: Controllable Exp					
			r					
32,203	31,749	<454>	Career Wages	288,676	285,741	<2,935>	31,030	267,457
21,632	20,980		Student Wages	165,951	179,889	13,938	20,596	158,697
53,835	52,729		TOTAL WAGES	454,628	465,630	11,002	51,626	426,154
51.8	61.4	9.5	WAGE % TO SALES	60.6	59.4	<1.2>	55.5	54.9
17 400	17 104	(200)	Freedows a Daw of the	152.070	152 (12	700	16 757	142 (07
17,480	17,194 628		Employee Benefits Office Supplies	152,879 11,170	153,612 8,756	733	16,757 498	143,687
1,121 3,315	3,365		Telephone	25,782	29,665	<2,414> 3,883	2,655	11,371 24,826
5,515	1,100		Trav/Trips/Conference	1,192	29,005	1,058	2,033	24,820 566
0	1,100		24 Hour Study Lounge	5,141	4,856	<285>	0	5,203
0	0		Student Comm Art	6,246	6,246	0	0	4,961
136	0	-	Training Programs	6,985	4,858	<2,127>	768	5,536
1,230	902		Annual ASUCLA Events	26,264	25,240	<1,024>	2,121	27,708
10,358	11,250		Student Event Exp	107,294	86,703	<20,591>	9,845	78,736
0	0	0	Student Union Prog	352	0	<352>	0	0
226	0	<226>	Operating Supplies	1,415	0	<1,415>	0	77
0	0	0	Uniforms	1,940	2,000	60	0	1,400
0	20	20	Advertising	1,229	1,119	<110>	124	693
211	601	390	Business Promotion	2,382	5,379	2,997	424	4,650
2,935	767		Repairs & Maintenance	15,240	10,436	<4,804>	5,618	18,353
1,557	1,132		Bank Card Expense	9,190	8,870	<320>	1,296	8,940
0	29		Overs/Shorts	426	227	<199>	<85>	2,357
0 0	0		Commission Expense Student Support Svcs	0	0 2.950	0	0	575 3 206
0 15,417	0 15,417	0 0	Student Support Svcs Interaction Fund	2,654 138,750	2,950 138,753	296 3	0 15,417	3,206 138,750
15,417	15,417		STUDENT UNION EVENT F	138,750	138,753	311	15,417	138,750 92,439
70,609	69,405		TOTAL OTHER CONTROL.	619,220	594,920	<24,300>	72,965	574,034
124,444	122,134			1,073,848	1,060,550	<13,298>	124,591	1,000,188
			GROSS CONTRIBUTION TO					
<43,441>	<59,372>	15,931	SVCS AND ENTERPRISES	<501,035>	<492,941>	<8,094>	<66,460>	<476,510>
			Less: Allocated Exp					
4,713	4,293	-170-	Allocated ExpHR	37,383	38,032	649	5,345	39,233
4,713 4,821	4,293		Allocated Exp. Fin	37,383 38,243	38,032 41,164	2,921	3,733	39,233 34,059
2,598	2,534		Allocated ExpIS	19,537	23,275	3,738	2,087	17,590
1,131	925		Allocated Exp. Mktg	8,943	9,385	442	886	8,061
3,738	2,883		Allocated Exp Othr SA	30,262	30,536	274	2,419	25,162
47,142	43,307		Maintenance	387,277	395,110	7,833	40,467	403,180
20,301	17,227	<3,074>		142,073	154,599	12,526	12,050	152,945
11,424	17,217		Depreciation	112,340	154,953	42,613	10,522	108,721
95,868	92,408	<3,460>	TOTAL ALLOCATED EXP	776,059	847,054	70,995	77,509	788,951
<139,309>	<151,780>	12,471	NET INCOME (LOSS)	<1,277,094>	<1,339,995>	62,901	<143,969>	<1,265,461>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

)9(04/02/17-04/2]	FISCAL YEAR 16-17			FISCAL YEAR 15-16		
355,95 312,259 7,164 Greer Weges 2,686,212 2,895,679 121,467 311,064 2,715,736 333,058 3,94,901 15,745 0,714, Wages 2,205,002 3,313,004 172,014 3,04,022 2,297,841 0 0 0 0 0 0 0,0										
0 300 100 Imited Appointment (5),642 0,2700 2,700 0,2700 0,10 5,4 2,98,46 0 0 0 0 0 0 0,0 </td <td>ACTUAL</td> <td>BUDGET</td> <td>VARIANCE</td> <td></td> <td>ACTUAL</td> <td>BUDGET</td> <td>VARIANCE</td> <td>MONTH</td> <td>YTD</td>	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
0 300 100 Imited Appointment (5),642 0,2700 2,700 0,2700 0,10 5,4 2,98,46 0 0 0 0 0 0 0,0 </td <td>205 005</td> <td>242.252</td> <td>7.464</td> <td>с ж</td> <td>2 (00 242</td> <td>2 000 670</td> <td>101.167</td> <td>211.051</td> <td>2 745 726</td>	205 005	242.252	7.464	с ж	2 (00 242	2 000 670	101.167	211.051	2 745 726	
28,561 38,642 8,281 Student Wages 26,683 323,065 53,847 22,845 54 52 <322				0						
333,656 3494,011 15,745 TOTAL WAGE'S 235,750 313,064 178,014 340,572 2,997,881 0 0 0 0 0 0 151,45 5,18 5,9 0,1 5,4 5,58 0 0 0 0 0 0 0 0 0,00 1,189 150,900 158,411 7,411 Employable Bendits 4,000 4,120 10,010,00 15,77 1,271,77 0,000 6,138 1,493,51 1,595 7,76 6,977 1,371,77 6,377 1,372,77 6,372 1,3967 1,3967 1,3967 1,395 7,76 6,837 1,3987 1,499 15,53 5,122 2,350 1,479 1,523 1,543 1,4439 15,53 5,122 2,350 1,479 1,523 1,479 1,523 1,545 0 5,122 2,350 1,479 1,523 1,479 1,523 1,545 0 0 0 0 0 1,545					-			-	-	
5.4 5.2 5.8 5.9 0.1 5.4 5.8 0 0 0 0 0 0 0 0.1 5.4 5.8 0 0 0 0 0 0.1 5.4 5.8 0 0 0 0 0 0.1 5.7 5.7 5.7 5.7 5.7 0.1 5.7 5.7 5.7 5.7 5.7 5.7 5.7 5.7 5.7 6.87 7.7 5.7 5.7 5.7 6.87 7.7 5.7 5.7 5.7 6.87 1.000 7.8 5.7 6.87 1.000 7.8 5.7 6.83 1.1 1.000 7.9 1.5 7.9 1.5 7.9 1.5 7.7 1.5 7.7 1.5 7.7 1.5 7.7 1.5 7.7 1.7 1.7 1.000 7.7 1.7 1.7 1.000 1.000 1.000 1.000 1.000	· · · · ·			5			,	1		
0 0			1			, ,				
0 0 0 Fmp Awards, Sudents 4,000 4,120 1,20 0 6,000 159,900 158,401 7,411 Employee Benefits 1,365,408 1,435,430 1,12,47 7,221,527 68,210 9,476 1,1246 Felephone 7,338 66,338 7,158 5,500 8,777 66,897 8,711 917 46 Postage 6,624 8,129 1,1300 6622 5,122 895 21 <478- Experiments 1,540 101 <1,439- 199 346 0 32 33 Tumbor Assistance 0 238 20 0 0 3,577 250 2205 <44- Operating Supples 779 1,621 912 200 338 1,427 2,338 2000 3,373 0 4 Comp Fague 1,321 1,324 1,328 1,328 1,328 1,328 1,328 1,328 1,328 1,328 1,328	5.7	J.2	<0.22	WAGE 70 TO TOTAL SALLS	5.0	5.9	0.1	5.т	5.0	
0 0 0 Fmp Awards, Sudents 4,000 4,120 1,20 0 6,000 159,900 158,401 7,411 Employee Benefits 1,365,408 1,435,430 1,12,47 7,221,527 68,210 9,476 1,1246 Felephone 7,338 66,338 7,158 5,500 8,777 66,897 8,711 917 46 Postage 6,624 8,129 1,1300 6622 5,122 895 21 <478- Experiments 1,540 101 <1,439- 199 346 0 32 33 Tumbor Assistance 0 238 20 0 0 3,577 250 2205 <44- Operating Supples 779 1,621 912 200 338 1,427 2,338 2000 3,373 0 4 Comp Fague 1,321 1,324 1,328 1,328 1,328 1,328 1,328 1,328 1,328 1,328 1,328	0	0	0	Emp Awards Profess	15 178	12 215	<2.963>	0	11 859	
150,900 158,401 7,413 Findpress Benefits 1,306,048 1,4409,678 10,302 15,677 1,321,620 5,230 9,776 1,246 Telephone 70,386 81,643 11,447 7,348 68,970 17,700 2,035 245 Tray/Tripu/Canference 7,907 19,807 11,900 662 5,127 16,633 7,791 6,128 Employee Relations 16,212 18,662 2,300 1,479 15,537 260 0 703 703 Fingerprinting 2,428 6,522 3,309 1,425 4,666 251 7000 Fingerprinting 2,428 6,522 3,309 1,425 4,666 253 2056 -448 Operating Supplets 703 1,121 912 00 1,232 253 2,550 -4,145 1,231 110,200 1,232 1,425 4,436 2545 1,442 Appressions 2,270 3,441,433 4,3573 4,335					· ·			-		
6.671 7,473 722 Office Supplies 66,328 71,958 5,000 6,727 66,8977 8.71 917 46 Postage 6,624 8,129 1.505 776 6,6897 8.71 917 46 Postage 6,624 8,129 1.1,505 776 6,621 8.95 21 <878		-	-	, , , , , , , , , , , , , , , , , , ,				-		
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<3,788> <3,788> 0 Allocated-GSA <30,245> <30,245> 0 <3,507> <28,242									<283,473>	
<33,341> <33,027> 314 Allocated-Comm Board <299,372> <288,939> 10,433 <38,129> <391,595 <708,396> <723,076> <14,681> TOTAL OTHER <6,171,291> <6,355,995> <184,704> <663,711> <5,914,906			0				0		<28,242>	
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	0	0	0	TOTAL EXPENSE	0	0	<0>	1	<0>	

MAINTENANCE DIVISION EXPENSE STATEMENT

APR. 09(04/02/17-04/29/17)			FI	ISCAL YEAR 16-17	7	FISCAL YEAR 15-16		
(CURRENT MONTH	-		YTD 9 MO(07/31/16-04/29/17)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
132,466	115,586	<16,880>	Career Wages	1,042,675	1,063,221	20,546	100,966	997,169
2,118	2,198	80	Limited Appointment	36,773	19,782	<16,991>	5,274	30,508
0	600	600	Student Wages	3,006	5,400	2,394	<43>	166
<574>	<660>	<86>	Labor Recharge	<4,601>	<5,460>	<859>	<676>	<8,350>
<8,392>	<7,148>	1,244	Billed Labor Costs	<74,708>	<64,922>	9,786	<7,138>	<60,772>
0	<4,000>	<4,000>	Capitalized Wages	<33,354>	<36,000>	<2,646>	<7,725>	<19,763>
125,617	106,576	<19,041>	TOTAL WAGES	969,790	982,021	12,231	90,658	938,959
77,183	78,418	,	Employee Benefits	649,148	708,424	59,276	67,846	630,811
110	103		Office Supplies	1,370	1,587	217	124	935
339	623	284	Telephone	5,773	5,601	<172>	702	5,676
0	0	0	Trav/Trips/Conference	1,393	1,500	107	63	349
4,693	5,247	554	Paper	43,836	45,500	1,664	4,470	43,484
4,867	5,411	545	Cleaning Supplies	48,794	49,688	894	4,977	46,844
1,569	1,107	<462>	Replacements	9,658	10,558	900	1,278	8,859
521	491		Laundry	4,607	5,591	984	448	5,612
25,418	21,525	<3,893>	Repairs & Maintenance	205,318	202,025	<3,293>	25,144	286,121
3,234	4,225		Repairs & Mtce-Elevator	25,447	40,815	15,368	4,485	38,186
0	175	175	Repairs & Mtce-Equip	468	875	407	773	1,091
76	1,500	1,424	Painting Program	5,907	13,500	7,593	<4,759>	<2,934>
0	250	250	Incidental Proj Exp	1,680	2,250	571	1,245	1,245
7,464	3,754	<3,710>	Air Conditioning-Maint	45,216	39,792	<5,424>	4,974	41,620
11,206	9,766	<1,440>	Rub Remvl/Hauling	74,819	73,972	<847>	8,930	64,104
2,048	3,152	1,104	Rodent & Pest Control	27,504	28,368	864	2,974	34,483
404	1,050	646	Rentals-Truck	8,869	9,450	581	883	8,077
0	0	0	Janitorial	4,150	0	<4,150>	0	0
139,131	136,797	<2,334>	TOTAL OTHER CONTROL.	1,163,955	1,239,496	75,541	124,558	1,214,565
264,748	243,373	<21,375>	TOTAL CONTROLLABLE EXP	2,133,745	2,221,517	87,772	215,216	2,153,524
			Less: Allocated Exp					
16,865	19,145	2,280	Depreciation	162,877	172,305	9,428	14,926	130,073
16,865	19,145	2,280		162,877	172,305	9,428	14,920	130,073
281,612	262,518	1	NET EXPENSE	2,296,622	2,393,822	97,200	230,142	2,283,597
202,012	202,020	-20,0017			2,000,022	57,200	200,2 12	
<241,887>	<224,447>	17,440	Allocated-Svs and Ent	<1,962,169>	<2,047,726>	<85,557>	<195,610>	<1,948,925>
<7,672>	<7,672>	0	Allocated-USAC	<69,055>	<69,055>	0	<6,993>	<62,944>
<3,009>	<3,009>	0	Allocated-GSA	<27,081>	<27,081>	0	<2,743>	<24,681>
<8,670>	<8,694>	<24>	Allocated-Comm Board	<72,932>	<79,389>	<6,457>	<8,265>	<82,349>
<20,374>	<18,696>	1,678	Allocated-A & SS	<165,385>	<170,571>	<5,186>	<16,530>	<164,698>
<281,612>	<262,518>	19,094	TOTAL OTHER	<2,296,622>	<2,393,822>	<97,200>	<230,142>	<2,283,597>
		· ·						· · ·
<0>	0	0	TOTAL EXPENSE	<0>	0	0	0	<0>

UTILITIES EXPENSE STATEMENT

APR. 09(04/02/17-04/29/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16		
(CURRENT MONTH	1		YTD 9 MO(07/31/16-04/29/17)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
15,296	13,047	<2,249>	Chiller Water	116,256	149,378	33,122	7,443	133,952
77,671	66,614	<11,057>	Elec-Non Air Cond.	548,781	599,126	50,345	45,516	564,557
14,159	11,958	<2,201>	Water-Non Air Cond.	81,552	96,041	14,489	5,767	85,889
9,071	8,513	<558>	Steam-Non Air Cond.	56,272	56,404	132	8,374	55,660
3,398	3,211	<187>	Gas	29,096	26,525	<2,571>	1,793	23,863
1,550	1,551	1	Energy Management	13,954	13,959	5	1,550	12,404
121,145	104,894	<16,251>	TOTAL OTHER CONTROL.	845,911	941,433	95,522	70,443	876,325
121,145	104,894	<16,251>	TOTAL CONTROLLABLE EXP	845,911	941,433	95,522	70,443	876,325
<104,163>	<89,290>	14,873	Allocated-Svs and Ent	<718,236>	<801,293>	<83,057>	<58,250>	<739,318>
<3,214>	<3,214>	0	Allocated-USAC	<28,926>	<28,926>	0	<3,455>	<31,095>
<1,261>	<1,261>	0	Allocated-GSA	<11,341>	<11,341>	0	<1,355>	<12,195>
<3,733>	<3,692>	41	Allocated-Comm Board	<26,864>	<33,130>	<6,266>	<2,461>	<31,239>
<8,774>	<7,437>	1,337	Allocated-A & SS	<60,545>	<66,743>	<6,198>	<4,923>	<62,478>
<121,145>	<104,894>	16,251	TOTAL OTHER	<845,911>	<941,433>	<95,522>	<70,444>	<876,325>
0	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>