ASSOCIATED STUDENTS UCLA

PRO FORMA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

July (06/26/16 - 07/30/16)

PRO FORMA

Prepared

August 18, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

FINANCIAL STATEMENT PRESENTATION FISCAL YEAR 2015-2016

The budgeted fiscal 2015-2016 52-week year ended on July 23, 2016. Accordingly, we produce 52 week financial statements to compare to the budget. Additionally, as is standard retail practice, every 5-6 years a 53rd week is added to more closely align with the calendar month end. This set of financial statements ended on July 30, 2016.

The 52 week financials ending on July 23, 2016 are notated accordingly as "Pro forma", and are utilized for comparison against the 52-week budget. All other financial information including balance sheet, statement of cash flows, cash reserve computation, capital expenditures, accounts receivable aging report, store inventory at cost and store inventory turns are based on the fiscal year ended July 30, 2016. This is the official year end of the Association and a set of income statements reflecting this will be produced and used for its tax return and audit purposes.

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

	4-15	FY 1			5)	16 - 07/30/16		J		
		LAST YE		NOF	VARIA	IMONIH	CURREN GET	DUD		ACT
		LAST TE	ACT.			ACT/	GET	BOD	UAL	ACT
	%	\$	* ACT	\$	вор %	\$	%	\$	%	\$
•	70		70	, v	70		70	Ŷ	70	Ť
GROSS INCOME										
UCLA Store		2,838	(4.8%)	(137)	(7.3%)	(214)		2,915		2,701
UCLA Restaurants		908	(3.4%)	(31)	1.7%	15		862		877
Services Division UCLA Student Union		312 127	(7.7%)	(24) (12)	(13.8%)	(46)		334 118		288 115
TOTAL		4,185	(9.4%)	(12)	(2.5%) (5.9%)	(3)		4,229		
TOTAL		4,185	(4.9%)	(204)	(5.9%)	(248)		4,229		3,981
GROSS MARGIN			Pts.		Pts.					
UCLA Store	37.1%	1,053	(2.0)	(105)	2.3	(8)	32.8%	956	35.1%	948
UCLA Restaurants	70.2%	637	0.8	(14)	0.7	17	70.3%	606	71.0%	623
Services Division	100.0%	312	0.0	(24)	0.0	(46)	100.0%	334	100.0%	288
UCLA Student Union	68.5%	87	1.9	(6)	8.5	8	61.9%	73	70.4%	81
TOTAL	49.9%	2,089	(1.2)	(149)	2.1	(29)	46.6%	1,969	48.7%	1,940
WAGES & BENEFITS										
UCLA Store	18.8%	534	(1.2)	(7)	(0.6)	25	19.4%	566	20.0%	541
UCLA Restaurants	63.1%	573	(6.5)	(37)	2.3	10	71.9%	620	69.6%	610
Services Division	17.0%	53	(3.1)	(5)	(3.3)	(2)	16.8%	56	20.1%	58
UCLA Student Union	48.8%	62	(8.6)	(4)	(4.0)	(3)	53.4%	63	57.4%	66
TOTAL	29.2%	1,222	(2.8)	(53)	(1.1)	30	30.9%	1,305	32.0%	1,275
OTHER CONTROLLABLES										
UCLA Store	1.9%	54	(0.2)	(3)	0.4	15	2.5%	72	2.1%	57
UCLA Restaurants	11.0%	100	1.8	19	0.8	5	10.0%	86	9.2%	81
Services Division	30.4%	95	(10.6)	(23)	(14.1)	(28)	26.9%	90	41.0%	118
UCLA Student Union	26.0%	33	2.5	6	1.9	3	25.4%	30	23.5%	27
TOTAL	6.7%	282	(0.4)	(1)	(0.5)	(5)	6.6%	278	7.1%	283
CONTRIBUTION										
UCLA Store	16.4%	465	(3.4)	(115)	2.1	32	10.9%	318	13.0%	350
UCLA Restaurants		(37)	(3.7)	(113)	3.8	32	(11.6%)	(100)	(7.8%)	(68)
Services Division	52.2%	163	(13.3)	(51)	(17.4)	(76)	56.3%	188	38.9%	112
UCLA Student Union		(9)	(3.3)	(3)	6.5	(. 8)	(16.9%)	(20)	(10.4%)	(12)
TOTAL	13.9%	582	(4.3)	(200)	0.5	(4)	9.1%	386	9.6%	382
			. ,	. ,		. ,				
ALLOCATED EXPENSES										
Admin&Support Services	19.8%	828	(2.3)	(51)	(8.4)	(300)	13.7%	579 226	22.1%	879
Maintenance Division Utilities	5.1% 2.1%	214 87	(0.3) 0.7	(1) 31	(0.1) 1.1	11 48	5.3% 2.5%	226 104	5.4% 1.4%	215 56
Depreciation	4.8%	201	(1.2)	(36)	(1.0)	(26)	5.0%	211	6.0%	237
TOTAL		1,330	(3.0)	(57)	(8.3)	(267)	26.5%	1,120	34.8%	1,387
ľ	51.0%	1,550	(3.0)	(37)	(0.3)	(207)	20.3 /6	1,120	34.0 /0	1,307
NET INCOME (LOSS)										
FROM OPERATIONS	(17.9%)	(748)	(7.3)	(257)	(7.8)	(271)	(17.4%)	(734)	(25.2%)	(1,005)
OTHER INC/(EXP)										
Non-Recurrent Inc/(Exp)	11.9%	499	(12.1)	(506)	(0.2)	(7)	0.0%	0	(0.2%)	(7)
Interest Income	0.3%	12	0.0	Ó	0.1	2	0.2%	10	0.3%	12
Interest (Expense)	2.3%	97	(3.2)	(134)	0.1	4	(1.0%)	(41)	(0.9%)	(37)
Income Taxes	0.0%	0	0.0	0	0.0	0	0.0%	0	0.0%	0
Student Union Fee Income	6.2%	258	(0.1)	(17)	0.8	18	5.3%	223	6.1%	241
	00 70/	866	(15.5)	(657)	0.7	17	4.5%	192	5.2%	209
TOTAL	20.7%	000	(13.3)	(001)	0.7	.,				

			FY 14	4-15					
				07/26/15 - 07				*1	*
ACTU	JAL	BUDO	JET		VARI			LAST YE	AR ACT
•		•		ACT/E	-	ACT/L	-	•	
\$	%	\$	%	\$	%	\$	%	\$	%
45,651		47,076		(1,425)	(3.0%)	(2,628)	(5.4%)	48,279	
16,229		16,530		(301)	(1.8%)	167	1.0%	16,062	
3,651		3,932		(281)	(7.1%)	(31)	(0.8%)	3,682	
1,352		1,458		(106)	(7.3%)	(134)	(9.0%)	1,486	
66,883		68,996		(2,113)	(3.1%)	(2,626)	(3.8%)	69,509	
					Pts.		Pts.		
15,324	33.6%	15,559	33.1%	(235)	0.5	(300)	1.2	15,624	32.4
11,649	71.8%	11,619	70.3%	30	1.5	397	1.7	11,252	70.1
3,649	99.9%	3,928	99.9%	(279)	0.0	(30)	0.0	3,679	99.9
764	56.5%	791	54.3%	(27)	2.2	(34)	2.8	798	53.7
31,386	46.9%	31,897	46.2%	(511)	0.7	33	1.8	31,353	45.1
6,627	14.5%	6,818	14.5%	191	0.0	(84)	(0.9)	6,543	13.6
7,784	48.0%	7,812	47.3%	28	(0.7)	(293)	(1.4)	7,491	46.6
645	17.7%	653	16.6%	8	(1.1)	(25)	(0.9)	620	16.8
770	57.0%	789	54.1%	19	(2.9)	(16)	(6.3)	754	50.7
15,826	23.7%	16,072	23.3%	246	(0.4)	(418)	(1.5)	15,408	22.2
2,189	4.8%	2,337	5.0%	148	0.2	111	0.0	2,300	4.8
1,659	10.2%	1,726	10.4%	67	0.2	68	0.6	1,727	10.8
1,273	34.9%	1,234	31.4%	(39)	(3.5)	(113)	(3.4)	1,160	31.5
604	44.7%	593	40.7%	(11)	(4.0)	(15)	(5.1)	589	39.6
5,725	8.6%	5,890	8.5%	165	(0.1)	51	(0.3)	5,776	8.3
-,		0,000	,.		(017)		(0.0)	-,	
6,507	14.3%	6,404	13.6%	103	0.7	(275)	0.3	6,782	14.0
2,206	13.6%	2,081	12.6%	103	1.0	(273)	0.3	2,035	14.0
1,732	47.4%	2,001	51.9%	(309)	(4.5)	(167)	(4.2)	1,899	51.6
(610)	(45.1%)	(591)	(40.5%)	(19)	(4.6)	(107)	(4.2)	(546)	(36.7
9.835	14.7%	9.935	14.4%	(100)	0.3	(335)	0.1	10,170	14.6
- ,		- ,		()		()	-	., .	
0.044	10.00/	0.754	0.00/	(100)	(0.5)	(105)	(0, 5)	0.700	
6,914 2,604	10.3% 3.9%	6,754 2,530	9.8% 3.7%	(160) (74)	(0.5)	(125) (89)	(0.5) (0.3)	6,789 2,515	9.8 3.6
2,604	3.9%	2,530	3.7% 1.8%	(74) 225	(0.2) 0.3	(89)	(0.3)	2,515	3.0 1.7
2,367	3.5%	2,534	3.7%	167	0.3	152	(0.2)	2,375	3.4
	19.3%		18.9%	158					
12,910	19.3%	13,068	18.9%	158	(0.4)	(54)	(0.8)	12,856	18.5
					(a. 1)		(a)		
(3,075)	(4.6%)	(3,133)	(4.5%)	58	(0.1)	(389)	(0.7)	(2,686)	(3.9
273	0.4%	0	0.0%	273	0.4	(319)	(0.5)	592	0.9
159	0.2%	153	0.2%	6	0.0	(5)	0.0	164	0.2
(443)	(0.7%)	(496)	(0.7%)	53	0.0	(52)	(0.1)	(391)	(0.6
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0
2,730	4.1%	2,673	3.9%	57	0.2	128	0.4	2,602	3.7
2,719	4.1%	2,330	3.4%	389	0.7	(248)	(0.2)	2,967	4.3
(356)	(0.5%)	(803)	(1.2%)	447	0.7	(637)	(0.9)	281	0.4

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JULY 2016 (\$000's) DIVISIONS FULLY ALLOCATED <u>PROFORMA</u>

	PROFORMA					-					
	┨ ┣━	4-15 *	FY 1			5)	16 - 07/30/16 Г МОМТН	JLY (06/26/1 CURRENT	JL		
ACTUAL		AR ACT	LAST YE		NCE	VARIA			BUD	UAL	ACT
				-	ACT/LY		ACT/				
\$%	۱ – ۲	%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
45,651	UCLA Store		2,838	(4.8%)	(137)	(7.3%)	(214)		2,915		2,701
16,229	UCLA Restaurants		908	(3.4%)	(31)	1.7%	15		862		877
3,651	Services Division		312	(7.7%)	(24)	(13.8%)	(46)		334		288
1,352 66,883	UCLA Student Union		127 4,185	(9.4%) (4.9%)	(12) (204)	(2.5%) (5.9%)	(3) (248)		118 4,229		115 3,981
00,885			4,105	. ,	(204)	, ,	(240)		4,223		3,901
	GROSS MARGIN			Pts.		Pts.					
15,324 33.6%	UCLA Store	37.1%	1,053	(2.0)	(105)	2.3	(8)	32.8%	956	35.1%	948
11,649 71.8%	UCLA Restaurants	70.2%	637	0.8	(14)	0.7	17	70.3%	606	71.0%	623
3,649 99.9% 764 56.5%	Services Division	100.0% 68.5%	312 87	0.0	(24)	0.0	(46)	100.0%	334	100.0%	288
764 56.5% 31,386 46.9%	UCLA Student Union	68.5% 49.9%	2.089	1.9 (1.2)	(6) (149)	8.5 2.1	8 (29)	61.9% 46.6%	73 1.969	70.4% 48.7%	81 1,940
			_,	(1)	(,		()		.,		.,
8,817 19.3%	TOTAL CONTROLLABLES UCLA Store	20.7%	588	(1.4)	(10)	(0.2)	40	21.9%	638	22.1%	598
9,443 58.2%	UCLA Restaurants	20.7% 74.2%	674	(1.4)	(10) (17)	(0.2) 3.1	40	21.9% 81.9%	706	78.8%	598 691
1,918 52.5%	Services Division	47.4%	148	(13.7)	(28)	(17.4)	(30)	43.7%	146	61.1%	176
1,374 101.6%	UCLA Student Union		95	(6.1)	2	(2.1)	0	78.8%	93	80.9%	93
21,552 32.2%			1,505	(3.1)	(53)	(1.7)	25	37.4%	1,583	39.1%	1,558
	CONTRIBUTION										
6,507 14.3%	UCLA Store	16.4%	465	(3.4)	(115)	2.1	32	10.9%	318	13.0%	350
2,206 13.6%	UCLA Restaurants		(37)	(3.7)	(31)	3.8	32	(11.6%)	(100)	(7.8%)	(68)
1,732 47.4%	Services Division	52.2%	163	(13.3)	(51)	(17.4)	(76)	56.3%	188	38.9%	112
(610) (45.1%)	UCLA Student Union	(7.1%)	(9)	(3.3)	(3)	6.5	8	(16.9%)	(20)	(10.4%)	(12)
9,835 14.7%	TOTAL	13.9%	582	(4.3)	(200)	0.5	(4)	9.1%	386	9.6%	382
	ALLOCATED EXPENSES										
6,767 14.8%	UCLA Store		742	(2.8)	(38)	(8.8)	(193)	20.1%	587	28.9%	780
4,361 26.9%	UCLA Restaurants		400	(3.0)	(13)	(7.5)	(72)	39.6%	341	47.1%	413
708 19.4%	Services Division	27.9%	87	(3.4)	(3)	(2.6)	6	28.7%	96	31.3%	90
1,074 79.4%	UCLA Student Union	79.5%	101	(10.9)	(3)	(9.0)	(8)	81.4%	96	90.4%	104
12,910 19.3%	TOTAL	31.8%	1,330	(3.0)	(57)	(8.3)	(267)	26.5%	1,120	34.8%	1,387
	NET INCOME (LOSS)										
(050) (0.40()	FROM OPERATIONS	(0.00())	(077)	(1.0)	(450)	(4.4)	(450)	(0.40())	(070)	(40.00())	(400)
(259) (0.4%) (2,155) (3.2%)	UCLA Store UCLA Restaurants		(277)	(4.2) (1.7)	(152)	(4.4) (1.7)	(159)	(6.4%) (10.4%)	(270) (441)	(10.8%) (12.1%)	(429) (481)
1,023 1.5%	Services Division		(437) 76	(1.7)	(44) (54)	(1.7)	(40) (71)	(10.4%)	(441) 93	0.6%	(461)
(1,684) (2.5%)	UCLA Student Union		(110)	(0.3)	(34)	(0.2)	(1)	(2.7%)	(116)	(2.9%)	(117)
(3,075) (4.6%)	TOTAL	(17.9%)	(748)	(7.3)	(257)	(7.8)	(271)	(17.4%)	(734)	(25.2%)	(1,005)
	OTHER INC/(EXP)										
273 0.4%	Non-Recurrent Inc/(Exp)	11.9%	499	(12.1)	(506)	(0.2)	(7)	0.0%	0	(0.2%)	(7)
159 0.2%	Interest Income		12	0.0	0	0.1	2	0.2%	10	0.3%	12
(443) (0.7%)	Interest (Expense)	2.3%	97	(3.2)	(134)	0.1	4	(1.0%)	(41)	(0.9%)	(37)
0 0.0%	Income Taxes	0.0%	0	0.0	0	0.0	0	0.0%	0	0.0%	0
2,730 4.1%	Student Union Fee Income		258	(0.1)	(17)	0.8	18	5.3%	223	6.1%	241
2,719 4.1%	TOTAL	20.7%	866	(15.5)	(657)	0.7	17	4.5%	192	5.2%	209
(356) (0.5%)	NET INCOME (LOSS)	2.8%	118	(22.8)	(914)	(7.2)	(254)	(12.8%)	(542)	(20.0%)	(796)

		F	ISCAL YEA	R 2015-2016				FY 14	-15
		YTD 12	MONTHS (07/26/15 - 07	/30/16)			**	
ACT	UAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT
				ACT/E	BUD	ACT/LY	ACT		
\$	%	\$	%	\$	%	\$	%	\$	%
45,651		47,076		(1,425)	(3.0%)	(2,628)	(5.4%)	48,279	
16,229		16,530		(301)	(1.8%)	167	1.0%	16,062	
3,651		3,932		(281)	(7.1%)	(31)	(0.8%)	3,682	
1,352		1,458		(106)	(7.3%)	(134)	(9.0%)	1,486	
66,883		68,996		(2,113)	(3.1%)	(2,626)	(3.8%)	69,509	
					Pts.		Pts.		
15,324	33.6%	15,559	33.1%	(235)	0.5	(300)	1.2	15,624	32.4%
11,649	71.8%	11,619	70.3%	30	1.5	397	1.7	11,252	70.1%
3,649	99.9%	3,928	99.9%	(279)	0.0	(30)	0.0	3,679	99.9%
764	56.5%	791	54.3%	(27)	2.2	(34)	2.8	798	53.7%
31,386	46.9%	31,897	46.2%	(511)	0.7	33	1.8	31,353	45.1%
8,817	19.3%	9,155	19.4%	338	0.1	26	(1.0)	8,843	18.3%
9,443	58.2%	9,538	57.7%	95	(0.5)	(226)	(0.8)	9,217	57.4%
1,918	52.5%	1,887	48.0%	(31)	(4.5)	(138)	(4.2)	1,780	48.3%
1,374	101.6%	1,381	94.7%	7	(6.9)	(30)	(11.2)	1,344	90.4%
21,552	32.2%	21,961	31.8%	409	(0.4)	(368)	(1.7)	21,184	30.5%
6,507	14.3%	6,404	13.6%	103	0.7	(275)	0.3	6,782	14.0%
2,206	13.6%	2,081	12.6%	125	1.0	171	0.9	2,035	12.7%
1,732	47.4%	2,041	51.9%	(309)	(4.5)	(167)	(4.2)	1,899	51.6%
(610)	(45.1%)	(591)	(40.5%)	(19)	(4.6)	(64)	(8.4)	(546)	(36.7%
9,835	14.7%	9,935	14.4%	(100)	0.3	(335)	0.1	10,170	14.6%
6,767	14.8%	6,743	14.3%	(24)	(0.5)	72	(0.6)	6,839	14.2%
4,361	26.9%	4,272	25.8%	(89)	(1.1)	(110)	(0.4)	4,251	26.5%
708	19.4%	983	25.0%	275	5.6	(15)	(0.6)	693	18.8%
1,074	79.4%	1,070	73.4%	(4)	(6.0)	(1)	(7.2)	1,073	72.2%
12,910	19.3%	13,068	18.9%	158	(0.4)	(54)	(0.8)	12,856	18.5%
(050)	(0.40())	(0.40)	(0.50()			(000)	(0,0)	(50)	(0.40
(259)	(0.4%)	(340)	(0.5%)	81	0.1	(203)	(0.3)	(56)	(0.1%
(2,155)	(3.2%)	(2,191)	(3.2%)	36	0.0	61	0.0	(2,216)	(3.2%
1,023	1.5%	1,059	1.5%	(36)	0.0	(182)	(0.2)	1,205	1.7%
(1,684)	(2.5%)	(1,661)	(2.4%)	(23)	(0.1)	(65)	(0.2)	(1,619)	(2.3%
(3,075)	(4.6%)	(3,133)	(4.5%)	58	(0.1)	(389)	(0.7)	(2,686)	(3.9%
070	0 40/		0.00/	070	0.4	(24.0)		500	0.00
273	0.4%	0	0.0%	273	0.4	(319)	(0.5)	592	0.9% 0.2%
159	0.2%	153	0.2%	6	0.0	(5)	0.0	164 (201)	
(443) 0	(0.7%) 0.0%	(496) 0	(0.7%) 0.0%	53 0	0.0 0.0	(52) 0	(0.1) 0.0	(391) 0	(0.6% 0.0%
2,730	4.1%	2,673	3.9%	57	0.0	128	0.0	2,602	3.7%
2,730	4.1%	2,330	3.4%	389	0.2	(248)	(0.2)	2,002	4.3%
	-						. /		

ASUCLA P/L Reconciliation Jul-16

)00's
	Ju	ıl-16
Budgeted Net Income/(Loss)	<u> </u>	(\$54
JCLA Store	<u> </u>	-
Gross Margin:	<u> </u>	
Bearwear above plan due to stronger than anticipated foot traffic from campus visitors and summer camps. (Budget was low when compared to actual last year)	14	
Fast Track above plan due to strong sales performance in impulse items popular with campus visitors	5	
Graduation ETC above plan due to balance of rental fees for faculty purchases associated with Commencement	17	
E-Commerce below plan due to aggressive plan compared to prior year actual. Actual results are slightly down to last year, as there were new sideline releases for July	(11)	
Computer Store below plan due to mostly to continued decline in institutional sales	(16)	
Course Reader Solutions below plan as overall top line sales are lower due to timing with the shift of some sales to the 5th week and department purchases are lower than expected	(17)	
HSS Dental above plan mostly due to timing for shift of sales budgeted in August	5	
Total Wages below plan mostly student	27	
Other, positive controllables	8	
Total Contribution		
JCLA Restaurants		
Gross Margin:		
CSSC below plan due to soft summer traffic	(11)	
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	9	
Luvalle Food Servery below plan due to a decrease in customers from last year trends (budget was optimistic and planned for modest growth)	(4)	
Kerckhoff Coffeehouse below plan due slightly aggressive budget with modest variances each day	(5)	
Kikka Sushi above plan: sales continue to be better than expected	3	
Carl's Jr above plan due new contract effective April increased minimum monthly rent, increased customers due to returning traffic on A Level and a higher average check than plan	3	
Music Café above plan: conservative budget based on last year estimates (actual volume is about the same as last year)	5	
Catering above plan due to overall budget was conservative and 4th of July weekend had no events budgeted but incurred \$8K in sales	14	
Total Wages below plan	11	
Other, positive controllables	7	
Total Contribution		
Services		
Gross Margin:		
Licensing International below plan: delays in new program development for Korea, no sales reported for Kuwait, Europe and Australia, lower sales for Japan (partial offset from China)	(16)	
Licensing Domestic below plan mostly due to \$22K decline in Adidas royalty income over prior year	(24)	
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates)	(9)	
Photography above plan	4	
Total Wages above plan	(2)	
Other, negative controllables (includes additional bad debt reserve of \$55K against current year International earnings, offset by savings in other licensing expenses)	(29)	
Total Contribution		(
JCLA Student Union		
Gross Margin:		
Student Union Ops. above plan due to increased off-campus client bookings	6	
Other, positive controllables	2	
Total Contribution		
Allocated Expenses and Other		
A&SS above plan due mostly to year-end incentive compensation	(300)	Ļ
Maintenance below plan: lower career wages and lower repairs and maintenance from reduced daily repairs which minimize material purchases, and less UCLA Facilities charges than plan	11	<u> </u>
Utilities below plan with savings in all areas: largely electricity due to more efficient systems and in steam (reduced use of the heat exchanger during hotter months)	48	<u> </u>
Depreciation higher than plan	(26)	<u> </u>
	17	1
Other, positive student union fee, interest income and interest expense with partial offset in non-recurrent expense	17	1

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

Financial Analysis	ŞU	00's
Budgeted Net Income/(Loss)		(\$803
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	(90)	
Graduation ETC below plan: total categories, including caps and gowns are down compared to last year (impression is that fewer students participated in the ceremonies)	(40)	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	46	
Market below plan due as overall mild weather negatively impacted sales of drinks and snacks	(26)	
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(54)	
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	65 (33)	
Used Text below plan due to lower availability of used books and the continued downward trends Course Reader Solutions below plan due to decline in third-party digital sales and soft summer sales	(43)	
Computer Store below plan due to lower overall sluggish Apples sales	(85)	
HSS Dental above plan due to strong lab coat sales to incoming residents and interns and addition of one hygiene school	41	
Total Wages lower than plan, mostly career	94	
Other, positive controllables (freight out, payment to UCLA, employee benefits, telephone and advertising)	228	
Total Contribution		10
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(106)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(46)	-
Northern Lights above plan due to average check higher than plan and a slight increase in customers	30	-
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	90	
CSSC below plan due to closing of Southern Lights from a water leak and slow to rebound after re-opening	(115)	
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)	110	
Luvalle Food Servery below plan due mostly due a decrease in customers from last year trends	(32)	
Jimmy's above plan due to sales from a catering event not budgeted and small daily variances Kikka Sushi above plan due to sales in new location better than expected	41	
Music Café above plan due to sales in new location better than expected Music Café above plan due to more customer traffic than last year	41	
Catering below plan due to loss of Football training table events and some regular events were cancelled	(129)	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	115	
Total Wages higher than plan	(4)	
Other, mostly positive controllables (paper, advertising, bank card expense, employee benefits)	108	
Total Contribution		12
Services		
Gross Margin:		
Licensing International below plan due to mostly to poor performance in Europe and Australia	(135)	
Licensing Domestic below plan due mostly to the decline in Adidas royalty income	(37)	
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	(89)	
Photography below plan due to an aggressive budget (less on campus events)	(18)	
Other, negative controllables mostly licensing	(30)	
Total Contribution		(30
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	(9)	
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(18)	
Total Wages lower than plan	19	
Other, negative controllables	(11)	
Total Contribution		(1
Allocated Expenses and Other		
A&SS higher than plan due to year-end incentive compensation, (prior to this accrual A&SS is below plan \$115K mostly positive total wages, insurance and various other)	(160)	
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerchkoff, elevator repairs)	(74)	
Utilities lower than plan in all areas: positive results from changes in the HVAC timer software program and mechanical equipment upgrades	225	
Depreciation lower than plan due to timing of capitals and reduced expenditures	167	
Interest Expense below plan due to prior year refinancing of AU debt	53	
Various positive non-recurrent income	273	
Other, mostly positive student fee income	63	
outer, mostly positive student fee means		54

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

	Current Month	Prior Month June 2016	Prior Year
ASSETS	July 2016	June 2016	July 2015
CURRENT ASSETS:			
Cash and cash equivalents	\$11,907	\$12,426	\$11,434
Accounts receivable	3,303	3,594	4,012
Less: Allowance for doubtful accounts	(423)	(368)	(263)
Accounts receivable, net Student fees receivable	2,880 639	3,226 398	3,749 489
Inventories	6,303	5,421	5,893
Prepaid expenses and other current assets	331	205	278
Total current assets	22,060	21,676	21,843
	,000		,
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,501	69,338	68,112
Less: Accumulated depreciation	(46,101)	(45,865)	(43,761)
Total long term assets	23,600	23,673	24,551
TOTAL ASSETS	\$45,660	\$45,349	\$46,394
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,380	\$4,504	\$5,291
Wages and payroll taxes payable	3,359	3,118	3,324
Sales tax payable & other liabilities	762	961	767
Interest payable	89	53	139
Deferred income	349	310	235
Funds held for others	119	166	102
Current portion of long term debt Total current liabilities	799	799	736
Total current liabilities	10,857	10,944	10,594
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	9,595
Total long term debt	8,795	8,795	9,595
		-,	- ,
TOTAL LIABILITIES	19,652	18,706	20,189
RETAINED EARNINGS:	00.005	00.005	05 00 4
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	(197)	438	281
Ending Balance	26,008	26,643	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,660	\$45,349	\$46,394

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

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	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$638)	(\$197)	\$281
Adjustments to reconcile net income/(loss) to net	(\$666)	(\$107)	φ201
cash provided/(used) by operating activities:			
Depreciation	237	2,367	2,375
Loss (Gain) on disposal of fixed assets	0	2	2
(Gain) Loss on long-term debt refinancing	0	0	(495)
(Increase)/decrease in current assets:			
Accounts receivable	346	869	(787)
Student fees receivable	(241)	(150)	(198)
Inventories	(882)	(410)	221
Prepaid expenses and other current assets	(126)	(53)	24
Increase/(decrease) in current liabilities:	070	00	000
Accounts payable	876	89 (5)	823
Sales tax payable & other liabilities Wages and payroll taxes payable	(199) 241	(5) 35	(79) 332
Interest payable	36	(50)	27
Deferred Income	39	(30)	11
Funds held for others	(47)	17	(40)
	(17)	.,	(10)
Net cash provided/(used) by operating activities	(358)	2,628	2,497
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(30)	(1,288)	(606)
Change in capital projects in progress	(131)	(131)	(572)
Net cash used in investing activities	(161)	(1,419)	(1,178)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	(736)	(766)
	0	(100)	(700)
Net cash provided/(used) by financing activities	0	(736)	(766)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(519)	473	553
CASH AND CASH EQUIVALENTS, Beginning	12,426	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$11,907	\$11,907	\$11,434

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

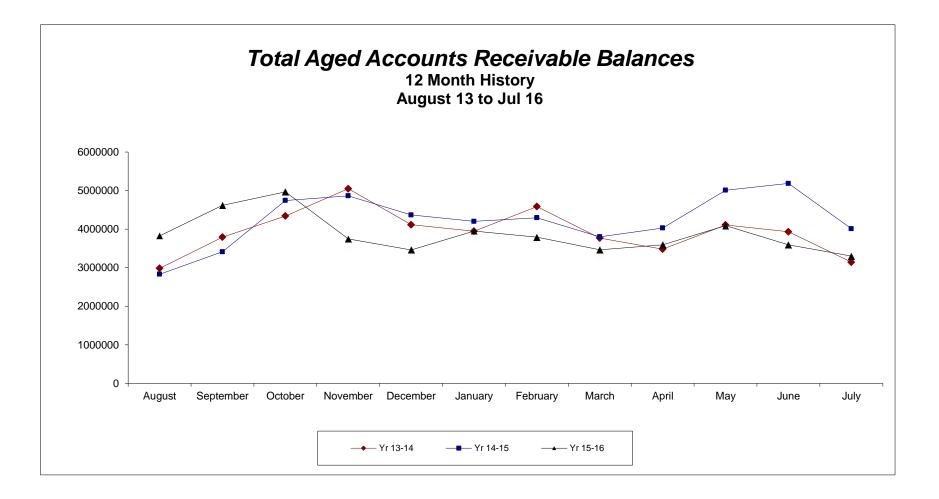
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,907
Ackerman A Level and First Floor Remodel	(2,785)
KH Coffeehouse Patio Membrane	(186)
Subtotal	(2,971)
Adjustment for Cash Overdraft Entry	(573)
Uncommitted Cash	8,363
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	11,172
RESERVE SURPLUS (DEFICIT)	(\$2,809)

			FY 201	5-2016 July 2	2016				
		DUDOFT				PROJECTED		0	_
PROJEC	INAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
ASUCLA			Favillents	FUS	TOLAI	Daialiue			Sielus
	A Level/1st Floor Remodel	1,000.0	158.7	56.0	214.7	785.3		0.0	In Progress
Total Store		1.000.0	158.7	56.0	214.7	785.3	0.0	0.0	in rogioco
Store/Serv									
2015-002	Store General Replacement	50.0	6.7	0.7	7.4	42.6		0.0	In Progress
2015-003	Informal Photo-Equipment	5.0	0.0	2.8	2.8	2.2		0.0	In Progress
2015-004	DC Carts	25.0	0.0	27.1	27.1	0.0		2.1	Completed
2015-005	DC Equipment - Tunnel	50.0	3.3	36.7	40.0	10.0		0.0	In Progress
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	Services	505.0	10.0	84.2	94.2	112.9	300.0	2.1	ÿ
Food Serv	ice								
2015-010	FS Miscellaneous and Unanticipated	50.0	33.4	4.3	37.7	12.3		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	16.7	29.5	45.5		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	57.7	2.2	59.9	0.0		(0.1)	Completed
Total Food	Services	240.0	138.1	23.2	161.3	68.5	10.0	(0.2)	
Technolog									
2015-016	Printer Replacement	2.0	2.7	0.0	2.7	0.0		0.7	Completed
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	60.8	0.0	60.8	89.2		0.0	In Progress
2015-019	Network Infrastructure Upgrade	180.0	170.9	8.5	179.4	0.6		0.0	Completed Awaiting Invoice
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	147.0	0.0	147.0	0.0	~~ ~	147.0	Completed
Total Tech	nology	357.0	381.4	8.5	389.9	89.8	25.0	147.7	
<u>Others</u>									
2015-021	Fac. Misc. Remodels	40.0	15.9	22.0	37.9	2.1		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	20.2	20.2	0.0	00.0	0.2	Completed Awaiting Invoice
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	0.0	20.0	0.0	Pending
2015-026 2015-027	LVC Patio Deck SUO Omni Locks	30.0 75.0	0.0	0.0 74.7	0.0 74.7	0.0 0.0	30.0	0.0	Pending Completed Awaiting Invoice
2015-027 2015-028	Custodial Replacements	75.0 10.0	0.0 0.0	74.7 9.8	74.7 9.8	0.0		(0.3) (0.2)	Completed Awaiting Invoice
2015-028	Finance Misc. Replacements	15.0	3.8	9.8 0.0	9.8 3.8	0.0 11.2		(0.2) 0.0	In Progress
2015-029	Licensing Office Reconfiguration	75.0	3.8 0.0	0.0	3.0 0.0	0.0	75.0	0.0	Pending
2015-030	LP Security System	40.0	4.8	0.0	0.0 4.8	35.2	73.0	0.0	In Progress
2015-031	LP Electric cart	40.0	16.3	0.0	4.0	0.0		16.3	Completed
Total Othe		415.0	40.8	126.7	167.5	48.5	215.0	16.0	Completed
	ent Year Projects	2,517.0	729.0	298.6	1,027.6	1,105.0	550.0	165.6	
	ant rouri l'Ujecta	2,017.0	123.0	230.0	1,047.0	1,100.0	0.000	103.0	

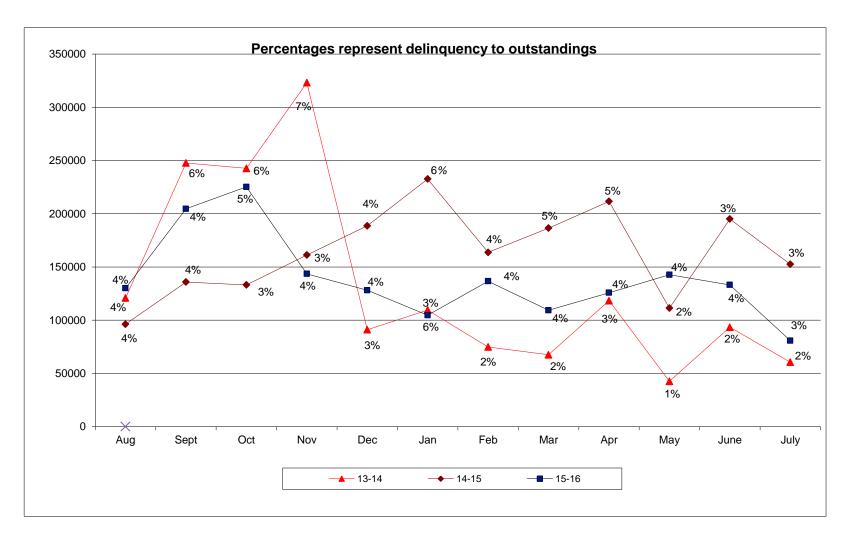
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2015-2016 July 2016

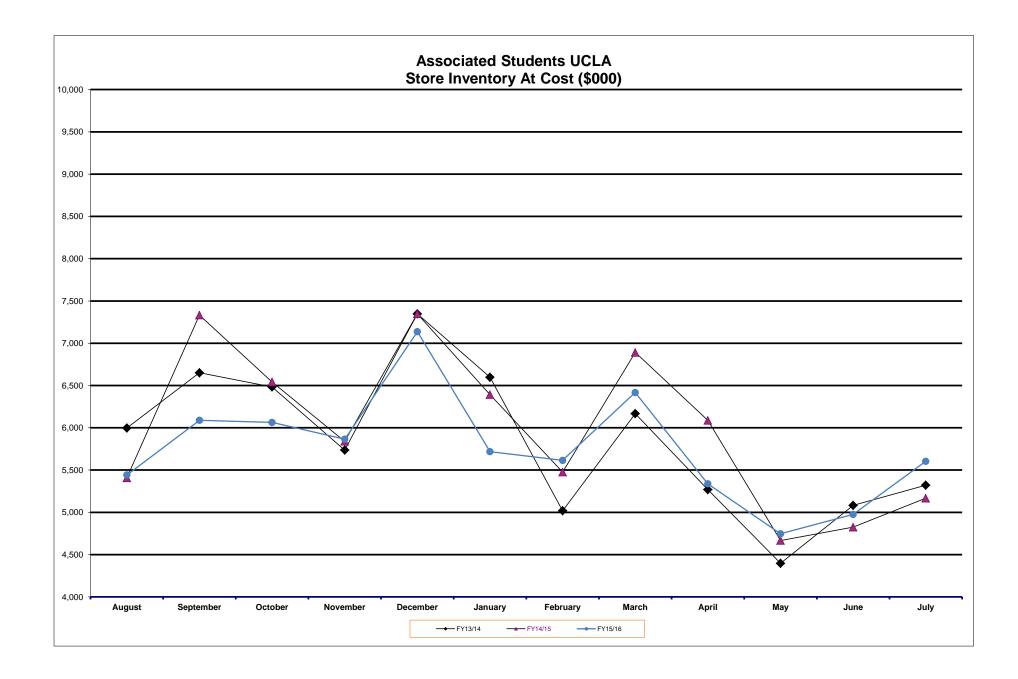
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

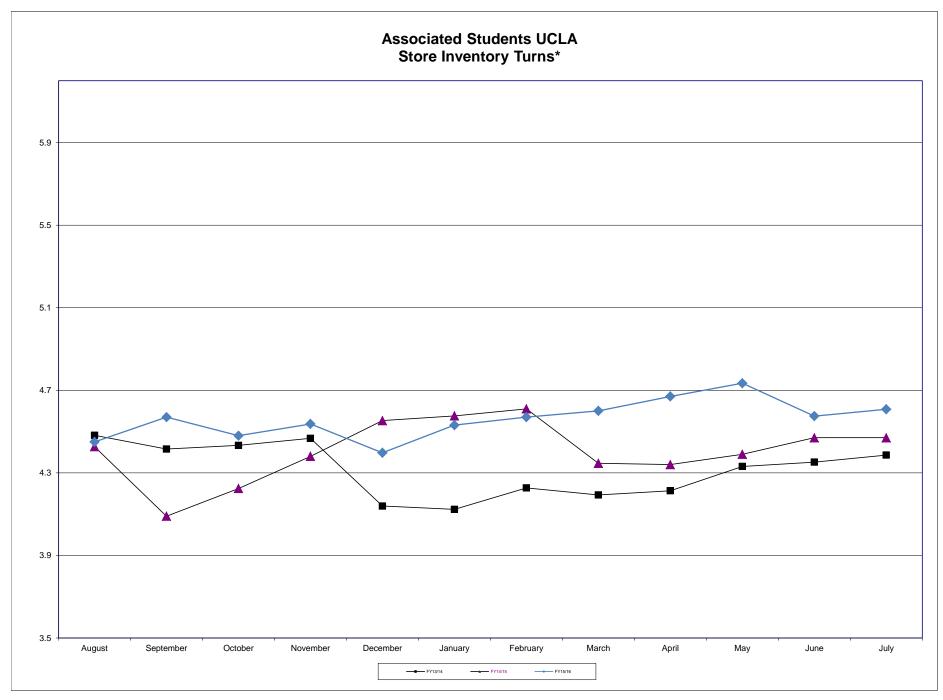
7/30/2016 Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$737,476	25%	\$69,919	25%	\$6,167	-125%	\$10,949	35%	\$1,463	4%	\$1,153	6%	\$827,127	25%
ASUCLA PUBLICATIONS	\$217,318	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,318	7%
ASUCLA USA/GSA	\$71,354	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,354	2%
DUE FROM VENDORS	\$372,839	13%	\$89,122	31%	(\$19,609)	397%	\$7,435	24%	\$24,449	67%	\$16,298	91%	\$490,534	15%
DENTAL KITS	\$101,453	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$101,453	3%
OTHER	\$1,437,287	50%	\$125,118	44%	\$8,508	-172%	\$13,052	41%	\$10,368	29%	\$537	3%	\$1,594,870	48%
TOTAL CURRENT MONTH	\$2,937,727	100%	\$284,159	100%	(\$4,934)	100%	\$31,436	100%	\$36,280	100%	\$17,988	100%	\$3,302,656	100%
	88%		9%		0%		1%		1%		1%		100%	
6/25/2016 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$744,923	22%	\$68,651	48%	\$11,362	16%	\$1,843	14%	\$1,004	4%	\$4,393	19%	\$832,176	23%
ASUCLA PUBLICATIONS	\$286,087	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$286,087	8%
ASUCLA USA/GSA	\$99,006	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,006	3%
DUE FROM VENDORS	\$448,906	14%	(\$19,528)	-14%	\$5,543	8%	\$10,946	83%	\$25,235	89%	\$16,824	75%	\$487,926	14%
DENTAL KITS	\$114,854	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,854	3%
OTHER	\$1,623,056	49%	\$95,039	66%	\$52,317	76%	\$450	3%	\$1,965	7%	\$1,320	6%	\$1,774,147	49%
TOTAL CURRENT MONTH	\$3,316,832	100%	\$144,162	100%	\$69,222	100%	\$13,239	100%	\$28,204	100%	\$22,537	100%	\$3,594,196	100%
	92%		4%		2%		0%		1%		1%		100%	
5/21/2016 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$621,173	17%	\$128,276	56%	\$26,738	32%	\$4,190	161%	\$3,315	10%	\$3,322	15%	\$787,014	19%
ASUCLA PUBLICATIONS	\$301,387	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$301,387	7%
ASUCLA USA/GSA	\$108,775	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$108,775	3%
DUE FROM VENDORS	\$593,771	16%	\$7,833	3%	\$12,158	14%	(\$3,555)	-137%	\$28,451	85%	\$18,968	86%	\$657,626	16%
DENTAL KITS	\$284,531	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$284,531	7%
OTHER	\$1,807,355	48%	\$95,683	41%	\$45,876	54%	\$1,965	76%	\$1,501	5%	(\$181)	-1%	\$1,952,199	48%
TOTAL CURRENT MONTH	\$3,716,992	100%	\$231,792	100%	\$84,772	100%	\$2,600	100%	\$33,267	100%	\$22,109	100%	\$4,091,532	100%
	90%		6%		2%		0%		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

			PROFORMA					
	12(06/26/16-07/3 CURRENT MONTH				ISCAL YEAR 15-1 MO(07/26/15-07		FISCAL YE	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
982,862	1,270,447	<287,585>	ACADEMIC SUPPORT DIV	18,803,231	20,255,395	<1,452,164>	1,095,735	21,358,806
1,082,498 75,019	1,004,200 80,000	78,298	GENERAL MDSE DIVISION HILLTOP SHOP	14,625,768 1,378,872	14,703,115 1,394,200	<77,347> <15,328>	1,093,761 45,152	14,765,159 1,298,308
93,452	108,495		LU VALLE COMMONS STORE	2,709,975	2,819,885	<109,910>	107,150	2,837,866
36,513	60,000		E-COMMERCE DIVISION	1,393,542	1,487,000	<93,458>	39,198	1,533,881
316,797	296,141	20,656	HEALTH SCIENCES STORE	5,334,902	5,095,195	239,707	266,406	5,016,632
2,587,142	2,819,283	<232,141>	TOTAL SALES	44,246,290	45,754,790	<1,508,500>	2,647,401	46,810,652
1,744,025	1,948,060	204.035	Less: Cost of Sales	30,168,056	31,342,937	1.174.881	1,775,229	32,357,278
1,744,025	1,540,000	204,035	Less. Cost of Jales	50,100,050	51,542,557	1,174,001	1,775,225	52,557,270
			Less: Shrinkage					
4,484	3,620	<864> 2,785	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	50,344	70,350	20,006	3,706	141,861
1,355 415	4,140 380		HILLTOP SHOP	80,557 6,316	59,075 6,570	<21,482> 254	3,989 138	75,242 10,026
712	490	<222>	LU VALLE COMMONS STORE	9,361	11,990	2,629	1,123	28,671
0	220	220	E-COMMERCE DIVISION	<530>	5,390	5,920	784	3,712
1,436	1,310	<126>	HEALTH SCIENCES STORE	13,158	20,950	7,792	340	37,940
8,403 1,752,427	10,160 1,958,220	1,757 205,793	SHRINKAGE TOTAL COST OF SALES	159,206 30,327,262	174,325 31,517,262	15,119 1,190,000	10,080 1,785,308	297,453 32,654,731
1,752,127	1,550,220	203,733	TOTAL COST OF SALES	50,527,202	51,517,202	1,150,000	1,705,500	52,051,751
67.4	69.1	1.7	COST OF SALES %	68.2	68.5	0.3	67.1	69.1
834,714	861,063	<26,349>	GROSS MARGIN	13,919,028	14,237,528	<318,500>	862,093	14,155,921
32.6 0.3	30.9 0.4	1.7 0.0	GROSS MARGIN % SHRINKAGE %	31.8 0.4	31.5 0.4	0.3 0.0	32.9 0.4	30.9 0.6
0.5	0.4	0.0	SHRINNAGE %	0.4	0.4	0.0	0.4	0.6
32.3	30.5	1.7	NET GROSS MARGIN %	31.5	31.1	0.3	32.6	30.2
14.3	14.5	<0.3>	ACADEMIC SUPPORT DIV	16.8	16.6	0.1	14.0	15.7
48.3 44.3	49.1 39.9	<0.8> 4.4	GENERAL MDSE DIVISION HILLTOP SHOP	49.4 41.2	49.8 39.8	<0.4> 1.4	49.5 43.2	49.4 39.6
37.6	36.0	1.6	LU VALLE COMMONS STORE	33.1	32.5	0.6	40.7	32.0
52.8	49.9	2.9	E-COMMERCE DIVISION	51.9	51.2	0.7	49.1	50.9
26.7	27.8	<1.2>	HEALTH SCIENCES STORE	25.4	25.9	<0.5>	32.2	26.0
112 614	95,264	18,350	OTHER INCOME	1,404,967	1,321,246	83,721	191,043	1,468,122
113,614 948,328	956,327	<7,999>	GROSS MARGIN/OTHER	15,323,996	15,558,774	<234,778>	1,053,135	1,406,122
2.0/2.20								
			Less: Controllable Exp					
256,263	263,624	7 261	Caraar Wagaa	2 057 252	3,059,918	102,565	251,039	3,003,022
250,203	203,024	7,361	Career Wages Limited Appointment	2,957,353 5,984	2,500	<3,484>	251,039	2,412
134,543	154,569	20,026	Student Wages	2,021,006	2,015,674	<5,332>	130,008	1,849,950
390,806	418,193	27,387	TOTAL WAGES	4,984,343	5,078,092	93,749	381,046	4,855,385
15.1	14.8	<0.3>	WAGE % TO SALES	11.3	11.1	<0.2>	14.4	10.4
150,341	147,677	<2 664>	Employee Benefits	1,643,050	1,740,089	97,039	153,182	1,687,157
11,436	5,065	<6,371>	Office Supplies	109,702	94,706	<14,996>	7,803	124,579
11,712	13,680	1,968	Telephone	134,043	164,670	30,627	13,530	161,676
0	80	80	Telex	560	960	400	80	960
22 748	20 150	<2> <598>	Postage Trav/Trips/Conference	240 40,896	200 35,200	<40> <5,696>	22 1,789	320 34,581
3,800	3,800	0	Membership Fees	8,288	8,125	<163>	3,800	8,100
2,346	2,100	<246>	Operating Supplies	53,369	51,790	<1,579>	6,831	52,990
12,520	15,645	3,125	Freight Out	239,154	322,585	83,431	10,630	308,856
1,547	900	<647>	Transportation	14,910	13,400	<1,510>	900	14,019
0	0	0	Merchandise Losses Postage Stamp O/S	53 <32>	0	<53> 32	0	700 93
0	0	0	Uniforms	0	400	400	0	441
6,864	14,610	7,746	Advertising	215,479	260,769	45,290	10,865	248,446
<48,663>	<51,100>		Vendor Adv. Allowance	<135,322>	<137,950>	<2,628>	<75,068>	<151,689>
46 0	50 0	4	Direct Mail Adv. Advertising Exp Yrbk	268,843	269,600 0	757	<2> 0	270,823 0
0 2,188	4,020	0 1,832	Advertising Exp Yrbk Repairs & Maintenance	43 67,759	0 52,819	<43> <14,940>	0 7,381	0 55,648
2,100	4,020	1,052	Janitorial	07,755	52,015	<14,540>	0	60
36,694	44,473	7,779	Bank Card Expense	752,756	768,638	15,882	46,537	777,578
1,003	0	<1,003>		10,063	0	<10,063>	<1,306>	507
133 0	0	<133> 0	Credit Card Adjustments Textbook Rental Exp	4,053 410	0 1,473	<4,053> 1,063	69 0	7,844 1,650
1,190	0		Rentals-Facilities	6,830	1,473	<6,830>	527	6,695
0	0	0	Rentals-Truck	2,218	2,500	282	0	2,504
0	0	0	Taxes & Licenses	300	300	0	0	300
10,785	13,500	2,715	Professional Services	137,758	144,729	6,971	13,928	97,218
434 <7,460>	0	<434> 7,460	Temp Agency Service Inventory Count	7,957 18,922	3,500 26,050	<4,457> 7,129	969 0	5,572 23,158
1,386	2,020	634	Commission Expense	56,973	62,082	5,109	874	43,234
85	75	<10>	Concession Expense	39,624	35,721	<3,903>	0	36,585
0	3	3	Alloc of Distr Cntr	0	7	7	0	0
8,339 207,498	3,000 219,768	<5,339> 12,270	Payment to UCLA TOTAL OTHER CONTROL.	133,551 3,832,450	154,751 4,077,114	21,200 244,664	3,932 207,274	166,545 3,987,152
598,303	637,961	39,658	TOTAL CONTROLLABLE EXP	8,816,793	9,155,206	338,413	588,320	8,842,537
			GROSS CONTRIBUTION TO					
350,025	318,366	31,659	SVCS AND ENTERPRISES	6,507,203	6,403,568	103,635	464,816	6,781,505
			Less: Allocated Exp					
			Less. Anotated Lxp					
42,060	38,771	<3,289>	Allocated ExpHR	473,781	444,011	<29,770>	34,566	393,015
147,603	148,839	1,236	Allocated Exp. Fin	1,638,552	1,713,623	75,071	144,070	1,773,986
75,918	72,716		Allocated ExpIS	811,207	856,601	45,394	80,967	842,510
29,831	31,839	2,008	Allocated Exp. Mktg	367,576	375,695	8,119	30,199	363,499
320,235 86,045	112,380 82,846	<207,855> <3,199>	Allocated Exp Othr SA Maintenance	1,396,331 1,011,053	1,210,982 930,215	<185,349> <80,838>	277,334 82,698	1,364,940 973,129
20,225	35,445	15,220	Utilities	370,853	425,413	54,560	31,536	426,019
57,541	65,523	7,982	Depreciation	697,222	786,276	89,054	59,349	701,722
779,459	588,359	<191,100>	TOTAL ALLOCATED EXP	6,766,574	6,742,816	<23,758>	740,718	6,838,819
<429,434>	<269,993>	<159 441~	NET INCOME (LOSS)	<259,371>	<339,248>	79,877	<275,903>	<57,314>
	200,000			.200,0112		,0//		

ASUCLA Finance Office 08/16

UCLA RESTAURANTS INCOME STATEMENT

	2(06/26/16-07/3		<u>PROFORMA</u>	FISCAL YEAR 15-16		FISCAL YEAR 14-15		
ACTUAL	SURRENT MONTH BUDGET	VARIANCE		YTD 12 ACTUAL	MO(07/26/15-07 BUDGET	/30/16) VARIANCE	LAST YEAF MONTH	R ACTUAL YTD
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	ΠD
109,320	110,979	<1,659>	CENTRAL DIVISION	1,643,719	1,845,279	<201,560>	109,625	1,672,674
120,459	120,345	114	NORTH CAMPUS DIVISION	2,398,526	2,254,934	143,592	123,439	2,192,481
103,036 129,569	107,075 138,977	<4,039> <9,408>	SOUTH DIVISION LU VALLE DIVISION	1,540,478 2,704,712	1,594,887 2,802,254	<54,409> <97,542>	118,051 127,614	1,600,941 2,707,979
129,309	182,329	1,589	COOPERAGE DIVISION	3,237,765	3,258,795	<21,030>	180,973	3,031,340
198	0	198	OPERATIONS DIVISION	198	0	198	0	0
80,847	66,688	14,159	SPECIAL EVENTS DIVISION	2,295,961	2,389,704	<93,743>	97,896	2,413,067
727,347	726,393	954	TOTAL SALES	13,821,358	14,145,853	<324,495>	757,599	13,618,482
254,627	255,507	880	Less: Cost of Sales	4,580,723	4,910,592	329,869	270,466	4,809,460
35.0	35.2	0.2	COST OF SALES %	33.1	34.7	1.6	35.7	35.3
472,720	470,886	1,834	GROSS MARGIN	9,240,635	9,235,261	5,374	487,133	8,809,022
65.0	64.8	0.2	GROSS MARGIN %	66.9	65.3	1.6	64.3	64.7
65.9	67.2	<1.3>	CENTRAL DIVISION	66.7	67.6	<0.9>	63.3	66.5
63.8	64.1	<0.3>	NORTH CAMPUS DIVISION	66.2	64.4	1.8	63.0	64.1
64.4	64.3	0.1	SOUTH DIVISION	66.4	64.4	2.0	65.7	64.6
68.2 65.2	67.0 64.3	1.2 0.9	LU VALLE DIVISION COOPERAGE DIVISION	69.4 65.7	67.2 64.9	2.3 0.8	68.5 63.0	67.8 63.8
<520.9>	0.0	<520.9>	OPERATIONS DIVISION	<7,068.0>	0.0	<7,068.0>	0.0	0.0
62.3	61.3	1.0	SPECIAL EVENTS DIVISION	67.2	63.6	3.6	60.4	62.2
149,946 622,666	135,436 606,322	14,510 16,344	OTHER INCOME GROSS MARGIN/OTHER	2,408,076 11,648,711	2,384,175 11,619,436	23,901 29,275	149,913 637,046	2,443,073 11,252,095
022,000	000,322	10,344	GRUSS MARGIN/UTHER	11,040,/11	11,019,430	29,275	037,040	11,252,095
			Less: Controllable Exp					
284,264	324,993	40,729	Career Wages Limited Appointment	3,578,594	3,631,908	53,314	275,661	3,490,974
0 173,857	0 144,540	0 <29,317>	Limited Appointment Student Wages	0 2,647,615	3,300 2,572,498	3,300 <75,117>	672 156,967	12,268 2,496,698
<28,177>	<28,991>	<29,317> <814>	Labor Recharge	<486,198>	2,572,498 <471,819>	5,11/ 14,379	<31,265>	<467,025
429,944	440,542	10,598	TOTAL WAGES	5,740,011	5,735,887	<4,124>	402,035	5,532,915
59.1	60.7	1.5	WAGE % TO SALES	41.5	40.6	<1.0>	53.1	40.6
179,950	179,702	<248>	Employee Benefits	2,043,913	2,076,118	32,205	171,265	1,957,924
1,502	2,085	583	Office Supplies	20,643	22,070,118	1,547	2,373	21,935
3,528	4,375	847	Telephone	44,608	52,557	7,949	4,606	50,971
0	0	0	Trav/Trips/Conference	108	0	<108>	0	0
0	500	500	Training Programs	9,372	15,000	5,628	0	9,733
35,742	36,529 5.0	787 0.1	Paper Paper V/ To Calos	627,779 4.5	668,310	40,531	36,479	655,432
4.9 5,598	4,391	<1,207>	Paper % To Sales Cleaning Supplies	65,074	4.7 58,099	0.2 <6,975>	4.8 4,921	4.8 61,361
0	0	0	Freight Out	106	0	<106>	0	01,501
<8,913>	<10,700>	<1,787>	Purchasing Rebates	<120,965>	<126,300>	<5,335>	<8,092>	<119,912
5,120	2,495	<2,625>	Replacements	41,536	31,890	<9,646>	5,250	41,886
3,526	3,452	<74>	Laundry	53,639	60,804	7,165	3,249	58,908
1,326 548	805 1,055	<521> 507	Uniforms Advertising	18,877 35,317	12,600 57,773	<6,277> 22,456	1,305 3,448	11,341 53,738
0	1,055	100	Menu Development	0	1,200	1,200	0	0
<896>	12	908	Dorm Coupons Expense	<893>	178	1,071	5	12
6,725	4,298	<2,427>	Repairs & Maintenance	95,791	65,787	<30,004>	7,850	115,054
20,905	27,244	6,339	Bank Card Expense	449,935	497,200	47,265	26,039	445,659
1,375 415	1,167 846	<208> 431	Sales Tax Expense Overs/Shorts	22,453 14,009	20,492 12,415	<1,961> <1,594>	1,067 2,501	20,130 22,491
2	010		Credit Card Adjustments	11,005	0	<114>	2,501	216
<67>	0	67	Rentals	5,329	4,200	<1,129>	1,710	6,388
270	400	130	Rentals-Truck	5,541	4,950	<591>	269	4,328
100	0	<100>	Taxes & Licenses	736	675	<61>	0	586
0 0	0 300	0 300	Professional Services Temp Agency Service	600 11,718	650 3,300	50 <8,418>	0 441	600 9,321
4,062	6,647	2,585	Commission Expense	257,710	262,381	4,671	6,838	256,472
260,820	265,703	4,883	TOTAL OTHER CONTROL.	3,703,049	3,802,469	99,420	271,527	3,684,574
690,764	706,245	15,481	TOTAL CONTROLLABLE EXP	9,443,060	9,538,356	95,296	673,562	9,217,489
<68,098>	<99,923>	31,825	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	2,205,652	2,081,080	124,572	<36,516>	2,034,606
<00,090>	~JJ,72J>	51,025	STOS AND LIVELINE ADD	2,203,032	2,001,000	127,572	<00,010>	2,004,000
			Less: Allocated Exp					
46,272	40,842		Allocated ExpHR	547,273	500,312	<46,961>	36,470	445,733
47,947 24,661	44,012 21,502	<3,935> <3,159>	Allocated Exp. Fin Allocated ExpIS	616,531 306,820	628,873 314,489	12,342 7,669	46,063 25,887	614,580 282,924
9,690	9,415	<275>	Allocated Exp. Mktg	138,208	138,132	<76>	9,655	124,830
104,023	33,231	<70,792>	Allocated Exp Othr SA	511,284	441,020	<70,264>	88,670	461,295
72,536	67,238	<5,298>	Maintenance	852,314	754,973	<97,341>	69,714	820,344
17,050 90,536	28,762 95,779	11,712 5,243	Utilities Depreciation	312,628 1,075,876	345,204 1,149,348	32,576 73,472	26,585 97,124	359,133 1,142,252
412,713	340,781	<71,932>	TOTAL ALLOCATED EXP	4,360,933	4,272,351	<88,582>	400,168	4,251,091
<480,811>	<440,704>	<40,107>	NET INCOME (LOSS)	<2,155,282>	<2,191,271>	35,989	<436,684>	<2,216,485
210 041	222 020	~12 100-	TOTAL CLISTOMED COUNT	3 003 009	4 019 207	<11E 200+	210 471	3 000 410
210,841 83,941	223,039 85,139	<12,198> <1,198>	TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	3,903,098 1,367,798	4,018,397 1,412,209	<115,299> <44,411>	218,671 85,255	3,999,419 1,410,155
126,900	137,900	<1,198> <11,000>	ASUCLA CUSTOMER COUNT	2,535,300	2,606,188	<44,411> <70,888>	85,255 133,416	2,589,264
,	,,,,,,			.,,	,,		, .10	,,
6.51	5.87	0.63	TOTAL AVERAGE CHECK	6.09	5.84	0.25	6.12	5.72
8.04	7.20	0.85	3RD PARTY AVG CHECK	7.32	6.96	0.36	7.58	7.02
5.49	5.06	0.43	ASUCLA AVERAGE CHECK	5.18	5.01	0.17	5.19	4.77
21,190	22,352	1,162	EMPLOYEE HOURS	340,239	342,712	2,473	22,779	353,365
21,100	32.50	1,102	SALES/LABOR HOUR	40.62	41.36	<0.74>	33.26	33,303

SERVICES DIVISION INCOME STATEMENT

JUL. 12(06/26/16-07/30/16)		PROFORMA	FISCAL YEAR 15-16		FISCAL YEAR 14-15			
	CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,788	7,000	3,788	PHOTOGRAPHY	159,021	178,500	<19,479>	10,615	157,803
10,788	7,000	3,788	TOTAL SALES	159,021	178,500	<19,479>	10,615	157,803
261	300	39	Less: Cost of Sales	2,098	3,750	1,652	470	3,460
10,527	6,700	3,827	GROSS MARGIN	156,923	174,750	<17,827>	10,145	154,344
97.6	95.7	1.9	GROSS MARGIN %	98.7	97.9	0.8	95.6	97.8
97.6	95.7	1.9	PHOTOGRAPHY	98.7	97.9	0.8	95.6	97.8
179,321	220,187	,	TRADEMARKS AND LICENSING	2,327,743	2,500,127	<172,384>	205,174	2,359,163
97,984	106,984		LEASED OPS	1,164,712	1,253,441	<88,729>	96,217	1,165,057
277,305	327,171		OTHER INCOME	3,492,455	3,753,568	<261,113>	301,392	3,524,221
287,832	333,871	<46,039>	GROSS MARGIN/OTHER	3,649,378	3,928,318	<278,940>	311,537	3,678,564
			Less: Controllable Exp					
37,995	35,844	,	Career Wages	427,073	418,644	<8,429>	33,854	406,409
481	750	269	Student Wages	2,473	9,675	7,202	93	4,521
38,475	36,594	,	TOTAL WAGES	429,547	428,319	<1,228>	33,947	410,930
356.7	522.8	166.1	WAGE % TO SALES	270.1	240.0	<30.2>	319.8	260.4
19,726	19,151		Employee Benefits	215,009	224,798	9,789	19,108	208,766
319	650		Office Supplies	7,231	8,800	1,569	407	6,596
542	709	167	Telephone	8,528	8,418	<110>	653	8,026
0	105		Postage	383	1,260	877	24	775
<5,000>	50		Trav/Trips/Conference	6,964	18,600	11,636	0	21,047
0	0	0	Enforcement	8,500	8,500	0	0	7,818
0	0	0	Enforcement Adv.	0	0	0	0	500
<5,847>	1,550	7,397	Business Promotion	4,448	34,600	30,152	354	30,565
0	100		Repairs & Maintenance	816	1,200	384	0	1,239
55,369	0	<55,369>	Bad Debt	91,180	0	<91,180>	0	0
2,083	2,683	600	Professional Services	28,885	30,496	1,611	2,083	25,546
<892>	250	1,142	Legal	10,547	3,000	<7,547>	0	6,200
<3,789>	3,800	7,589	Trademark	29,548	45,600	16,052	7,073	52,512
29,263	22,000	<7,263>	Intern'l Agnt Fee/Tax	298,132	277,053	<21,079>	33,375	285,723
9,499	11,986	2,487	Domestic Agency Fee	159,151	163,013	3,862	11,184	146,720
36,546	45,995	9,449	Payment to UCLA	618,783	633,414	14,631	40,048	567,044
137,820	109,029	<28,791>	TOTAL OTHER CONTROL.	1,488,104	1,458,752	<29,352>	114,308	1,369,077
176,296	145,623	<30,673>	TOTAL CONTROLLABLE EXP	1,917,651	1,887,071	<30,580>	148,255	1,780,007
			GROSS CONTRIBUTION TO					
111,536	188,248	<76,712>	SVCS AND ENTERPRISES	1,731,727	2,041,247	<309,520>	163,281	1,898,557
			Less: Allocated Exp					
4,141	3,393	<748>	Allocated ExpHR	41,054	37,515	<3,539>	3,079	33,342
15,163	16,431	1,268	Allocated Exp. Fin	131,100	144,102	13,002	15,228	133,348
8,098	8,337	239	Allocated ExpIS	67,363	74,538	7,175	8,900	65,222
3,182	3,651	469	Allocated Exp. Mktg	30,436	32,764	2,328	3,320	28,296
34,160	12,885	<21,275>	Allocated Exp Othr SA	120,618	105,699	<14,919>	30,485	111,327
15,263	31,272	16,009	Maintenance	179,343	351,113	171,770	14,669	172,616
3,588	13,386	9,798	Utilities	65,783	160,663	94,880	5,594	75,568
6,035	6,361	326	Depreciation	72,790	76,332	3,542	6,052	73,712
89,630	95,716	6,086	TOTAL ALLOCATED EXP	708,486	982,726	274,240	87,327	693,432
		,	1			· ·		
21,907	92,532	<70,625>	NET INCOME (LOSS)	1,023,241	1,058,521	<35,280>	75,954	1,205,124
<u> </u>			1		· · ·		-	

UCLA STUDENT UNION INCOME STATEMENT

		PROFORMA						
JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)		LAST YEAR	R ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTUAL	DUDGET	VARIANCE		ACTUAL	DUDGET	VARIANCE		τīD
76,479	72,280	4,199	EVENT SERVICES OFFICE	589,944	562,135	27,809	81,798	591,140
0	76	<76>	STUDENT UNION OPERATIONS	0	886	<886>	0	32
0	0	0	RECREATION & GAMES	0	0	0	0	5
	-	-		-	-		-	-
27,678	36,260	<8,582>	AU POST OFFICE	492,637	589,028	<96,391>	28,935	596,803
104,157	108,616	<4,459>	TOTAL SALES	1,082,581	1,152,049	<69,468>	110,733	1,187,979
27,501	35,462	7,961	AU Post Office Cost	482,158	576,068	93,910	27,802	584,659
		,	Facilities Costs					
6,890	8,972	2,082		105,860	91,206	<14,654>	12,970	103,244
0	0	0	Cost of Sales GM RM	0	0	0	0	0
34,391	44,434	10,043	Less: Cost of Sales	588,018	667,274	79,256	40,772	687,903
33.0	40.9	7.9	COST OF SALES %	54.3	57.9	3.6	36.8	57.9
69,766	64,182	5,584	GROSS MARGIN	494,563	484,775	9,788	69,961	500,076
							,	1
67.0	59.1	7.9	GROSS MARGIN %	45.7	42.1	3.6	63.2	42.1
91.0	87.6	3.4	EVENT SERVICES OFFICE	82.1	83.8	<1.7>	84.1	82.5
0.0				0.0				
	100.0		STUDENT UNION OPERATIONS		100.0	<100.0>	0.0	100.0
0.0	0.0	0.0	RECREATION & GAMES	0.0	0.0	0.0	0.0	99.4
0.6	2.2	<1.6>	AU POST OFFICE	2.1	2.2	< 0.1>	3.9	2.0
						-		
4.000	2 725	2 2 4 4		101 500	202 200	-20.000	11 000	100 000
4,966	2,725	2,241	STUDENT UNION OPS	181,503	202,309	<20,806>	11,680	190,833
6,228	6,383	<155>	AU POST OFFICE	88,054	103,694	<15,640>	5,050	106,948
11,194	9,108	2,086	OTHER INCOME	269,557	306,003	<36,446>	16,730	297,781
80,960	73,290	7,670	GROSS MARGIN/OTHER	764,120	790,778	<26,658>	86,691	797,858
00,900	13,230	7,070	GROUD PRINTING THER	, 07,120	130110	~20,030>	00,091	000,101
			Less: Controllable Exp					
31,862	31,779	~83>	Career Wages	357,503	371,228	13,725	29,483	356,824
			5					•
16,491	15,390	<1,101>	Student Wages	218,586	224,311	5,725	15,107	200,717
48,353	47,169	<1,184>	TOTAL WAGES	576,089	595,539	19,450	44,590	557,541
46.4	43.4	< 3.0>	WAGE % TO SALES	53.2	51.7	<1.5>	40.3	46.9
10.1	15.1	\$3.07	WAGE /0 TO SALES	55.2	51.7	\$1.57	10.5	10.5
17,545	16,113	<1,432>	Employee Benefits	194,118	193,162	<956>	17,682	196,927
696	614	<82>	Office Supplies	14,747	13,104	<1,643>	608	11,525
2,624	3,380	756	Telephone	33,492	39,765	6,273	3,739	40,038
0	0	0	Trav/Trips/Conference	566	2,250	1,684	0	3,255
0	0	0	24 Hour Study Lounge	7,756	6,250	<1,506>	0	7,505
0	0	0	Student Comm Art	4,961	4,995	34	160	6,220
609	0	<600>	Training Programs	7,097	5,208	<1,889>	0	6,719
	-						-	
6,603	6,603	0	Annual ASUCLA Events	47,431	40,462	<6,969>	6,603	43,025
1,020	930	<90>	Student Event Exp	124,914	114,112	<10,802>	295	119,583
0	139	139	Operating Supplies	214	1,668	1,454	2,178	3,097
0	0	0	Freight Out	0	0	0	0	6
	-		5		-			
<1,400>	0	1,400	Uniforms	0	2,000	2,000	0	600
0	20	20	Advertising	595	1,179	584	46	1,799
412	601		Business Promotion	5,885	7,182	1,297	506	6,153
391	1,057		Repairs & Maintenance	20,776	12,616	<8,160>	1,636	15,928
573	852		Bank Card Expense	11,586	13,842	2,256	753	13,902
<61>	22	83	Overs/Shorts	2,578	353	<2,225>	371	2,667
<575>	0	575	Commission Expense	0	0	0	0	0
				-	-		0	-
0	0	0	Student Support Svcs	3,206	2,629	<577>	-	2,791
15,417	15,417	0	Interaction Fund	185,000	185,004	4	15,417	185,000
1,008	0	<1,008>	STUDENT UNION EVENT F	132,850	140,000	7,150	849	119,675
44,862	45,748	886	TOTAL OTHER CONTROL.	797,772	785,781	<11,991>	50,843	786,414
93,214	92,917	<297>		1,373,861	1,381,320	7,459	95,433	1,343,954
			GROSS CONTRIBUTION TO					
<12,255>	<19,627>	7,372	SVCS AND ENTERPRISES	<609,741>	<590,542>	<19,199>	<8,742>	<546,097>
,	- /	,		,	- ,	-,	- / *	- /
	Less: Allocated Exp							
			Less. Anotaleu Exp					
5,205	4,224	<981>	Allocated ExpHR	54,904	47,889	<7,015>	4,046	44,988
6,071	6,270		Allocated Exp. Fin	50,135	56,534	6,399	6,221	55,066
3,243	3,182		Allocated ExpIS	25,835	29,304	3,469	3,636	26,922
1,274	1,393	119	Allocated Exp. Mktg	11,596	12,840	1,244	1,356	11,629
13,677	4,917	<8.760>	Allocated Exp Othr SA	46,382	41,414	<4,968>	12,454	45,889
45,344	43,360		Maintenance	532,805	486,852	<45,953>	43,580	512,820
10,658	18,550	7,892	Utilities	195,432	222,643	27,211	16,619	224,504
18,875	14,398		Depreciation	156,994	172,776	15,782	13,360	151,047
			-					
104,348	96,294	<४,054>	TOTAL ALLOCATED EXP	1,074,083	1,070,252	<3,831>	101,273	1,072,864
<116,602>	<115,921>	<681>	NET INCOME (LOSS)	<1,683,823>	<1,660,794>	<23,029>	<110,015>	<1,618,961>
			1			· · · ·		

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

			PROFORMA			-		
	JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16 YTD 12 MO(07/26/15-07/30/16)			FISCAL YE	
	CURRENT MONTH						LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			- ···					
299,696	307,424	7,728	Career Wages	3,624,646	3,642,540	17,894	289,302	3,588,725
0	300	300	Limited Appointment	0	4,600	4,600	0	24,501
44,979	32,236	<12,743>		392,375	409,978	17,603	29,501	359,001
344,675	339,960		TOTAL WAGES	4,017,021	4,057,118	40,097	318,803	3,972,228
8.7	8.0	<0.6>	WAGE % TO TOTAL SALES	6.0	5.9	<0.1>	7.6	5.7
275,000	0	<275,000>	Emp Incentive Awards	275,000	0	<275,000>	267,000	267,000
0	200	200	Emp Awards, Profess.	11,859	14,700	2,842	0	11,156
4,000	2,000	<2,000>	Emp Awards, Students	10,000	9,400	<600>	2,000	11,100
153,593	146,721	<6,872>	Employee Benefits	1,778,197	1,734,171	<44,026>	159,051	1,749,816
8,161	7,289		Office Supplies	105,295	103,674	<1,621>	5,901	102,873
7,768	9,890	2,122	Telephone	92,742	117,980	25,238	8,681	108,983
1,057	1,149	92	Postage	9,897	12,971	3,074	782	9,820
1,057	2,348	2,348	Trav/Trips/Conference	8,023	27,533	19,510	100	4,666
0	2,540	2,540	Expense Allowance	1,180	240	<940>	0	39
1,336	578	<758>		30,987	25,985	<5,002>	1,733	27,073
0	52	52	Tuition Assistance	0	624	624	0	0
0	0	0	Training Programs	0	0	0	0	25
587	1,618	1,031	Fingerprinting	6,058	13,389	7,331	7,129	18,116
128	267	140	Recruitment	5,738	5,326	<412>	113	2,321
10	206	196	Operating Supplies	1,321	3,758	2,437	92	3,675
0	0	0	Freight Out	0	0	0	0	6
368	350	<18>	Uniforms	4,529	4,200	<329>	0	3,433
<188>	<400>	<212>	Security Expense	<3,911>	<4,800>	<889>	<701>	<1,383>
620	52	<568>	Security Equipment	2,279	618	<1,661>	776	1,273
2,861	2,750		Alarm Monitoring	33,099	33,000	<99>	2,657	32,169
3,239	1,180		Advertising	16,656	15,630	<1,026>	1,667	17,675
<5,081>	1,500	6,581	Benefits U Adv	11,419	18,000	6,581	2,300	22,251
14,881	5,968		Repairs & Maintenance	75,479	79,229	3,750	4,488	60,843
				· ·	18,768			6,623
653	1,564	911	Repair-Mtce Computer	9,964		8,804	479	
13,138	12,433		Repairs & Mtce-Equip	146,085	149,196	3,111	24,592	136,917
616	573		Printing	834	1,184	350	765	765
0	3,953	3,953	Bruin One Card Exp	45,307	56,760	11,453	3,585	96,924
<1>	40	41	Overs/Shorts	<37>	480	517	50	<8>
19,169	19,500	331	Insurance Expense	176,506	214,200	37,694	14,303	191,194
15,850	5,140	<10,710>	Professional Services	71,175	51,572	<19,603>	3,217	42,948
1,178	1,383	205	Legal	15,227	16,590	1,363	1,424	13,821
9,912	10,558	646	External Audit	120,165	126,693	6,528	14,791	124,995
426	500	74	Temp Agency Service	16,744	10,500	<6,244>	0	10,564
8,912	10,044	1,132	Internal Audit	108,083	119,484	11,401	9,583	114,371
0	0	0	Tax Consulting	11,525	14,417	2,892	0	12,984
2,702	2,000	<702>	PROFESSIONAL FEES PCI	50,701	50,000	<701>	6,966	28,966
28,028	27,000		Board of Directors	173,493	177,600	4,107	9,393	160,844
87		•				<5,955>		3,903
	100		Special Projects	10,255	4,300		40	
3,946	5,758		Misc. Bank Charges	48,027	56,427	8,400	3,881	41,246
3,249	3,600	351	Armored Carrier Expense	38,931	42,100	3,169	6,600	40,150
5,233	7,870	2,637	UCOP Payroll Services	89,635	94,374	4,739	7,635	90,528
15,470	0		UC PATH CHARGES	15,470	0	<15,470>	0	0
13,401	14,374	973	UCLA Recharge Expense	160,812	174,040	13,228	13,955	167,443
<4,374>	1,500	5,874	Special Events	28,635	33,100	4,465	2,577	26,958
605,937	311,628	<294,309>		3,813,383	3,627,413	<185,970>	587,606	3,765,068
950,612	651,588	<299,024>	TOTAL CONTROLLABLE EXP	7,830,404	7,684,531	<145,873>	906,408	7,737,295
		•]					•
			Less: Allocated Exp					
			P					
18,523	18,717	194	Maintenance	217,649	210,163	<7,486>	17,802	209,485
4,354	8,007	3,653	Utilities	79,833	96,102	16,269	6,789	91,709
								•
40,502	12,193	,	Depreciation	175,074	146,316	<28,758>	10,274	132,938
63,378	38,917		TOTAL ALLOCATED EXP	472,556	452,581	<19,975>	34,865	434,133
1,013,990	690,505	<323,485>	NET EXPENSE	8,302,960	8,137,112	<165,848>	941,273	8,171,428
<942,453>	<618,230>	324,223	Allocated-Svs and Ent	<7,386,984>	<7,206,329>	180,655	<862,605>	<7,223,341>
<31,202>	<31,202>	0	Allocated-USAC	<378,140>	<378,140>	0	<29,245>	<363,196>
<3,252>	<3,252>	0	Allocated-GSA	<38,508>	<38,508>	0	<3,018>	<36,818>
<37,084>	<37,821>	<737>	Allocated-Comm Board	<499,328>	<514,135>	<14,807>	<46,405>	<548,072>
<1,013,990>	<690,505>	323,485	TOTAL OTHER	<8,302,960>	<8,137,112>	165,848	<941,273>	<8,171,428>
	,		1			, i	,	
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0
	v	5	4	Ű	•	.07	•	, ,

MAINTENANCE DIVISION EXPENSE STATEMENT

JUL. 12(06/26/16-07/30/16)			PROFORMA	FISCAL YEAR 15-16			FISCAL YEAR 14-15	
	URRENT MONTH			YTD 12	MO(07/26/15-07/	/30/16)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			a					
116,380	126,039	9,659	Career Wages	1,340,851	1,373,426	32,575	94,181	1,294,237
5,400	0	,	Limited Appointment	47,209	18,683	<28,526>	4,627	47,412
0	1,110	1,110	Student Wages	166	10,890	10,724	932	9,671
<521>	<650>		Labor Recharge	<9,854>	<7,480>	2,374	<603>	<8,088>
<5,433>	<5,220>	213	Billed Labor Costs	<78,876>	<65,777>	13,099	<6,385>	<69,954>
<2,261>	<6,300>		Capitalized Wages	<33,698>	<75,600>	<41,902>	<7,680>	<50,606>
113,565	114,979	1,414	TOTAL WAGES	1,265,798	1,254,142	<11,656>	85,073	1,222,673
78,924	77,947	<977>	Employee Benefits	844,349	867,352	23,003	68,121	803,539
434	343		Office Supplies	3,144	1,951	<1,193>	533	2,281
1,064	678		Telephone	8,116	8,130	14	666	8,597
0	400	400	Trav/Trips/Conference	496	2,400	1,904	150	1,407
3,244	5,037	1,793	Paper	57,298	61,156	3,858	3,651	57,392
3,791	5,307	1,516	Cleaning Supplies	62,068	65,078	3,010	4,386	56,759
831	1,066	235	Replacements	12,769	13,936	1,167	237	15,002
381	482	101	Laundry	6,970	6,880	<90>	339	5,946
8,611	18,725	10,114	Repairs & Maintenance	326,796	231,350	<95,446>	31,626	257,618
1,180	2,725	,	Repairs & Mtce-Elevator	42,529	35,490	<7,039>	1,441	25,866
0	0		Repairs & Mtce-Equip	1,091	1,050	<41>	592	592
883	900	-	Painting Program	<1,826>	10,800	12,626	340	49,015
350	250		Incidental Proj Exp	1,595	3,000	1,405	620	514
9,218	3,495		Air Conditioning-Maint	58,776	41,940	<16,836>	24,029	80,091
6,199	6,386	,	Rub Remvl/Hauling	85,051	86,935	1,884	5,878	84,610
4,177	3,428		Rodent & Pest Control	41,634	41,136	<498>	3,639	50,893
815	2,780		Rentals-Truck	12,899	11,360	<1,539>	226	6,437
120,104	129,949	9,845	TOTAL OTHER CONTROL.	1,563,756	1,489,944	<73,812>	146,473	1,506,558
233,669	244,928	11,259	TOTAL CONTROLLABLE EXP	2,829,554	2,744,086	<85,468>	231,547	2,729,231
			Less: Allocated Exp					
23,039	16,946	~6 0025	Depreciation	189,268	203,352	14,084	14,918	173,071
23,039	16,946			189,268	203,352	14,084	14,918	173,071
256,708	261,874	<6,093> 5,166	NET EXPENSE	3,018,822	203,352 2,947,438	<71,384>	246,464	2,902,303
230,700	201,074	5,100		5,010,022	2,947,150	1,5042</td <td>240,404</td> <td>2,902,303</td>	240,404	2,902,303
<219,188>	<224,716>	<5,528>	Allocated-Svs and Ent	<2,575,515>	<2,523,151>	52,364	<210,662>	<2,478,909>
<6,993>	<6,993>	0	Allocated-USAC	<83,923>	<83,923>	0	<6,535>	<78,420>
<2,743>	<2,743>	0	Allocated-GSA	<32,910>	<32,910>	0	<2,564>	<30,746>
<9,261>	<8,705>	556	Allocated-Comm Board	<108,825>	<97,291>	11,534	<8,901>	<104,743>
<18,523>	<18,717>		Allocated-A & SS	<217,649>	<210,163>	7,486	<17,802>	<209,485>
<256,708>	<261,874>	<5,166>	TOTAL OTHER	<3,018,822>	<2,947,438>	71,384	<246,464>	<2,902,303>
<0>	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>

UTILITIES EXPENSE STATEMENT

JUL. 1	12(06/26/16-07/3		
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
			1
20,377	21,595	1,218	Chiller Water
33,847	65,828	31,981	Elec-Non Air Cond.
4,377	11,366	6,989	Water-Non Air Cond.
1,485	9,080	7,595	Steam-Non Air Cond.
1,222	3,515	2,293	Gas
1,550	1,551	1	Energy Management
62,860	112,935	50,075	TOTAL OTHER CONTROL.
62,860	112,935	50,075	TOTAL CONTROLLABLE EXP
<51,521>	<96,144>	<44,623>	Allocated-Svs and Ent
<3,454>	<3,454>	0	Allocated-USAC
<1,354>	<1,354>	0	Allocated-GSA
<2,177>	<3,976>	<1,799>	Allocated-Comm Board
<4,354>	<8,007>	<3,653>	Allocated-A & SS
<62,860>	<112,935>	<50,075>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 15-16 FISCAL YEAR 14-15									
		-		-					
YTD 12	MO(07/26/15-07	LAST YEAR ACTUAL							
ACTUAL	ACTUAL BUDGET VARIANCE MONTH		YTD						
181,643	247,459	65,816	20,146	243,603					
717,612	793,210	75,598	60,798	771,059					
111,426	132,957	21,531	8,867	124,459					
63,020	120,569	57,549	2,467	91,176					
31,402	42,647	11,245	2,808	36,475					
17,055	18,612	1,557	0	10,853					
1,122,160	1,355,454	233,294	95,086	1,277,626					
1,122,160	1,355,454	233,294	95,086	1,277,626					
<944,696>	<1,153,922>	<209,226>	<80,335>	<1,085,224>					
<41,457>	<41,457>	0	<3,280>	<39,393>					
<16,257>	<16,257>	0	<1,288>	<15,445>					
<39,917>	<47,716>	<7,799>	<3,394>	<45,855>					
<79,833>	<96,102>	<16,269>	<6,789>	<91,709>					
<1,122,160>	<1,355,454>	<233,294>	<95,086>	<1,277,626>					
0	0	0	0	<0>					