ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/27/18 - 06/30/18)

Prepared

July 18, 2018

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

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40 29.6% 36 25.9% 139 UCLA Student Union 370 6.7% 297 5.3% 5,626 TOTAL 53.3% 118 0.6 30 (0.5) 1,398 36.4% UCLA Store 100.0% 35 0.0 22 0.0 301 100.0% Services Division 62.2% 30 2.9 31 54.88 UCLA Store UCLA Store 64.7% 184 0.1 151 0.1 2,738 48.7% TOTAL 65.3% 173 (4.2) (93) (2.9) 737 54.6% UCLA Restaurants 77.3% (71) 0.5 (131) 0.9 1.456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store 4.7% 5 13.7 (6) 4.4 53 38.1% UCLA Store 4.0% (13) 0.0 (18) 0.1 440 7	UCLA Restaurants		1,349	7.0%	94	1.6%	23		1,420		1,443
370 6.7% 297 5.3% 5,626 TOTAL 35.3% 118 0.6 30 (0.5) 1.388 36.4% UCLA Restaurants 72.0% 1 (1.0) 68 0.1 956 70.9% UCLA Restaurants 100.0% 35 0.0 22 0.0 301 100.0% Services Division 62.2% 30 2.9 31 5.4 83 59.7% UCLA Restaurants 48.7% 184 0.1 151 0.1 2.738 48.7% TOTAL 48.7% 14 1.5 (23) 0.0 589 15.4% UCLA Store 19.4% (8) (0.4) (12) (2.5) 52 17.3% Services Division 27.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store 26.7% (22) (4.0)	Services Division		301	7.3%	22	12.2%	35		288		323
Pts. Pts. GROSS MARGIN 35.3% 118 0.6 30 (0.5) 1,398 36.4% 72.0% 1 (1.0) 68 0.1 956 70.9% UCLA Store 00.0% 35 0.0 22 0.0 301 100.0% Services Division 62.2% 30 2.9 31 5.4 83 59.7% UCLA Student Union 48.7% 184 0.1 151 0.1 2.738 48.7% TOTAL 6.9% 14 1.5 (23) 0.0 589 15.4% UCLA Student Union 7.3% (73) (4.2) (93) (2.9) 737 54.6% UCLA Student Union 7.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 7.3% (71) 0.5 (13) 0.2 163 4.2% UCLA Student Union 7.7% (21) 0.0 138 10.2% Services Division	UCLA Student Union		139	25.9%	36	29.6%	40		135		175
35.3% 118 0.6 30 (0.5) 1,398 36.4% UCLA Store 72.0% 1 (1.0) 68 0.1 956 70.9% UCLA Store DUCLA Student Union 62.2% 30 2.9 31 5.4 83 59.7% UCLA Student Union 62.2% 30 2.9 31 5.4 83 59.7% UCLA Student Union 64.7% 184 0.1 151 0.1 2.738 48.7% TOTAL 6.9% 14 1.5 (23) 0.0 589 15.4% WAGES & BENEFITS 19.4% (8) (0.4) (12) (2.5) 52 17.3% Services Division 77.3% (71) 0.5 (131) (0.9) 1,456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Student Union 7.7% (21) 0.5 138 10.2% UCLA Student Union UCLA Student Union 7.7% (31) 0.0 (13) (2.1) 86 6.0% </td <td>TOTAL</td> <td></td> <td>5,626</td> <td>5.3%</td> <td>297</td> <td>6.7%</td> <td>370</td> <td></td> <td>5,553</td> <td></td> <td>5,923</td>	TOTAL		5,626	5.3%	297	6.7%	370		5,553		5,923
72.0% 1 (1.0) 68 0.1 956 70.9% UCLA Restaurants 100.0% 35 0.0 22 0.0 301 100.0% Services Division Envices Division 62.2% 30 2.9 31 5.4 83 59.7% TOTAL 48.7% 184 0.1 151 0.1 2.738 48.7% TOTAL 53.3% (73) (4.2) (93) (2.9) 737 54.6% UCLA Student Union 57.0% (4) 10.7 (3) 9.8 78 56.1% UCLA Student Union 77.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Student Union 7.7% (21) 0.1 (21) 26 133 0.2 163 4.2% UCLA Student Union 7.7% (31) 0.0 (13) (2.1) 86 28.6% Services Division 47.4% 5 13.7 (6) 4.	GROSS MARGIN			Pts.		Pts.					
100.0% 35 0.0 22 0.0 301 100.0% Services Division 62.2% 30 2.9 31 5.4 83 59.7% UCLA Student Union 48.7% 184 0.1 151 0.1 2.738 48.7% Total 6.9% 14 1.5 (23) 0.0 589 15.4% UCLA Store 53.3% (73) (4.2) (93) (2.9) 737 54.6% UCLA Store DUCLA Store 57.0% (4) 0.1 (2) (2.5) 52 17.3% Services Division 77.7% (71) 0.5 (13) (0.9) 1.456 25.9% Total 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Student Union 7.7% (22) (4.0) (13) (2.1) 86.76 25.9% Total 4.0% (13) 0.0 (13) (2.1) 86.8 25.8% Services Division 4.7.4% 5 13.7 (6) 4.4 53 38.1%	UCLA Store	36.4%	1,398	(0.5)	30	0.6	118	35.3%	1,310	35.9%	1,428
62.2% 30 2.9 31 5.4 83 59.7% UCLA Student Union 48.7% 184 0.1 151 0.1 2.738 48.7% TOTAL 16.9% 14 1.5 (23) 0.0 589 15.4% UCLA Store 53.3% (73) (4.2) (93) (2.9) 73 54.6% UCLA Store 57.0% (4) 10.7 (3) 9.8 78 56.1% UCLA Student Union 27.3% (71) 0.5 (131) (0.9) 1.456 25.9% OTHAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store 9.8% (1) 0.1 (2) 0.5 138 10.2% UCLA Store 9.8% (11) 0.1 (2) 0.5 138 10.2% UCLA Store 9.8% (11) 0.1 (2) 0.5 138 10.2% UCLA Student Union 7.7%									1,023	71.0%	1,024
48.7% 184 0.1 151 0.1 2,738 48.7% TOTAL 16.9% 14 1.5 (23) 0.0 589 15.4% UCLA Store UCLA Store 19.4% (8) (0.4) (12) (2.5) 52 17.3% Services Division 57.0% (4) 10.7 (3) 9.8 78 56.1% UCLA Student Union 27.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 27.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 26.7% (22) (4.0) (13) (2.1) 86 28.6% Services Division 41.5% 12.0 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 12.0 2.0 11 (0.3) 646 16.8% UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% UCLA Student Union									288	100.0%	323
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16.9% 14 1.5 (23) 0.0 589 15.4% UCLA Store 53.3% (73) (4.2) (93) (2.9) 737 54.6% UCLA Restaurants 19.4% (8) (0.4) (12) (2.5) 52 17.3% Services Division 57.0% (4) 10.7 (3) 9.78 56.1% UCLA Student Union 27.3% (71) 0.5 (131) (0.9) 1.456 25.9% TOTAL 27.3% (1) 0.1 (2) 0.5 138 10.2% UCLA Store 9.8% (1) 0.1 (2) 0.5 138 10.2% Services Division 47.4% 5 13.7 (6) 4.4 53 38.1% UCLA Student Union 7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 14.5% 120 2.0 11 (0.3) 646 16.4% UCLA Student Union	TOTAL	48.7%	2,738	0.1	151	0.1	184	48.7%	2,705	48.8%	2,889
53.3% (73) (4.2) (93) (2.9) 737 54.6% UCLA Restaurants 19.4% (8) (0.4) (12) (2.5) 52 17.3% Services Division 57.0% (4) 10.7 (3) 9.8 78 56.1% UCLA Student Union 27.3% (71) 0.5 (131) (0.9) 1,456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store 9.8% (1) 0.1 (2) 0.5 138 10.2% UCLA Restaurants 26.7% (22) (4.0) (13) (2.1) 86 28.6% Services Division 47.4% 5 13.7 (6) 4.4 53 38.1% UCLA Restaurants 58.6% (73) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Restaurants 53.8% 5 (4.3) (4) (5.0) 164 54.5% Se	WAGES & BENEFITS										
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57.0% (4) 10.7 (3) 9.8 78 56.1% UCLA Student Union 27.3% (71) 0.5 (131) (0.9) 1,456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store UCLA Store 9.8% (1) 0.1 (2) 0.5 138 10.2% UCLA Store 26.7% (22) (4.0) (13) (2.1) 86 28.6% Services Division 7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Student Union 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Student Union 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL							. ,		757	57.5%	830
27.3% (71) 0.5 (131) (0.9) 1,456 25.9% TOTAL 4.0% (13) 0.0 3 0.2 163 4.2% UCLA Store 9.8% (1) 0.1 (2) 0.5 138 10.2% UCLA Restaurants 26.7% (22) (4.0) (13) (2.1) 86 28.6% Services Division 47.4% 5 13.7 (6) 4.4 53 38.1% UCLA Student Union 7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 14.5% 120 2.0 11 (0.3) 844 15.0% UCLA Store 13.7% 83 0.6 1 (0.7) 844 15.0% UCLA Student Union 13.7%									56	19.8%	64
Image: constraint of the second sec									77	46.3%	81
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9.8% (1) 0.1 (2) 0.5 138 10.2% UCLA Restaurants 26.7% (22) (4.0) (13) (2.1) 86 28.6% Services Division 47.4% 5 13.7 (6) 4.4 53 38.1% UCLA Restaurants 7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Restaurants 53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Restaurants 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 13.7% 83 0.6 1 (0.7) 844 10.4% Admin&Support Services 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 15.% 7 0.2 18 0.4 96 1.7% Util											
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47.4% 5 13.7 (6) 4.4 53 38.1% UCLA Student Union 7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 8.9% (73) (5.2) (27) (2.3) 81 6.0% UCLA Store 3.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 4.3% Facilities Division 1.5% 7 0.2 18 0.1 584 1.0% HainisSupport Services 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation					• • •	-			139	9.7%	140
7.7% (31) 0.0 (18) 0.1 440 7.8% TOTAL 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 8.9% (73) (5.2) (27) (2.3) 81 6.0% UCLA Restaurants 53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL 0.2%						. ,			77	30.7%	99
14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 8.9% (73) (5.2) (27) (2.3) 81 6.0% UCLA Store 53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL 0.									64 427	33.7% 7.7%	59 458
14.5% 120 2.0 11 (0.3) 646 16.8% UCLA Store 8.9% (73) (5.2) (27) (2.3) 81 6.0% UCLA Restaurants 53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL TotAL 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% FROM OPERATIONS (7.8%) 48 1.3 (120) (1.8)	-	1.0%	440	0.1	(10)	0.0	(31)	1.170	427	1.170	430
8.9% (73) (5.2) (27) (2.3) 81 6.0% UCLA Restaurants 53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Restaurants 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL 0.2% 48 1.3 (120) (1.8) (264) (4.7%) FROM OPERATIO											
53.8% 5 (4.3) (4) (5.0) 164 54.5% Services Division (42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL 21.5% (35) 0.8 (121) (1.8) (264) (4.7%) FROM OPERATIONS (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) 7FROM OPERATIONS 0 0 1.3 0.2 12 0.2% <td></td> <td></td> <td></td> <td>. ,</td> <td></td> <td>-</td> <td></td> <td></td> <td>537</td> <td>16.5%</td> <td>657</td>				. ,		-			537	16.5%	657
(42.2%) 31 27.3 21 18.9 (47) (33.8%) UCLA Student Union 13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 10.4% ALLOCATED EXPENSES 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL 7.8% 48 1.3 (120) (1.8) (264) (4.7%) FROM OPERATIONS 7.8% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) <t< td=""><td></td><td></td><td>_</td><td></td><td>• • •</td><td></td><td></td><td></td><td>127</td><td>3.7%</td><td>54</td></t<>			_		• • •				127	3.7%	54
13.7% 83 0.6 1 (0.7) 844 15.0% TOTAL 11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) 0.2% 462 7.8 448 7.6 24 0.4% 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)			_						155 (57)	49.5% (14.9%)	160 (26)
1.4% 21 1.1 (28) 0.1 584 10.4% AlLOCATED EXPENSES 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) OTHER INC/(EXP) 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 212 0.2% Interest Income 0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)		()	()				-	()	(57) 762	(14.9%) 14.3%	(20) 845
11.4% 21 1.1 (28) 0.1 584 10.4% Admin&Support Services 4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL RET INCOME (LOSS) (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(EXP) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)	TOTAL	15.0%	844	(0.7)	1	0.6	83	13.7%	762	14.3%	845
4.9% (59) (0.7) (91) (1.3) 240 4.3% Facilities Division 1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) FROM OPERATIONS 0 0.1 (1.8) (264) 0.4% Non-Recurrent Inc/(EXP) 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)											
1.5% 7 0.2 18 0.4 96 1.7% Utilities 3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)									633	10.3%	612
3.7% (4) 0.2 (20) (0.2) 188 3.3% Depreciation 21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)									272	5.6%	331
21.5% (35) 0.8 (121) (1.0) 1,108 19.7% TOTAL (7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)				-	-				85 204	1.3% 3.5%	78 208
(7.8%) 48 1.3 (120) (1.8) (264) (4.7%) NET INCOME (LOSS) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(EXP) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)									1,194	20.7%	1,229
(7.8%) 48 1.3 (120) (1.8) (264) (4.7%) FROM OPERATIONS 0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)	-		.,	()	()	0.0	(00)	2.110 / 0	.,	2011 /0	.,0
0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)		(4.7%)	(264)	(1.8)	(120)	1.3	48	(7.8%)	(432)	(6.5%)	(384)
0.2% 462 7.8 448 7.6 24 0.4% Non-Recurrent Inc/(Exp) 0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)		((==)	()	()			(,	()	(0.070)	(
0.2% 14 0.2 13 0.2 12 0.2% Interest Income (0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)		0.40/	24	7.0	440	7.0	400	0.00/	40	0.00/	470
(0.6%) 0 0.1 3 0.1 (35) (0.6%) Interest (Expense)				-	-	-	-		10 11	8.0% 0.4%	472 25
									(32)	0.4% (0.5%)	(32)
	Income Taxes		(35)	0.1	(2)	0.1	(2)	(0.6%)	(32)	(0.5%)	(32)
4.2% (2) (0.2) (12) (0.4) 246 4.4% Student Union Fee Income							. ,		236	4.0%	234
4.1% 472 7.7 450 7.4 247 4.4% TOTAL				()	1 7				225	11.8%	697
(3.7%) 520 9.0 330 5.6 (17) (0.3%) NET INCOME (LOSS)		(0.3%)	(17)	5.6	330	9.0			(207)	5.3%	313

				R 2017-201				FY 1	6-17
				07/30/17 - 06				*	*
ACTU	JAL	BUDO	GET			ANCE		LAST YE	AR ACT
•		•		ACT/	-		Y ACT	•	
\$	%	\$	%	\$	%	\$	%	\$	%
42.292		42.246		46	0.1%	502	1.2%	41,790	
42,292		42,246		(506)	(3.1%)	133	0.8%	15.657	
3,824		3,859		(300)	(0.9%)	265	7.4%	3,559	
1,434		1,322		112	8.5%	146	11.3%	1,288	
63,340		63,723		(383)	(0.6%)	1,046	1.7%	62,294	
					Dia		Pts.		
14,145	33.4%	14,430	34.2%	(285)	Pts. (0.8)	(20)	(0.5)	14,165	33.9
11,252	71.3%	11,717	54.2 % 71.9%	(465)	(0.6)	38	(0.3)	11,214	71.6
3,820	99.9%	3,855	99.9%	(403)	0.0	265	0.0	3,555	99.9
804	56.1%	786	59.5%	18	(3.4)	39	(3.3)	765	59.4
30.021	47.4%	30.788	48.3%	(767)	(0.9)	322	(0.3)	29.699	47.7
		,		(,	(0.0)		(0.0)		
6,220	14.7%	6.588	15.6%	368	0.9	122	0.5	6,342	15.2
7,697	48.7%	7,809	47.9%	112	(0.8)	(72)	0.0	7,625	48.7
608	15.9%	611	15.8%	3	(0.0)	(7)	1.0	601	16.9
771	53.8%	822	62.2%	51	8.4	(14)	5.0	757	58.8
15,296	24.1%	15,830	24.8%	534	0.7	29	0.5	15,325	24.6
2,109	5.0%	2,113	5.0%	4	0.0	(23)	0.0	2,086	5.0
1,693	10.7%	1,697	10.4%	4	(0.3)	(56)	(0.2)	1,637	10.5
1,294	33.8%	1,219	31.6%	(75)	(2.2)	(245)	(4.3)	1,049	29.5
599	41.8%	580	43.9%	(19)	2.1	28	6.9	627	48.7
5,695	9.0%	5,609	8.8%	(86)	(0.2)	(296)	(0.3)	5,399	8.7
5,816	13.8%	5,729	13.6%	87	0.2	78	0.1	5,738	13.7
1,862	11.8%	2,211	13.6%	(349)	(1.8)	(89)	(0.7)	1,951	12.5
1,917	50.1%	2,024	52.4%	(107)	(2.3)	12	(3.4)	1,905	53.5
(566)	(39.5%)	(617)	(46.7%)	5 1	7.2	54	8.6	(620)	(48.1
9,029	14.3%	9,347	14.7%	(318)	(0.4)	55	(0.1)	8,974	14.4
6,526	10.3%	6,913	10.8%	387	0.5	(170)	(0.1)	6,356	10.2
2.650	4.2%	2,624	4.1%	(26)	(0.1)	(199)	(0.3)	2,451	3.9
848	1.3%	965	1.5%	117	0.2	103	0.2	951	1.5
2,130	3.4%	2,246	3.5%	116	0.1	26	0.1	2,156	3.5
12,154	19.2%	12,748	20.0%	594	0.8	(240)	(0.1)	11,914	19.1
(3,125)	(4.9%)	(3,401)	(5.3%)	276	0.4	(185)	(0.2)	(2,940)	(4.7
657	1.0%	110	0.2%	547	0.8	517	0.8	140	0.2
198	0.3%	130	0.2%	68	0.1	61	0.1	137	0.2
(352)	(0.6%)	(352)	(0.6%)	0	0.0	33	0.0	(385)	(0.6
(2)	0.0%	Ó	0.0%	(2)	0.0	(2)	0.0	Ó	0.0
2,585	4.1%	2,599	4.1%	(14)	0.0	15	0.0	2,570	4.1
3,086	4.9%	2,487	3.9%	599	1.0	624	0.9	2,462	4.0
(39)	(0.1%)	(914)	(1.4%)	875	1.3	439	0.7	(478)	(0.8

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

		JL		18 - 06/30/18)			FY 1	6-17]				SCAL YEA		-			FY 1	6-17
			CURREN	T MONTH				*	*					MONTHS (07/30/17 - 00				*	*
ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
•		•	0/	ACT/E	-	ACT/L	-	•	•		•		•	0/		BUD	ACT/L	-	•	•
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,982		3,710		272	7.3%	145	3.8%	3,837		UCLA Store	42,292		42,246		46	0.1%	502	1.2%	41,790	
1,443		1,420		23	1.6%	94	7.0%	1,349		UCLA Restaurants	15,790		16,296		(506)	(3.1%)	133	0.8%	15,657	
323		288		35	12.2%	22	7.3%	301		Services Division	3,824		3,859		(35)	(0.9%)	265	7.4%	3,559	
175		135		40	29.6%	36	25.9%	139		UCLA Student Union	1,434		1,322		112	8.5%	146	11.3%	1,288	
5,923		5,553		370	6.7%	297	5.3%	5,626		TOTAL	63,340		63,723		(383)	(0.6%)	1,046	1.7%	62,294	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,428	35.9%	1,310	35.3%	118	0.6	30	(0.5)	1,398	36.4%	UCLA Store	14,145	33.4%	14,430	34.2%	(285)	(0.8)	(20)	(0.5)	14,165	33.9%
1,024	71.0%	1,023	72.0%	1	(1.0)	68	0.1	956	70.9%	UCLA Restaurants	11,252	71.3%	11,717	71.9%	(465)	(0.6)	38	(0.3)	11,214	71.6%
323	100.0%	288	100.0%	35	0.0	22	0.0	301	100.0%	Services Division	3,820	99.9%	3,855	99.9%	(35)	0.0	265	0.0	3,555	99.9%
114	65.1%	84	62.2%	30	2.9	31	5.4	83	59.7%	UCLA Student Union	804	56.1%	786	59.5%	18	(3.4)	39	(3.3)	765	59.4%
2,889	48.8%	2,705	48.7%	184	0.1	151	0.1	2,738	48.7%	TOTAL	30,021	47.4%	30,788	48.3%	(767)	(0.9)	322	(0.3)	29,699	47.7%
										TOTAL CONTROLLABLES										
771	19.4%	773	20.8%	2	1.4	(20)	0.2	751	19.6%	UCLA Store	8,329	19.7%	8,702	20.6%	373	0.9	98	0.5	8,427	20.2%
970	67.2%	896	63.1%	(74)	(4.1)	(95)	(2.3)	875	64.9%	UCLA Restaurants	9,390	59.5%	9,506	58.3%	116	(1.2)	(127)	(0.3)	9,263	59.2%
163	50.5%	133	46.2%	(30)	(4.3)	(26)	(5.0)	137	45.5%	Services Division	1,902	49.7%	1,831	47.4%	(71)	(2.3)	(252)	(3.3)	1,650	46.4%
140	80.0%	141	104.4%	1	24.4	(10)	13.5	130	93.5%	UCLA Student Union	1,370	95.5%	1,403	106.1%	33	10.6	15	12.0	1,385	107.5%
2,044	34.5%	1,943	35.0%	(101)	0.5	(151)	(0.9)	1,893	33.6%	TOTAL	20,991	33.1%	21,442	33.6%	451	0.5	(266)	0.2	20,725	33.3%
										CONTRIBUTION										
657	16.5%	537	14.5%	120	2.0	11	(0.3)	646	16.8%	UCLA Store	5,816	13.8%	5,729	13.6%	87	0.2	78	0.1	5,738	13.7%
54	3.7%	127	8.9%	(73)	(5.2)	(27)	(2.3)	81	6.0%	UCLA Restaurants	1,862	11.8%	2,211	13.6%	(349)	(1.8)	(89)	(0.7)	1,951	12.5%
160	49.5%	155	53.8%	5	(4.3)	(4)	(5.0)	164	54.5%	Services Division	1,917	50.1%	2,024	52.4%	(107)	(2.3)	12	(3.4)	1,905	53.5%
(26)	(14.9%)	(57)	(42.2%)	31	27.3	21	18.9	(47)	(33.8%)	UCLA Student Union	(566)	(39.5%)	(617)	(46.7%)	51	7.2	54	8.6	(620)	(48.1%)
845	14.3%	762	13.7%	83	0.6	1	(0.7)	844	15.0%	TOTAL	9,029	14.3%	9,347	14.7%	(318)	(0.4)	55	(0.1)	8,974	14.4%
										ALLOCATED EXPENSES										
624	15.7%	613	16.5%	(11)	0.8	(48)	(0.7)	576	15.0%	UCLA Store	6,225	14.7%	6,515	15.4%	290	0.7	(102)	0.0	6,123	14.7%
389	27.0%	388	27.3%	(1)	0.3	(36)	(0.8)	353	26.2%	UCLA Restaurants	3,922	24.8%	4,180	25.7%	258	0.9	22	0.4	3,944	25.2%
104	32.2%	94	32.6%	(10)	0.4	(19)	(4.0)	85	28.2%	Services Division	1,020	26.7%	1,045	27.1%	25	0.4	(136)	(1.9)	884	24.8%
112	64.0%	99	73.3%	(13)	9.3	(18)	3.6	94	67.6%	UCLA Student Union	987	68.8%	1,008	76.2%	21	7.4	(24)	6.0	963	74.8%
1,229	20.7%	1,194	21.5%	(35)	0.8	(121)	(1.0)	1,108	19.7%	TOTAL	12,154	19.2%	12,748	20.0%	594	0.8	(240)	(0.1)	11,914	19.1%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
33	0.6%	(76)	(1.4%)	109	2.0	(37)	(0.6)	70		UCLA Store	(408)	(0.6%)	(787)	(1.2%)	379	0.6	(22)	0.0	(386)	(0.6%)
(335)	(5.7%)	(261)	(4.7%)	(74)	(1.0)	(63)	(0.9)	(272)		UCLA Restaurants	(2,060)	(3.3%)	(1,969)	(3.1%)	(91)	(0.2)	(67)	(0.1)	(1,993)	(3.2%)
56 (138)	0.9%	61	1.1%	(5)	(0.2)	(23) 3	(0.5)	79	1.4%	Services Division	897	1.4%	980	1.5%	(83)	(0.1)	(124)	(0.2)	1,021	1.6%
(138) (384)	(2.3%) (6.5%)	(156) (432)	(2.8%) (7.8%)	18 48	0.5 1.3	3 (120)	0.2	(141)	(2.5%)	UCLA Student Union	(1,554)	(2.5%) (4.9%)	(1,625) (3,401)	(2.6%)	71 276	0.1 0.4	28 (185)	0.0 (0.2)	(1,582) (2,940)	(2.5%)
(384)	(0.3%)	(432)	(7.8%)	48	1.3	(120)	(1.8)	(264)	(4.1%)	TOTAL	(3,125)	(4.9%)	(3,401)	(5.3%)	210	0.4	(185)	(0.2)	(2,940)	(4.7%)
472	8.0%	10	0.2%	462	7.8	448	7.6	24	0 40/	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	657	1.0%	110	0.2%	547	0.8	517	0.8	140	0.2%
472	0.4%	10	0.2%	462	0.2	440	0.2	24 12	0.4%	Interest Income	198	0.3%	130	0.2%	68	0.8	61	0.8	140	0.2%
(32)	(0.5%)	(32)	(0.6%)	0	0.2	3	0.2	(35)	(0.6%)		(352)	(0.6%)	(352)	(0.6%)	08	0.0	33	0.0	(385)	(0.6%)
(32)	0.0%	(32)	0.0%	(2)	0.0	(2)	0.0	(33)	0.0%	Income Taxes	(332)	0.0%	(332)	0.0%	(2)	0.0	(2)	0.0	(303)	0.0%
234	4.0%	236	4.2%	(2)	(0.2)	(12)	(0.4)	246	4.4%	Student Union Fee Income	2,585	4.1%	2,599	4.1%	(14)	0.0	15	0.0	2,570	4.1%
697	11.8%	225	4.1%	472	7.7	450	7.4	247		TOTAL	3,086	4.9%	2,487	3.9%	599	1.0	624	0.9	2,462	4.0%
313	5.3%	(207)	(3.7%)	520	9.0	330	5.6	(17)	(0.3%)	NET INCOME (LOSS)	(39)	(0.1%)	(914)	(1.4%)	875	1.3	439	0.7	(478)	(0.8%)
		, <i>/</i>	()					()	(()	, <i>,</i> ,	(<i>i</i>)	, <i>s</i> j					((

ASUCLA P/L Reconciliation Jun-18

Financial Analysis	\$0	000's
	Ju	n-18
Budgeted Net Income/(Loss)		(207
UCLA Store		
Gross Margin:		
Bearwear above plan mostly due to stronger than anticipated traffic during Commencement Weekend and the first week of summer break with tourists and summer camps	97	
Fast Track below plan due to a negative annual physical inventory shrinkage adjustment	(14)	
Market above plan due to increased foot traffic and higher sales in fruit beverages and in gifts, with a focus on Hydro Flask and Funko	8	
New Text below plan mostly due to continued downward sales trend	(14)	
Used Text above plan due to rental fees including summer rentals and spring non-returned rental fees	18	
Bookzone above plan due to one special order from UCLA Graduate School of Education & Information Studies to be included in a LAUSD training program	27	
CRS above plan due to higher income for the BruinPrint station and department special orders are ahead of plan due to increased outreach	15	
Custom Shop above plan from several department orders due to increased outreach	8	
Computer Store below plan: weaker year over year demand for Apple laptops and desktops from both individuals and departments (no new product introductions in June like prior year) LuValle Books below plan due to continued decline in Extension Textbooks	(17) (11)	
Eavance books below plan due to aggressive sales plan based on timing of remodel. As remodel was delayed and reduced the ability to establish early traffic patterns with new customers	(9)	
HSS Dental above plan due to timing of receipt of backordered kit merchandise	7	
Hilltop Shop above plan due to heavier traffic during move-out; 92% sell thru on moving supplies	7	
Total Wages below plan	3	
Other	(5)	
Total Contribution	(0)	120
UCLA Restaurants		120
Gross Margin:		
Greenhouse below plan due to more cannibalization from Veggie Grill opening than anticipated	(6)	
Veggie Grill above plan: average check and customer count higher than anticipated in original budget	6	
	(10)	
Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass thorough traffic even more	· · · ·	
North Campus Student Ctr. below plan: continuing lower sales trend in this general area, plus construction in parking lot 5 negatively impacted pass through traffic even more	(5)	
CSSC above plan as sales for Blaze were much higher than anticipated	10	
Café Synapse below plan due to ongoing customer traffic decline	(8)	
LuValle Food Servery below plan: general traffic has shifted away from northern areas	(12)	
Café 451 below plan: aggressive budget for finals week	(5)	
Kerckhoff Coffeehouse below plan: small variances each day	(7)	
Jamba Juice below plan: mostly commission reduction for property tax payment	(8)	
Catering above plan: unbudgeted Angel City Games plus general increase in sales from new menu roll out in May	49	
Total Wages above plan (mostly student)	(49)	
Other, negative controllables (mostly employee benefits)	(28)	
Total Contribution		(73
Services		
Gross Margin:		
Licensing Domestic above plan: some licensees are up and some down, and last year Adidas was ramping down while now Under Armour is established with positive comparable results	20	
Licensing International above plan: catching up slightly on prior period negative variance	8	
Licensing Campus Sourcing above plan: strong purchasing close to University's year end	8	
Leased Ops below plan: space previously leased by Kaplan is not currently leased	(7)	I
Photography above plan due to better than anticipated non-athletic photo job requests for June (with a higher average return)	6	I
Total Wages above plan	(5)	
Other, negative controllables mostly Licensing	(25)	
Total Contribution		5
UCLA Student Union		
Gross Margin:		
Event Services above plan due to unanticipated events from campus clients and first time outside clients	34	
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(4)	
Total wages below plan	(2)	
Other	3	
Total Contribution		31
Allocated Expenses and Other		
A&SS below plan: mostly due to reversal of current year UCPath and UCOP charges and positive employee benefits	21	
Facilities higher than plan mostly career wages and employee benefits	(59)	
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	7	
Other, positive interest income and non-recurrent due to check from UCLA for prior year Utilities meter reads that resulted in overcharges	468	
Total	400	43
	1	31

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

Financial Analysis							
	<u> </u>						
Budgeted Net Income/(Loss)		(914					
UCLA Store							
Gross Margin:							
Bearwear above plan mostly due to a strong April sales month, strong Transfer Day plus two National Championship celebrations, strong Commencement Weekend	189						
Graduation ETC below plan due to product mix (more lower margin items were sold) and shift of undergraduate regalia to an off campus competitor	(114)						
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(52)						
Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center	91						
Essentials below plan from declining sales of paper goods and writing instruments as students are using less school supplies (due to technology)	(33)						
Wooden Store below plan due to closure	(53)						
E-Commerce below plan: overall decline in fan enthusiasm	(58)						
New Text below plan: interaction between New and Used, fewer books were sold, average price down due to competitive pricing and impact of new rental program	(97)						
Used Text above plan: positive impact of new rental program	51						
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(105)						
LuValle Books below plan: used sales lower due to lack of available high quality used books for the law school and decline in Extension enrollment	(69)						
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(29)						
Total Wages lower than plan	109						
Other, positive controllables mostly employee benefits	257						
Total Contribution	\parallel	8					
UCLA Restaurants							
Gross Margin:							
Rubio's Baja Grill below plan: continued traffic and customer declines in Northern campus	(17)						
Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales	(21)						
Greenhouse above plan: capturing more of customer traffic during the Sbarro closure/Veggie Grill opening delay	65						
Veggie Grill below plan: opening delay	(88)						
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(86)						
No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5	(102)						
CSSC below plan as budget does not reflect the period time the Bistro was closed for construction of new Blaze concept	(133)						
Café Synapse below plan due to ongoing customer traffic decline LuValle Food Servery below plan due to December fires, general traffic has shifted away from northern areas and cold, wet weather impacted lack of indoor seating	(57)						
Kerckhoff Coffeehouse below plan tue to becember mes, general name has similed away from normern areas and cold, wet weather impacted tack of muotor seating Kerckhoff Coffeehouse below plan: traffic decline in northern campus and significant customer declines throughout almost all campus restaurants in March	(25)						
Catering above plan due to several high volume events and new menu roll out	58						
Total Wages above plan (mostly students)	(201)						
Other, positive controllables (mostly employee benefits)	308						
Total Contribution		(34					
Services							
Gross Margin:							
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	90						
Licensing International below plan (challenges in China and timing of Middle East, and India sales data received earlier than budgeted/accrued in July)	(51)						
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year and as they close out their year end	15						
Leased Ops below plan due to delay in leases for Admissions and space previously leased by Kaplan	(95)						
Photography above plan: higher non-athletic job requests	4						
Total Wages above plan	(7)						
Other, negative controllables mostly Licensing	(63)						
Total Contribution		(10					
UCLA Student Union	\square						
Gross Margin:	\downarrow						
Event Services above plan: unplanned rental of two rooms at LuValle Commons, increased outside events and University events better than plan	49						
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(32)						
Total Wages below plan	25						
Other, positive controllables	9						
Total Contribution	+	5					
Allocated Expenses and Other	╉──┥						
A&SS below plan (mostly savings in employee benefits and UCPath related expenses)	387						
Facilities above plan mostly wages and repairs & maintenance	(26)						
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.	117						
	116						
Depreciation lower than plan due to timing of capitals							
Depreciation lower than plan due to timing of capitals Other- mostly higher interest income and non-recurrent due to refund check received from UCLA for prior year Utility charges Total	599	1,193					

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

	Current Month	Prior Month	Prior Year
	June 2018	May 2018	July 2017
ASSETS			
CURRENT ASSETS:	\$15,286	¢11 716	\$12,191
Cash and cash equivalents Accounts receivable	4,229	\$14,746 4,702	3,526
Less: Allowance for doubtful accounts	(557)	(554)	(551)
Accounts receivable, net	3,672	4,148	2,975
Student fees receivable	0,012	678	373
Inventories	5,096	5,324	6,302
Prepaid expenses and other current assets	227	233	368
Total current assets	24,281	25,129	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	72,032	71,911	69,851
Less: Accumulated depreciation	(49,916)	(49,709)	(47,919)
Total long term assets	22,316	22,402	22,132
TOTAL ASSETS	\$46,597	\$47,531	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,468	\$6,049	\$5,727
Wages and payroll taxes payable	6,507	6,211	3,155
Sales tax payable & other liabilities	618	746	758
Interest payable	42	205	81
Deferred income	576	490	573
Funds held for others	312	236	102
Current portion of long term debt	867	833	832
Total current liabilities	14,390	14,770	11,228
LONG TERM DEBT:			
AU expansion loan	7,095	7,962	7,962
Total long term debt	7,095	7,962	7,962
TOTAL LIABILITIES	21,485	22,732	19,190
RETAINED EARNINGS:		<u></u>	
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(39)	(352)	(857)
Ending Balance	25,112	24,799	25,151
	20,112	27,155	20,101
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,597	\$47,531	\$44,341

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$313	(\$39)	(\$478)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	208	2,130	2,156
Loss (Gain) on disposal of fixed assets	0	15	5
(Increase)/decrease in current assets:			
Accounts receivable	476	(696)	(572)
Student fees receivable	678	374	508
Inventories	228	1,207	890
Prepaid expenses and other current assets	6	142	91
Increase/(decrease) in current liabilities:			
Accounts payable	(581)	(259)	99
Sales tax payable & other liabilities	(128)	(140)	(220)
Wages and payroll taxes payable	296	3,353	(1,086)
Interest payable	(163)	(39)	(42)
Deferred Income	86	3	(40)
Funds held for others	76	210	55
Net cash provided/(used) by operating activities	1,495	6,261	1,366
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(112)	(1,578)	(834)
Change in capital projects in progress	(10)	(755)	(001)
	(10)	()	
Net cash used in investing activities	(122)	(2,333)	(834)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(833)	(833)	(800)
Net cash provided/(used) by financing activities	(833)	(833)	(800)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	540	3,095	(268)
CASH AND CASH EQUIVALENTS, Beginning	14,746	12,191	11,907
CASH AND CASH EQUIVALENTS, Ending	\$15,286	\$15,286	\$11,639

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

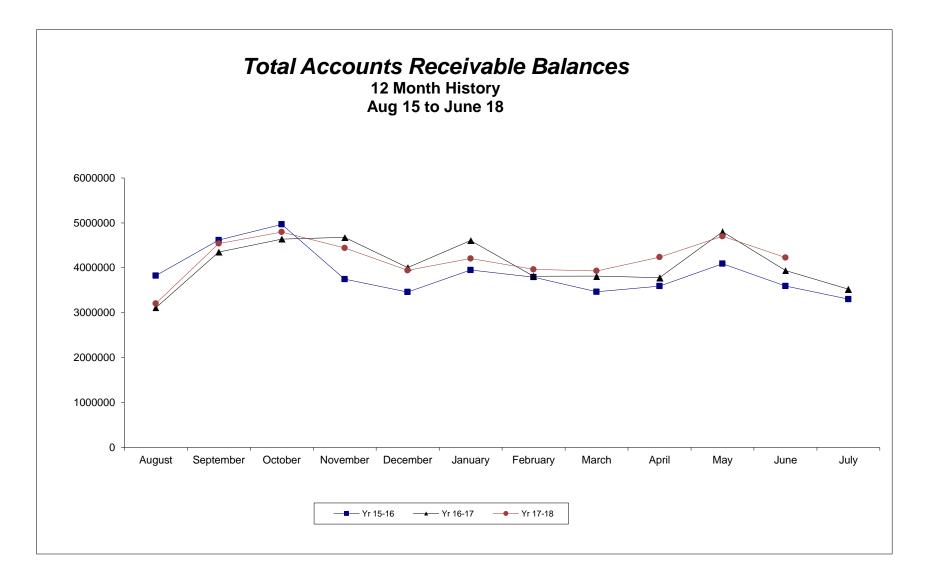
CASH AND CASH EQUIVALENTS	\$15,286
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
AU 1st Floor Restrooms	(175)
Engineering 6 Café	(150)
Subtotal	(1,041)
Adjustment for Cash Overdraft Entry	(845)
Uncommitted Cash	13,400
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	15,118
RESERVE SURPLUS (DEFICIT)	(\$1,718)

	FY 2017-2018 June 2018 PROJECTED												
PROJEC	TNAME	BUDGET				PROJECTED Remaining		Over	_				
FRUJEC		BUDGET	Payments	PO's	Total	Balance	Pendina	(Under)	Status				
Store/Serv	ices												
2017-001	Store General Replacement	50.0	8.6	0.5	9.1	40.9		0.0	In Progress				
2017-002	DC Forklift	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending				
2017-003	Market Counter Replacement	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending				
2017-004	HSS Remodel	75.0	68.7	0.0	68.7	6.3		0.0	Pending				
Total Store		175.0	77.3	0.5	77.8	47.2	50.0	0.0					
Food Serv													
2017-005	FS Miscellaneous and Unanticipated	50.0	28.1	11.8	39.9	10.1		0.0	In Progress				
2017-006	Patio Furniture Upgrade	20.0	12.8	0.0	12.8	7.2		0.0	In Progress				
2017-007	FS POS Kiosks	150.0	0.0	12.2	12.2	137.8		0.0	In Progress				
2017-008	Taco Bell space remodel	125.0	67.0	0.0	67.0	58.0		0.0	In Progress				
2017-009	Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
2017-010	NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
2017-011	NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending				
2017-012	TFC Dining Room Remodel	500.0	366.3	61.9	428.2	71.8		0.0	In Progress				
2017-036	Enginering 6 Café	0.0	0.0	3.0	3.0	147.0	FF 0	150.0	Pending				
Total Food	-	900.0	474.2	88.9	563.1	431.9	55.0	150.0					
Technolog													
2017-013	Network Infrastructure Upgrade	10.0	6.0	1.9	7.9	2.1		0.0	In Progress				
2017-014	Printer Replacement	20.0	7.2	6.5	13.7	6.3		0.0	In Progress				
2017-015	PC Replacement	20.0	21.1	0.0	21.1	0.0		1.1	Completed				
2017-016	Computing & Comm. Room Upgrade	20.0	16.7	0.0	16.7	3.3		0.0	In Progress				
2017-017	Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0		(17.0)	Cancel				
2017-018 Total Tech	Marketing Misc. Hardware/Software Upgrades	5.0 92.0	9.9 60.9	0.0 8.4	9.9 69.3	0.0 11.7	0.0	4.9 (11.0)	Completed				
		32.0	00.9	0.4	09.3	11.7	0.0	(11.0)					
<u>Others</u> 2017-019	Fac. Misc. Remodels	50.0	20.8	27.5	48.3	1.7		0.0					
2017-019	AU 2nd Floor Concourse/Bridge & Coop West Pa	60.0	20.8 52.3	0.0	40.3 52.3	0.0			In Progress				
2017-020	AU 1st Floor Restrooms	150.0	0.0	175.4	52.5 175.4	0.0		<mark>(7.7)</mark> 25.4	Completed				
2017-021	Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	25.4	In Progress Pending				
2017-022	KGS Drapery Replacement	25.0 65.0	0.0	0.0	0.0	0.0	25.0 65.0	0.0	Pending				
2017-023	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending				
2017-024	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending				
2017-025	Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending				
2017-028	Finance Misc. Replacements	40.0 15.0	8.7	0.0	0.0 8.7	6.3	40.0	0.0	In Progress				
2017-027	MCO Equipment	20.0	19.5	0.0	19.5	0.0		(0.5)	Completed				
2017-028	Convert Darkroom to office	0.0	5.5	0.0	5.5	0.0		5.5	Completed				
2017-029	Fac. Gem Carts	0.0	17.6	0.0	5.5 17.6	0.0		17.6	Completed				
2017-032	Wolfgang Patio	0.0	51.5	0.0	51.5	0.0		51.5	Completed				
2017-033	NC Back Door	0.0	0.0	26.6	26.6	0.0		26.6	In Progress				
2017-034	KH 105/109 Carpet Replacement	0.0	11.3	20.0	34.2	0.0		34.2	In Progress				
2017-037 Video Wall AU1st Floor		0.0	94.4	24.0	118.4	16.6		135.0	Completed Awaiting Invoice				
2017-038 LVC Patio Deck		0.0	0.0	24.0 50.0	50.0	0.0		50.0	In Progress				
2017-039 LVC Suite Remodel		0.0	0.0	0.0	0.0	6.0		6.0	Pending				
2017-039	KH 3rd & 4th Floor Security Cameras	0.0	0.0	0.0 5.6	0.0 5.6	0.4		6.0	Pending				
Total Othe		450.0	281.6	332.0	613.6	31.0	155.0	349.6	, ording				
	•	-30.0	201.0		010.0	J I.V	100.0	373.0					
I otal Curr	ent Year Projects	1,617.0	894.0	429.8	1,323.8	521.8	260.0	488.6					

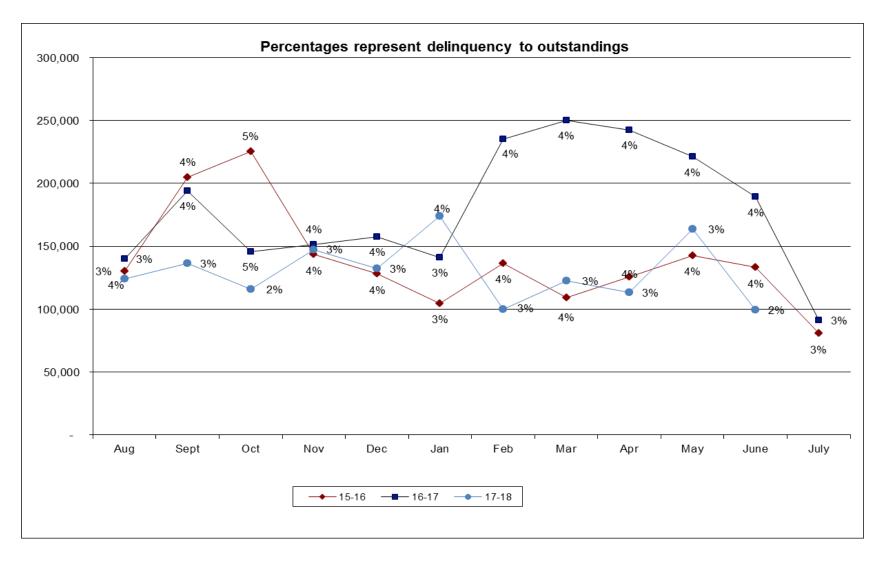
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) EY 2017-2018 June 2018

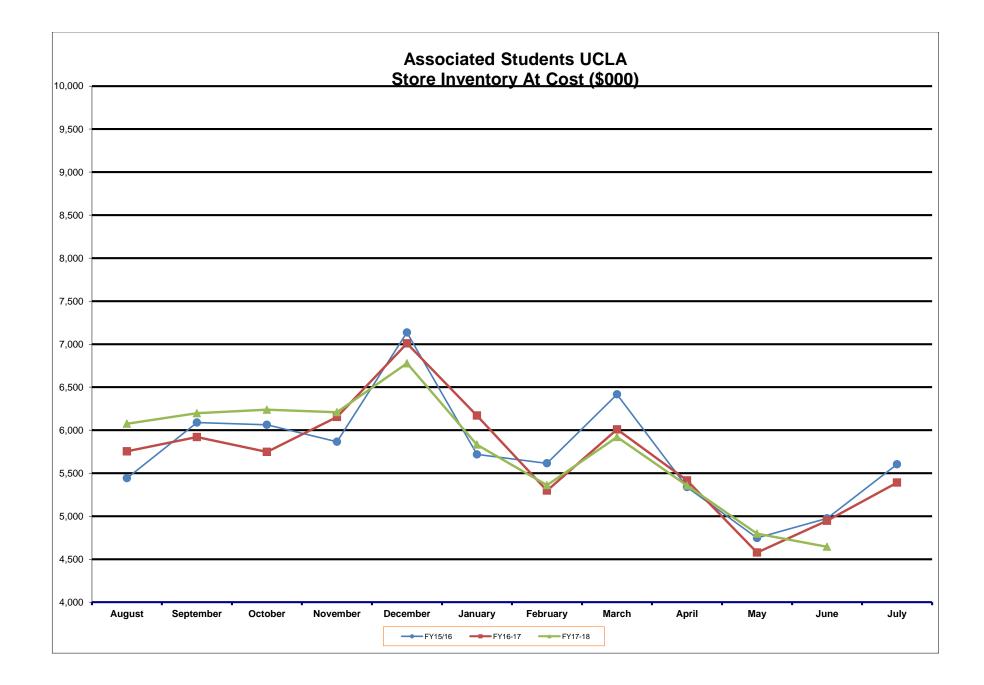
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

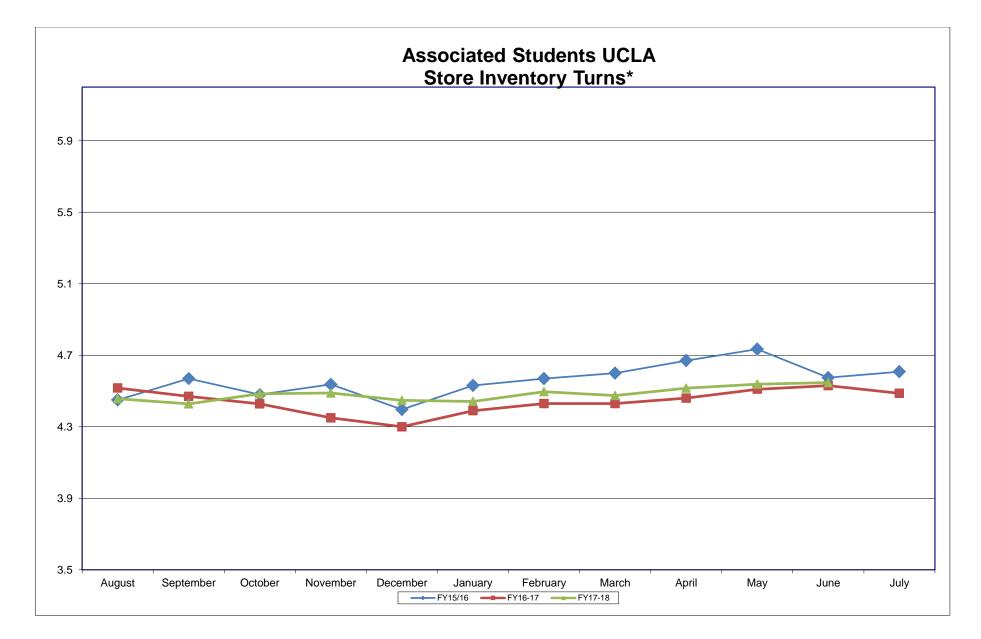
6/30/2018 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,308,809	33%	\$48,882	40%	\$3,618	8%	\$601	14%	\$1,350	5%	\$5,632	23%	\$1,368,892	32%
ASUCLA PUBLICATIONS	\$94,222	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,222	2%
ASUCLA USA/GSA	\$114,552	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,552	3%
DUE FROM VENDORS	\$541,644	14%	(\$2,180)	-2%	\$6,383	15%	\$1,438	33%	\$27,069	95%	\$18,046	76%	\$592,400	14%
DENTAL KITS	\$57,698	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$57,698	1%
OTHER	\$1,890,922	47%	\$74,568	62%	\$32,825	77%	\$2,270	53%	(\$1)	0%	\$293	1%	\$2,000,877	48%
TOTAL CURRENT MONTH	\$4,007,847	100%	\$121,270	100%	\$42,826	100%	\$4,309	100%	\$28,418	100%	\$23,971	100%	\$4,228,641	100%
	95%		3%		0%		0%		1%		1%		100%	
5/26/2018 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
,														
	\$976,467	23%	\$236,289	66%	\$79,229	92%	\$1,737	16%	\$929	2%	\$4,917	23%	\$1,299,568	28%
	\$90,086	2%	\$0 \$0	0%	\$0	0%	\$0 \$0	0%	\$0 \$0	0%	\$0	0%	\$90,086	2%
ASUCLA USA/GSA	\$155,227	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$155,227	3%
	\$662,230	16%	\$6,217	2%	(\$2,764)	-3%	\$6,501	59%	\$24,781	55%	\$16,521	78%	\$713,486	15%
	\$245,859	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,859	5%
	\$2,048,339	49%	\$117,631	32%	\$9,663	11%	\$2,698	25%	\$19,765	43%	(\$232)	-1%	\$2,197,864	47%
TOTAL CURRENT MONTH	\$4,178,208	100%	\$360,137 8%	100%	\$86,128	100%	\$10,936	100%	\$45,475	100%	\$21,206	100%	\$4,702,090	100%
	89%		8%		2%		0%		1%		0%		100%	
4/28/2018 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$972,542	25%	\$92,857	55%	\$12,531	58%	\$1,797	7%	\$964	3%	\$15,902	43%	\$1,096,593	26%
ASUCLA PUBLICATIONS	\$62,752	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$62,752	1%
ASUCLA USA/GSA	\$103,236	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,236	2%
DUE FROM VENDORS	\$308,859	8%	\$1,961	1%	\$3,471	16%	\$2,058	7%	\$27,296	99%	\$18,198	50%	\$361,843	9%
DENTAL KITS	\$122,137	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$122,137	3%
OTHER	\$2,388,100	59%	\$72,597	44%	\$5,664	26%	\$23,294	86%	(\$472)	-2%	\$2,502	7%	\$2,491,685	59%
TOTAL CURRENT MONTH	\$3,957,626	100%	\$167,415	100%	\$21,666	100%	\$27,149	100%	\$27,788	100%	\$36,602	100%	\$4,238,246	100%
	93%		4%		0%		1%		1%		1%		100%	



Aged Accounts Receivable Balances >60 Days Past Due







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

UCLA STORE INCOME STATEMENT

0 0 0 Rentals-Facilities 0 0 0 0 0 1,785 95 0 <95> Rentals-Truck 4,450 2,500 <1,950> 0 2,492 0 0 0 0 Taxes & Licenses 123,336 124,450 1,054 7,531 121,666 0 0 0 Temp Agency Service 6,682 1,900 <4,782> 0 8,049 23,205 23,350 145 Inventory Count 23,205 23,350 145 25,264 25,277 25,131 <th>JUN. 1</th> <th>11(05/27/18-06/3</th> <th>80/18)</th> <th>ſ</th> <th>F</th> <th>ISCAL YEAR 17-1</th> <th>8</th> <th>FISCAL YE</th> <th>AR 16-17</th>	JUN. 1	11(05/27/18-06/3	80/18)	ſ	F	ISCAL YEAR 17-1	8	FISCAL YE	AR 16-17
Letter Lister Lister <thlister< th=""> <thlister< th=""> <thlister< td="" th<=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></thlister<></thlister<></thlister<>									
1.7.7.80 1.5.44.02 231.02 Center Construction 1.4.477.39 1.4.37.48 1.4.677.39 1.4.677.39 1.5.677 <t< td=""><td>ACTUAL</td><td>BUDGET</td><td>VARIANCE</td><td></td><td>ACTUAL</td><td>BUDGET</td><td>VARIANCE</td><td>MONTH</td><td>YTD</td></t<>	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1.7.7.80 1.5.44.02 231.02 Center Construction 1.4.477.39 1.4.37.48 1.4.677.39 1.4.677.39 1.5.677 <t< td=""><td>1,484,971</td><td>1,515,971</td><td><31,000></td><td>ACADEMIC SUPPORT DIV</td><td>16,959,357</td><td>17,076,038</td><td><116,681></td><td>1,488,092</td><td>16,855,576</td></t<>	1,484,971	1,515,971	<31,000>	ACADEMIC SUPPORT DIV	16,959,357	17,076,038	<116,681>	1,488,092	16,855,576
148,000 177,677 -cs,774 LUZD (2000) 171,000	1,775,804	1,544,602	- / -						
17.17 7.000 1.15 E-COMMERCE DVISION (M-RAT) ECTINCISION (M-RAT) ECTINCIS									
23,249 197,220 23,270 FEATURE CENTORS AND PARTING TOTAL SALES 4,465,360 4,402,360 4,202,360 23,272 5,008,233 2,490,067 2,380,333 -100,734 Lass Cost of Selfs 27,925,622 27,857,383 -272,094- 2,483,193 27,482,194 9,726 3,970 -42,068 ALLED SEC SEPRET INV 11,4439 77,025 -44,063 3,232 -6,246 -6,237 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464 -6,376 -6,464									
3.589.33 3.580.700 288.82 TOTA, PLASE 41,04,000 41,42,701 -282,496 3.782,201 40,032,397 2.490,067 2.386,313 <030,755							,		
2,490,007 2,360,11 -110,750 acc: Sortisage 7,755,250 2,757,520 -720,090 2,460,397 7,782,144 9,275 3,370 -4,330 Accord Supers Provide NULL 10,990 -6,135 5,0940 -4,182,50 -6,236,5 75,031 1,200 0,000 -4,541 UVLLCOMMONS STORE 0,000 0,000 -4,541 UVLLCOMMONS STORE 0,1303 -4,132,50 -4,236,5 -2,236,7 -1,236,5 -2,236,7 -1,236,7 -4,132,5									
Jong Law: Serialge Jong Jong <thjong< th=""> Jong</thjong<>	-,,	.,,			, , .,	, ,		-, - ,	-,,
9,0% 3,3% <5,3% &A39MC SIPPORT DN (11,0%) 51,2% 50,3% <40,2% 40,2% 2,421 B80 -1,5% UVALE CONCENTORE 0 0 0 -2,3% -1,3% 5,3% <td>2,490,067</td> <td>2,386,313</td> <td><103,754></td> <td>Less: Cost of Sales</td> <td>27,929,622</td> <td>27,657,528</td> <td><272,094></td> <td>2,448,339</td> <td>27,482,154</td>	2,490,067	2,386,313	<103,754>	Less: Cost of Sales	27,929,622	27,657,528	<272,094>	2,448,339	27,482,154
9,0% 3,3% <5,3% &A39MC SIPPORT DN (11,0%) 51,2% 50,3% <40,2% 40,2% 2,421 B80 -1,5% UVALE CONCENTORE 0 0 0 -2,3% -1,3% 5,3% <td></td> <td></td> <td></td> <td>Lana Chuislean</td> <td></td> <td></td> <td></td> <td></td> <td></td>				Lana Chuislean					
51.88 6.780 				Less: Shrinkage					
51.88 6.780 	9,276	3.970	<5.306>	ACADEMIC SUPPORT DIV	61.763	50,940	<10.823>	<6.286>	46,544
24.2 880 -1,51.5 UVLLE COMPONE STORE COMMERCINSION 0 11,20 -1,337 -1,337 -1,337 -1,337 -1,337 -1,337 -1,337 -1,338 -2,3402									
0 0									
110 90 PMLM SCIENCES STORE 22.82 18.86 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <-3.402 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>									
35.87 13.400 cs3.365 SHIMAGE 217.60 350.05 cs3.384 cs3.385 cs3.384 cs3.385 cs3.384 cs3.385 cs3.384 cs3.385 cs3.335 cs3.385 cs3.385 cs3.385 cs3.335 cs3.335 cs3.335 cs3.335 cs3.335 cs3.335 cs3.335 cs3.33 cs3.23 cs3.23 <thcs3.23< th=""> cs3.23 cs3.23</thcs3.23<>					-	-			
2255340 2.399,780 -249,121> TOTAL LOST OF SALES 261,472,03 231,4780 2.488,486 2/265,03 64.5 65.4 65.4 65.4 65.4 65.4 65.4 65.5 67.5 66.8 -1.1.5 65.1 67.2 1.50 1.209,025 54.06 60.05 1.229,027 1.50.20 -1.0.5 1.23 2.25 40.0 1.33,33.20 40.0 -0.2.2 40.0 1.33,33.20 40.0 -0.2.2 40.0 1.33,33.20 40.0 -0.2.2 40.0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>									
1,256,310 1,289,821 5,2706 GROSS MARCIN % 12,298,272 15,612,398 644,005 11,249,101 13,32,341 32,23 32,2									
1,256,310 1,289,821 5,2706 GROSS MARCIN % 12,298,272 15,612,398 644,005 11,249,101 13,32,341 32,23 32,2									
35.5 34.6 0.9 GROSS MARCIN % 1.3.1 3.2.2 -1.1.3 34.7 32.3 32.2 -1.1.3 34.7 32.3 32.2 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 -0.3.5 0.4 0.4 -0.3.5 0.4 -0.4.5 0.4 0.4 -0.3.5 0.4 0.4 -0.3.5 0.4 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
1.2 0.4 (-1.2)= SPRIMAGE % 0.5 0.4 -0.22 0.0.2 0.1 33.8 3.43 -0.45 NET GOGS MAGIN % 31.6 22.9 -1.3- 0.5.2 32.8 32.2 32.2 32.2 32.2 32.2 32.2 32.2 32.2 32.4 32.2 -0.5.5 40.2 40.2 40.5 40.2 42.2 33.3 32.2 -0.5.5 40.2 42.2 42.2 42.5 40.2 42.2 42.5 40.2 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.2 42.5 42.5 42.2 42.5									
338 34.3 31.6 32.0 32.2 22.5 14.0 15.1									
14.0 15.0 <1.0 KADEMIC SUPPORT DV (41,2 16.6 18.7 <2.1> 16.7 18.7 41.2 41.3 4.2.0 CRENDA MOSE DIVISION (41,2 48.0 49.5 <0.6	217	011	12107	bindino de Jo	015	011	10127	10157	011
49.0 51.1 -2.2 CENERAL MOSE DIVISION ALL 49.9 49.5 -0.6- -0.5 49.6 49.2 33.6 34.9 -1.3 UNULE COMMONS STORE S1.1 33.3 33.3 -1.5 4.6.0 33.5 32.6 39.2 -6.6 FALTH SCIENCES TORE TALE MARKED VISION 22.2 24.6 -1.4.9 46.0 35.5 20.0 12.28.3 59.895 -6.3.93 OTRE INCOME CALE MARKED VISION 14.4.94.97 24.4.6 -1.4.9 46.0 35.5 20.0 12.28.33 59.895 -6.0.93 OTRE INCOME CALE MARCINCHE 14.4.94.97 14.4.95.02 56.57.1 24.55.23.2 1.9.7.67.7 14.164.918 12.40 13.0 Camer Wages 2.498.84 2.784.45 58.57.1 2.29.2.33 2.775.71 57.16 12.41 12.40 Camer Wages 2.498.844 2.498.45 58.57.1 2.49.2.33 2.775.71 12.43 13.0 S.90 0.1.0 Camer Wages 2.498.49 2.498.43 2.49.2.43.33 2.775.7<	33.8	34.3	<0.4>	NET GROSS MARGIN %	31.6	32.9	<1.3>	35.2	32.5
49.0 51.1 -2.2 CENERAL MOSE DIVISION ALL 49.9 49.5 -0.6- -0.5 49.6 49.2 33.6 34.9 -1.3 UNULE COMMONS STORE S1.1 33.3 33.3 -1.5 4.6.0 33.5 32.6 39.2 -6.6 FALTH SCIENCES TORE TALE MARKED VISION 22.2 24.6 -1.4.9 46.0 35.5 20.0 12.28.3 59.895 -6.3.93 OTRE INCOME CALE MARKED VISION 14.4.94.97 24.4.6 -1.4.9 46.0 35.5 20.0 12.28.33 59.895 -6.0.93 OTRE INCOME CALE MARCINCHE 14.4.94.97 14.4.95.02 56.57.1 24.55.23.2 1.9.7.67.7 14.164.918 12.40 13.0 Camer Wages 2.498.84 2.784.45 58.57.1 2.29.2.33 2.775.71 57.16 12.41 12.40 Camer Wages 2.498.844 2.498.45 58.57.1 2.49.2.33 2.775.71 12.43 13.0 S.90 0.1.0 Camer Wages 2.498.49 2.498.43 2.49.2.43.33 2.775.7<									
43.2 41.3 2.0 HULTOP SHOP 41.7 41.2 0.5 40.2 44.2 33.6 34.5 CCOMMONS TORE 33.3 53.2 4.6 53.3 33.8 50.2 3.6 ECOMMONS TORE 53.1 51.1 51.8 4.0.7 4.6 53.2 2.0.4 4.5 52.0 12,28.33 59.895 63.392 OTHEN INCOME 1.1.46.408 817.997 232.6 1.2.37.66 80.0.77 1,400.40 1.2.95.204 2.5.2044 2.5.2044 2.5.204 2.5.2044 2.5.204 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>									
33.6 34.9 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td></th<>									-
33.8 50.2 3.6 E-COMMERCE DVISION C-66.6-HRL1NT ECIRCES STORE 51.1 51.8 -0.7.7 46.5 50.9 122,833 56,895 63,98 OTHER INCOME 124,844 817,897 328,601 72,664 861,072 142,8443 1309,820 1136,643 GROSS MAKGINJOHTER 141,44,890 144,48,205 <285,425									
122,833 55,885 63,538 OTHER INCOME GROSS MARGIN/OTHER 1,146,498 817,897 328,601 73,664 86,1072 1,428,463 1,399,820 118,643 GROSS MARGIN/OTHER 1,4144,870 14,144,1470									
1,428,463 1,309,820 118,643 GROSS MARGIN/OTHER 14,144,870 14,480,295 <285,425 1,397,677 14,164,916 253,044 254,263 1,219 Career Wages 2,698,594 2,798,455 85,871 245,233 2,75,715 253,325 1,397,677 14,164,916 227,76 225,888 2,812 Student Wages 2,189,118 2,217,88 86,697 449,770 4,815,163 20,244 2,034,208 12,4 132,2 0,8 WAGE % 10 SALES 119,797 5,068,375 108,697 449,770 4,815,163 20,244 8,85,473 1,20,93 1,579,986 260,033 138,909 1,526,523 1,245 12,407,70 4,815,163 2,737,71 1,406 4,899,679 5,065 5,150 6 0 4,223,498 8,2428 8,2438 7,371 1,405 4,224,249 14,319,353 1,799,986 26,0033 138,909 1,526,527 0 0 3,999 2,430 5,816 1,217,917,916 4,224,949	32.6	39.2	<6.6>	HEALTH SCIENCES STORE	23.2	24.6	<1.4>	35.5	24.0
1,428,463 1,309,820 118,643 GROSS MARGIN/OTHER 14,144,870 14,480,295 <285,425 1,397,677 14,164,916 253,044 254,263 1,219 Career Wages 2,698,594 2,798,455 85,871 245,233 2,75,715 253,325 1,397,677 14,164,916 227,76 225,888 2,812 Student Wages 2,189,118 2,217,88 86,697 449,770 4,815,163 20,244 2,034,208 12,4 132,2 0,8 WAGE % 10 SALES 119,797 5,068,375 108,697 449,770 4,815,163 20,244 8,85,473 1,20,93 1,579,986 260,033 138,909 1,526,523 1,245 12,407,70 4,815,163 2,737,71 1,406 4,899,679 5,065 5,150 6 0 4,223,498 8,2428 8,2438 7,371 1,405 4,224,249 14,319,353 1,799,986 26,0033 138,909 1,526,527 0 0 3,999 2,430 5,816 1,217,917,916 4,224,949	122 022	F0 00F	62.029	OTHED INCOME	1 146 400	017 007	228 601	72.664	961.072
253,044 254,263 1,219 Career Wages 2,698,584 2,794,455 85,871 245,233 5,2377 15,99 300 <1,249> Limited Appointment 11,977 6,640 <5,337> 1,593 5,166 222,776 225,588 2,218 Stoffer Wages 2,187 Stoffer Wages 11,977 6,640 <5,337> 1,593 5,166 124,112,2 0.8 WGF % To SALES 11,977 6,640 <4,237									
253,044 254,263 1,219 Career Wages 2,698,594 2,794,455 85,871 245,233 2,275,216 15,999 3300 <1,249-	1/120/105	1,000,020	110,010		11/11/0/0	11/100/200	1200/1207	1,000,000	1 1/10 1/510
1.549 300 <1,249 United Appointment 11,977 6.640 <2,372 1,593 5,165 222,776 225,588 2,812 Studert Wages 2,189,118 2,217,221 2,8163 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 21,20 11,80 595,956 11,80 596,956 11,80,953 11,579,956 26,00,33 138,909 1,525,552 12,246 12,270,10 22,494 8,835 82,428				Less: Controllable Exp					
1.549 300 <1,249 United Appointment 11,977 6.640 <2,372 1,593 5,165 222,776 225,588 2,812 Studert Wages 2,189,118 2,217,221 2,8163 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 202,944 21,20 11,80 595,956 11,80 596,956 11,80,953 11,579,956 26,00,33 138,909 1,525,552 12,246 12,270,10 22,494 8,835 82,428									
222,776 225,888 2,812 Student Wages 2,183,118 22,17281 22,163 20,0244 2,032,004 477,370 13.2 0.8 WAGE % TO SALES 11.9 102,0376 108,697 5,008,376 108,697 5,008,376 108,697 449,770 42,720 11,520,520 10,833 125,740 17,2705 12,2464 12,700 12,503 32,222 10,903 30,903 1,525,550 6,612 30,925 30,803 17,515 42,799 3,805 17,515 42,799 3,805 17,515 21,799 3,805 17,515 42,799 3,805 17,515 21,799 3,805 17,515 42,925 44,927 44,925 44,927 4,925 44,927 44									
47,370 448,151 2,781 107.4L WAGES 4,893,679 5,008,376 108,647 448,170 4,815,163 12,4 13.2 0.8 WAGE % 10 SALES 11.9 12.1 0.2 12.0 11.8 134,233 145,800 11,577 Employee Benefits 11,319,553 11,579,566 260,033 138,090 1,525,552 4,190 5.996 1,806 Office Supplies 81,313 78,489 -26,224 8,835 82,423 19 15 <4-9									
134,333 145,880 11,547 Employee Benefits 1,319,953 1,579,986 260,033 138,009 1,552,552 7,778 11,600 4222 Telephone 108,335 12,5740 17,205 12,464 122,010 1,020 1,550 440 TaryTrips/Conference 28,173 35,600 7,477 612,203 29,325 3,196 3,912 716 Operating Supplies 56,619 52,170 <4,249									
4,190 5,596 11,600 Office Supplies 81,131 78,489 <2,284+		13.2	0.8	WAGE % TO SALES	11.9	12.1	0.2	12.0	11.8
4,190 5,596 11,600 Office Supplies 81,131 78,489 <2,284+									
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0 188 Membership Fees 5,095 5,100 65 0 4,250 3,196 3,911 7,655 13,813 <3,842> Freight Out 218,914 221,999 3,085 17,515 217,989 3,000 3,000 0 0 0 0 666.0 0 666.0 0 644 10 0 10.707 225 25 Security Expense 0 275 275 0 0 0 0 0 0 13,961 -4,289.2 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,416.9 9,262 203,124 -7,410.9 2,262 -7,731.9 Bark Card Expense 742,143 756,404 14,261 6,166.4 -7,9493 2,707.75 -8,718.9 32 2,556 1,962								,	
3.196 3.912 7.16 Operating Supplies 56,419 52,170									
17,655 13,813 <3,842									
3,600 0 0 Transportation 13,663 13,700 37 3,501 13,250 0 0 0 Merchandles Losses 656 0 0 55 0 0 0 25 25 Security Expense 0 275 275 0 0 0 0 25 25 Security Expense 0 275 2,767 0 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
0 0 Merchandise Losses 656 0 < 66 10 0 <10>Postage Stamp O/S 18 0 <18									
10 0 <10> Postage Samp O/S 18 0 <18> 0 0 17 0 25 Security Expense 0 275 275 0 0 0 10,572 10,797 225 Advertising 210,909 23,493 <7,416> 9,262 203,124 <5,217			-						
10,572 10,797 225 Advertising 210,909 203,493 <7,416-			-						
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	0			Security Expense	-	275	275	0	0
0 25 25 Direct Mail Adv. 229,993 270,775 <8,718> 32 251,585 3,989 2,430 <1,559> Repairs & Maintenance 46,304 48,900 2,596 1,962 54,817 62,267 54,536 <7,731> Bank Card Expense 742,143 756,404 14,261 6,666 730,881 2255 0 2252 Oredit Card Adjustments 12,967 0 <6,0400									
$\begin{array}{c c c c c c c c c c c c c c c c c c c $									
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $									
<225> 0 225 Overs/Shorts 6,040 0 <6,040 2,752 9,099 2,425 0 <2,425									
0 0 0 Textbook Rental Exp Rentals-Facilities 30 0 <30> 413 <55 0 0 0 0 0 0 0 0 0 0 0 1/265 95 0 0 0 0 0 0 0 0 1/265 95 0	<225>	0	225	Overs/Shorts	6,040	0	<6,040>	2,752	9,099
0 0 0 Rentals-Facilities 0 0 0 0 0 1,785 95 0 <95> Rentals-Truck 4,450 2,500 <1,950> 0 2,492 0 0 0 0 Taxes & Licenses 123,336 124,450 1,054 7,531 121,666 0 0 0 Temp Agency Service 6,682 1,900 <4,782> 0 8,049 23,205 23,350 145 Inventory Count 23,205 23,350 145 25,264 25,277 25,131 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
95 0 <95> Rentals-Truck 4,450 2,500 <1,950> 0 2,492 0 0 0 Taxes & Licenses 0 300			-						<55> 1 785
0 0 0 Taxes & Licenses 0 300 300 0 300 10,063 10,950 887 Professional Services 123,396 124,450 1,054 7,531 1121,666 0 0 0 Temp Agency Service 6,682 1,900 <4,782> 0 8,049 23,205 23,350 145 Inventory Count 23,205 23,350 145 25,264 25,264 317 3100 773 Concession Expense 40,226 39,458 <768> 2,512 61,533 0 2 2 Alloc of Distr Cntr 148,666 150,780 2,114 6,666 131,446 294,118 292,769 <1,342									
10,063 10,950 887 Professional Services 123,396 124,450 1,054 7,531 121,666 0 0 0 0 Temp Agency Service 6,682 1,900 <4,782> 0 8,049 23,205 23,350 145 Inventory Count 23,205 23,350 145 25,264 25,261 36,055									
0 0 0 Temp Agency Service 6,682 1,900 <4,782> 0 8,049 23,205 23,350 145 Inventory Count 23,205 23,205 145 25,264 25,264 25,264 25,264 25,264 25,264 25,264 25,264 25,264 25,264 202 37,723 100 <73> Concession Expense 40,226 39,458 <768> 202 37,723 0 2 2 Alloc of Distr Chtr 0 6 6 0 0 0 0 13,464 294,118 292,769 <1,349							1,054	-	
317 350 33 Commission Expense 65,537 57,750 <7,787> 2,512 61,533 173 100 <733					6,682	1,900		0	
173 100 <73> Concession Expense 40,226 39,458 <768> 202 37,723 0 2 2 Alloc of Distr Chtr 0 6 6 0									
0 2 2 Alloc of Distr Cntr Payment to UCLA 0 6 6 0 0 15,051 6,350 <8,701									
15,051 6,350 <8,701> Payment to UCLA 148,666 150,780 2,114 6,066 131,446 294,118 292,769 <1,349									
294,118 292,769 <1,349> TOTAL OTHER CONTROL. 3,428,972 3,693,300 264,328 301,417 3,612,065 771,488 772,920 1,432 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 556,976 536,900 120,076 SVCS AND ENTERPRISES 8,328,651 8,701,676 373,025 751,188 8,427,228 34,613 46,700 120,076 SVCS AND ENTERPRISES 5,816,219 5,728,619 87,600 646,489 5,737,688 34,613 46,700 12,087 Allocated Exp 46,161 411,638 46,161 411,638 163,549 160,158 <3,391> Allocated Exp15 721,301 757,907 36,606 67,863 766,850 38,055 34,116 <3,393> Allocated Exp. NKtg 393,319 394,094 775 26,099 343,568 121,209 118,362 <2,847									-
656,976 536,900 120,076 SVCS AND ENTERPRISES 5,816,219 5,728,619 87,600 646,489 5,737,688 34,613 46,700 12,087 Allocated Exp </td <td>294,118</td> <td>292,769</td> <td></td> <td></td> <td>3,428,972</td> <td>3,693,300</td> <td>264,328</td> <td>301,417</td> <td>3,612,065</td>	294,118	292,769			3,428,972	3,693,300	264,328	301,417	3,612,065
656,976 536,900 120,076 SVCS AND ENTERPRISES 5,816,219 5,728,619 87,600 646,489 5,737,688 34,613 46,700 12,087 Allocated Exp. Less: Allocated Exp. Less: Allocated Exp. 29,2323 46,161 411,638 163,549 160,158 <3,391> Allocated ExpHR 404,699 497,022 92,323 46,161 411,638 163,549 160,158 <3,391> Allocated Exp. Fin 1,612,935 1,679,349 66,414 149,759 1,562,351 68,208 70,984 2,776 Allocated Exp. IS 721,301 757,907 36,606 67,863 766,850 121,209 118,362 <2,847> Allocated Exp. Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <21,213	771,488	772,920	1,432		8,328,651	8,701,676	373,025	751,188	8,427,228
34,613 46,700 12,087 Allocated ExpHR 404,699 497,022 92,323 46,161 411,638 163,549 160,158 <3,391	656 976	536 000	120 076		5 816 210	5 728 610	87 600	646 490	5 737 688
34,613 46,700 12,087 Allocated ExpHR 404,699 497,022 92,323 46,161 411,638 163,549 160,158 <3,391> Allocated Exp. Fin 1,612,935 1,679,349 66,414 149,759 1,562,351 68,208 70,984 2,776 Allocated Exp. FIN 721,301 757,907 36,606 67,863 766,850 38,055 34,116 <3,393> Allocated Exp. Mktg 393,319 394,094 775 26,099 343,568 121,209 118,362 <2,847> Allocated Exp. Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <2,1213	030,970	550,500	120,070	STOS AND LITENTIALS	5,010,213	5,720,015	57,000	נטד,טז ט	5,757,000
163,549 160,158 <3,391> Allocated Exp. Fin 1,612,935 1,679,349 66,414 149,759 1,562,351 68,208 70,984 2,776 Allocated ExpIS 721,301 757,907 36,606 67,863 766,850 38,055 34,116 <3,939> Allocated Exp. Mktg 393,119 394,094 775 26,009 343,568 121,209 118,862 <2,847> Allocated Exp Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <21,213> Maintenance 924,906 917,048 <7,858> 85,179 890,130 24,915 27,186 2,271 Utilities 272,103 309,438 37,335 31,866 320,572 56,962 61,825 4,863 Depreciation 624,084 680,081 55,997 57,096 629,016 622,696 613,303 <9,393				Less: Allocated Exp					
163,549 160,158 <3,391> Allocated Exp. Fin 1,612,935 1,679,349 66,414 149,759 1,562,351 68,208 70,984 2,776 Allocated ExpIS 721,301 757,907 36,606 67,863 766,850 38,055 34,116 <3,939> Allocated Exp. Mktg 393,119 394,094 775 26,009 343,568 121,209 118,862 <2,847> Allocated Exp Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <21,213> Maintenance 924,906 917,048 <7,858> 85,179 890,130 24,915 27,186 2,271 Utilities 272,103 309,438 37,335 31,866 320,572 56,962 61,825 4,863 Depreciation 624,084 680,081 55,997 57,096 629,016 622,696 613,303 <9,393									
68,208 70,984 2,776 Allocated ExpIS 721,301 757,907 36,606 67,863 766,850 38,055 34,116 <3,939									
38,055 34,116 <3,939> Allocated Exp. Mktg 393,319 394,094 775 26,099 343,568 121,209 118,362 <2,847> Allocated Exp. Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <21,213									
121,209 118,362 <2,847> Allocated Exp Othr SA 1,270,486 1,279,834 9,348 111,719 1,197,951 115,185 93,972 <21,213									
115,185 93,972 <21,213> Maintenance 924,906 917,048 <7,858> 85,179 890,130 24,915 27,186 2,271 Utilities 272,103 309,438 37,335 31,866 320,572 56,962 61,825 4,863 Depreciation 624,084 680,081 55,997 57,096 629,016 622,696 613,303 <9,393> TOTAL ALLOCATED EXP 6,223,834 6,514,773 290,939 575,741 6,122,075									
24,915 27,186 2,271 Utilities 272,103 309,438 37,335 31,866 320,572 56,962 61,825 4,863 Depreciation 624,084 680,081 55,997 57,096 629,016 622,696 613,303 <9,393> TOTAL ALLOCATED EXP 6,223,834 6,514,773 290,939 575,741 6,122,075	115,185		<21,213>	Maintenance				85,179	890,130
622,696 613,303 <9,393> TOTAL ALLOCATED EXP 6,223,834 6,514,773 290,939 575,741 6,122,075	24,915	27,186			272,103		37,335		320,572
34,280 <76,403> 110,683 NET INCOME (LOSS) <407.615> <786.154> 378.539 70.748 <384.388	022,090	202,210	<3,393>	I OTAL ALLOCATED EXP	0,223,834	0,314,//3	290,939	5/5,/41	0,122,075
, , , , , , , , , , , , , , , , , , , ,	34,280	<76,403>	110,683	NET INCOME (LOSS)	<407,615>	<786,154>	378,539	70,748	<384,388>

UCLA RESTAURANTS INCOME STATEMENT

ATUAL BIDSET VARUARCE 179,721 1.00,271 4.40 BIDSET VARUAR PROVID VTSD 170,723 1.00,281 AURAND CATURAL BIDSET JABSES		11(05/27/18-06/3				ISCAL YEAR 17-1		FISCAL YE	
170.723 170.724 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 170.726 <t< th=""><th></th><th>CURRENT MONTH BUDGET</th><th></th><th></th><th></th><th><u> </u></th><th></th><th></th><th></th></t<>		CURRENT MONTH BUDGET				<u> </u>			
186.56 212.223 215.815 215.815 228.228 215.815 228.218 237.044 196.818 239.204 205.07 206.05 4.57.75 COMPERATE INVISION 1.44.244 1.46.73 1.45.75 COMPERATE INVISION 1.35.247 1.24.74.77 1.24.75 1.23.244 1.23.245 1.24.05.861 1.35.247 1.24.75 1.23.245 1.24.05.861 1.35.247 1.24.05.861 1.35.245 1.24.05.861 1.35.245 1.24.05.861 1.35.245 1.24.05.861 1.35.245 1.24.05.861 1.34.95.72 1.35.245 1.24.05.861 1.34.95.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.05.72 1.24.75.11 1.24.05.72 1.24.75.11 1.24.05.72 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 1.24.75.11 <t< td=""><td>71010712</td><td>DODGET</td><td>that a fire</td><td></td><td>1010/12</td><td>565621</td><td>With The</td><td>Holtin</td><td>110</td></t<>	71010712	DODGET	that a fire		1010/12	565621	With The	Holtin	110
17122 10.233 7.02 SOUTH ONESDON 1.466.695 1.690.729 <274.045									1,854,587
12:06/07 22:06:17 2.7:03-19 2.7:03-19 2.7:03-19 2.7:03-29 2.7:03-19 2.7:03-29 2.7:03-19 2.7:03-29 2.7:03-19 2.7:03-29 1.7:03-29									2,309,009
126,078 2:96,673 31,46,273 31,47,273 11,353 291,417 21,35,3 12,22,72 1,204,172 17,244 1714,5415 121,362,554 10,005,561 <133,362,574									
139,845 139,845 129,125 129,125 121,125 123,254 128,125 124,125 122,125 120,125 122,125 124,									
1.22,773 1.241,19 1.7444 TOTAL SALES 11.564,593 14.00,561 -328,366 1.140,200 443,000 419,000 37,10 -21,120 TOTS for SALES is 4538,055 4,578,654 40,07 329,200 444,020 65,7 67,0 -41,25 COSS MARCH is 567 67,3 -40,65 66,5 66,7 20,756 66,7 45,3 45,5 66,7 46,6 -45,5 66,7 66,7 45,3 45,5 66,7 46,6 45,5 66,7 46,6 45,5 66,7 46,6 45,5 66,7 46,6 46,6 66,6 46,6 46,6 66,6 66,1 66									2,131,380
343 330 -2.13 327 -46.5 343.3 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.5 333 337 -40.5 533 66.0 -40.2 66.7 -40.5 66.3 66.5 66.7 -40.2 66.7 46.7<									13,450,762
343 330 -2.13 327 -46.5 343.3 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.3 333 327 -46.5 34.5 333 337 -40.5 533 66.0 -40.2 66.7 -40.5 66.3 66.5 66.7 -40.2 66.7 46.7<		207.244	24 702		4 500 475	4 570 05 4	10,170	202.202	
B0.566 396.595 4-3495 GOCS MARCIN 505 502 523.00<			1		, ,	, ,			4,442,642
65.7 67.3 67.3 67.3 60.055 MARGIN % 66.7 67.3 40.5 65.5 67.8 67.4 66.0 1.16 CRTRAL DIVISION 67.6 69.1 4.1.5 68.7 76.6 67.4 66.0 -2.5 UVILE DIVISION 65.8 65.3 66.4 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.6 66.5 66.7 67.7 5.99.0 66.6 66.5 66.7 67.7 67.05 79.00 66.7 67.2 79.00									9,008,121
67.2 66.2 1.0 NORTH CAPPIS DIVISION 65.5 65.7 4.0.2 64.7 65.7 67.4 69.9 -2.2.5 SUIH INVISION 66.8 66.8 4.0.0 67.2 67.6 65.1 65.3 1.5 SPCERAL EVENTS DIVISION 66.1 65.1 65.3 4.1.2 59.0 1.6 221,446 215.52 SCHER INCOME 216.53.1 1.2.2.205.00 2.2.2.55.2 208.244 2.2.2.55 208.244 2.2.05.00 1.024.012 L022.786 3.1.266 63.05 MARCIN VOTHER 2.16.53.01 2.2.05.00 3.2.2.55 1.2.2.43.3 5.109 0 -5.1095 Imited Appointment 1.7.63 3.18,940 -2.46.91.05 5.44.995 -2.44.995 -2.40.915 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.9113 -2.40.9113 -2.40.91				GROSS MARGIN %	66.7	67.3			67.0
67.2 66.2 1.0 NORTH CAPPIS DIVISION 65.5 65.7 4.0.2 64.7 65.7 67.4 69.9 -2.2.5 SUIH INVISION 66.8 66.8 4.0.0 67.2 67.6 65.1 65.3 1.5 SPCERAL EVENTS DIVISION 66.1 65.1 65.3 4.1.2 59.0 1.6 221,446 215.52 SCHER INCOME 216.53.1 1.2.2.205.00 2.2.2.55.2 208.244 2.2.2.55 208.244 2.2.05.00 1.024.012 L022.786 3.1.266 63.05 MARCIN VOTHER 2.16.53.01 2.2.05.00 3.2.2.55 1.2.2.43.3 5.109 0 -5.1095 Imited Appointment 1.7.63 3.18,940 -2.46.91.05 5.44.995 -2.44.995 -2.40.915 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.912 -2.40.9113 -2.40.9113 -2.40.91									
63.8 66.0 -2.2.5 SOUTH DIVISION 66.8 66.8 -6.0.5 6.7.2 67.4 67.5 11.251.961			-						66.9
67.4 69.3 69.2 0.1 67.3 69.3 69.2 0.1 67.3 69.3 65.1 65.1 65.5 65.6 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.7 65.8 65.7 65.8 65.9 67.7 127.000 46.2 220.46 220.5 208.45 220.66 200.55 208.45 220.66 200.55 208.45 220.66 200.57 3.396.81 170.08 46.7 200.57 208.45 200.57 208.45 200.57			-						67.5
65.1 65.6 15. SPECIAL EVENTS DUISION 65.9 67.1									69.2
221,446 215,821 5,625 OTHER INCOME 1.024,012 1.027,236 1.276 0.6055 MARGIN/OFHER 11,251,951 11,717,089 <123,251	63.9	66.4	<2.5>	COOPERAGE DIVISION	66.1	66.5	<0.4>	66.4	66.7
1.024.012 1.027.76 1.276 GROSS MARGIN/OTHER 11.215.951 11.717.089 -4465.1385 955.755 11.214.12 333.366 334.120 -	65.1	63.6	1.5	SPECIAL EVENTS DIVISION	65.9	67.1	<1.2>	59.0	66.6
1.024.012 1.027.76 1.276 GROSS MARGIN/OTHER 11.215.951 11.717.089 -4465.1385 955.755 11.214.12 333.366 334.120 -	221 446	215 021	E 62E		2 165 921	2 200 002	<122.251	200 245	2 206 009
333,966 334,120 524 Career Wages 3,226,775 3,396,813 170,038 317,261 3,360,95 313,936 24,9995 -1,1655 Jack Nages -41,655,320 -41,855,320 -3,91 313,936 533,93 -64,8995 -1,1655 Jack Nages -41,855,320 -22,9915 -24,916 -24,916 -24,916 -24,9175 -24,916 -24,9185 -24,916									
333,596 334,120 524 Carreer Wages 3,226,775 3,366,813 170,038 317,261 3,360,99 316,644 242,848	1,021,012	1,022,750	1,270	GROUD THIRDING OTHER	11,251,551	11,717,005	(105,150)	555,755	11,211,125
5.109 0 <5.109				Less: Controllable Exp					
5.109 0 <5.109	222 506	224 120	F34	Carpor Wagoo	2 226 775	3 206 012	170.000	217 201	3 360 000
316,944 274,248 <42,956									3,360,990 3,919
<43.365									
612,213 563,369 <448,444 TOTAL WACES 5,983,339 5,782,834 <20,7055 544,995 5,063,339 217,698 193,599 <24,099			,	5					<429,051>
217,698 193,599 Employee Benefits 1,713,145 2,025,890 312,745 1,918,554 1,918,574 3,218 3,930 712 Telephone 37,314 43,175 5,841 6,040 43,77 1,000 1,000 0 Taiming Programs 14,317 15,288 971 0 90,77 4,2 4,6 0,4 Paper's To Sales 4,4 4,5 0.1 4,6 4,4 7,429 5,179 9,2200 Calescements 44,093 32,770 41,332 14,317 15,854 4,4,475 0.1 4,6 4,4 3,052 2,485 5,2772 5,669 4,443 5,00 1,4,473 <10,000									5,706,504
4,072 2,090 <1,982> 0ffice Supplies 22,156 18,780 <23,376-	50.1	46.8	<3.3>	WAGE % TO SALES	43.9	41.3	<2.6>	47.8	42.4
4,072 2,090 <1,982> 0ffice Supplies 22,156 18,780 <23,376-	217 698	193 599	<24 099>	Employee Benefits	1 713 145	2 025 890	312 745	191 554	1 918 873
3.218 3.930 '7.12 Telephone 37.334 43.17 5.841 6.040 6.930 51.097 55.127 4.30 Paper 552,785 623,351 365,66 52,772 557,275 567,351 365,66 52,772 557,275 567,375 56,699 4,4 4,5 0.1 4,6 4,4 4,5 0.1 4,6 4,1323 <1,0000> 1,243 <1,0017									13,883
S1,097 S5,127 4,030 Paper * 592,785 6.29,351 36,566 52,772 587,29 4,2 4,6 0,4 Paper % To Sales 71,476 55,990 -14,477> 5,669 64,45 (-13,827) <22,250									43,773
4.2 6.6 0.4 Pager % ro Sales 4.4 4.5 0.1 4.6 4.4 7.42 50.70 24.250 Claning Supplies 71,476 55.999 ct14/123 ct1011115 ct113.27 3.052 2.845 c2075 Replacements 44.093 32,770 ct1.323 c6.993 48.233 7.273 4.795 c2.4078 Laundry 49.073 47.650 c1.233 c1.065 4.012 c1.332 c6.993 48.233 2.851 1.785 c1.0665 Advertising 21.11 15.785 c7.373 4.635 42.13 0	1,000	1,000	0	Training Programs	14,317	15,288	971	0	9,023
7,429 5,179 <2,250> Cleaning Supplies 7,476 56,69 <14,477> 56,669 3,052 2,2445 <207> Replacements 44,043 32,703 4,795 <4,743									587,292
c13,827 c13,000 827 Purchasing Rebates c141,243> c10,111 c11,323 c6,993 48,33 7,273 4,795 c2,478b Laundry 49,073 47,656 c1,1333 6,993 48,33 2,851 1,785 c1,066- Advertising 41,111 47,665 6,554 1,110 21,333 0 0 29 29 Dorn Coupons Expense 3 319 316 0 2,990 1,988 2,185 1,002 0 2,713 366 2,239 1,988 2,185 1,002 2,713 366 2,332 0 2,88 7 1,123 6,613 0 0 0 0 0<									4.4
3.052 2.845 < <207-8									
7.273 4.795 c-2.478-b Laundry 49.073 47.650 c-1.423-b 4.635 47.19 566 1.270 774 Uniforms 23.82 15.785 c-7.397-961 22.337 0 0 0 Menu Development 0 2.89 7 1.55 1.99 1.962 4.675 2.713 3.36 2.30 2.89 1.94 4.43 4.61 1.962 4.675 2.713 3.36 2.30 2.03 2.72 2.90 2.52 1.99 1.962 4.675 2.713 3.36 2.30									48,322
2,851 1,785 < 1,065 Advertsing 41,111 47,665 6,554 1,110 21,337 0 29 Dorn Coupons Expense 3 319 316 0 - 10,131 7,494 <2,637> Repairs & Maintenance 130,768 72,009 <58,759> 14,615 107,47 2,065 2,054 <11> Sales Tax Expense 23,201 22,811 <390> 1,898 12,053 0 0 0 Credit Card Adjustments 28 0 <228> 7 15 239 0 <239> Rentals 1,002 0 1,002 2,999 1,962 37,5 <1,587> Rentals 1,002 0 <1,002									47,190
0 0 0 Menu Development Domr Cupros Expense 0 0 0 0 0 0 10,131 7,494 <2,637	546	1,270			23,182	15,785	<7,397>	961	22,353
0 29 29 Dorm Coupon's Expense 3 319 316 0 <									21,379
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$					-		-	-	108
36,447 40,443 3,996 Bank Card Expense 464,001 478,667 14,666 34,651 456,33 2,065 2,064 <11>Sales Tax Expense 23,011 239.00 1,283 4433 461 12,053 0 0 0 Credit Card Adjustments 28 0 <28> 7 15 239 0 <239> Rentals 1,002 0 <1,002> 2,909 2,99 1,962 375 <1,587> Rentals-Truck 1,962 4,675 2,713 336 2,30 0 0 0 Porfessional Services 610 0 <610> 0 <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td><0> 107 471</td>			-					-	<0> 107 471
2,065 2,054 (-11> Sales Tax Expense 23,201 22,811 <390-									456,304
1,607 1,134 <473> Overs/Shorts 8,191 12,534 4,343 461 12,02 239 0 Credit Carl Adjustments 28 0 <285									21,857
239 0 <239 Rentals 1,002 0 <1,002 2,990 2,910 333 14,458 266,990 330,786 40,333 14,458 266,990 333,756 40,333 14,458 266,990 330,786 40,333 14,458 266,990 330,786 40,333 14,451 9,59,934 487,614 9,			<473>		8,191		4,343		12,057
1,962 375 <1,587> Rentals-Truck 1,962 4,675 2,713 336 2,30 238 344 106 Taxes & Licenses 11,042 4,859 <6,103> 0 30 0 0 0 Porfessional Services 610 0 <610> 0									151
238 344 106 Taxes & Licenses 11,042 4,859 <6,183> 0 50 0									2,990
0 0 0 0 Professional Services (2,725) 610 0 <610-/>(6,0) 0 660 2,725 2,500 <225-> Temp Agency Service 7,738 3,220 <4,488-> <800-> 1,285 357,682 332,703 <24,979-> TOTAL OTHER CONTROL. 3,406,430 3,723,263 316,833 13,458 286,95 969,895 896,072 <73,823-									305
17,859 19,710 1,851 Commission Expense 296,453 330,786 40,333 14,458 286,95 357,682 332,703 <24,979									600
357,682 332,703 <24,979> TOTAL OTHER CONTROL. 969,895 886,072 <73,823> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 54,117 9,389,669 9,506,097 116,128 874,614 9,262,69 6 GROSS CONTRIBUTION TO 54,117 126,664 <72,547> SVCS AND ENTERPRISES 1,861,982 2,210,992 <349,010> 81,142 1,951,43 44,390 54,794 10,404 Allocated Exp. HR 490,785 573,184 82,399 55,934 487,66 59,263 61,304 2,041 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,96 24,715 27,171 2,456 Allocated Exp. HR 490,785 510,725 14,740 39,284 49,917 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 1,386 Allocated Exp. Othr SA 495,985 510,725 14,740 39,284 479,915 21,939 23,941 2,0		2,500	<225>	Temp Agency Service			<4,488>	<800>	1,837
969,895 896,072 <73,823> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 54,117 9,389,969 9,506,097 116,128 874,614 9,262,69 54,117 126,664 <72,547> SVCS AND ENTERPRISES 1,861,982 2,210,992 <349,010> 81,142 1,951,43 44,390 54,794 10,404 Allocated Exp Less: Allocated Exp. 1,861,982 2,210,992 <349,010> 81,142 1,951,43 24,715 27,171 2,456 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,86 313,789 13,059 43,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 13,799 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,209 32,908 26,845 70,009 335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959>									286,959
GROSS CONTRIBUTION TO 54,117 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES L <thl< th=""> L <thl< th=""> L <thl< th=""> <thl< th=""> L <thl< <="" td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>3,556,186</td></thl<></thl<></thl<></thl<></thl<>									3,556,186
54,117 126,664 <72,547> SVCS AND ENTERPRISES 1,861,982 2,210,992 <349,010> 81,142 1,951,43 44,390 54,794 10,404 Allocated Exp <	202,000	050,072	~15,025>		5,505,505	5,500,057	110,120	77,017	5,202,050
44,390 54,794 10,404 Allocated Exp. +IR 490,785 573,184 82,399 55,934 487,69 59,263 61,304 2,041 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,86 24,715 27,171 2,456 Allocated Exp15 284,936 306,565 21,629 23,863 303,323 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 1,386 Allocated Exp. Othr SA 495,985 510,725 14,740 39,284 479,15 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,09 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,311 <335,111> <261,1	54,117	126,664	<72,547>		1,861,982	2,210,992	<349,010>	81,142	1,951,439
44,390 54,794 10,404 Allocated Exp. +IR 490,785 573,184 82,399 55,934 487,69 59,263 61,304 2,041 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,86 24,715 27,171 2,456 Allocated Exp15 284,936 306,565 21,629 23,863 303,323 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 1,386 Allocated Exp. Othr SA 495,985 510,725 14,740 39,284 479,15 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,09 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,311 <335,111> <261,1				Less Allegate d Erre					
59,263 61,304 2,041 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,86 24,715 27,171 2,456 Allocated Exp15 284,936 306,565 21,629 23,863 303,32 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 .1,386 Allocated Exp. Othr SA 495,985 510,725 14,740 39,284 479,155 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,00 79,785 79,292 <4932				Less: Allocated Exp					
59,263 61,304 2,041 Allocated Exp. Fin 633,409 678,464 45,055 52,660 619,86 24,715 27,171 2,456 Allocated Exp15 284,936 306,565 21,629 23,863 303,32 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 .1,386 Allocated Exp. Othr SA 495,985 510,725 14,740 39,284 479,155 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,00 79,785 79,292 <4932	44.390	54.794	10.404	Allocated ExpHR	490,785	573,184	82,399	55,934	487,696
24,715 27,171 2,456 Allocated ExpIS 284,936 306,565 21,629 23,863 303,32 13,789 13,059 <730> Allocated Exp. Mktg 155,664 156,450 786 9,177 137,95 43,920 45,306 1,386 Maincende Exp. Othr SA 495,985 510,725 14,740 39,284 479,15 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,00 79,785 79,292 <493> Depreciation 807,620 872,222 64,602 73,974 896,26 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489									619,866
43,920 45,306 1,386 Allocated Exp Othr SA 495,985 510,725 14,740 39,284 479,15 101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Uiltites 239,601 272,509 32,908 26,845 270,09 79,785 79,292 <493> Depreciation 807,620 872,222 64,602 73,974 896,26 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489> <272,353> <1,992,87	24,715	27,171	2,456	Allocated ExpIS	284,936	306,565	21,629	23,863	303,322
101,426 82,961 <18,465> Maintenance 814,429 809,832 <4,597> 71,758 749,96 21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,09 79,785 79,292 <493> Depreciation 807,620 872,222 64,602 73,974 896,26 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489> <272,353									137,951
21,939 23,941 2,002 Utilities 239,601 272,509 32,908 26,845 270,09 79,785 79,292 <493> Depreciation 807,620 872,222 64,602 73,974 896,26 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489> <272,353									
79,785 79,292 <493> Depreciation 807,620 872,222 64,602 73,974 896,263 389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489> <272,353> <1,992,87									
389,228 387,828 <1,400> TOTAL ALLOCATED EXP 3,922,430 4,179,951 257,521 353,495 3,944,31 <335,111> <261,164> <73,947> NET INCOME (LOSS) <2,060,448> <1,968,959> <91,489> <272,353> <1,992,87									896,264
304,675 331,855 <27,180> TOTAL CUSTOMER COUNT 3,413,747 3,620,610 <206,863> 316,777 3,645,33 110,742 120,296 <9,554> 3RD PARTY CUST COUNT 1,119,998 1,181,388 <61,390> 107,534 1,179,272 193,933 211,559 <17,626> ASUCLA CUSTOMER COUNT 2,293,749 2,439,222 <145,473> 209,243 2,466,06 6.96 6.54 0.42 TOTAL AVERAGE CHECK 6.60 6.46 0.14 6.42 6.3 9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39									3,944,316
304,675 331,855 <27,180> TOTAL CUSTOMER COUNT 3,413,747 3,620,610 <206,863> 316,777 3,645,33 110,742 120,296 <9,554> 3RD PARTY CUST COUNT 1,119,998 1,181,388 <61,390> 107,534 1,179,272 193,933 211,559 <17,626> ASUCLA CUSTOMER COUNT 2,293,749 2,439,222 <145,473> 209,243 2,466,06 6.96 6.54 0.42 TOTAL AVERAGE CHECK 6.60 6.46 0.14 6.42 6.3 9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39	225 111-	<261 16A-	~72 047-		~2 060 440-	<1 060 0E0-	<01 400×	<171 JED-	~1 002 070-
110,742 120,296 <9,554> 3RD PARTY CUST COUNT 1,119,998 1,181,388 <61,390> 107,534 1,179,27 193,933 211,559 <17,626> ASUCLA CUSTOMER COUNT 2,293,749 2,439,222 <145,473> 209,243 2,466,06 6.96 6.54 0.42 TOTAL AVERAGE CHECK 6.60 6.46 0.14 6.42 6.3 9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39	<335,111>	<201,104>	3,94/	INET INCOME (LUSS)	<2,060,448>	<1,968,959>	<91,489>	<2/2,353>	<1,992,878>
110,742 120,296 <9,554> 3RD PARTY CUST COUNT 1,119,998 1,181,388 <61,390> 107,534 1,179,27 193,933 211,559 <17,626> ASUCLA CUSTOMER COUNT 2,293,749 2,439,222 <145,473> 209,243 2,466,06 6.96 6.54 0.42 TOTAL AVERAGE CHECK 6.60 6.46 0.14 6.42 6.3 9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39	304,675	331,855	<27,180>	TOTAL CUSTOMER COUNT	3,413,747	3,620,610	<206,863>	316,777	3,645,332
6.96 6.54 0.42 TOTAL AVERAGE CHECK 6.60 6.46 0.14 6.42 6.33 9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39									1,179,271
9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCIA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39									2,466,061
9.22 8.49 0.74 3RD PARTY AVG CHECK 8.55 8.37 0.18 8.48 7.6 5.67 5.43 0.24 ASUCIA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.3 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39						<i></i>		<i>c</i>	c
5.67 5.43 0.24 ASUCLA AVERAGE CHECK 5.64 5.53 0.11 5.33 5.33 32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39									6.30 7.66
32,167 28,888 <3,279> EMPLOYEE HOURS 324,515 298,879 <25,636> 31,140 323,39									7.66 5.38
	5.0,	51.15	012 1		5.0.			5.00	5.55
37.98 41.68 3.71> SALES/LABOR HOUR 41.98 46.86 4.88> 36.63 41.5									323,393
	37.98	41.68	<3.71>	SALES/LABOR HOUR	41.98	46.86	<4.88>	36.63	41.59

JUN. 11(05/27/18-06/30/18)				ISCAL YEAR 17-1	-	FISCAL YEAR 16-17 LAST YEAR ACTUAL		
	URRENT MONTH			YTD 11 MO(07/30/17-06/30/18)				
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,772	12,000	5,772	PHOTOGRAPHY	176,349	171,503	4,846	15,502	168,036
17,772	12,000	5,772	TOTAL SALES	176,349	171,503	4,846	15,502	168,036
0	185	185	Less: Cost of Sales	4,580	3,994	<586>	103	3,695
17,772	11,815	5,957	GROSS MARGIN	171,769	167,509	4,260	15,400	164,342
100.0	98.5	1.5	GROSS MARGIN %	97.4	97.7	<0.3>	99.3	97.8
100.0	98.5	1.5	PHOTOGRAPHY	97.4	97.7	<0.3>	99.3	97.8
202,313	166,163	36,150	TRADEMARKS AND LICENSING	2,524,592	2,469,634	54,958	177,516	2,206,625
103,248	110,015	<6,767>	LEASED OPS	1,123,154	1,217,823	<94,669>	108,390	1,184,310
305,561	276,178	29,383	OTHER INCOME	3,647,746	3,687,457	<39,711>	285,905	3,390,934
323,333	287,993	35,340	GROSS MARGIN/OTHER	3,819,515	3,854,966	<35,451>	301,305	3,555,276
			Less: Controllable Exp					
41,402	36,151		Career Wages	410,651	397,661	<12,990>	33,394	394,885
95	700		Student Wages	1,466	7,325	5,859	0	1,881
41,498	36,851	<4,647>	TOTAL WAGES	412,117	404,986	<7,131>	33,394	396,766
233.5	307.1	73.6	WAGE % TO SALES	233.7	236.1	2.5	215.4	236.1
22,799	18,890	<3,909>	Employee Benefits	196,329	206,434	10,105	18,394	204,703
176	445	269	Office Supplies	6,789	4,945	<1,844>	111	4,077
402	680	278	Telephone	6,164	7,325	1,161	595	6,353
318	60	<258>	Postage	1,184	660	<524>	24	510
3,000	3,000	0	Trav/Trips/Conference	11,499	11,500	1	3,001	6,992
0	0	0	Membership Fees	0	500	500	0	811
0	0	0	Enforcement	9,500	10,500	1,000	0	10,644
3,037	700	<2,337>	Business Promotion	31,244	30,900	<344>	1,533	4,336
0	0	0	Repairs & Maintenance	466	0	<466>	0	1,413
7,000	0	<7,000>	Bad Debt	18,420	18,450	30	0	5,678
3,422	2,080	<1,342>	Professional Services	27,464	38,920	11,456	2,083	23,905
0	925	925	Legal	0	10,175	10,175	0	3,611
2,524	2,100	<424>	Trademark	31,448	23,100	<8,348>	1,571	19,808
10,058	10,125	67	Intern'l Agnt Fee/Tax	211,534	198,850	<12,684>	12,150	218,367
16,039	13,383	<2,656>	Domestic Agency Fee	200,723	191,497	<9,226>	13,918	159,951
25	0		Misc. Bank Charges	108	0	<108>	0	56
52,873	43,779	<9,094>	Payment to UCLA	737,195	671,840	<65,355>	50,543	582,431
121,672	96,167	<25,505>	TOTAL OTHER CONTROL.	1,490,066	1,425,596	<64,470>	103,923	1,253,646
163,170	133,018	<30,152>	TOTAL CONTROLLABLE EXP	1,902,183	1,830,582	<71,601>	137,317	1,650,412
160,163	154,975	5,188	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,917,332	2,024,384	<107,052>	163,988	1,904,864
100,105	134,975	5,100		1,917,552	2,024,304	<107,032>	103,988	1,904,004
			Less: Allocated Exp					
3,009	3,584		Allocated ExpHR	33,539	40,262	6,723	3,427	33,686
12,867	12,024		Allocated Exp. Fin	146,965	153,617	6,652	11,340	136,363
5,538	5,514		Allocated ExpIS	68,208	71,542	3,334	5,332	68,491
3,090	2,650		Allocated Exp. Mktg	36,564	37,153	589	2,050	31,317
9,841	9,194		Allocated Exp Othr SA	119,749	120,337	588	8,777	109,528
51,956	42,352	,	Maintenance	417,190	413,259	<3,931>	34,098	320,793
11,238	12,258	,	Utilities	122,736	139,528	16,792	12,756	113,031
6,922	6,280		Depreciation	75,497	69,086	<6,411>	6,913	70,871
104,461	93,856	<10,605>	TOTAL ALLOCATED EXP	1,020,448	1,044,784	24,336	84,694	884,080
55,703	61,119	<5,416>	NET INCOME (LOSS)	896,884	979,600	<82,716>	79,294	1,020,784

	11(05/27/18-06/3] [
(CURRENT MONTH	1]
ACTUAL	BUDGET	VARIANCE	
110.076	66.005		
110,876	66,235	44,641	EVENT SERVICES OFFICE
39,162	39,137 105,372	25 44,666	AU POST OFFICE TOTAL SALES
150,038	105,572	44,000	TOTAL SALLS
38,463	38,276	<187>	AU Post Office Cost
22,695	13,110		Facilities Costs
61,158	51,386		Less: Cost of Sales
40.8	48.8	8.0	COST OF SALES %
88,880	53,986	34,894	GROSS MARGIN
59.2	51.2	8.0	GROSS MARGIN %
79.5	80.2		EVENT SERVICES OFFICE
1.8	2.2	<0.4>	AU POST OFFICE
100	125	62	
488	425	63	STUDENT UNION OPS
5,340	1,650	3,690	EVENT SERVICES OFFICE
12,229	16,800 10,656	<4,571>	
7,020	10,656	<3,636>	4
25,076	29,531	<4,455>	4
113,957	83,517	30,440	GROSS MARGIN/OTHER
			Less: Controllable Exp
33,002	33,170	168	Career Wages
27,932		<2,189>	-
60,933	25,743 58,913	<2,020>	5
40.6	55.9	15.3	WAGE % TO SALES
10.0	55.5	15.5	WAGE / TO SALES
10.6	16.5	5.9	EVENT SERVICES OFFICE
20,074	17,906	~2 168	Employee Benefits
1,017	708		Office Supplies
1,870	3,175	1,305	Telephone
75	5,175	<75>	
120	2,694	2,574	24 Hour Study Lounge
<800>	2,051	800	Student Comm Art
183	ů 0	<183>	
11,430	11,964	534	Annual ASUCLA Events
9,295	12,936	3,641	Student Event Exp
0	0	0	Student Union Prog
632	0		Operating Supplies
23	0		Uniforms
92	20		Advertising
273	250		Business Promotion
3,901	673		Repairs & Maintenance
957	1,032	75	Bank Card Expense
163	23	<140>	Overs/Shorts
0	0	0	Student Support Svcs
15,417	15,417	0	Interaction Fund
14,378	15,000	622	STUDENT UNION EVENT F
79,100	81,798	2,698	TOTAL OTHER CONTROL.
140,034	140,711	677	TOTAL CONTROLLABLE EXP
		a	GROSS CONTRIBUTION TO
<26,077>	<57,194>	31,117	SVCS AND ENTERPRISES
			Less: Allocated Exp
4,419	5,729	1,310	Allocated ExpHR
6,969	5,629	<1,340>	
2,999	2,581		Allocated ExpIS
1,673	1,240		Allocated Exp. Mktg
5,330	4,304		Allocated Exp Othr SA
63,007	51,408	<11,599>	
13,629	14,872	1,243	Utilities
14,039 112,065	12,926 98,689	<1,113> <13,376>	Depreciation TOTAL ALLOCATED EXP
<138,142>	<155,883>	17,741	NET INCOME (LOSS)
.100/1122		1,,, 11	

FISCAL YEAR 17-18 FISCAL YEAR 16-1								
YTD 11	MO(07/30/17-06	/30/18)	LAST YEA	r actual				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
626,680	542,014	84,666	75,119	506,497				
510,295	444,307	65,988	45,111	444,053				
1,136,975	986,321	150,654	120,230	950,550				
501,845	434,532	<67,313>	44,284	435,263				
127,977	101,863	<26,114>	12,014	87,769				
629,822	536,395	<93,427>	56,298	523,031				
55.4	54.4	<1.0>	46.8	55.0				
507,153 44.6	449,926 45.6	57,227 <1.0>	63,932 53.2	427,518 45.0				
0.77		<1.0>	55.2					
79.6	81.2	<1.6>	84.0	82.7				
1.7	2.2	<0.5>	1.8	2.0				
5,861	4,659	1,202	1,322	7,818				
16,597	38,850	<22,253>	3,655	38,232				
184,130	171,151	12,979	6,402	212,487				
90,310	120,970	<30,660>	7,881	79,019				
296,898	335,630	<38,732>	19,259	337,556				
804,051	785,556	18,495	83,192	765,075				
340,654	364,860	24,206	32,203	353,082				
263,017	263,956	939	27,614	215,470				
603,671	628,816	25,145	59,817	568,552				
53.1	63.8	10.7	49.8	59.8				
10.4	22.1	2.6	147	77 7				
19.4	22.1	2.6	14.7	22.7				
167,494	193,239	25,745	17,739	188,665				
10,223	11,693	1,470	544	12,707				
28,274	34,895	6,621	2,912	31,469				
2,250	1,950	<300>	2,512	1,192				
5,369	8,082	2,713	2,408	7,548				
5,494	6,246	752	, 0	6,518				
6,057	5,208	<849>	0	7,233				
37,919	38,090	171	11,964	39,266				
148,103	131,786	<16,317>	1,931	170,916				
0	0	0	0	352				
1,540	0	<1,540>	<11>	1,490				
1,878	2,000	122	0	1,940				
549	1,159	610	0	1,229				
3,596	2,750	<846>	275	2,924				
34,124	12,327	<21,797>	4,522	20,468				
12,038	11,710	<328>	1,042	11,534				
1,323	266	<1,057>	106	800				
2,787	2,750 169,587	<37> 4	0 15 417	2,654				
169,583 127,949	169,587	4 12,051	15,417 11,682	169,583 137,559				
766,549	773,738	7,189	70,530	816,047				
1,370,221	1,402,554	32,333	130,347	1,384,599				
,	, , ,_, ,	,		,				
<566,170>	<616,998>	50,828	<47,156>	<619,525>				
49,478	62,412	12,934	6,140	48,862				
55,998	53,196	<2,802>	5,248	49,248				
25,978	24,836	<1,142>	2,467	25,099				
14,045	12,787	<1,258>	949	11,216				
45,292	41,381	<3,911>	4,062	39,329				
505,929	501,667	<4,262>	46,244	480,715				
148,842	169,276	20,434	17,300	172,947				
141,892	142,178	286	11,424	135,188				
987,454	1,007,733	20,279	93,834	962,605				
<1,553,624>	<1,624,731>	71,108	<140,990>	<1,582,130>				
1,000,0212	-1,02 1,7,017	. 1/100	10,000					

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUN. 11(05/27/18-06/30/18)]	FISCAL YEAR 17-18			FISCAL YEAR 16-17		
	CURRENT MONTH			YTD 11 MO(07/30/17-06/30/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
200.250	245 000			2 42 4 222	0.400.770	11.007	217.000	2 226 666
300,259	315,099	14,840	Career Wages	3,484,082	3,498,779	14,697	317,896	3,326,666
10,335	300		Limited Appointment	64,833	3,300	<61,533>	3,550	3,550
40,272	33,841	1	Student Wages	377,988	376,751	<1,237>	37,525	339,414
350,866	349,240	<1,626>		3,926,903	3,878,830	<48,073>	358,971	3,669,630
5.9	6.3	0.4	WAGE % TO TOTAL SALES	6.2	6.1	<0.1>	6.4	5.9
0	0	0	Emp Awards, Profess.	14,735	17,600	2,865	0	15,178
2,000	0	,	Emp Awards, Students	11,700	7,500	<4,200>	<5,700>	6,000
143,013	156,872	13,859	Employee Benefits	1,578,893	1,727,643	148,750	157,008	1,618,956
16,117	15,411	<706>		90,980	98,781	7,801	4,759	82,373
4,822	8,428	3,606	Telephone	80,452	94,123	13,671	8,064	86,389
638	844	206	Postage	10,668	8,282	<2,386>	1,154	8,575
59	1,087	1,028	Trav/Trips/Conference	12,936	13,735	799	2,391	15,455
<265>	25	290	Expense Allowance	2,110	1,225	<885>	680	3,906
1,274	7,599	6,325	Employee Relations	22,403	26,117	3,714	7,433	29,138
0	54	54	Tuition Assistance	0	321	321	0	0
29	0	<29>	Training Programs	114	0	<114>	0	0
0	724	724	Fingerprinting	735	7,964	7,229	0	2,428
0	178	178	Recruitment	3,993	6,850	2,857	0	7,508
326	125	<201>	Operating Supplies	1,573	1,375	<198>	0	812
4	0		Freight Out	4	0	<4>	0	0
290	360	71	Uniforms	3,895	3,910	15	393	3,983
692	<500>		Security Expense	231	<5,300>	<5,531>	<611>	<1,033>
0	50	50	Security Equipment	1,761	550	<1,211>	0	1,171
2,471	2,650	179	Alarm Monitoring	25,697	28,900	3,203	2,545	29,641
1,500	1,758	258	Advertising	17,012	19,592	2,580	1,736	13,244
1,150	1,150	0	Benefits U Adv	12,650	12,650	_,0	<7,653>	7,797
6,638	7,719	1,081	Repairs & Maintenance	63,842	80,236	16,394	4,155	70,327
734	927	193	Repair-Mtce Computer	8,962	10,197	1,235	723	9,143
17,516	12,378	<5,138>		121,212	136,152	14,940	11,989	139,298
<219>	22	241	Printing	1,129	532	<597>	0	135,256
2,291	2,291	0	Bruin One Card Exp	37,352	37,352	0	0	41,276
<15>	2,291 40	55	Overs/Shorts	463	440	<23>	0	41,270
			-				-	
20,723	21,086	363	Insurance Expense	227,953	231,946	3,993	19,169	210,859
24,175	5,254	<18,921>	Professional Services	182,205	99,866	<82,339>	1,207	107,195
1,396	1,536	140	Legal	15,354	16,891	1,537	1,396	15,354
11,126	11,088		External Audit	122,877	121,962	<915>	10,471	113,041
2,175	1,500		Temp Agency Service	11,512	8,100	<3,412>	258	15,082
10,443	10,568	125	Internal Audit	114,870	116,244	1,374	9,607	105,680
4,276	1,114	,	Tax Consulting	19,698	15,295	<4,403>	1,874	13,399
684	3,500	2,816	PROFESSIONAL FEES PCI	19,540	34,000	14,460	669	29,537
32,209	20,000		Board of Directors	151,281	157,100	5,819	14,105	142,007
0	250	250	Special Projects	3,436	5,950	2,514	15	4,198
3,736	4,950		Misc. Bank Charges	44,159	51,156	6,997	4,400	47,394
2,762	4,135		Armored Carrier Expense	36,045	44,310	8,265	3,346	36,987
0	6,917	6,917	UCOP Payroll Services	37,083	76,087	39,004	7,635	83,985
0	23,417	23,417	UC PATH CHARGES	608	257,587	256,979	11,222	86,642
8,292	8,295	3	Student Med Supp Fund	90,970	90,976	6	8,050	76,475
16,431	13,695	<2,736>	UCLA Recharge Expense	180,745	150,645	<30,100>	13,296	146,130
895	550	<345>	Special Events	27,839	30,850	3,011	1,486	30,637
340,390	358,047	17,657	TOTAL OTHER CONTROL.	3,411,677	3,845,692	434,015	297,273	3,456,337
691,255	707,287	16,032	TOTAL CONTROLLABLE EXP	7,338,580	7,724,522	385,942	656,244	7,125,967
		•	1					
			Less: Allocated Exp					
27,554	22,465	<5,089>	Maintenance	221,251	219,222	<2,029>	19,986	205,767
5,960	6,498	538	Utilities	65,091	73,967	8,876	7,477	73,888
21,776	22,309	533	Depreciation	247,445	245,392	<2,053>	21,278	228,298
55,290	51,272	<4,018>		533,787	538,581	4,794	48,741	507,954
746,545	758,559	12,014	NET EXPENSE	7,872,367	8,263,103	390,736	704,985	7,633,921
	,	,• /	1	,,,	.,===,=00	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,-==
<667,447>	<684,413>	<16 966>	Allocated-Svs and Ent	<7,059,336>	<7,451,221>	<391,885>	<632,312>	<6,863,485>
<35,472>	<35,472>	0	Allocated-USAC	<373,613>	<373,613>	0	<34,152>	<363,523>
<3,572>	<3,572>	0	Allocated-GSA	<37,457>	<37,457>	ů 0	<3,497>	<37,130>
<40,055>	<35,102>	4,953	Allocated-Comm Board	<401,960>	<400,812>	1,148	<35,023>	<369,783>
<746,545>	<758,559>	<12,014>		<7,872,367>	<8,263,103>	<390,736>	<704,985>	<7,633,921>
\$7.10,5.132		~12/0172		\$7,072,5072	\$0,200,1007	\$320,7302		\$7,000,0212
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0
- v	v	5	1	ÿ	~	-07	~	5

FACILITIES DIVISION EXPENSE STATEMENT

JUN. 1	JUN. 11(05/27/18-06/30/18)			FI	SCAL YEAR 17-18	8	FISCAL YEAR 16-17	
C	CURRENT MONTH		1	YTD 11 MO(07/30/17-06/30/18)		/30/18)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
167,335	150,198	<17,137>	Career Wages	1,385,045	1,357,861	<27,184>	127,594	1,289,091
5,243	4,433	<810>	Limited Appointment	65,713	43,632	<22,081>	6,644	46,229
0	1,194	1,194	Student Wages	0	9,552	9,552	0	3,006
<184>	<665>	<481>	Labor Recharge	<3,548>	<6,840>	<3,292>	<15,849>	<21,742>
<9,537>	<7,816>		Billed Labor Costs	<105,702>	<86,407>	19,295	<9,866>	<94,020>
0	<4,500>	<4,500>	Capitalized Wages	<32,342>	<49,500>	<17,158>	0	<33,354>
162,857	142,844	<20,013>	TOTAL WAGES	1,309,166	1,268,298	<40,868>	108,523	1,189,210
119,919	88,290	,	Employee Benefits	808,668	871,099	62,431	74,523	797,101
345	208	<137>	Office Supplies	4,026	1,938	<2,088>	1,119	3,745
702	707	5	Telephone	8,151	7,782	<369>	1,115	7,506
12	0	<12>	Trav/Trips/Conference	12	600	588	0	1,393
4,274	5,372	1,098	Paper	53,962	56,118	2,156	6,042	55,152
2.9	5.1	2.3	Paper % To Sales	4.8	5.7	0.9	5.0	5.8
5,133	5,411	278	Cleaning Supplies	63,330	59,770	<3,560>	5,898	59,641
591	1,028	437	Replacements	9,894	12,870	2,976	856	12,261
571	468	<103>	Laundry	5,896	6,023	127	718	5,860
24,983	25,150	167	Repairs & Maintenance	309,039	285,150	<23,889>	30,339	280,605
1,039	3,425	2,386	Repairs & Mtce-Elevator	51,337	40,675	<10,662>	13,685	43,374
108	200	92	Repairs & Mtce-Equip	991	2,500	1,509	0	2,169
286	950	664	Painting Program	6,294	10,450	4,156	16	4,031
0	250	250	Incidental Proj Exp	2,649	2,750	101	0	1,680
7,856	3,300		Air Conditioning-Maint	46,135	48,900	2,765	1,632	49,721
10,600	9,497		Rub Remvl/Hauling	116,712	107,600	<9,112>	10,517	95,789
3,160	3,269	109	Rodent & Pest Control	35,352	35,962	610	4,287	34,877
3,381	1,000	<2,381>	Rentals-Truck	9,811	11,000	1,189	335	10,068
7,775	0	<7,775>	Janitorial	22,850	0	<22,850>	0	4,150
190,737	148,525	<42,212>	TOTAL OTHER CONTROL.	1,555,108	1,561,187	6,079	151,079	1,469,125
353,595	291,369		TOTAL CONTROLLABLE EXP	2,864,275	2,829,485	<34,790>	259,602	2,658,335
			Less: Allocated Exp					
20 171	21 570	-6 601>	Depresistion	222 646	227.262	2 616	16 947	106 640
28,171 28,171	21,570 21,570		Depreciation TOTAL ALLOCATED EXP	233,646 233,646	237,262 237,262	3,616 3,616	16,847 16,847	196,649 196,649
381,765	312,939		NET EXPENSE	3,097,920	3,066,747	<31,173>	276,449	2,854,983
501,705	512,555	<00,020>		5,057,520	5,000,747	<51,1752	270,445	2,034,905
<331,574>	<270,695>	60,879	Allocated-Svs and Ent	<2,662,454>	<2,641,823>	20,631	<237,279>	<2,441,603>
<7,851>	<7,851>	0	Allocated-USAC	<86,361>	<86,361>	, 0	<7,672>	<84,399>
<3,068>	<3,068>	0	Allocated-GSA	<33,756>	<33,756>	0	<3,008>	<33,098>
<11,719>	<8,860>	2,859	Allocated-Comm Board	<94,099>	<85,585>	8,514	<8,505>	<90,116>
<27,554>	<22,465>	5,089	Allocated-A & SS	<221,251>	<219,222>	2,029	<19,986>	<205,767>
<381,765>	<312,939>	68,826	TOTAL OTHER	<3,097,920>	<3,066,747>	31,173	<276,449>	<2,854,983>
0	0	0	TOTAL EXPENSE	<0>	0	0	0	<0>
0	0	0	I U IAL EXPENSE	<u></u>	U	U	0	<0>

UTILITIES EXPENSE STATEMENT

JUN. 1	JUN. 11(05/27/18-06/30/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
(CURRENT MONTH			YTD 11 MO(07/30/17-06/30/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,434	17,035	<2,399>	Chiller Water	157,000	166,140	9,140	18,586	148,986
44,875	55,156	10,281	Elec-Non Air Cond.	574,004	658,850	84,846	62,763	663,362
10,942	9,438	<1,504>	Water-Non Air Cond.	92,304	98,457	6,153	11,806	101,143
4,378	5,093	715	Steam-Non Air Cond.	53,583	65,252	11,669	6,448	66,703
3,077	3,289	212	Gas	26,566	34,915	8,349	2,746	35,047
1,550	1,551	1	Energy Management	17,055	17,061	6	1,550	17,055
84,256	91,562	7,306	TOTAL OTHER CONTROL.	920,512	1,040,675	120,163	103,899	1,032,296
84,256	91,562	7,306	TOTAL CONTROLLABLE EXP	920,512	1,040,675	120,163	103,899	1,032,296
<71,722>	<78,258>	<6,536>	Allocated-Svs and Ent	<783,282>	<890,767>	<107,485>	<88,766>	<876,649>
<2,905>	<2,905>	0	Allocated-USAC	<31,963>	<31,963>	0	<3,214>	<35,354>
<1,135>	<1,135>	0	Allocated-GSA	<12,493>	<12,493>	0	<1,261>	<13,863>
<2,535>	<2,766>	<231>	Allocated-Comm Board	<27,683>	<31,485>	<3,802>	<3,182>	<32,542>
<5,960>	<6,498>	<538>	Allocated-A & SS	<65,091>	<73,967>	<8,876>	<7,477>	<73,888>
<84,256>	<91,562>	<7,306>	TOTAL OTHER	<920,512>	<1,040,675>	<120,163>	<103,899>	<1,032,296>
0	0	0	TOTAL EXPENSE	<0>	0	0	0	<0>