# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/26/19 - 06/29/19)

Prepared

July 15, 2019

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		JL	JNE (05/26/	19 - 06/29/19	9)			FY 17	7-18	FISCAL YEAR 2018-2019				FY 1	7-18					
			CURRENT	T MONTH				**	•	1			YTD 11	MONTHS (	07/29/18 - 06	5/29/19)			**	*
ACTU	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	/ ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
5,000		3,923		1,077	27.5%	1,018	25.6%	3,982		UCLA Store	43,264		42,811		453	1.1%	972	2.3%	42,292	
1,445		1,539		(94)	(6.1%)	2	0.1%	1,443		UCLA Restaurants	16,371		17,634		(1,263)	(7.2%)	581	3.7%	15,790	
322		294		28	9.5%	(1)	(0.3%)	323		Licensing & Services	4,407		4,219		188	4.5%	583	15.2%	3,824	
185		144		41	28.5%	10	5.7%	175		UCLA Student Union	1,360		1,473		(113)	(7.7%)	(74)	(5.2%)	1,434	
6,952		5,900		1,052	17.8%	1,029	17.4%	5,923		TOTAL	65,402		66,137		(735)	(1.1%)	2,062	3.3%	63,340	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,581	31.6%	1,407	35.9%	174	(4.3)	153	(4.3)	1,428	35.9%	UCLA Store	14,321	33.1%	14,682	34.3%	(361)	(1.2)	176	(0.3)	14,145	33.4%
1,028	71.1%	1,095	71.2%	(67)	(0.1)	4	0.1	1,024	71.0%	UCLA Restaurants	11,616	71.0%	12,527	71.0%	(911)	0.0	364	(0.3)	11,252	71.3%
322	100.0%	294	100.0%	28	0.0	(1)	0.0	323	100.0%	Licensing & Services	4,405	100.0%	4,216	99.9%	189	0.1	585	0.1	3,820	99.9%
132	71.4%	83	57.6%	49	13.8	18	6.3	114	65.1%	UCLA Student Union	844	62.1%	826	56.1%	18	6.0	40	6.0	804	56.1%
3,063	44.1%	2,879	48.8%	184	(4.7)	174	(4.7)	2,889	48.8%	TOTAL	31,186	47.7%	32,251	48.8%	(1,065)	(1.1)	1,165	0.3	30,021	47.4%
										WAGES & BENEFITS										
655	13.1%	637	16.2%	(18)	3.1	(43)	2.3	612	15.4%	UCLA Store	6,704	15.5%	6,697	15.6%	(7)	0.1	(484)	(0.8)	6,220	14.7%
823	57.0%	831	54.0%	8	(3.0)	7	0.5	830	57.5%	UCLA Restaurants	8,285	50.6%	8,489	48.1%	204	(2.5)	(588)	(1.9)	7,697	48.7%
57	17.7%	58	19.7%	1	2.0	7	2.1	64	19.8%	Licensing & Services	710	16.1%	617	14.6%	(93)	(1.5)	(102)	(0.2)	608	15.9%
78	42.2%	77	53.5%	(1)	11.3	3	4.1	81	46.3%	UCLA Student Union	794	58.4%	821	55.7%	27	(2.7)	(23)	(4.6)	771	53.8%
1,613	23.2%	1,603	27.2%	(10)	4.0	(26)	3.6	1,587	26.8%	TOTAL	16,493	25.2%	16,624	25.1%	131	(0.1)	(1,197)	(1.1)	15,296	24.1%
										OTHER CONTROLLABLES										
195	3.9%	143	3.6%	(52)	(0.3)	(35)	0.1	160	4.0%	UCLA Store	2,257	5.2%	2,130	5.0%	(127)	(0.2)	(148)	(0.2)	2,109	5.0%
136	9.4%	140	9.1%	4	(0.3)	4	0.3	140	9.7%	UCLA Restaurants	1,750	10.7%	1,788	10.1%	38	(0.6)	(57)	0.0	1,693	10.7%
89	27.6%	75	25.5%	(14)	(2.1)	10	3.1	99	30.7%	Licensing & Services	1,285	29.2%	1,374	32.6%	89	3.4	9	4.6	1,294	33.8%
82	44.3%	63	43.8%	(19)	(0.5)	(23)	(10.6)	59	33.7%	UCLA Student Union	647	47.6%	644	43.7%	(3)	(3.9)	(48)	(5.8)	599	41.8%
502	7.2%	421	7.1%	(81)	(0.1)	(44)	0.5	458	7.7%	TOTAL	5,939	9.1%	5,936	9.0%	(3)	(0.1)	(244)	(0.1)	5,695	9.0%
										CONTRIBUTION										
731	14.6%	627	16.0%	104	(1.4)	74	(1.9)	657		UCLA Store	5,360	12.4%	5,855	13.7%	(495)	(1.3)	(456)	(1.4)	5,816	13.8%
69	4.8%	124	8.1%	(55)	(3.3)	15	1.1	54	3.7%	UCLA Restaurants	1,581	9.7%	2,250	12.8%	(669)	(3.1)	(281)	(2.1)	1,862	11.8%
176	54.7%	161	54.8%	15	(0.1)	16	5.2	160	49.5%	Licensing & Services	2,410	54.7%	2,225	52.7%	185	2.0	493	4.6	1,917	50.1%
(27) 949	(14.6%) <b>13.7%</b>	(57) <b>855</b>	(39.6%) <b>14.5%</b>	30 <b>94</b>	25.0 (0.8)	(1) <b>104</b>	0.3	(26) <b>845</b>	. ,	UCLA Student Union TOTAL	(598) <b>8.753</b>	(44.0%) 13.4%	(639) <b>9.691</b>	(43.4%)	41 (938)	(0.6)	(32)	(4.5)	(566)	(39.5%) 14.3%
949	13.7%	855	14.5%	94	(0.8)	104	(0.6)	845	14.3%	TOTAL	8,753	13.4%	9,691	14.7%	(938)	(1.3)	(276)	(0.9)	9,029	14.3%
										ALLOCATED EXPENSES										
649	9.3%	658	11.2%	9	1.9	(37)	1.0	612	10.3%	Admin&Support Services	6,795	10.4%	7,103	10.7%	308	0.3	(269)	(0.1)	6,526	10.3%
304	4.4%	286	4.8%	(18)	0.4	27	1.2	331	5.6%	Facilities	2,881	4.4%	2,718	4.1%	(163)	(0.3)	(231)	(0.2)	2,650	4.2%
67	1.0%	87	1.5%	20	0.5	11	0.3	78	1.3%	Utilities	764	1.2%	927	1.4%	163	0.2	84	0.1	848	1.3%
206	3.0%	216	3.7%	10 <b>21</b>	0.7	2	0.5	208	3.5%	Depreciation	2,258	3.5%	2,373	3.6%	115	0.1	(128)	(0.1)	2,130	3.4%
1,226	17.6%	1,247	21.1%	21	3.5	3	3.1	1,229	20.7%	TOTAL	12,698	19.4%	13,121	19.8%	423	0.4	(544)	(0.2)	12,154	19.2%
					_					NET INCOME (LOSS)										
(277)	(4.0%)	(392)	(6.6%)	115	2.6	107	2.5	(384)	(6.5%)	FROM OPERATIONS	(3,945)	(6.0%)	(3,430)	(5.2%)	(515)	(8.0)	(820)	(1.1)	(3,125)	(4.9%)
										OTHER INC/(EXP)										
363	5.2%	2	0.0%	361	5.2	(109)	(2.8)	472		Non-Recurrent Inc/(Exp)	711	1.1%	22	0.0%	689	1.1	54	0.1	657	1.0%
23	0.3%	12	0.2%	11	0.1	(2)	(0.1)	25	0.4%	Interest Income	336	0.5%	149	0.2%	187	0.3	138	0.2	198	0.3%
(29)	(0.4%)	(29)	(0.5%)	0 2	0.1 0.0	3 2	0.1	(32)		Interest (Expense)	(318)	(0.5%) 0.0%	(318)	(0.5%)	0 18	0.0	34 2	0.1 0.0	(352)	(0.6%) 0.0%
0 249	0.0% 3.6%	(2) 244	0.0% 4.1%	5	(0.5)	15	0.0 (0.4)	(2) 234	0.0% 4.0%	Income Taxes Student Union Fee Income	0 2,709	0.0% 4.1%	(18) 2,689	0.0% 4.1%	18 20	0.0 0.0	124	0.0	(2) 2,585	0.0% 4.1%
606	8.7%	244	3.8%	379	4.9	(91)	(3.1)	697	11.8%	TOTAL	3,438	5.3%	2,524	3.8%	914	1.5	352	0.4	3,086	4.1%
							1			1 -										
329	4.7%	(165)	(2.8%)	494	7.5	16	(0.6)	313	5.3%	NET INCOME (LOSS)	(507)	(0.8%)	(906)	(1.4%)	399	0.6	(468)	(0.7)	(39)	(0.1%)

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

				19 - 06/29/19				FY 17	/-1X				F	ISCAI YFA	R 2018-201	9			FY 1	7-18
			CURREN'		·/			**							07/29/18 - 06				**	*
ACTU	AL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT		ACTI	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	' ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
5,000		3,923		1,077	27.5%	1,018	25.6%	3,982		UCLA Store	43,264		42,811		453	1.1%	972	2.3%	42,292	
1,445		1,539		(94)	(6.1%)	2	0.1%	1,443		UCLA Restaurants	16,371		17,634		(1,263)	(7.2%)	581	3.7%	15,790	
322		294		28	9.5%	(1)	(0.3%)	323		Licensing & Services	4,407		4,219		188	4.5%	583	15.2%	3,824	
185		144		41	28.5%	10	5.7%	175		UCLA Student Union	1,360		1,473		(113)	(7.7%)	(74)	(5.2%)	1,434	
6,952		5,900		1,052	17.8%	1,029	17.4%	5,923		TOTAL	65,402		66,137		(735)	(1.1%)	2,062	3.3%	63,340	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,581	31.6%	1,407	35.9%	174	(4.3)	153	(4.3)	1,428		UCLA Store	14,321	33.1%	14,682	34.3%	(361)	(1.2)	176	(0.3)	14,145	33.4%
1,028	71.1%	1,095	71.2%	(67)	(0.1)	4	0.1	1,024	71.0%	UCLA Restaurants	11,616	71.0%	12,527	71.0%	(911)	0.0	364	(0.3)	11,252	71.3%
322	100.0%	294	100.0%	28	0.0	(1)	0.0	323		Licensing & Services	4,405	100.0%	4,216	99.9%	189	0.1	585	0.1	3,820	99.9%
132	71.4%	83	57.6%	49	13.8	18	6.3	114		UCLA Student Union	844	62.1%	826	56.1%	18	6.0	40	6.0	804	56.1%
3,063	44.1%	2,879	48.8%	184	(4.7)	174	(4.7)	2,889	48.8%	TOTAL	31,186	47.7%	32,251	48.8%	(1,065)	(1.1)	1,165	0.3	30,021	47.4%
										TOTAL CONTROLLABLES										
850	17.0%	780	19.9%	(70)	2.9	(79)	2.4	771		UCLA Store	8,961	20.7%	8,827	20.6%	(134)	(0.1)	(632)	(1.0)	8,329	19.7%
959	66.4%	971	63.1%	12	(3.3)	11	0.8	970		UCLA Restaurants	10,035	61.3%	10,277	58.3%	242	(3.0)	(645)	(1.8)	9,390	59.5%
146	45.3%	133	45.2%	(13)	(0.1)	17	5.2	163	50.5%	Licensing & Services	1,995	45.3%	1,991	47.2%	(4)	1.9	(93)	4.4	1,902	49.7%
159	85.9%	140	97.2%	(19)	11.3	(19)	(5.9)	140	80.0%	UCLA Student Union	1,441	106.0%	1,465	99.5%	24	(6.5)	(71)	(10.5)	1,370	95.5%
2,114	30.4%	2,024	34.3%	(90)	3.9	(70)	4.1	2,044	34.5%	TOTAL	22,432	34.3%	22,560	34.1%	128	(0.2)	(1,441)	(1.2)	20,991	33.1%
										CONTRIBUTION										
731	14.6%	627	16.0%	104	(1.4)	74	(1.9)	657		UCLA Store	5,360	12.4%	5,855	13.7%	(495)	(1.3)	(456)	(1.4)	5,816	13.8%
69	4.8%	124	8.1%	(55)	(3.3)	15	1.1	54	3.7%	UCLA Restaurants	1,581	9.7%	2,250	12.8%	(669)	(3.1)	(281)	(2.1)	1,862	11.8%
176	54.7%	161	54.8%	15	(0.1)	16	5.2	160	49.5%	Licensing & Services	2,410	54.7%	2,225	52.7%	185	2.0	493	4.6	1,917	50.1%
(27) 949	(14.6%) 13.7%	(57) <b>855</b>	(39.6%) <b>14.5%</b>	30 <b>94</b>	25.0 (0.8)	(1) <b>104</b>	0.3 (0.6)	(26) <b>845</b>		UCLA Student Union TOTAL	(598) <b>8,753</b>	(44.0%) <b>13.4%</b>	(639) <b>9.691</b>	(43.4%) <b>14.7%</b>	41 (938)	(0.6) (1.3)	(32) (276)	(4.5) (0.9)	(566) 9.029	(39.5%) 14.3%
343	13.7 /6	655	14.5 /6	34	(0.0)	104	(0.0)	043	14.5 /6		6,733	13.470	9,091	14.7 /0	(930)	(1.3)	(270)	(0.9)	3,023	14.3 /6
										ALLOCATED EXPENSES										
669	13.4%	683	17.4%	14	4.0	(45)	2.3	624		UCLA Store	6,461	14.9%	7,155	16.7%	694	1.8	(236)	(0.2)	6,225	14.7%
353	24.4%	360	23.4%	7	(1.0)	36	2.6	389		UCLA Restaurants	4,062	24.8%	3,859	21.9%	(203)	(2.9)	(140)	0.0	3,922	24.8%
91 113	28.3% 61.1%	102 102	34.7% 70.8%	11 (11)	6.4 9.7	13 (1)	3.9 2.9	104 112	32.2% 64.0%	Licensing & Services UCLA Student Union	1,090 1,085	24.7% 79.8%	1,061 1,046	25.1% 71.0%	(29) (39)	0.4 (8.8)	(70)	2.0 (11.0)	1,020 987	26.7% 68.8%
1.226	17.6%	1,247	21.1%	21	3.5	3	3.1	1,229		TOTAL	12.698	19.4%	13,121	19.8%	423	0.4	(98) <b>(544)</b>	(0.2)	12,154	19.2%
1,220	17.0%	1,241	21.170	21	3.3	3	3.1	1,229	20.7%		12,090	19.4%	13,121	19.0%	423	0.4	(544)	(0.2)	12,134	19.2%
										NET INCOME (LOSS) FROM OPERATIONS										
62	0.9%	(56)	(0.9%)	118	1.8	29	0.3	33	0.6%	UCLA Store	(1,101)	(1.7%)	(1,300)	(2.0%)	199	0.3	(693)	(1.1)	(408)	(0.6%)
(284)	(4.1%)	(236)	(4.0%)	(48)	(0.1)	51	1.6	(335)		UCLA Store UCLA Restaurants	(2,481)	(3.8%)	(1,609)	(2.0%)	(872)	(1.4)	(421)	(0.5)	(2,060)	(3.3%)
85	1.2%	59	1.0%	26	0.1)	29	0.3	56	0.9%	Licensing & Services	1,320	2.0%	1,164	1.8%	156	0.2	423	0.6	(2,000)	1.4%
(140)	(2.0%)	(159)	(2.7%)	19	0.7	(2)	0.3	(138)		UCLA Student Union	(1,683)	(2.6%)	(1,685)	(2.5%)	2	(0.1)	(129)	(0.1)	(1,554)	(2.5%)
(277)	(4.0%)	(392)	(6.6%)	115	2.6	107	2.5	(384)		TOTAL	(3,945)	(6.0%)	(3,430)	(5.2%)	(515)	(0.8)	(820)	(1.1)	(3,125)	(4.9%)
	` '	` '	,,					` '	,,	OTHER INC/(EXP)		, ,	` '	, .,,	, ,,,,	, ,,	, ,,	, ,	, , ,	
363	5.2%	2	0.0%	361	5.2	(109)	(2.8)	472	8.0%	Non-Recurrent Inc/(Exp)	711	1.1%	22	0.0%	689	1.1	54	0.1	657	1.0%
23	0.3%	12	0.2%	11	0.1	(2)	(0.1)	25		Interest Income	336	0.5%	149	0.2%	187	0.3	138	0.2	198	0.3%
(29)	(0.4%)	(29)	(0.5%)	0	0.1	3	0.1	(32)	(0.5%)	Interest (Expense)	(318)	(0.5%)	(318)	(0.5%)	0	0.0	34	0.1	(352)	(0.6%)
0	0.0%	(2)	0.0%	2	0.0	2	0.0	(2)	0.0%	Income Taxes	0	0.0%	(18)	0.0%	18	0.0	2	0.0	(2)	0.0%
249	3.6%	244	4.1%	5	(0.5)	15	(0.4)	234	4.0%	Student Union Fee Income	2,709	4.1%	2,689	4.1%	20	0.0	124	0.0	2,585	4.1%
606	8.7%	227	3.8%	379	4.9	(91)	(3.1)	697	11.8%	TOTAL	3,438	5.3%	2,524	3.8%	914	1.5	352	0.4	3,086	4.9%
329	4.7%	(165)	(2.8%)	494	7.5	16	(0.6)	313	5.3%	NET INCOME (LOSS)	(507)	(0.8%)	(906)	(1.4%)	399	0.6	(468)	(0.7)	(39)	(0.1%)

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

acial Analysis									
	Ju	n-19							
Budgeted Net Income/(Loss)		(10							
ICLA Store									
JCLA Store									
Gross Margin:									
Bearwear above plan: strong foot traffic for commencement, summer camps and tourists in addition to continued positive response to Centennial Celebration collection	98								
Fastrack below plan mostly due to a negative annual physical shrinkage adjustment	(23)								
Graduation ETC above plan due to an increase in cap/gown orders due to interest in Centennial related items	36								
Campus Portrait Studio below plan: the earlier than planned yearbook deadline resulted in fewer sittings/orders	(18)								
Market below plan due to lower beverage sale from cool weather and a negative annual physical shrinkage adjustment	(20)								
Essentials below plan due to a negative annual physical shrinkage adjustment	(7)								
E-Commerce above plan due to continued positive impact of Centennial Celebration merchandise and Women's Softball National Championship T-shirts	28								
New Text below plan due to shift in sales from New titles and to Rentals for Session A (strong increase in Used Text rentals)	(45)								
CRS above plan due to early delivery of large order to make UCLA end of year cutoff (will negatively impact future months projections)	29								
Bookzone above plan due to timing from a larger than anticipated special order budgeted for May	42								
Custom Shop above plan: strong Centennial Celebration and Alumni Day related orders and unanticipated orders from UCLA Recreation and Residential Life	24								
Computer Store above plan due to strong institutional sales to CLICC Library and UCLA Health in addition to Apple institutional sales incentives	22	<u> </u>							
HSS Dental above plan due to processing of back order kits, higher than expected overall kit contents and strong lab coats sales for incoming residents	13								
Total Wages above plan	(12)	<del>                                     </del>							
Other, various negative controllables	(63)	<del>                                     </del>							
Total Contribution		10							
ICLA Restaurants		<del>                                     </del>							
Gross Margin:									
Panda above plan due to continuing higher customer count trend than past few years	6								
Greenhouse below plan: sales mix trending toward higher cost items (management working on core menu items)	(5)								
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen was open for 1/2 of June)	(6)	<u> </u>							
North Campus Student CTR below plan: continuing general downward trend of customer traffic and possibly ongoing construction impacts	(8)								
CSSC above plan: Blaze & Peet's coffee sales higher than anticipated	9								
Café Synapse below plan: lower average check with new menu mix (customer count has reversed declining trend and is now slightly exceeding last year results)	(5)								
LuValle Food Servery below plan: continuing general downward trend of customer traffic in northern areas	(10)								
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (working with staff retraining and new marketing initiatives)	(14)								
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(6)								
Taco Bell below plan: some shortfall of customer count as well as continuing challenge of average check error (budgeted for a significant increase)	(4)								
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(4)								
Catering below plan: budgeted income at too high percent	(7)								
Total Wages below plan	19								
Other, negative controllables and various negative gross margin variances	(20)								
Total Contribution		(:							
icensing & Services									
Gross Margin:									
Licensing Domestic above plan: adjustment whereby royalties previously allocated toward campus sourcing were actually domestic income	33								
Licensing Promotional Royalties below plan: as noted above this campus sourcing income was reallocated to domestic income	(30)								
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21								
Leased Ops above plan	4								
Total Wages below plan	1								
Other, negative controllables mostly Licensing	(14)								
Total Contribution									
ICLA Student Union									
Gross Margin:									
Event Services above plan: expanded utilization by summer camps and bookings through campus partnerships in addition to an unusually late major student concert	52								
AU Post Office slightly below plan	(2)								
Total wages above plan	(1)								
Other, negative controllables mostly student event expense (corresponds with higher student programming income)	(19)								
Total Contribution	1,37								
Illocated Expenses and Other									
A&SS below plan (mostly savings in UCPath charges)	9								
Utilities below plan due to overall lower consumption, and positive results for elec-non air cond. as the budget was based on historical false meter readings	20	t							
Maintenance above plan mostly wages and benefits (extra personnel for the Graduation ceremonies on campus and last minute repairs).	(18)								
	10	┢							
Depreciation below plan due to timing for capital projects  Others Interest Income positive due to higher each helenge and positive student union for due to higher enrollment		H							
Other: Interest Income positive due to higher cash balance and positive student union fee due to higher enrollment	18	<u> </u>							
Other: non-recurrent positive variance (mostly year-end adjustments related to UCPath)	361	$\vdash$							
Total		4							
ctual Net Income/(Loss)									

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

Financial Analysis	\$0	000's
		(00
Budgeted Net Income/(Loss)		(90
UCLA Store		
Gross Margin:		
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(79)	
Campus Portrait Studio below plan as the earlier than planned yearbook deadline resulted in fewer sittings/orders	(31)	
Essentials below plan due to lower sales trend in binders and paper products and specifically Spring Rush items	(33)	
Market below plan due to lower sales and a negative year-end physical shrinkage adjustment	(45)	
E-Commerce below plan: overall decline in fan enthusiasm	(61)	
New Text below plan: interaction between New and Used (impact of new rental program in Used Text), high Fall rental expense and decline in course book requests	(239)	
Used Text above plan: positive impact of new rental program and availability of inventory	75	
CRS above plan: department orders greater than planned and strong sales of spring titles	81	
Computer Store below plan: weakness in institutional demand for Apple products	(21)	
Total Wages above plan	(22)	
Other, negative controllables (mostly advertising)	(120)	
Total Contribution		(4
UCLA Restaurants		
Gross Margin:  Panda above plan due to positive interest compared to prior years and sales increases during the AFSCME strike days	57	
	(100)	
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months  Untitled below plan based on Stage Canteen closure which has not occurred	(47)	
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(28)	
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather negatively impacted sales	(101)	
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	86	
Café Synapse below plan due to ongoing customer traffic decline	(55)	
LuValle Food Servery below plan: less customers than expected and negative impact of extensive rain and cold weather	(105)	
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(111)	
Cooperage below plan: average check budget too high	(30)	
Taco Bell below plan: mostly lower average check	(58)	
Music Café below plan due mostly to decline in customer count	(49)	
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(168)	
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(22)	
Total Wages lower than plan  Other positive controllables (\$140V, mostly applicate honefits) offset by various positive gross marsin various see	93 (31)	
Other, positive controllables (\$149K, mostly employee benefits) offset by various negative gross margin variances  Total Contribution	(31)	(6
Licensing & Services		(0
Gross Margin:		
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(198)	
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	227	
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(65)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	207	
Photography above plan: additional bookings	21	
Total Wages above plan	(55)	
Other, positive controllables mostly Licensing	48	
Total Contribution		1
UCLA Student Union		
Gross Margin:		
Event Services above plan due to unplanned bookings	44	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(21)	
Total Wages below plan	21	
Other	(3)	
Total Contribution		
Allocated Expenses and Other		<del>                                     </del>
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	308	
Facilities above plan due to painting NCSC exterior, rental of portable air conditioning units and other repairs	(163)	
Utilities below plan: savings due to lower consumption and energy efficient projects. In addition the budget was based on historical charges reflecting faulty meter readings	163	
Depreciation lower than plan due to timing of capitals	115	
Other: mostly higher interest income, student fee income and various positive non-recurrent	914	<b>-</b> -
Total	1	1,3

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

	Current Month	Prior Month	Prior Year
	June 2019	May 2019	July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,215	\$13,194	\$13,915
Accounts receivable	4,615	4,546	3,844
Less: Allowance for doubtful accounts	(607)	(603)	(580)
Accounts receivable, net	4,008	3,943	3,264
Student fees receivable	0	649	118
Short term note receivable	0	0	200
Inventories	5,015	5,991	6,248
Prepaid expenses and other current assets	204	259	319
Total current assets	21,442	24,036	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,277	72,242	72,708
Less: Accumulated depreciation	(51,184)	(50,979)	(50,163)
Total long term assets	21,093	21,263	22,545
TOTAL 4005T0		<b>4.5 </b>	***
TOTAL ASSETS	42,535	\$45,299	\$46,609
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,885	\$7,454	\$7,049
Wages and payroll taxes payable	3,976	4,606	5,551
Sales tax payable & other liabilities	695	750	625
Interest payable	37	185	74
Deferred income	649	438	518
Funds held for others	214	250	338
Current portion of long term debt  Total current liabilities	908 12,364	867 14,550	867 15,022
Total current habilities	12,304	14,550	13,022
LONG TERM DEBT:			
AU expansion loan	6,186	7,095	7,095
Total long term debt	6,186	7,095	7,095
TOTAL LIABILITIES	18,550	21,645	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(507)	(838)	(659)
Ending Balance	23,985	23,654	24,492
Limiting Datatice	23,905	23,034	24,432
TOTAL LIABILITIES AND RETAINED EARNINGS	42,535	\$45,299	\$46,609

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:	Month	Date	Date
Net income/(loss)	\$329	(\$507)	(\$39)
Adjustments to reconcile net income/(loss) to net	4	(4001)	(+)
cash provided/(used) by operating activities:			
Depreciation	206	2,258	2,130
Loss (Gain) on disposal of fixed assets	0	0	15
Accounts receivable	(65)	(744)	(696)
Student fees receivable	649	`118 <sup>´</sup>	374
Short term note receivable	0	200	0
Inventories	977	1,233	1,207
Prepaid expenses and other current assets	55	115	142
Increase/(decrease) in current liabilities:			
Accounts payable	(1,568)	(1,165)	(259)
Sales tax payable & other liabilities	(55)	70	(140)
Wages and payroll taxes payable	(631)	(1,576)	3,353
Interest payable	(148)	(37)	(39)
Deferred Income	211	131	3
Funds held for others	(36)	(124)	210
Net cash provided/(used) by operating activities	(76)	(28)	6,261
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(35)	(786)	(1,578)
Change in capital projects in progress	0	(18)	(755)
Net cash used in investing activities	(35)	(804)	(2,333)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(868)	(868)	(833)
Through paymond on to onpanoismount	(000)	(000)	(333)
Net cash provided/(used) by financing activities	(868)	(868)	(833)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(979)	(1,700)	3,095
CASH AND CASH EQUIVALENTS, Beginning	13,194	13,915	12,191
CASH AND CASH EQUIVALENTS, Ending	\$12,215	\$12,215	\$15,286

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

	Current Month June 2019	Prior Month May 2019
CASH AND CASH EQUIVALENTS	\$12,215	\$13,194
BOARD REQUIRED CASH RESERVE	4,845	4,862
RESERVE SURPLUS (DEFICIT)	\$7,370	\$8,332

#### ASUCLA SERVICES AND ENTERPRISES

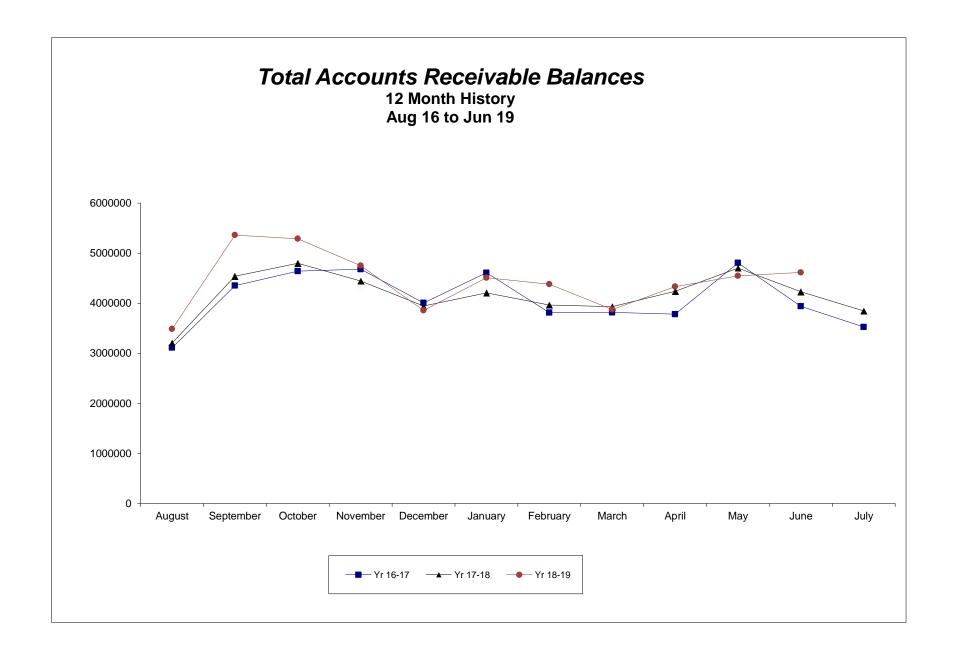
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 June 2019

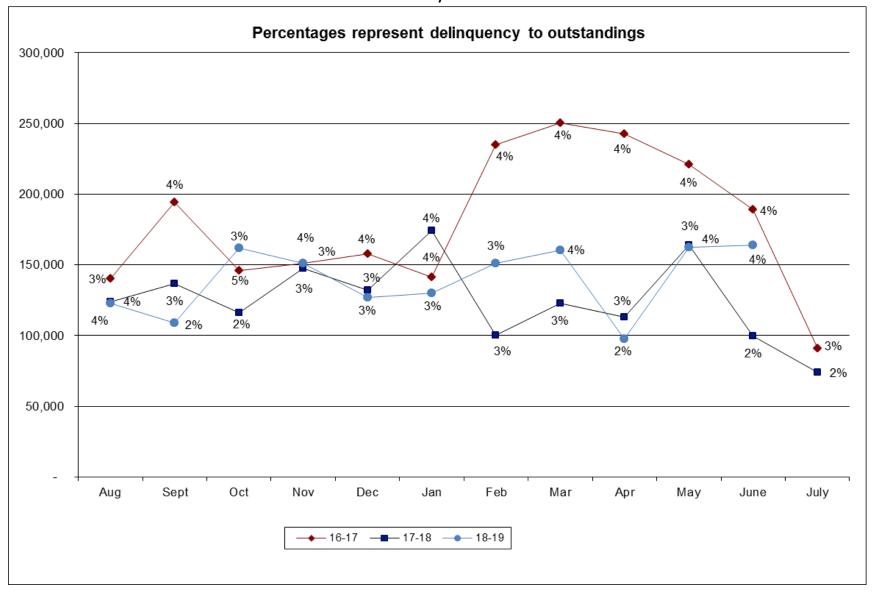
				-2019 June		PROJECTED			
PROJEC <sup>*</sup>	TNAME	BUDGET				Remaining		Over	
	I Wallie	DODOL!	Payments	PO's	Total	Balance	Pending	7	Status
Store/Serv	rices		i aymenta	103	i Otai	Dalaile	ı enanış	(Olldel)	Gianus
2018-001	Store General Replacement	75.0	50.0	6.8	56.8	18.2		(18.2)	In Progress
2018-002	HTS Air Conditioning	75.0	0.0	0.0	0.0	75.0		(75.0)	Cancelled
2018-003	AU B-Level Bearwear Update	125.0	83.3	22.4	105.8	19.2		(19.2)	In Progress
2018-004	Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2018-005	Printer Equipment Replacement	60.0	43.7	14.3	58.0	2.0		(2.0)	In Progress
Total Store	e/Services	410.0	177.1	43.4	220.5	189.5	75.0	(114.5)	
Food Serv	ico		Γ						
2018-006	FS Miscellaneous and Unanticipated	50.0	29.6	16.9	46.5	3.5		(3.5)	In Progress
2018-007	Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		(0.0)	In Progress
2018-008	Coffee Equipment	100.0	0.0	0.0	0.0	100.0		(100.0)	Cancelled
2018-009	NCSC Kitchen Equipment	15.0	0.0	13.1	13.1	1.9		(1.9)	In Progress
2018-010	Concessions Holding Equipment	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2018-011	Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-012	Commissary Floor Replacement	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-013	Vehicle replacement	45.0	0.0	0.0	0.0	45.0	45.0	0.0	Pending
2018-014	CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
Total Food		300.0	29.6	50.0	79.6	220.4	115.0	(105.4)	
Taskaslas			1						
Technolog 2018-015	Network Infrastructure Upgrade	20.0	2.8	0.0	2.8	17.2		(17.2)	In Progress
2018-015	Printer Replacement	10.0	2.7	1.8	4.4	5.6		(5.6)	In Progress
2018-017	Store Website Update	50.0	17.3	0.0	17.3	32.8		(32.8)	In Progress
2018-018	Store POS	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2018-019	Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.9	200.0	(0.9)	Completed
2018-032	Mobile Application Development	0.0	63.5	0.0	63.5	(8.5)		63.5	In Progress
Total Tech		335.0	90.4	1.8	92.2	297.8	250.0	7.2	
<u>Others</u>									
2018-020	Fac. Misc. and Remodels	50.0	26.9	17.7	44.6	5.4		(5.4)	In Progress
2018-021	AU Freight Elevators Fire and Cab Doors	200.0	0.0	65.7	65.7	134.3		(134.3)	In Progress
2018-022	KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-023	Restroom Partitions	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2018-024	LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	7.4		(7.4)	In Progress
2018-025	North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5		(221.5)	In Progress
2018-026	KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2018-027	Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2018-028	Custodial Replacements	10.0	0.0	3.0	3.0	7.0		(7.0)	In Progress
2018-029	SUO General Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2018-030	Finance Misc. Replacements	15.0	4.2	0.0	4.2	10.8		(10.8)	In Progress
2018-031	Replace DVR	40.0	45.3	0.0	45.3	(5.3)		5.3	Completed
2018-033	LVC Store AC Replacement	0.0	31.6	6.7	38.3	1.7		38.3	Completed Awaiting Invoice
2018-034	NC Flooring	0.0	19.2	0.0	19.2	7.8		19.2	In Progress
2018-035	NC Exterior Wood Replacement	0.0	17.2	0.0	17.2	(7.2)		17.2	In Progress
2018-036	Financial Dashboard	0.0	0.0	9.3	9.3	2.7		9.3	In Progress
2018-037	Oculus Lighting	0.0	6.5	2.5	9.0	0.0		9.0	In Progress
2018-038	Anderson Café	0.0	0.0	39.2	39.2	260.8		39.2	In Progress
2018-039	Site Survey for ASUCLA Esports Lounge	0.0	0.0	9.2	9.2	0.8		9.2	In Progress
			222				2222		
Total Othe	rs	705.0	150.9	199.5	350.4	762.6	115.0	(239.6)	
Total Curr	ent Year Projects	1,750.0	448.0	294.7	742.7	1,470.3	555.0	(452.3)	

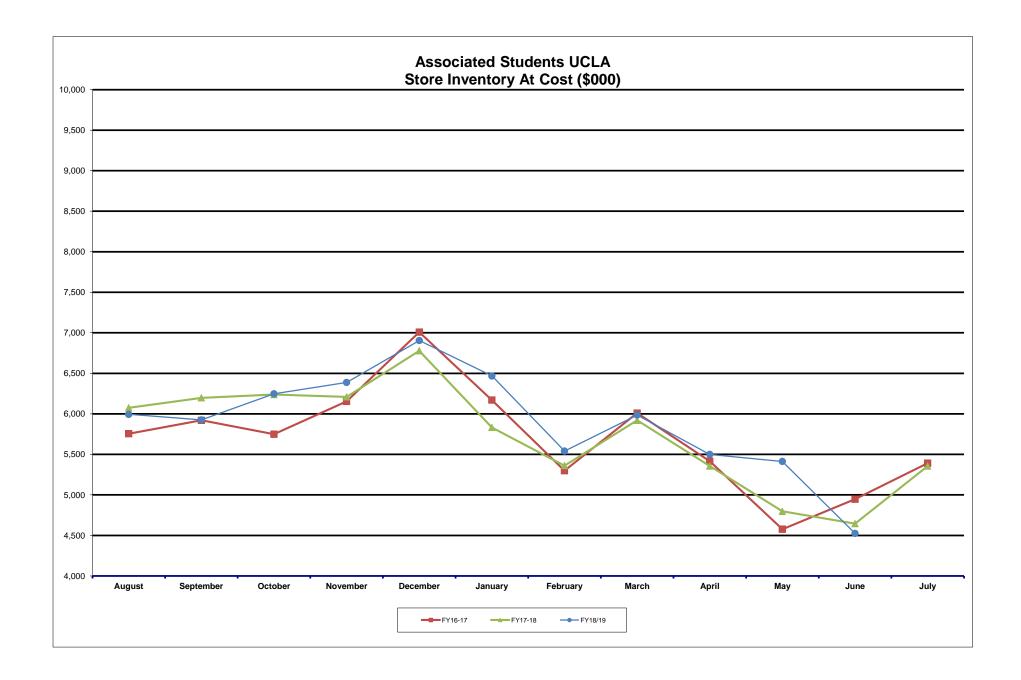
### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

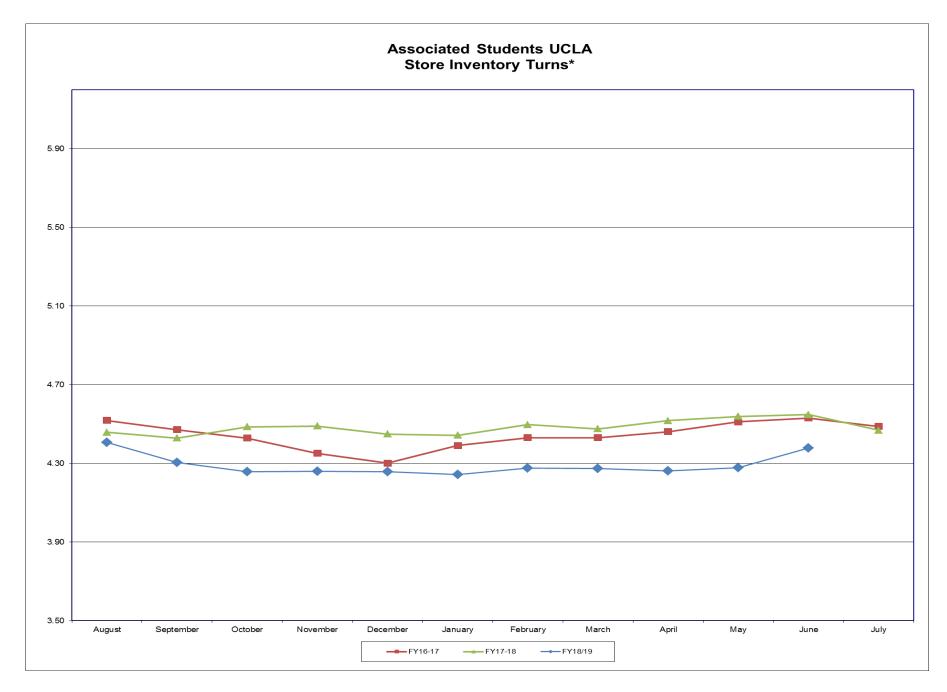
06/29/19 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,903,378	43%	\$44,362	69%	\$35,340	54%	\$4,993	8%	\$281	1%	\$832	5%	\$1,989,186	43%
ASUCLA PUBLICATIONS	\$99,349	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,349	2%
ASUCLA USA/GSA	\$98,314	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$98,314	2%
DUE FROM VENDORS	\$454,532	10%	(\$8,255)	-13%	\$1,675	3%	\$32,220	55%	\$18,563	81%	\$12,375	73%	\$511,110	11%
DENTAL KITS	\$75,582	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,582	2%
OTHER	\$1,756,009	41%	\$28,465	44%	\$27,939	43%	\$21,649	37%	\$4,159	18%	\$3,719	22%	\$1,841,940	40%
TOTAL CURRENT MONTH	\$4,387,164	100%	\$64,572	100%	\$64,954	100%	\$58,862	100%	\$23,003	100%	\$16,926	100%	\$4,615,480	100%
	95%		1%		1%		1%		1%		1%		100%	
05/25/19 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,002,046	24%	\$156,022	69%	\$72,434	69%	\$859	9%	\$2,890	10%	\$400	2%	\$1,234,651	27%
ASUCLA PUBLICATIONS	\$90,102	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$90,102	2%
ASUCLA USA/GSA	\$165,663	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$165,663	4%
DUE FROM VENDORS	\$549,873	13%	\$21,427	9%	\$6,154	6%	\$4,676	47%	\$23,372	77%	\$15,582	92%	\$621,084	14%
DENTAL KITS	\$294,067	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$294,067	6%
OTHER	\$2,054,591	50%	\$49,638	22%	\$26,378	25%	\$4,335	44%	\$4,054	13%	\$1,049	6%	\$2,140,045	47%
TOTAL CURRENT MONTH	\$4,156,342	100%	\$227,087	100%	\$104,966	100%	\$9,870	100%	\$30,316	100%	\$17,031	100%	\$4,545,612	100%
	91%		5%		2%		0%		1%		1%		100%	
04/27/19 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
·														
UNIVERSITY	\$1,111,950	28%	\$100,006	49%	\$8,415	24%	\$3,398	25%	\$12	0%	\$440	2%	\$1,224,221	28%
ASUCLA PUBLICATIONS	\$76,677	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,677	2%
ASUCLA USA/GSA	\$126,349	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,349	3%
DUE FROM VENDORS	\$209,877	5%	\$9,148	4%	\$11,237	32%	\$3,236	24%	\$24,267	100%	\$16,177	67%	\$273,942	6%
DENTAL KITS	\$139,062	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$139,062	3%
OTHER	\$2,364,608	59%	\$96,799	47%	\$15,947	44%	\$6,941	51%	(\$21)	0%	\$7,428	31%	\$2,491,702	58%
TOTAL CURRENT MONTH	\$4,028,523	100%	\$205,953	100%	\$35,599	100%	\$13,575	100%	\$24,258	100%	\$24,045	100%	\$4,331,953	100%
l	93%		5%		1%		0%		1%		0%		100%	



# Aged Accounts Receivable Balances > 60 Days Past Due







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

71.161	11/05/20/10 06/	20/10)	T		TOCAL VEAD 10.1	0	ETCCAL VI	AD 17 10
	11(05/26/19-06/2 CURRENT MONTI				ISCAL YEAR 18-1 MO(07/29/18-06			R ACTUAL
ACTUAL	BUDGET	VARIANCE	İ	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,197,020 1,992,892	1,534,132 1,706,878	662,888 286,014	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	17,058,916 14,901,054	16,845,314 15,031,416	213,602 <130,362>	1,484,971 1,775,804	16,959,357 14,477,359
168,052	156,390	11,662	HILLTOP SHOP	1,519,379	1,515,386	3,993	157,492	1,474,460
135,460	145,443	<9,983>		1,922,702	2,075,236	<152,534>	148,701	2,057,761
102,350	70,000	32,350	E-COMMERCE DIVISION	1,244,134	1,381,000	<136,866>	71,137	1,330,576
277,866	221,230	56,636	HEALTH SCIENCES STORE	5,109,738	4,761,073	348,665	221,429	4,845,889
4,873,639	0 3,834,073	1,039,566	OPERATIONS DIVISION TOTAL SALES	16,905 41,772,828	41,609,425	16,905 163,403	0 3,859,535	41,145,403
4,073,039	3,634,073	1,039,300	TOTAL SALLS	41,772,020	41,009,423	103,403	3,039,333	41,143,403
3,326,303	2,502,102	<824,201>	Less: Cost of Sales	28,703,535	27,967,440	<736,095>	2,490,067	27,929,622
			Less: Shrinkage					
13,117	4,170	<8 947>	ACADEMIC SUPPORT DIV	59,564	51,330	<8,234>	9,276	61,763
81,669	7,535	<74,134>		145,009	72,850	<72,159>	51,888	114,693
6,977	720	<6,257>	HILLTOP SHOP	13,209	7,000	<6,209>	39	6,084
757	780	23	LU VALLE COMMONS STORE	10,193	11,330	1,137	2,421	12,587
0 <9,655>	0 1,130	<0> 10,785	E-COMMERCE DIVISION HEALTH SCIENCES STORE	0 11,646	0 18,990	<0> 7,344	0 213	0 22,282
92,866	14,335	<78,531>		239,621	161,500	<78,121>	63,837	217,409
3,419,169	2,516,437	<902,732>		28,943,156	28,128,940	<814,216>	2,553,904	28,147,031
68.3	65.3	<3.0>	COST OF SALES %	68.7	67.2	<1.5>	64.5	67.9
1,454,470 31.8	1,317,636 34.7	136,834 <3.0>	GROSS MARGIN GROSS MARGIN %	12,829,671 31.3	13,480,485 32.8	<650,814> <1.5>	1,305,631 35.5	12,998,372 32.1
1.9	0.4	<1.5>	SHRINKAGE %	0.6	0.4	<0.2>	1.7	0.5
			İ					
29.8	34.4	<4.5>	NET GROSS MARGIN %	30.7	32.4	<1.7>	33.8	31.6
			ACADEMIC CURRORT 57			2.0		
12.3 47.0	14.7 50.8	<2.5> <3.8>		14.9 48.7	16.9 49.5	<2.0> <0.8>	14.0 49.0	16.6 48.9
38.5	41.3	<3.6> <2.9>		41.0	49.5	<0.2>	43.2	40.9
36.1	36.9	<0.8>	LU VALLE COMMONS STORE	31.2	34.7	<3.5>	33.6	33.3
53.4	47.7	5.7	E-COMMERCE DIVISION	51.4	50.7	0.7	53.8	51.1
29.3	33.3	<4.0>	HEALTH SCIENCES STORE OPERATIONS DIVISION	22.6	24.2 0.0	<1.7>	32.6	23.2 0.0
0.0	0.0	0.0	OPERATIONS DIVISION	100.0	0.0	100.0	0.0	0.0
126,737	89,056	37,681	OTHER INCOME	1,491,248	1,201,462	289,786	122,833	1,146,498
1,581,207	1,406,692	174,515	GROSS MARGIN/OTHER	14,320,920	14,681,947	<361,027>	1,428,463	14,144,870
			Less: Controllable Exp					
260,635	262,244	1,609	Career Wages	2,843,134	2,868,087	24,953	253,044	2,698,584
1,280	300	<980>		6,168	2,700	<3,468>	1,549	11,977
258,923	245,914	<13,009>	Student Wages	2,473,418	2,430,350	<43,068>	222,776	2,189,118
520,837	508,458	<12,379>	TOTAL WAGES	5,322,720	5,301,137	<21,583>	477,370	4,899,679
10.7	13.3	2.6	WAGE % TO SALES	12.7	12.7	0.0	12.4	11.9
134,152	128,226	<5,926>	Employee Benefits	1,381,305	1,395,665	14,360	134,333	1,319,953
5,667	4,218	<1,449>	Office Supplies	87,405	70,132	<17,273>	4,190	81,313
14,787	12,585	<2,202>		103,705	130,918	27,213	7,378	108,535
22 789	3 300	<19> <489>		189 43,703	99	<90>	19 1,020	198
598	50	<548>	Trav/Trips/Conference Membership Fees	6,166	37,850 4,058	<5,853> <2,108>	1,020	28,173 5,095
7,176	3,910	<3,266>		62,317	54,305	<8,012>	3,196	56,419
25,202	16,430	<8,772>	Freight Out	230,514	219,543	<10,971>	17,655	218,914
3,600	3,600	0	Transportation	12,340	13,700	1,360	3,600	13,663
0 <11>	0	0 11	Merchandise Losses Postage Stamp O/S	0 <4>	0	0 4	0 10	656 18
9,962	10,188	226	Advertising	268,329	199,103	<69,226>	10,572	210,909
<2,000>	<2,650>	<650>		<93,680>	<101,550>	<7,870>	<5,217>	<114,011>
192	25	<167>	Direct Mail Adv.	284,086	284,775	689	0	279,493
2,249	2,525	276	Repairs & Maintenance	42,504	41,275	<1,229>	3,989	46,304
68,591 804	57,553 0	<11,038> <804>		761,648 7,243	776,558 0	14,910 <7,243>	62,267 <225>	742,143 6,040
219	0	<219>		8,055	0	<8,055>	2,425	12,967
0	0	0	Textbook Rental Exp	0	0	<0>	0	30
0	500	500	Rentals-Truck	3,780	3,700	<80>	95	4,450
0	0 10,250	0 <4,154>	Taxes & Licenses	300	300	0	0 10,063	0 123,396
14,404 0	10,250	<4,154> 0	Professional Services Temp Agency Service	125,603 4,008	114,150 3,340	<11,453> <668>	10,063	6,682
20,875	20,875	0	Inventory Count	20,875	20,875	0	23,205	23,205
2,180	400	<1,780>		66,824	60,600	<6,224>	317	65,537
50	100	50	Concession Expense	63,741	47,119	<16,622>	173	40,226
0 19,945	<1> 2,100	<1> <17,845>		0 147 364	12	12 1 646	0 15,051	0 148,666
329,452	2,100	<17,845> <58,265>	Payment to UCLA TOTAL OTHER CONTROL.	147,364 3,638,319	149,010 3,525,537	1,646 <112,782>	294,118	3,428,972
850,289	779,645	<70,644>		8,961,039	8,826,674	<134,365>	771,488	8,328,651
			GROSS CONTRIBUTION TO					
730,918	627,047	103,871	SVCS AND ENTERPRISES	5,359,881	5,855,273	<495,392>	656,976	5,816,219
			Less: Allocated Exp					
			2000. Allocated Exp					
30,828	49,607	18,779	Allocated ExpHR	432,401	533,704	101,303	34,613	404,699
172,102	181,345	9,243	Allocated Exp. Fin	1,647,838	1,899,857	252,019	163,549	1,612,935
78,049	83,781	5,732	Allocated ExpIS	734,558	859,479	124,921	68,208	721,301
59,778 142,885	36,679 137 224	<23,099>		515,961 1 236 797	420,516	<95,445>	38,055	393,319
142,885 105,091	137,224 98,886	<5,661> <6,205>		1,236,797 1,012,850	1,454,888 949,586	218,091 <63,264>	121,209 115,185	1,270,486 924,906
21,443	28,043	6,600	Utilities	244,902	297,818	52,916	24,915	272,103
59,172	67,180	8,008	Depreciation	634,904	738,980	104,076	56,962	624,084
669,347	682,745	13,398	TOTAL ALLOCATED EXP	6,460,211	7,154,828	694,617	622,696	6,223,834
61,571	<55,698>	117,269	NET INCOME (LOSS)	<1,100,330>	<1,299,555>	199,225	34,280	<407,615>
01,3/1	~JJ,UJU/	111,203	2 (2000)	,100,000		177,663	3 1,200	(107,013/

JUN. 11(05/26/19-06/29/19)					ISCAL YEAR 18-1		FISCAL YEAR 17-18			
	CURRENT MONTH				MO(07/29/18-06		LAST YEA			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
198,344	200,562	<2 212×	CENTRAL DIVISION	2,049,425	2,184,846	<135,421>	170,723	1,985,454		
188,475	207,145		NORTH CAMPUS DIVISION	2,125,458	2,405,848	<280,390>	186,165	2,228,524		
165,022	177,334		SOUTH DIVISION	1,846,049	2,013,199	<167,150>	170,125	1,416,695		
220,512	236,097		LU VALLE DIVISION	2,737,756	2,832,824	<95,068>	219,640	2,596,171		
272,632	314,606		COOPERAGE DIVISION	2,990,507	3,370,072	<379,565>	285,078	3,162,227		
179,035	172,847	6,188	SPECIAL EVENTS DIVISION	2,333,675	2,468,455	<134,780>	189,843	2,235,524		
1,224,022	1,308,591	<84,569>	TOTAL SALES	14,082,870	15,275,244	<1,192,374>	1,221,573	13,624,595		
417,089	444,028	26,939	Less: Cost of Sales	4,755,209	5,107,029	351,820	419,007	4,538,475		
34.1	33.9	<0.2>	COST OF SALES %	33.8	33.4	<0.3>	34.3	33.3		
806,932	864,563	<57,631>	GROSS MARGIN GROSS MARGIN %	9,327,661	10,168,215	<840,554>	802,566	9,086,120		
65.9	66.1	<0.2>	GROSS MARGIN %	66.2	66.6	<0.3>	65.7	66.7		
64.0	67.4	<3.4>	CENTRAL DIVISION	65.5	67.3	<1.8>	67.4	67.6		
65.0	65.7		NORTH CAMPUS DIVISION	66.0	65.6	0.4	67.2	65.5		
67.0	65.8	1.2	SOUTH DIVISION	67.4	65.6	1.7	63.8	66.8		
68.9	67.9	1.0	LU VALLE DIVISION	67.9	68.5	<0.5>	67.4	69.3		
65.1	65.8	<0.7>	COOPERAGE DIVISION	65.6	66.0	<0.3>	63.9	66.1		
66.4	63.7	2.7	SPECIAL EVENTS DIVISION	66.1	66.7	<0.5>	65.1	65.9		
221,398	230,704		OTHER INCOME	2,288,257	2,358,938	<70,681>	221,446	2,165,831		
1,028,330	1,095,267	<66,937>	GROSS MARGIN/OTHER	11,615,918	12,527,153	<911,235>	1,024,012	11,251,951		
			Less: Controllable Evn							
			Less: Controllable Exp							
330,386	350,639	20,253	Career Wages	3,358,546	3,588,857	230,311	333,596	3,226,775		
4,472	2,652		Limited Appointment	48,993	25,323	<23,670>	5,109	17,653		
328,078	332,408	4,330	Student Wages	3,544,430	3,456,904	<87,526>	316,844	3,189,400		
<40,188>	<43,615>	<3,427>	Labor Recharge	<460,363>	<485,994>	<25,631>	<43,336>	<450,289>		
622,747	642,084	19,337	TOTAL WAGES	6,491,605	6,585,090	93,485	612,213	5,983,539		
50.9	49.1	<1.8>	WAGE % TO SALES	46.1	43.1	<3.0>	50.1	43.9		
200 ====	100 :		Frankria B. 61	1 700 5 : 5	1 000	110	247	1 740		
200,736	189,091		Employee Benefits	1,793,216	1,903,749	110,533	217,698	1,713,145		
2,802	2,075		Office Supplies	21,089	19,480	<1,609>	4,072	22,156		
4,503 1,000	4,150 1,000	<353 <i>&gt;</i>	Telephone Training Programs	36,005 14,655	46,240 19,000	10,235 4,345	3,218 1,000	37,334 14,317		
57,775	60,552	2,777	Paper	643,241	699,036	55,795	51,097	592,785		
4.7	4.6	<0.1>	Paper % To Sales	4.6	4.6	0.0	4.2	4.4		
8,214	5,190		Cleaning Supplies	78,043	56,476	<21,567>	7,429	71,476		
<13,352>	<15,000>		Purchasing Rebates	<134,561>	<162,000>	<27,439>	<13,827>	<141,243>		
4,396	2,915		Replacements	63,534	30,090	<33,444>	3,052	44,093		
6,630	4,955	<1,675>	Laundry	65,050	49,855	<15,195>	7,273	49,073		
1,056	885	<171>	Uniforms	26,342	16,080	<10,262>	546	23,182		
1,481	1,480		Advertising	37,286	33,759	<3,527>	2,851	41,111		
84	0		Dorm Coupons Expense	716	0	<716>	0	3		
13,634	8,833	<4,801>		108,482	87,218	<21,264>	10,131	130,768		
33,829	42,637	8,808	Bank Card Expense Sales Tax Expense	455,045	513,973 22,394	58,928	36,447	464,001		
2,094 177	1,988 1,165	<106> 988	Overs/Shorts	24,332 <2,555>	12,971	<1,938> 15,526	2,065 1,607	23,201 8,191		
0	0	0	Credit Card Adjustments	166	0	<166>	0	28		
0	0	0	Rentals	9,288	0	<9,288>	239	1,002		
0	425	425	Rentals-Truck	141	4,715	4,574	1,962	1,962		
238	240	2	Taxes & Licenses	3,810	3,253	<557>	238	11,042		
0	0		Professional Services	11,804	0	<11,804>	0	610		
310	800	490	Temp Agency Service	12,179	3,100	<9,079>	2,725	7,738		
10,961	15,947	4,986	Commission Expense	276,014	332,563	56,549	17,859	290,453		
336,569	329,328	<7,241>	TOTAL CONTROLLABLE EXP	3,543,320	3,691,952	148,632	357,682	3,406,430		
959,316	971,412	12,096	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	10,034,925	10,277,042	242,117	969,895	9,389,969		
69,015	123,855	<54,840>	SVCS AND ENTERPRISES	1,580,993	2,250,111	<669,118>	54,117	1,861,982		
05,015	123,033	~5 1,0 TO >	2. 30 mil Little MOLO	2,500,555	_,_50,111	-005,1107	J 1/11/	1,001,302		
			Less: Allocated Exp							
36,860	49,830	12,970	Allocated ExpHR	526,127	565,471	39,344	44,390	490,785		
49,748	46,760		Allocated Exp. Fin	645,364	517,684	<127,680>	59,263	633,409		
22,561	21,603		Allocated ExpIS	286,857	234,248	<52,609>	24,715	284,936		
17,279	9,457		Allocated Exp. Mktg	203,701	115,119	<88,582>	13,789	155,664		
41,303	35,383		Allocated Exp Othr SA	476,995	392,884	<84,111>	43,920	495,985		
92,538	87,093 24,697	<5,445> 5,816	Maintenance Utilities	891,869	836,331	<55,538>	101,426	814,429		
18,881 73,500	24,697 85,043	11,543	Depreciation	215,650 815,086	262,288 935,463	46,638 120,377	21,939 79,785	239,601 807,620		
352,671	359,866	7,195	TOTAL ALLOCATED EXP	4,061,649	3,859,488	<202,161>	389,228	3,922,430		
332,071	333,000	,,155		.,001,013	5,555, 100	-202,1017	333,220	3,322,130		
<283,656>	<236,011>	<47,645>	NET INCOME (LOSS)	<2,480,656>	<1,609,377>	<871,279>	<335,111>	<2,060,448>		
292,651	315,399	<22,748>	TOTAL CUSTOMER COUNT	3,334,779	3,581,301	<246,522>	304,675	3,413,747		
104,057	108,286		3RD PARTY CUST COUNT	1,139,053	1,172,817	<33,764>	110,742	1,119,998		
188,594	207,113	<18,519>	ASUCLA CUSTOMER COUNT	2,195,726	2,408,484	<212,758>	193,933	2,293,749		
			TOTAL AVERAGE CUTTOU							
7.27	6.88	0.39	TOTAL AVERAGE CHECK	7.09	6.88	0.21	6.96	6.60		
9.78	8.97	0.81	3RD PARTY AVG CHECK	9.18	8.87	0.31	9.22	8.55		
5.88	5.78	0.10	ASUCLA AVERAGE CHECK	6.00	5.91	0.09	5.67	5.64		
31,411	31,150	<261>	EMPLOYEE HOURS	323,887	318,508	<5,379>	32,169	324,516		
38.97	41.51		SALES/LABOR HOUR	43.48	47.41	<3.92>	37.97	41.98		
				!						

## LICENSING & SERVICES INCOME STATEMENT

11 IN 1	11(05/26/19-06/29	9/19)	1	F	ISCAL YEAR 18-1	9 I	FISCAL YE	ΔR 17-18
	CURRENT MONTH	7/17)			MO(07/29/18-06		LAST YEAR	_
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTUAL	DODGET	VARIANCE		ACTUAL	DODGET	VARIANCE	MONTH	110
15,487	15,200	287	PHOTOGRAPHY	183,364	163,915	19,449	17,772	176,349
15,487	15,200	287	TOTAL SALES	183,364	163,915	19,449	17,772	176,349
13,107	13,200	207	TOTAL SALES	103,301	103,513	15,115	17,772	170,313
0	304	304	Less: Cost of Sales	1,972	3,287	1,315	0	4,580
15,487	14,896	591	GROSS MARGIN	181,392	160,628	20,764	17,772	171,769
100.0	98.0	2.0	GROSS MARGIN %	98.9	98.0	0.9	100.0	97.4
100.0	50.0	2.0		30.3	30.0	0.5	100.0	3711
100.0	98.0	2.0	PHOTOGRAPHY	98.9	98.0	0.9	100.0	97.4
168,850	165,619	3,231	TRADEMARKS AND LICENSING	2,784,783	2,821,587	<36,804>	202,313	2,524,592
117,186	113,434	3,752	LEASED OPS	1,231,900	1,233,645	<1,745>	103,248	1,123,154
20,700	0	20,700	SPONSORSHIPS	207,000	0	207,000	0	0
306,736	279,053	27,683	OTHER INCOME	4,223,683	4,055,232	168,451	305,561	3,647,746
322,223	293,949	28,274	GROSS MARGIN/OTHER	4,405,075	4,215,860	189,215	323,333	3,819,515
			Less: Controllable Exp					
			Less. Controllable Exp					
37,522	38,714	1,192	Career Wages	472,684	413,049	<59,635>	41,402	410,651
681	720	. 39	Student Wages	3,048	, 7,545	4,497	95	1,466
38,203	39,434	1,231	TOTAL WAGES	475,732	420,594	<55,138>	41,498	412,117
246.7	259.4	12.8	WAGE % TO SALES	259.5	256.6	<2.9>	233.5	233.7
			1					
18,383	18,371	<12>	Employee Benefits	234,634	196,212	<38,422>	22,799	196,329
86	515	429	Office Supplies	3,143	5,660	2,517	176	6,789
1,595	480	<1,115>	Telephone	12,398	5,415	<6,983>	402	6,164
48	50	2	Postage	1,397	550	<847>	318	1,184
2,416	0	<2,416>	Trav/Trips/Conference	22,897	13,000	<9,897>	3,000	11,499
0	0	0	Enforcement	8,381	10,750	2,369	0	9,500
2,251	4,900	2,649	Business Promotion	38,653	45,123	6,470	3,037	31,244
0	0	0	Repairs & Maintenance	226	0	<226>	0	466
0	0	0	Bad Debt	<11,062>	2,900	13,962	7,000	18,420
1,436	2,083	647	Professional Services	13,575	22,913	9,338	3,422	27,464
0	350	350	Legal	3,658	5,500	1,842	0	0
0	3,200	3,200	Trademark	21,064	35,200	14,136	2,524	31,448
0	0	0	Intern'l Agnt Fee/Tax	273,247	225,608	<47,639>	10,058	211,534
15,943	15,720		Domestic Agency Fee	196,086	222,786	26,700	16,039	200,723
0	0	0	Misc. Bank Charges	0	0	0	25	108
65,655	48,173		Payment to UCLA	701,180	778,916	77,736	52,873	737,195
107,812	93,842		TOTAL OTHER CONTROL.	1,519,476	1,570,533	51,057	121,672	1,490,066
146,015	133,276	<12,739>	TOTAL CONTROLLABLE EXP	1,995,208	1,991,127	<4,081>	163,170	1,902,183
176 200	160 672	15 525	GROSS CONTRIBUTION TO	2 400 067	2 224 722	105 124	160 163	1 017 222
176,208	160,673	15,535	SVCS AND ENTERPRISES	2,409,867	2,224,733	185,134	160,163	1,917,332
			Less: Allocated Exp					
			20001 / mocacca Exp					
2,261	3,681	1,420	Allocated ExpHR	38,916	41,771	2,855	3,009	33,539
10,757	14,840	4,083	Allocated Exp. Fin	168,555	164,095	<4,460>	12,867	146,965
5,029	7,065	2,036	Allocated ExpIS	76,128	76,611	483	5,538	68,208
3,852	3,093		Allocated Exp. Mktg	53,529	37,647	<15,882>	3,090	36,564
9,207	11,572	2,365	Allocated Exp Othr SA	128,289	128,496	207	9,841	119,749
47,403	44,566	•	Maintenance	456,859	427,924	<28,935>	51,956	417,190
9,672	12,644	2,972	Utilities	110,466	134,284	23,818	11,238	122,736
3,043	4,580	1,537	Depreciation	56,985	50,389	<6,596>	6,922	75,497
91,225	102,041	10,816	TOTAL ALLOCATED EXP	1,089,727	1,061,217	<28,510>	104,461	1,020,448
84,983	58,632	26,351	NET INCOME (LOSS)	1,320,140	1,163,516	156,624	55,703	896,884
COE, <del>F</del> O	30,032	20,331	IVET INCOME (LUSS)	1,320,140	1,103,310	130,024	33,703	070,004

## UCLA STUDENT UNION INCOME STATEMENT

7LIN 1	11/05/26/10 06/2	0/10)	1		ICCAL VEAD 10.1	0	EICCAL VE	AD 17 10
JUN. 11(05/26/19-06/29/19)  CURRENT MONTH		1	FISCAL YEAR 18-19 YTD 11 MO(07/29/18-06/29/19)		FISCAL YEAR 17-18 LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL BUDGET VARIANCE		MONTH YTD		
		-	1			_	-	
89,104	70,225	18,879	EVENT SERVICES OFFICE	608,834	551,887	56,947	110,876	626,680
38,859	50,137		AU POST OFFICE	389,974	552,307	<162,333>	39,162	510,295
127,963	120,362	7,601	TOTAL SALES	998,809	1,104,194	<105,385>	150,038	1,136,975
27.000	40.004	11 126		204 227	E40.4E6	450.040	20.462	504.045
37,898	49,034	11,136	AU Post Office Cost	381,237	540,156	158,919	38,463	501,845
14,707 52,605	12,368 61,402	<2,339> 8,797	Facilities Costs Less: Cost of Sales	135,321 516,558	106,905 647,061	<28,416> 130,503	22,695 61,158	127,977 629,822
41.1	51.0	9.9	COST OF SALES %	51.7	58.6	6.9	40.8	55.4
75,358	58,960	16,398	GROSS MARGIN	482,251	457,133	25,118	88,880	507,153
58.9	49.0	9.9	GROSS MARGIN %	48.3	41.4	6.9	59.2	44.6
			1					
83.5	82.4	1.1	EVENT SERVICES OFFICE	77.8	80.6	<2.8>	79.5	79.6
2.5	2.2	0.3	AU POST OFFICE	2.2	2.2	0.0	1.8	1.7
0	525	.525	CTUDENT UNION ODC	0	F (F2)	. 5 . 6 5 2 .	400	F 061
0	525		STUDENT UNION OPS	0 25 104	5,653	<5,653>	488	5,861
5,585 44,281	1,700 12,886	3,885 31,395	EVENT SERVICES OFFICE STUDENT PROGRAMMING	25,194 256,594	38,250 227,812	<13,056> 28,782	5,340 12,229	16,597 184,130
7,233	8,826		AU POST OFFICE	79,530	97,227	<17,697>	7,020	90,310
57,099	23,937	33,162	OTHER INCOME	361,318	368,942	<7,624>	25,076	296,898
132,457	82,897	49,560	GROSS MARGIN/OTHER	843,569	826,075	17,494	113,957	804,051
	,00.	,555		- 12,000	,0.0	/	,	,,002
			Less: Controllable Exp					
33,825	33,952	127	Career Wages	372,177	373,474	1,297	33,002	340,654
27,296	25,836		Student Wages	242,610	262,494	19,884	27,932	263,017
61,121	59,788	<1,333>		614,787	635,968	21,181	60,933	603,671
47.8	49.7	1.9	WAGE % TO SALES	61.6	57.6	<4.0>	40.6	53.1
12.1	16.4	4.3	EVENT SERVICES OFFICE	20.2	23.0	2.8	10.6	19.4
12.1	10.1	1.5	EVENT SERVICES OF TEE	20.2	25.0	2.0	10.0	15.1
16,710	16,898	188	Employee Benefits	179,290	185,337	6,047	20,074	167,494
2,514	595	<1,919>	Office Supplies	13,571	7,725	<5,846>	1,017	10,223
3,329	2,985	<344>	Telephone	26,036	35,430	9,394	1,870	28,274
0	0	0	Trav/Trips/Conference	2,192	2,025	<167>	75	2,250
3,046	3,159	113	24 Hour Study Lounge	8,936	9,477	541	120	5,369
141	0		Student Comm Art	6,408	6,556	149	<800>	5,494
997	130		Training Programs	9,495	6,730	<2,765>	183	6,057
12,405	12,418	13	Annual ASUCLA Events	52,163	40,924	<11,239>	11,430	37,919
29,583	9,781	•	Student Event Exp	181,850	172,908	<8,942>	9,295	148,103
175 0	0	<175> 0	Operating Supplies Uniforms	174 974	0 2,000	<174> 1,026	632 23	1,540 1,878
0	20	20	Advertising	3,190	2,959	<231>	92	549
0	250		Business Promotion	2,995	2,750	<245>	273	3,596
1,953	1,883		Repairs & Maintenance	26,638	29,499	2,861	3,901	34,124
801	1,177		Bank Card Expense	10,780	12,979	2,199	957	12,038
9	, 0		Overs/Shorts	543	0	<543>	163	1,323
0	0	0	Rentals	66	0	<66>	0	0
0	0	0	Student Support Svcs	2,787	2,787	0	0	2,787
15,417	15,417	0	Interaction Fund	169,583	169,587	4	15,417	169,583
11,213	15,000	3,787	STUDENT UNION EVENT F TOTAL OTHER CONTROL.	128,911	139,750	10,839	14,378	127,949
98,293 159,414	79,713 139,501	<18,580> <19,913>		826,585 1,441,372	829,423 1,465,391	2,838 24,019	79,100 140,034	766,549 1,370,221
133,717	133,301	×13,3132	GROSS CONTRIBUTION TO	1,771,374	1,703,331	۲٦,013	1-10,007	1,370,221
<26,957>	<56,604>	29,647	SVCS AND ENTERPRISES	<597,803>	<639,316>	41,513	<26,077>	<566,170>
	·	·	1	·	·	·	·	·
			Less: Allocated Exp					
	_	_					_	
3,619	5,299	1,680	Allocated ExpHR	49,960	60,138	10,178	4,419	49,478
6,178	5,370		Allocated Exp. Fin	52,036	59,375	7,339	6,969	55,998
2,889	2,556		Allocated ExpIS	23,756	27,719	3,963	2,999	25,978
2,212 5,288	1,119 4,187	•	Allocated Exp. Mktg Allocated Exp Othr SA	16,962 39,924	13,619 46,495	<3,343> 6,571	1,673 5,330	14,045 45,292
57,485	54,061	•	Maintenance	554,035	519,136	<34,899>	63,007	505,929
11,729	15,331	3,602	Utilities	133,963	162,813	28,850	13,629	148,842
23,179	14,258	•	Depreciation	214,600	156,829	<57,771>	14,039	141,892
112,580	102,181	· · · · · · · · · · · · · · · · · · ·	TOTAL ALLOCATED EXP	1,085,236	1,046,124	<39,112>	112,065	987,454
		·	1					
<139,537>	<158,785>	19,248	NET INCOME (LOSS)	<1,683,039>	<1,685,440>	2,401	<138,142>	<1,553,624>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

71 IN 1	11/05/26/10 06/2	10/10)	1		ICCAL VEAD 10 1	0 1	EICCAL VE	AD 17 10
JUN. 11(05/26/19-06/29/19)  CURRENT MONTH			FISCAL YEAR 18-19 YTD 11 MO(07/29/18-06/29/19)		FISCAL YEAR 17-18 LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		-				_	-	
341,631	334,072	•	Career Wages	3,602,651	3,714,310	111,659	300,259	3,484,082
4,183	815		Limited Appointment	18,958	20,998	2,040	10,335	64,833
52,494	38,501		Student Wages TOTAL WAGES	391,532	419,554	28,022	40,272 350,866	377,988
398,308 5.7	373,388 6.3	<24,920 <i>&gt;</i> 0.6	WAGE % TO TOTAL SALES	4,013,141 6.1	4,154,862 6.3	141,721 0.1	5.9	3,926,903 6.2
5.7	0.5	0.0	WAGE 70 TO TOTAL SALES	0.1	0.5	0.1	5.5	0.2
154	0	<154>	Emp Awards, Profess.	11,125	17,855	6,730	0	14,735
0	3,090	3,090	Emp Awards, Students	13,519	8,240	<5,279>	2,000	11,700
159,484	160,028	544	Employee Benefits	1,690,861	1,781,725	90,864	143,013	1,578,893
9,827	15,072	5,245	Office Supplies	71,903	92,498	20,595	16,117	90,980
9,265 589	8,736 710	<529> 121	Telephone Postage	74,652 7,054	94,080 7,899	19,428 845	4,822 638	80,452 10,668
5,775	697		Trav/Trips/Conference	18,819	12,229	<6,590>	59	12,936
766	50		Expense Allowance	1,836	505	<1,331>	<265>	2,110
1,863	7,825	5,962	Employee Relations	28,842	24,650	<4,192>	1,274	22,403
0	56		Tuition Assistance	0	600	600	0	0
0	0		Training Programs	2,474	0	<2,474>	29	114
849	309		Fingerprinting	5,281	2,050	<3,231>	0	735
365 405	690 479	325 74	Recruitment Operating Supplies	17,377 2,571	6,679 5,263	<10,698> 2,692	0 326	3,993 1,573
0	0	0	Freight Out	2,371	3,203 0	2,092	4	1,3/3
306	275		Uniforms	3,354	3,025	<329>	290	3,895
<450>	<200>	250	Security Expense	<2,199>	<3,000>	<801>	692	231
0	52	52	Security Equipment	1,671	554	<1,117>	0	1,761
2,537	2,550	13	Alarm Monitoring	28,153	27,750	<403>	2,471	25,697
7,015	1,765	•	Advertising	37,748	19,470	<18,278>	1,500	17,012
0 6,737	1,000 7,300	1,000 563	Benefits U Adv Repairs & Maintenance	10,714 70,665	11,000 70,691	286 26	1,150 6,638	12,650 63,842
761	1,113	352	Repair-Mtce Computer	8,422	13,106	4,684	734	8,962
13,374	12,376		Repairs & Mtce-Equip	146,270	137,491	<8,779>	17,516	121,212
0	23	23	Printing	0	1,512	1,512	<219>	1,129
2,360	2,360	0	Bruin One Card Exp	33,473	33,473	0	2,291	37,352
5	41	36	Overs/Shorts	41	446	405	<15>	463
23,061	22,795		Insurance Expense	253,671	250,745	<2,926>	20,723	227,953
16,139 922	5,374 1,536	<10,765> 614	Professional Services Legal	240,552 11,916	84,276 16,891	<156,276> 4,975	24,175 1,396	182,205 15,354
11,667	11,460		External Audit	127,841	126,558	<1,283>	11,126	122,877
5,131	2,800		Temp Agency Service	26,420	28,200	1,780	2,175	11,512
6,250	10,756	•	Internal Audit	89,714	118,316	28,602	10,443	114,870
0	3,375	3,375	Tax Consulting	14,079	17,981	3,902	4,276	19,698
9,649	9,234		PROFESSIONAL FEES PCI	38,991	33,574	<5,417>	684	19,540
20,460	15,450		Board of Directors	150,360	145,833	<4,527>	32,209	151,281
79 3,298	206 4,970		Special Projects Misc. Bank Charges	10,176 39,636	4,439 52,106	<5,737> 12,470	0 3,736	3,436 44,159
3,298 3,345	4,970 4,017		Armored Carrier Expense	40,098	44,895	12,470 4,797	2,762	36,045
0	0		UCOP Payroll Services	0	0	0	0	37,083
<10,509>	25,250	35,759	UC PATH CHARGES	61,991	277,750	215,759	0	608
0	0		PENALTIES	1,308	0	<1,308>	0	0
8,541	8,541		Student Med Supp Fund	93,578	93,574	<4>	8,292	90,970
18,048	16,924	•	UCLA Recharge Expense Special Events	198,528 30,350	186,163	<12,365>	16,431 895	180,745
334 338,405	1,648 370,733	1,314 32,328	TOTAL OTHER CONTROL.	30,350 3,713,836	30,597 3,881,689	247 167,853	340,390	27,839 3,411,677
736,713	744,121	7,408	TOTAL CONTROLLABLE EXP	7,726,978	8,036,551	309,573	691,255	7,338,580
55,5	,	.,		, 23,213	-,,	,	,	, = == , == =
			Less: Allocated Exp					
			<b></b>				·	
25,139	23,203	•	Maintenance	242,288	222,814	<19,474>	27,554	221,251
5,129 23,346	6,579 23,090	1,450 <256>	Utilities Depreciation	58,584 259,082	69,874 253,999	11,290 <5,083>	5,960 21,776	65,091 247,445
53,615	52,872		TOTAL ALLOCATED EXP	559,955	546,687	<13,268>	55,290	533,787
790,328	796,993	6,665	NET EXPENSE	8,286,933	8,583,238	296,305	746,545	7,872,367
,	/	-,			, ,	/	·	, - ,
<702,686>	<710,461>	<7,776>	Allocated-Svs and Ent	<7,354,654>	<7,649,922>	<295,268>	<667,447>	<7,059,336>
<44,094>	<44,094>	0	Allocated-USAC	<464,160>	<464,160>	0	<35,472>	<373,613>
<3,751>	<3,751>	0	Allocated-GSA	<39,332>	<39,332>	0	<3,572>	<37,457>
<39,797> <790,328>	<38,687> <796,993>	1,110 <6,665>	Allocated-Comm Board TOTAL OTHER	<428,787> <8,286,932>	<429,824> <8,583,238>	<1,037> <296,306>	<40,055> <746,545>	<401,960> <7,872,367>
\/ JU,320>	\/JU/333>	<0,005>	TOTAL OTTILA	\U,ZUU,33Z>	\0,J03,Z30 <i>&gt;</i>	\Z30,300 <i>&gt;</i>		<1,012,301 <i>&gt;</i>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	0
			1					

## FACILITIES EXPENSE STATEMENT

11 IN -	11(05/26/19-06/2	99/19)	1
	CURRENT MONTH	1	
ACTUAL	BUDGET	VARIANCE	
ACTUAL	DODGET	VARIANCE	1
166,112	156,303	<9.809>	Career Wages
8,401	6,484		Limited Appointment
615	886	272	Student Wages
			_
<1,168>	<640>	528	Labor Recharge
<11,606>	<9,395>	2,211	Billed Labor Costs
0	<3,250>	<3,250>	
162,353	150,388	<11,965>	TOTAL WAGES
111 701	00.766	-20 055	Faralassa Basa Sta
111,721	90,766	<20,955>	
101	176	75	Office Supplies
802	803	1	Telephone
0	0	0	Trav/Trips/Conference
6,143	5,562	<581>	· ·
4.8	4.6		Paper % To Sales
10,228	5,919	<4,309>	Cleaning Supplies
852	1,008	156	Replacements
423	436	13	Laundry
4,302	27,575	23,273	Repairs & Maintenance
2,723	4,950	2,227	Repairs & Mtce-Elevator
0	250	250	Repairs & Mtce-Equip
295	800	505	Painting Program
289	300	11	Incidental Proj Exp
4,803	2,575	<2,228>	Air Conditioning-Maint
10,720	10,720	<0>	Rub Remvl/Hauling
6,364	3,247	<3,117>	Rodent & Pest Control
1,028	1,600	572	Rentals-Truck
2,872	0	<2,872>	Janitorial
163,666	156,687	<6,979>	
326,019	307,075	<18,944>	
0_0,0_0	5517515		
			Less: Allocated Exp
23,647	21,607	<2.040>	Depreciation
23,647	21,607	<2,040>	
349,666	328,682	<20,984>	
2.5,555		20,5017	
<302,517>	<284,608>	17,909	Allocated-Svs and Ent
<8,138>	<8,138>	0	Allocated-USAC
<3,180>	<3,180>	0	Allocated-GSA
<10,692>	<9,553>	1,139	Allocated-Comm Board
<25,139>	<23,203>	1,936	Allocated-A & SS
<349,666>	<328,682>	20,984	TOTAL OTHER
<b>₹375,000</b>	\320,002>	20,504	TOTAL OTTILK
<0>	0	0	TOTAL EXPENSE
(0)	U		

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18			
	MO(07/29/18-06	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
ACTUAL	DODGLI	VARIANCE	MONTH	110	
1,454,498	1,416,107	<38,391>	167,335	1,385,045	
		·			
68,492	66,431	<2,061>	5,243	65,713	
4,084	10,450	6,366	0	0	
<4,449>	<4,315>	134	<184>	<3,548>	
<123,538>	<103,952>	19,586	<9,537>	<105,702>	
<21,141>	<35,750>	<14,609>	0	<32,342>	
1,377,946	1,348,971	<28,975>	162,857	1,309,166	
061 471	020 554	.22.017	110.010	000.000	
861,471	828,554	<32,917>	119,919	808,668	
1,788	2,082	294	345	4,026	
7,224	8,832	1,608	702	8,151	
2,872	3,000	128	12	12	
55,934	57,984	2,050	4,274	53,962	
5.6	5.3	<0.4>	2.9	4.8	
64,303	65,645	1,342	5,133	63,330	
14,860	11,423	<3,437>	591	9,894	
5,624	6,085	461	571	5,896	
353,603	310,869	<42,734>	24,983	309,039	
33,320	57,450	24,130	1,039	51,337	
801	2,750	1,949	108	991	
41,932	8,800	<33,132>	286	6,294	
2,498	3,300	802	0	2,649	
87,513	42,500	<45,013>	7,856	46,135	
117,705	121,814	4,109	10,600	116,712	
41,742	36,006	<5,736>	3,160	35,352	
9,926	17,600	7,674	3,381	9,811	
27,031	0	<27,031>	7,775	22,850	
1,730,149	1,584,694	<145,455>	190,737	1,555,108	
3,108,095	2,933,665	<174,430>	353,595	2,864,275	
277,357	237,677	<39,680>	28,171	233,646	
277,357	237,677	<39,680>	28,171	233,646	
3,385,452	3,171,342	<214,110>	381,765	3,097,920	
<2,915,612>	<2,732,991>	182,621	<331,574>	<2,662,454>	
<89,518>	<89,518>	0	<7,851>	<86,361>	
<34,988>	<34,988>	0	<3,068>	<33,756>	
<103,046>	<91,031>	12,015	<11,719>	<94,099>	
<242,288>	<222,814>	19,474	<27,554>	<221,251>	
<3,385,452>	<3,171,342>	214,110	<381,765>	<3,097,920>	
0	0	0	0	<0>	

## UTILITIES EXPENSE STATEMENT

JUN.	11(05/26/19-06/2	29/19)	
(	Current Month		
ACTUAL	BUDGET	VARIANCE	
9,305	15,314	6,009	Chiller Water
45,053	59,814	14,761	Elec-Non Air Cond.
6,507	8,767	2,260	Water-Non Air Cond.
9,942	6,377	<3,565>	Steam-Non Air Cond.
2,120	2,214	94	Gas
0	1,551	1,551	Energy Management
72,927	94,037	21,110	TOTAL OTHER CONTROL.
72,927	94,037	21,110	TOTAL CONTROLLABLE EXP
<61,725>	<80,716>	<18,991>	Allocated-Svs and Ent
<2,798>	<2,798>	0	Allocated-USAC
<1,093>	<1,093>	0	Allocated-GSA
<2,182>	<2,851>	<669>	Allocated-Comm Board
<5,129>	<6,579>	<1,450>	Allocated-A & SS
<72,927>	<94,037>	<21,110>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 18-1	FISCAL YEAR 17-18			
YTD 11	MO(07/29/18-06	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
138,824	171,725	32,901	19,434	157,000	
504,315	608,860	104,545	44,875	574,004	
82,291	107,868	25,577	10,942	92,304	
65,584	63,074	<2,510>	4,378	53,583	
30,982	31,602	620	3,077	26,566	
9,303	17,061	7,758	1,550	17,055	
831,299	1,000,190	168,891	84,256	920,512	
831,299	1,000,190	168,891	84,256	920,512	
<704,982>	<857,218>	<152,236>	<71,722>	<783,282>	
<30,786>	<30,786>	0	<2,905>	<31,963>	
<12,031>	<12,031>	0	<1,135>	<12,493>	
<24,916>	<30,281>	<5,365>	<2,535>	<27,683>	
<58,584>	<69,874>	<11,290>	<5,960>	<65,091>	
<831,299>	<1,000,190>	<168,891>	<84,256>	<920,512>	
<0>	0	0	0	<0>	