ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/28/17 - 07/01/17)

Prepared

July 14, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		JL	JNE (05/28/	17 - 07/01/17	1			FY 15	5-16	FISCAL YEAR 2016-2017				FY 1:	5-16					
			CURREN'					**							07/31/16 - 07				**	
ACTU	IAL	BUD			VARIA	NCE		LAST YE	AR ACT		ACT	JAL	BUD			VARIA	NCE		LAST YE	AR ACT
				ACT/E	BUD	ACT/LY	ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,837		3,990		(153)	(3.8%)	281	7.9%	3,556		UCLA Store	41,790		43,589		(1,799)	(4.1%)	(1,161)	(2.7%)	42,951	
1,349		1,406		(57)	(4.1%)	79	6.2%	1,270		UCLA Restaurants	15,657		16,104		(447)	(2.8%)	305	2.0%	15,352	
301		310		(9)	(2.9%)	46	18.0%	255		Services Division	3,559		3,683		(124)	(3.4%)	196	5.8%	3,363	
139		127		12	9.4%	15	12.1%	124		UCLA Student Union	1,288		1,252		36	2.9%	51	4.1%	1,237	
5,626		5,833		(207)	(3.5%)	421	8.1%	5,205		TOTAL	62,294		64,628		(2,334)	(3.6%)	(609)	(1.0%)	62,903	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,398 956	36.4% 70.9%	1,346 996	33.7% 70.8%	52 (40)	2.7 0.1	86 39	(0.5)	1,312 917	36.9% 72.2%	UCLA Store UCLA Restaurants	14,165 11,214	33.9% 71.6%	14,743 11,455	33.8% 71.1%	(578) (241)	0.1 0.5	(211) 188	0.4 (0.2)	14,376 11,026	33.5% 71.8%
301	100.0%	310	100.0%	(40)	0.1	46	(1.3) 0.0	255	100.0%	Services Division	3,555	99.9%	3,681	99.9%	(126)	0.5	193	(0.2)	3,362	100.0%
83	59.7%	77	60.6%	6	(0.9)	17	6.5	66	53.2%	UCLA Student Union	765	59.4%	715	57.1%	50	2.3	82	4.2	683	55.2%
2,738	48.7%	2,729	46.8%	9	1.9	188	(0.3)	2,550	49.0%	TOTAL	29,699	47.7%	30,594	47.3%	(895)	0.4	252	0.9	29,447	46.8%
										WAGES & BENEFITS										
589	15.4%	618	15.5%	29	0.1	1	1.2	590	16.6%	UCLA Store	6.342	15.2%	6.485	14.9%	143	(0.3)	(256)	(1.0)	6.086	14.2%
737	54.6%	736	52.3%	(1)	(2.3)	(54)	(0.8)	683	53.8%	UCLA Restaurants	7,625	48.7%	7,537	46.8%	(88)	(1.9)	(451)	(2.0)	7,174	46.7%
52	17.3%	57	18.4%	5	1.1	0	3.1	52	20.4%	Services Division	601	16.9%	614	16.7%	13	(0.2)	(15)	0.5	586	17.4%
78	56.1%	71	55.9%	(7)	(0.2)	(12)	(2.9)	66	53.2%	UCLA Student Union	757	58.8%	760	60.7%	3	1.9	(53)	(1.9)	704	56.9%
1,456	25.9%	1,482	25.4%	26	(0.5)	(65)	8.0	1,391	26.7%	TOTAL	15,325	24.6%	15,396	23.8%	71	(8.0)	(775)	(1.5)	14,550	23.1%
										OTHER CONTROLLABLES										
163	4.2%	156	3.9%	(7)	(0.3)	2	0.4	165		UCLA Store	2,086	5.0%	2,167	5.0%	81	0.0	46	0.0	2,132	5.0%
138	10.2%	140	10.0%	2	(0.2)	(15)	(0.5)	123	9.7%	UCLA Restaurants	1,637	10.5%	1,680	10.4%	43	(0.1)	(59)	(0.2)	1,578	10.3%
86 53	28.6% 38.1%	94 58	30.3% 45.7%	8 5	1.7 7.6	(11) 15	0.8 16.7	75 68	29.4% 54.8%	Services Division UCLA Student Union	1,049 627	29.5% 48.7%	1,296 569	35.2% 45.4%	247 (58)	5.7 (3.3)	106 (51)	4.8 (2.1)	1,155 576	34.3% 46.6%
440	7.8%	448	7.7%	8	(0.1)	(9)	0.5	431	8.3%	TOTAL	5.399	8.7%	5.712	8.8%	313	0.1	(51) 42	(0.1)	5.441	8.6%
770	7.076	440	7.770	•	(0.1)	(3)	0.5	431	0.5 /6		3,333	0.1 /0	3,7 12	0.070	313	0.1	72	(0.1)	3,771	0.070
646	16.8%	572	14.3%	74	0.5	88	1.1	558	15.7%	CONTRIBUTION UCLA Store	5.738	13.7%	0.004	14.0%	(0.50)	(0.0)	(440)	(0.0)	0.457	14.3%
81	6.0%	120	8.5%	(39)	2.5 (2.5)	(31)	(2.8)	112	8.8%	UCLA Store UCLA Restaurants	1,951	12.5%	6,091 2,238	13.9%	(353) (287)	(0.3) (1.4)	(419) (323)	(0.6) (2.3)	6,157 2,274	14.3%
164	54.5%	159	51.3%	5	3.2	36	4.3	128	50.2%	Services Division	1,905	53.5%	1,770	48.1%	135	5.4	285	5.3	1,620	48.2%
(47)	(33.8%)	(52)	(40.9%)	5	7.1	20	20.2	(67)	(54.0%)	UCLA Student Union	(620)	(48.1%)	(614)	(49.0%)	(6)	0.9	(23)	0.2	(597)	(48.3%)
844	15.0%	799	13.7%	45	1.3	113	1.0	731	14.0%	TOTAL	8,974	14.4%	9,485	14.7%	(511)	(0.3)	(480)	(0.6)	9,454	15.0%
										ALLOCATED EXPENSES										
584	10.4%	606	10.4%	22	0.0	(10)	0.6	574	11.0%	Admin&Support Services	6,356	10.2%	6,529	10.1%	173	(0.1)	(321)	(0.6)	6,035	9.6%
240	4.3%	221	3.8%	(19)	(0.5)	(23)	(0.1)	217	4.2%	Maintenance Division	2,451	3.9%	2,493	3.9%	42	0.0	(62)	(0.1)	2,389	3.8%
96	1.7%	93	1.6%	(3)	(0.1)	(12)	(0.1)	84	1.6%	Utilities	951	1.5%	1,057	1.6%	106	0.1	18	0.0	969	1.5%
188	3.3%	216	3.7%	28	0.4	26	0.8	214	4.1%	Depreciation	2,156	3.5%	2,373	3.7%	217	0.2	(25)	(0.1)	2,131	3.4%
1,108	19.7%	1,136	19.5%	28	(0.2)	(19)	1.2	1,089	20.9%	TOTAL	11,914	19.1%	12,452	19.3%	538	0.2	(390)	(8.0)	11,524	18.3%
										NET INCOME (LOSS)										
(264)	(4.7%)	(337)	(5.8%)	73	1.1	94	2.2	(358)	(6.9%)	FROM OPERATIONS	(2,940)	(4.7%)	(2,967)	(4.6%)	27	(0.1)	(870)	(1.4)	(2,070)	(3.3%)
										OTHER INC/(EXP)										
24	0.4%	0	0.0%	24	0.4	1	0.0	23		Non-Recurrent Inc/(Exp)	140	0.2%	0	0.0%	140	0.2	(140)	(0.2)	280	0.4%
12 (35)	0.2% (0.6%)	8 (35)	0.1% (0.6%)	4 0	0.1 0.0	0 2	0.0 0.1	12 (37)	0.2% (0.7%)	Interest Income Interest (Expense)	137 (385)	0.2% (0.6%)	111 (385)	0.2% (0.6%)	26 0	0.0 0.0	(10) 21	0.0 0.0	147 (406)	0.2% (0.6%)
(35)	0.0%	(35)	0.6%)	0	0.0	0	0.1	(37)	0.0%	Interest (Expense) Income Taxes	(385)	0.6%)	(385)	0.6%)	0	0.0	0	0.0	(406)	0.6%)
246	4.4%	231	4.0%	15	0.4	20	0.0	226	4.3%	Student Union Fee Income	2,570	4.1%	2,545	3.9%	25	0.0	81	0.0	2,489	4.0%
247	4.4%	204	3.5%	43	0.9	23	0.1	224	4.3%	TOTAL	2,462	4.0%	2,271	3.5%	191	0.5	(48)	0.0	2,510	4.0%
(17)	(0.3%)	(133)	(2.3%)	116	2.0	117	2.3	(134)	(2.6%)	NET INCOME (LOSS)	(478)	(0.8%)	(696)	(1.1%)	218	0.3	(918)	(1.5)	440	0.7%
(.,)	(0.0,0)	(.55)	(=.070)		0			()	(=.070)	(2000)	()	(0.070)	(550)	(/0)	0	7.0	(0.0)	()		4 70

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

		JL	INE (05/28/1	7 - 07/01/17)			FY 1:	5-16		FISCAL YEAR 2016-2017					FY 1	5-16			
			CURRENT	MONTH				*1							07/31/16 - 07				**	
ACTU	IAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET		VARIA			LAST YE	AR ACT
				ACT/E		ACT/LY									ACT/		ACT/L			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,837		3,990		(153)	(3.8%)	281	7.9%	3,556		UCLA Store	41,790		43,589		(1,799)	(4.1%)	(1,161)	(2.7%)	42,951	
1,349		1,406		(57)	(4.1%)	79	6.2%	1,270		UCLA Restaurants	15,657		16,104		(447)	(2.8%)	305	2.0%	15,352	
301		310		(9)	(2.9%)	46	18.0%	255		Services Division	3,559		3,683		(124)	(3.4%)	196	5.8%	3,363	
139		127		12	9.4%	15	12.1%	124		UCLA Student Union	1,288		1,252		36	2.9%	51	4.1%	1,237	
5,626		5,833		(207)	(3.5%)	421	8.1%	5,205		TOTAL	62,294		64,628		(2,334)	(3.6%)	(609)	(1.0%)	62,903	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,398	36.4%	1,346	33.7%	52	2.7	86	(0.5)	1,312	36.9%	UCLA Store	14,165	33.9%	14,743	33.8%	(578)	0.1	(211)	0.4	14,376	33.5%
956	70.9%	996	70.8%	(40)	0.1	39	(1.3)	917	72.2%	UCLA Restaurants	11,214	71.6%	11,455	71.1%	(241)	0.5	188	(0.2)	11,026	71.8%
301	100.0%	310	100.0%	(9)	0.0	46	0.0	255	100.0%	Services Division	3,555	99.9%	3,681	99.9%	(126)	0.0	193	(0.1)	3,362	100.0%
83	59.7%	77	60.6%	6	(0.9)	17	6.5	66	53.2%	UCLA Student Union	765	59.4%	715	57.1%	50	2.3	82	4.2	683	55.2%
2,738	48.7%	2,729	46.8%	9	1.9	188	(0.3)	2,550	49.0%	TOTAL	29,699	47.7%	30,594	47.3%	(895)	0.4	252	0.9	29,447	46.8%
										TOTAL CONTROLLABLES										
751	19.6%	774	19.4%	23	(0.2)	3	1.6	754	21.2%	UCLA Store	8,427	20.2%	8,652	19.8%	225	(0.4)	(209)	(1.1)	8,218	19.1%
875	64.9%	876	62.3%	1	(2.6)	(70)	(1.5)	805	63.4%	UCLA Restaurants	9,263	59.2%	9,217	57.2%	(46)	(2.0)	(511)	(2.2)	8,752	57.0%
137	45.5%	151	48.7%	14	3.2	(10)	4.3	127	49.8%	Services Division	1,650	46.4%	1,911	51.9%	261	5.5	91	5.4	1,741	51.8%
130	93.5%	129	101.6%	(1)	8.1	3	13.8	133	107.3%	UCLA Student Union	1,385	107.5%	1,329	106.2%	(56)	(1.3)	(104)	(3.9)	1,281	103.6%
1,893	33.6%	1,930	33.1%	37	(0.5)	(74)	1.3	1,819	34.9%	TOTAL	20,725	33.3%	21,109	32.7%	384	(0.6)	(733)	(1.5)	19,992	31.8%
										CONTRIBUTION										
646	16.8%	572	14.3%	74	2.5	88	1.1	558	15.7%	UCLA Store	5.738	13.7%	6,091	14.0%	(353)	(0.3)	(419)	(0.6)	6,157	14.3%
81	6.0%	120	8.5%	(39)	(2.5)	(31)	(2.8)	112	8.8%	UCLA Restaurants	1,951	12.5%	2,238	13.9%	(287)	(1.4)	(323)	(2.3)	2,274	14.8%
164	54.5%	159	51.3%	5	3.2	36	4.3	128		Services Division	1,905	53.5%	1,770	48.1%	135	5.4	285	5.3	1,620	48.2%
(47)	(33.8%)	(52)	(40.9%)	5	7.1	20	20.2	(67)	(54.0%)	UCLA Student Union	(620)	(48.1%)	(614)	(49.0%)	(6)	0.9	(23)	0.2	(597)	(48.3%)
844	15.0%	799	13.7%	45	1.3	113	1.0	731	14.0%	TOTAL	8,974	14.4%	9,485	14.7%	(511)	(0.3)	(480)	(0.6)	9,454	15.0%
										ALLOCATED EXPENSES										
576	15.0%	603	15.1%	27	0.1	(4)	1.1	572	16.1%	UCLA Store	6,123	14.7%	6,446	14.8%	323	0.1	(136)	(0.8)	5,987	13.9%
353	26.2%	359	25.5%	6	(0.7)	12	2.5	365	28.7%	UCLA Restaurants	3,944	25.2%	4,035	25.1%	91	(0.1)	4	0.5	3,948	25.7%
85	28.2%	81	26.1%	(4)	(2.1)	(30)	(6.6)	55	21.6%	Services Division	884	24.8%	937	25.4%	53	0.6	(265)	(6.4)	619	18.4%
94	67.6%	93	73.2%	(1)	5.6	3	10.6	97	78.2%	UCLA Student Union	963	74.8%	1,034	82.6%	71	7.8	` 7	3.6	970	78.4%
1,108	19.7%	1,136	19.5%	28	(0.2)	(19)	1.2	1,089	20.9%	TOTAL	11,914	19.1%	12,452	19.3%	538	0.2	(390)	(0.8)	11,524	18.3%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
70	1.2%	(31)	(0.5%)	101	1.7	84	1.5	(14)	(0.3%)	UCLA Store	(386)	(0.6%)	(356)	(0.6%)	(30)	0.0	(556)	(0.9)	170	0.3%
(272)	(4.8%)	(239)	(4.1%)	(33)	(0.7)	(19)	0.1	(253)	(4.9%)	UCLA Restaurants	(1,993)	(3.2%)	(1,797)	(2.8%)	(196)	(0.4)	(319)	(0.5)	(1,674)	(2.7%)
79	1.4%	78	1.3%	1	0.1	6	0.0	73	1.4%	Services Division	1,021	1.6%	834	1.3%	187	0.3	20	0.0	1,001	1.6%
(141)	(2.5%)	(145)	(2.5%)	4	0.0	23	0.7	(164)	(3.2%)	UCLA Student Union	(1,582)	(2.5%)	(1,648)	(2.5%)	66	0.0	(15)	0.0	(1,567)	(2.5%)
(264)	(4.7%)	(337)	(5.8%)	73	1.1	94	2.2	(358)	(6.9%)	TOTAL	(2,940)	(4.7%)	(2,967)	(4.6%)	27	(0.1)	(870)	(1.4)	(2,070)	(3.3%)
										OTHER INC/(EXP)										
24	0.4%	0	0.0%	24	0.4	1	0.0	23	0.4%	Non-Recurrent Inc/(Exp)	140	0.2%	0	0.0%	140	0.2	(140)	(0.2)	280	0.4%
12	0.2%	8	0.1%	4	0.1	0	0.0	12		Interest Income	137	0.2%	111	0.2%	26	0.0	(10)	0.0	147	0.2%
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.1	(37)		Interest (Expense)	(385)	(0.6%)	(385)	(0.6%)	0	0.0	21	0.0	(406)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0		Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
246	4.4%	231	4.0%	15	0.4	20	0.1	226	4.3%	Student Union Fee Income	2,570	4.1%	2,545	3.9%	25	0.2	81	0.1	2,489	4.0%
247	4.4%	204	3.5%	43	0.9	23	0.1	224	4.3%	TOTAL	2,462	4.0%	2,271	3.5%	191	0.5	(48)	0.0	2,510	4.0%
(17)	(0.3%)	(133)	(2.3%)	116	2.0	117	2.3	(134)	(2.6%)	NET INCOME (LOSS)	(478)	(0.8%)	(696)	(1.1%)	218	0.3	(918)	(1.5)	440	0.7%
(17)	(/0)	(1.20)	(=:= ,0)		*		•	(/	(=:= /0/		,9	(5.570)	()	(,0)		2.0	(5.0)	(1.70)		2 /0

ASUCLA P/L Reconciliation Jun-17

Financial Analysis		000's
Budgeted Net Income/(Loss)	Ju	m-17 (133
Duagetea (vet Income/(Loss)	_	(133
UCLA Store	_	1
Gross Margin:	_	1
Bearwear above plan due to strong campus visitor traffic after commencement and the opening of the UCLA-Under Armour Shop	41	
Graduation ETC above plan due to timing for shift of July sales to June, and an increase in last minute ordering of regalia	15	
Campus Portrait Studio below plan due to aggressive push in May resulted in additional sittings that were budgeted for June	(7)	
Essentials below plan due to aggressive plan considering this year's trend, (actual results show a slight increase compared to prior year)	(6)	
Used Text above plan due to higher wholesale sales from buyback week and stronger availability of used books for Summer Session A	11	
CRS above plan due to shift in timing of department sales from July to June	9	
Bookzone above plan due to higher library sales and strong book event sales	10	
Computer Store below plan: introduction of new product, but no immediate product availability and lack of Apple promotion vs. last year's mid-June launch	(28)	
HSS Books below plan due to timing of department sales, (should be partially offset in July)	(9)	
HSS Dental above plan due to timing from shift in kit sales from August to June, partially offset by negative counter sales for large department lab coat purchase that did not repeat	9	
Hilltop Shop above plan: foot traffic in the area has increased with the convenience factor of shopping on the Hill	9	
Total Wages below plan	17	
Other, positive controllables	3	
Total Contribution		74
UCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	13	
Rubios below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)	
Panda below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)	
No Campus Student Ctr below plan: slightly less traffic than expected and additional sales growth added into budget not realized	(4)	ļ
CSSC below plan due to budgeted increase for pizza concept not yet executed and a generally aggressive overall budget as compared to last year	(15)	ļ
Café Synapse below plan due to ongoing customer traffic decline	(5)	
Luvalle Food Servery below plan due to an overly aggressive budget	(9)	
Café 451 below plan; library traffic continues to be down from past trends	(6)	ļ
Cooperage above plan: higher sales for a conservative budget which was based on the last few years with lower results and improved controls over food costs	6	-
Catering below plan due to corrections for aging receivables	(9)	
Total Wages above plan	(1)	
Other	(1)	
Total Contribution	+	(39
Services	+-	-
Gross Margin:		-
Licensing Domestic above plan primarily timing: the \$15K guarantee from Panini/trading cards was received in May last year	12	
Licensing Promotional Royalties below plan due to less than anticipated campus sourcing activity	(30)	-
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	4	
Photography above plan due to additional revenue related to Commencement Other positive controllables mostly Licensing	11	
Other, positive controllables mostly Licensing Total Contribution	- 11	
UCLA Student Union	_	<u> </u>
Gross Margin:	_	
Student Union Ops. above plan due to increased spending for Cheer Camp and additional graduation parties	6	
AU Post Office above plan	1	
Other, negative controllables	(2)	
Total Contribution	(2)	
Allocated Expenses and Other		
A&SS below plan in various controllables	22	
Maintenance higher than plan mostly due to unplanned plumbing, hardware and elevator repairs and maintenance	(19)	
Utilities slightly above plan	(3)	
Depreciation lower than plan due to timing of capital expenditures	28	
Positive non-recurrent, student fees and interest income	43	
Total		7:
Actual Net Income/(Loss)		(17

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

Financial Analysis	\$0	000's
Producted Not Income//Local		(690
Budgeted Net Income/(Loss)		(69
UCLA Store		
Gross Margin:		
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(43)	
Graduation ETC below plan: aggressive as compared to LY actual (majority of business in Spring but budget based on estimated actuals), and experience from new competitor	(44)	
Campus Portrait Studio above plan due to continued efficiencies of online scheduling accommodated a greater number of sittings	42	
Essentials below plan due to overall student supplies as related to Spring Rush trended down, similar to textbook sales	(46)	
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(59)	
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(141)	
Course Reader Solutions below plan: courses shifting to content posted on course websites, several classes opted for no reader and higher shift to lower-priced digital titles	(70)	
Bookzone below plan due to lower department sales, specifically library and continued decline in general book sales from competition and foot traffic	(33)	
Computer Store below plan due to decline in institutional sales and general softness in Apple Promo sales	(135)	
Luvalle Books below plan: decline in same titles sales compared to last year in New Text for Law rush and extension, and Used Text average unit price lower than last year	(89)	
HSS Books below plan mostly due to timing of department sales (will partially offset in July)	(31)	
HSS General Mdse below plan due to a planned floor remodel that has not occurred and competition from a new cafeteria in UCLA's Med Café	(43)	
HSS Dental above plan due to the timing of the receipt of backordered merchandise and an increase in the size and number of backordered merchandise	69 65	
Hilltop Shop above plan, increased traffic for shopping Total Wages lower than plan	41	
Other, mostly positive controllables (employee benefits, freight out, advertising)	164	
Total Contribution	104	(35
UCLA Restaurants		(33
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	114	
Rubios below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(30)	
Panda below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(22)	
Northern Lights below plan: largest sales downturn in November and February and smaller variances in other months	(19)	
No Campus Student Ctr below plan due to slightly less traffic and additional sales growth added into the budget was not realized	(20)	
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(127)	
Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend	(49)	
LuValle Food Servery below plan due to budgeting error for Thanksgiving week, small daily variances and inclement weather in February negatively impacted sales	(86)	
Café 451 below plan: library traffic continues to be down from past trends	(31)	
Kerckhoff Coffeehouse below plan: Nov. and Feb. inclement weather reduced foot traffic and budget slightly optimistic (more customers have gone back to Southern Lights)	(10)	
Cooperage above plan: A-Level customer traffic rebounding from previous declines, may be capturing some of the Sbarro customers	32	
Jamba Juice below plan (lower customer count compared to budget and prior year)	(20)	
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	23	
Stage Canteen below plan due to significant traffic decline trend in this location	(40)	
Catering below plan due to aggressive budget which planned for new growth of sales	(77)	
Concessions above plan (increased attendance at many events across several sports)	126	
Total Wages above plan	(167)	
Other, positive controllables mostly employee benefits, advertising and paper	116	(20
Total Contribution Sources		(28
Services Gross Margin:		
Licensing Domestic below plan due mostly to lower income expected for internal campus orders	(119)	
Licensing International below plan (revised estimates for Japan, China, India and the Middle East programs)	(96)	
Leased Ops above plan mostly due to income for the transfer center for rent starting 1/2 month September, (offset to fund Student Media is reported in A&SS)	70	
Photography above plan due to additional bookings	19	
Other, positive controllables mostly Licensing	261	
Total Contribution		13
UCLA Student Union		
Gross Margin:		
Student Union Ops above plan due to first time student events and new clients	53	
AU Post Office below plan due mostly to downturn for international sales	(3)	
Other processing controllables procedulated and expenses (compounds with higher student agent income)	(56)	
Other, negative controllables mostly student event expense, (corresponds with higher student event income)		
Other, negative controllables mostly student event expense, (corresponds with ingrier student event income) Total Contribution		
Total Contribution	173	
Total Contribution Allocated Expenses and Other	173 42	
Total Contribution Allocated Expenses and Other A&SS below plan (mostly wages and employee benefits, partially offset by higher UC Path related charges and offset expense to fund Student Media rent for the transfer center)		
Total Contribution Allocated Expenses and Other A&SS below plan (mostly wages and employee benefits, partially offset by higher UC Path related charges and offset expense to fund Student Media rent for the transfer center) Maintenance below plan: positive career wages and employee benefits	42	
Total Contribution Allocated Expenses and Other A&SS below plan (mostly wages and employee benefits, partially offset by higher UC Path related charges and offset expense to fund Student Media rent for the transfer center) Maintenance below plan: positive career wages and employee benefits Utilities below plan due to continuous efficiencies in running air handling units and running pumps	42 106	

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

	Current Month	Prior Month	Prior Year
	June 2017	May 2017	July 2016
ASSETS			
CURRENT ACCETO.			
CURRENT ASSETS: Cash and cash equivalents	\$11,639	\$12,079	\$11,907
Accounts receivable	3,939	4,804	3,303
Less: Allowance for doubtful accounts	(487)	(528)	(423)
Accounts receivable, net	3,452	4,276	2,880
Student fees receivable	131	, 0	639
Inventories	5,412	5,066	6,303
Prepaid expenses and other current assets	240	212	331
Total current assets	20,874	21,633	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,814	69,795	69,501
Less: Accumulated depreciation	(47,739)	(47,552)	(46,101)
Total long term assets	22,275	22,443	23,600
TOTAL ASSETS	\$43,149	\$44,076	\$45,660
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,479	\$5,013	\$5,380
Wages and payroll taxes payable	2,274	3,361	3,359
Sales tax payable & other liabilities	542	707	762
Interest payable	47	12	89
Deferred income	309	468	349
Funds held for others Current portion of long term debt	174 832	174 832	119 799
Total current liabilities	9,657	10,567	10,857
Total current habilities	9,007	10,307	10,037
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	8,795
Total long term debt	7,962	7,962	8,795
TOTAL LIABILITIES	17,619	18,529	19,652
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	(478)	(461)	(197)
	((131)	(131)
Ending Balance	25,530	25,547	26,008
TOTAL LIABILITIES AND RETAINED EARNINGS	\$43,149	\$44,076	\$45,660

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

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$17)	(\$478)	\$440
Adjustments to reconcile net income/(loss) to net	(+ 11)	(+ 11 5)	****
cash provided/(used) by operating activities:			
Depreciation	188	2,156	2,131
Loss (Gain) on disposal of fixed assets	0	5	2
(Increase)/decrease in current assets:			
Accounts receivable	823	(572)	523
Student fees receivable	(131)	508	91
Inventories	(346)	890	472
Prepaid expenses and other current assets	(28)	91	73
Increase/(decrease) in current liabilities:			()
Accounts payable	466	99	(788)
Sales tax payable & other liabilities	(165)	(220)	194
Wages and payroll taxes payable	(1,088)	(1,086)	(206)
Interest payable	35	(42)	(86)
Deferred Income	(159)	(40)	75
Funds held for others	0	55	64
Net cash provided/(used) by operating activities	(422)	1,366	2,985
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(18)	(834)	(1,257)
r dionage of property, equipment and improvemente	` /	` ,	, ,
Net cash used in investing activities	(18)	(834)	(1,257)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	(800)	(736)
,	<u> </u>	` ,	, ,
Net cash provided/(used) by financing activities	0	(800)	(736)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(440)	(268)	992
CASH AND CASH EQUIVALENTS, Beginning	12,079	11,907	11,434
CASH AND CASH EQUIVALENTS, Ending	\$11,639	\$11,639	\$12,426

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

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,639
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(282)
Subtotal	(744)
Adjustment for Cash Overdraft Entry	(1,064)
Uncommitted Cash	9,831
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	14,720
RESERVE SURPLUS (DEFICIT)	(\$4,889)

ASUCLA SERVICES AND ENTERPRISES

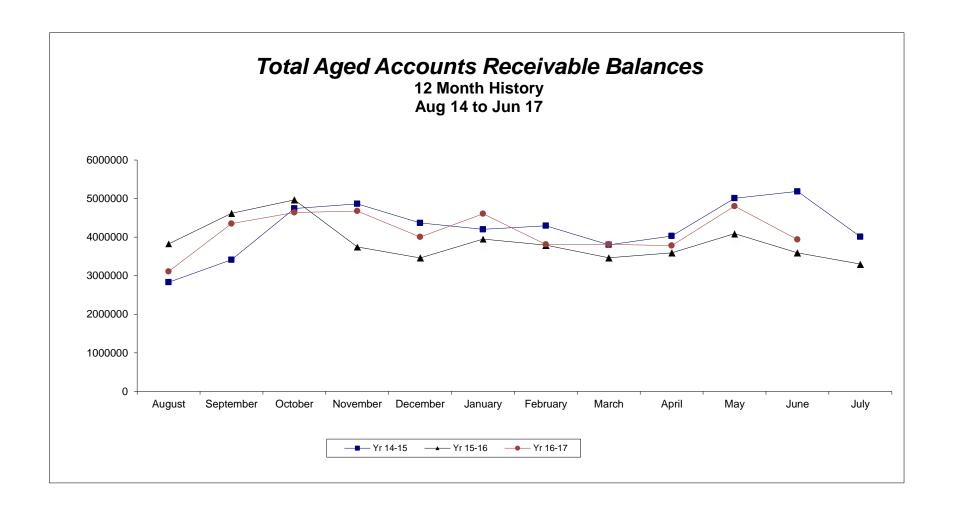
Capital Expenditures -Current Year Projects (\$000's)

FY 2016-2017 June 2017

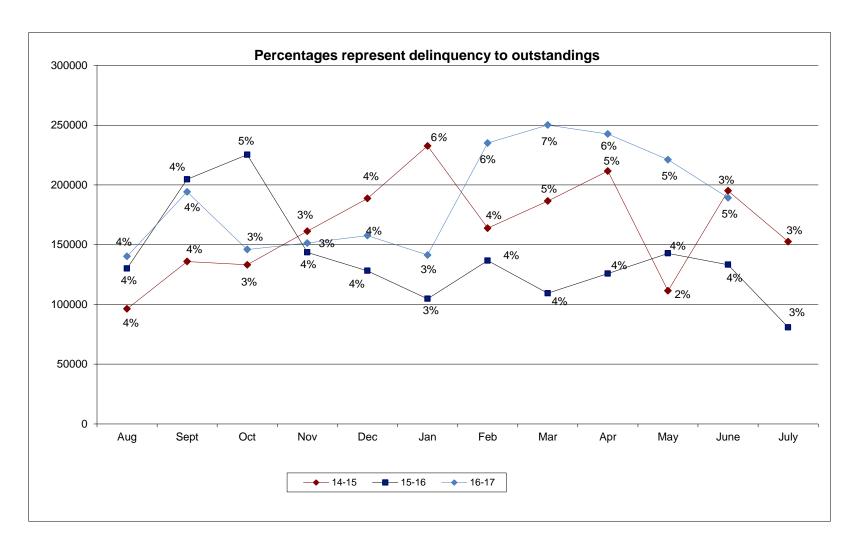
				0-2017 Julie		PROJECTED			
PROJECT	Γ NAME	BUDGET	_			Remaining		Over	_
01/0			Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Serv		00.0	00.4	4.5	07.0	0.4		0.0	la Danasana
2016-001	Store General Replacement	30.0	23.1		27.6	2.4			In Progress
2016-002	CRS Copier	50.0	49.6	0.0	49.6	0.0		(0.4)	Completed
2016-003	Store Copiers	25.0	4.1	0.0	4.1	0.0		(20.9)	Completed
2016-027	Custom Shop	0.0	58.9	0.0	58.9	0.0		58.9	Completed
2016-031	Store Market Refrigerators	0.0 105.0	0.0 135.7	12.1	12.1	0.0	0.0	12.1 49.7	Completed Awaiting Invoice
Total Store		105.0	135./	16.6	152.3	2.4	0.0	49.7	
Food Serv									
2016-004	FS Miscellaneous and Unanticipated	50.0	30.8	13.4	44.2	5.8		0.0	In Progress
2016-005	FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-006	CSSC Pizza Concept	300.0	2.9	14.9	17.8	282.2		0.0	In Progress
2016-007	Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-008	Coffeehouse Turbo Chef ovens	30.0	28.6	0.0	28.6	0.0		(1.4)	Completed
Total Food		410.0	62.3	28.3	90.6	288.0	30.0	(1.4)	
<u>Technolog</u>									
2016-009	Printer Replacement	10.0	5.5	3.6	9.1	0.9		0.0	In Progress
2016-010	Network Infrastructure Upgrade	150.0	148.2	0.0	148.2	1.8		0.0	In Progress
2016-011	New Store POS system	250.0	0.0	0.0	0.0	0.0		(250.0)	Cancel
2016-012	UPS replacement for all data closets	30.0	31.7	0.0	31.7	0.0		1.7	Completed
2016-013	Misc. Hardware/Software Upgrades	5.0	3.2	2.3	5.5	0.0		0.5	Completed
Total Tech	nology	445.0	188.6	5.9	194.5	2.7	0.0	(247.8)	
<u>Others</u>									
2016-014	Maintenance Truck	50.0	0.0	17.7	17.7	32.3		0.0	In Progress
2016-015	Fac. Misc. Remodels	60.0	12.6	0.0	12.6	47.4		0.0	In Progress
2016-016	AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending
2016-017	AU Grand Ballroom Door Replacement	20.0	0.0	29.0	29.0	0.0		9.0	Completed Awaiting Invoice
2016-018	AU TFC Expansion Joint and Pavers	170.0	0.0	129.8	129.8	40.2		0.0	In Progress
2016-019	Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-020	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-021	SUO General Replacement	15.0	0.0	8.7	8.7	6.3		0.0	In Progress
2016-022	Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2016-023	Finance Misc. Replacements	15.0	2.6	9.1	11.7	3.3		0.0	In Progress
2016-024	MCO Equipment	10.0	0.0	10.0	10.0	0.0		0.0	Completed Awaiting Invoice
2016-025	Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2016-026	EDO Copier	7.0	8.8	0.0	8.8	0.0		1.8	Completed
2016-028	SUO Exterior Trash/Recycling Receptacles	0.0	82.4	4.3	86.7	3.3		90.0	In Progress
2016-029	Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.0		11.7	Completed Awaiting Invoice
Total Othe	rs	572.0	106.4	220.3	326.7	132.8	225.0	112.5	
Total Curre	ent Year Projects	1,532.0	493.0	271.1	764.1	425.9	255.0	(87.0)	

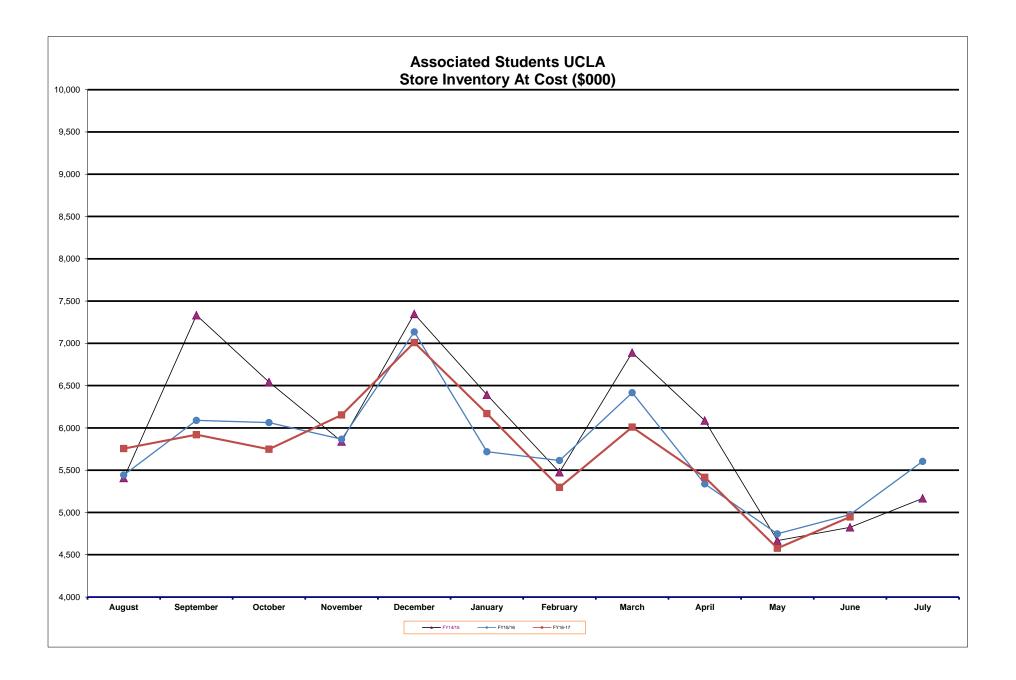
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

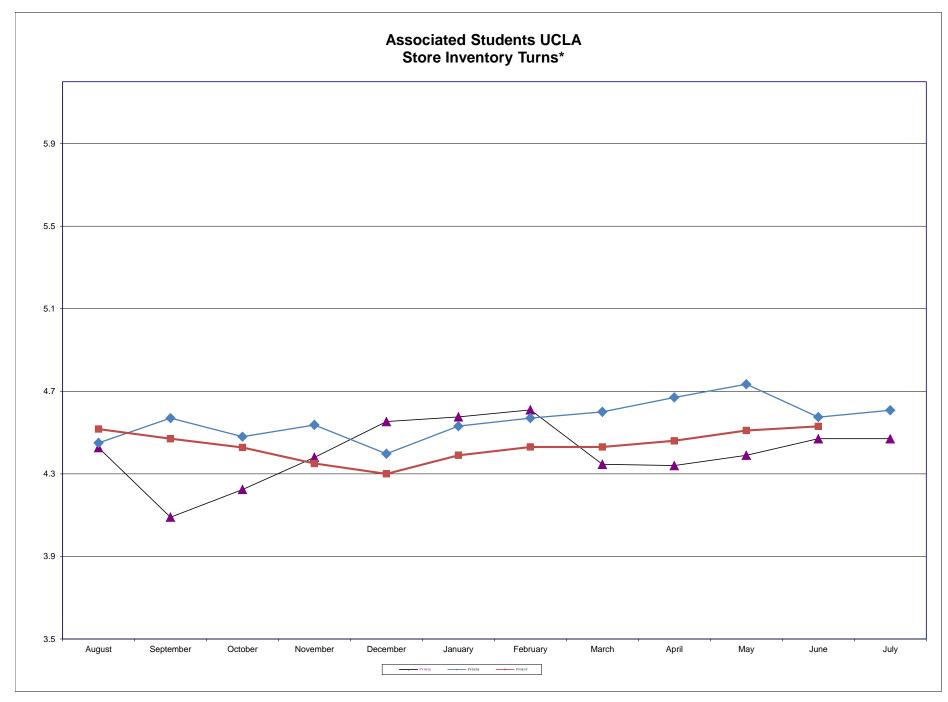
7/1/2017 Ju	lun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,118,281	32%	\$104,419	61%	\$13,332	13%	\$6,735	60%	\$1,317	3%	\$9,880	26%	\$1,253,964	32%
ASUCLA PUBLICATIONS		\$79,963	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$79,963	2%
ASUCLA USA/GSA		\$136,328	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$136,328	3%
DUE FROM VENDORS		\$554,838	15%	(\$6,763)	-4%	\$22,369	22%	\$3,990	35%	\$37,339	97%	\$24,893	64%	\$636,666	16%
DENTAL KITS		\$107,083	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$107,083	3%
OTHER	L	\$1,583,857	44%	\$72,252	43%	\$64,964	65%	\$549	5%	\$62	0%	\$3,810	10%	\$1,725,494	44%
TOTAL CURRENT MONTH		\$3,580,350	100%	\$169,908	100%	\$100,665	100%	\$11,274	100%	\$38,718	100%	\$38,583	100%	\$3,939,498	100%
	L	91%		4%		3%		0%		1%		1%		100%	
5/27/2017 Ma	lay	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,124,807	28%	\$422,397	69%	\$40,288	105%	\$4,251	128%	\$6,877	9%	\$9,744	9%	\$1,608,364	34%
ASUCLA PUBLICATIONS	L	\$81,161	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,161	2%
ASUCLA USA/GSA		\$141,798	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$141,798	3%
DUE FROM VENDORS	L	\$735,948	19%	\$25,387	4%	(\$2,268)	-6%	(\$1,008)	-30%	\$43,167	58%	\$28,777	28%	\$830,003	17%
DENTAL KITS	L	\$214,417	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$214,417	4%
OTHER	L	\$1,673,030	42%	\$164,314	27%	\$555	1%	\$66	2%	\$24,670	33%	\$66,006	63%	\$1,928,641	40%
TOTAL CURRENT MONTH		\$3,971,161	100%	\$612,098	100%	\$38,575	100%	\$3,309	100%	\$74,714	100%	\$104,527	100%	\$4,804,384	100%
		82%		13%		1%		0%		2%		2%		100%	
4/29/2017 A	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	L	\$681,986	22%	\$396,311	81%	\$16,014	50%	\$6,908	25%	\$4,549	3%	\$6,468	17%	\$1,112,236	30%
ASUCLA PUBLICATIONS	L	\$73,717	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$73,717	2%
ASUCLA USA/GSA	L	\$120,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,787	3%
DUE FROM VENDORS		\$223,508	7%	\$215	0%	\$2,424	7%	(\$6,267)	-22%	\$46,347	32%	\$30,898	79%	\$297,125	8%
DENTAL KITS		\$89,041	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,041	2%
OTHER		\$1,859,297	62%	\$93,555	19%	\$14,166	43%	\$27,352	98%	\$92,016	64%	\$1,736	4%	\$2,088,122	55%
TOTAL CURRENT MONTH	L	\$3,048,336	100%	\$490,081	100%	\$32,604	100%	\$27,993	100%	\$142,912	100%	\$39,102	100%	\$3,781,028	100%
		81%		13%		1%		0%		4%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







			т					
	11(05/28/17-07/0 CURRENT MONTH		ł		ISCAL YEAR 16-1 MO(07/31/16-07		FISCAL YI LAST YEA	EAR 15-16 R ACTUAL
ACTUAL	BUDGET	VARIANCE	†	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,488,092 1,667,177	1,745,152 1,523,850	<257,060> 143,327	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	16,855,576 14,006,908	18,588,095 13,978,128	<1,732,519> 28,780	1,346,144 1,512,538	17,820,369 13,543,270
151,847	127,957	23,890	HILLTOP SHOP	1,405,695	1,276,027	129,668	142,397	1,303,853
157,108	218,691	<61,583>	LU VALLE COMMONS STORE	2,263,196	2,664,037	<400,841>	205,490	2,616,523
83,363	75,000	8,363	E-COMMERCE DIVISION	1,308,339	1,395,000	<86,661>	59,614	1,357,029
215,273 3,762,861	228,162 3,918,812	<12,889> <155,951>	HEALTH SCIENCES STORE TOTAL SALES	5,089,533 40,929,247	4,817,584 42,718,871	271,949 <1,789,624>	215,936 3,482,120	5,018,105 41,659,148
3,702,001	3,310,012	(133,3312	TOTAL SALES	10,525,217	12,710,071	11,705,0212	3, 102,120	11,035,110
2,448,339	2,629,415	181,076	Less: Cost of Sales	27,482,154	28,677,509	1,195,355	2,256,174	28,424,031
			Less: Shrinkage					
			Less: Sillinkage					
<6,286>	4,280	10,566	ACADEMIC SUPPORT DIV	46,544	59,690	13,146	<18,213>	45,860
16,202	7,070	<9,132>		76,752	70,210	<6,542>	24,098	79,202
3,535	590	<2,945>	HILLTOP SHOP	9,331	6,000	<3,331>	488	5,901
<17,374> 2	1,090 0	18,464 <2>	LU VALLE COMMONS STORE E-COMMERCE DIVISION	<6,496> 2	13,090 0	19,586 <2>	<5,646> 0	8,649 <530>
<5,569>	1,480	7,049	HEALTH SCIENCES STORE	17,118	20,070	2,952	<12,699>	11,722
<9,491>	14,510	24,001	SHRINKAGE	143,249	169,060	25,811	<11,972>	150,803
2,438,848	2,643,925	205,077	TOTAL COST OF SALES	27,625,403	28,846,569	1,221,166	2,244,203	28,574,835
65.1	67.1	2.0	COST OF SALES %	67.2	67.1	<0.0>	64.8	68.2
1,324,013	1,274,887	49,126	GROSS MARGIN	13,303,844	13,872,302	<568,458>	1,237,917	13,084,314
34.9	32.9	2.0	GROSS MARGIN %	32.9	32.9	<0.0>	35.2	31.8
<0.3>	0.4	0.6	SHRINKAGE %	0.4	0.4	0.1	<0.3>	0.4
35.2	32.5	2.7	NET GROSS MARGIN %	32.5	32.5	0.0	35.6	31.4
33.2	32.3	2./	MET GROSS PIARGIN 70	32.3	32.3	0.0	33.0	31.4
16.7	13.7	3.0	ACADEMIC SUPPORT DIV	18.7	18.9	<0.3>	15.2	16.9
49.6	51.6	<2.0>	GENERAL MDSE DIVISION	49.2	49.8	<0.6>	51.0	49.5
40.2 46.0	40.7 33.7	<0.5> 12.2	HILLTOP SHOP LU VALLE COMMONS STORE	41.2 35.3	40.1 33.9	1.1 1.4	43.9 35.4	41.0 32.9
46.0 46.5	48.6	12.2 <2.1>	E-COMMERCE DIVISION	50.9	51.8	<0.8>	55.4 55.1	51.9
35.5	37.9	<2.4>		24.0	25.9	<1.9>	43.7	25.3
73,664	71,427	2,237	OTHER INCOME	861,072	870,468	<9,396>	74,201	1,291,354
1,397,677	1,346,314	51,363	GROSS MARGIN/OTHER	14,164,916	14,742,770	<577,854>	1,312,118	14,375,668
			Less: Controllable Exp					
			·					
245,233	260,112	14,879	Career Wages	2,775,716	2,817,021	41,305	253,113	2,701,091
1,593 202,944	0 206,285	<1,593> 3,341	Limited Appointment Student Wages	5,166 2,034,280	2,500 2,036,620	<2,666> 2,340	0 198,826	5,984 1,886,463
449,770	466,397	16,627	TOTAL WAGES	4,815,163	4,856,141	40,978	451,939	4,593,537
12.0	11.9	<0.1>		11.8	11.4	<0.4>	13.0	11.0
138,909	151,367	12,458	Employee Benefits	1,526,552	1,628,614	102,062	137,565	1,492,709
8,835 12,464	4,795 13,078	<4,040> 614	Office Supplies Telephone	82,428 127,010	88,300 138,298	5,872 11,288	10,463 11,445	98,266 122,332
0	0	0	Telex	0	0	0	0	560
33	20	<13>	Postage	222	172	<50>	22	218
612	1,000	388	Trav/Trips/Conference	30,925	37,700	6,775	1,451	40,148
0 5,368	0 3,960	0 <1,408>	Membership Fees Operating Supplies	4,250 54,131	4,082 53,210	<168> <921>	188 3,826	4,488 51,023
17,515	20,365	2,850	Freight Out	217,989	258,654	40,665	12,625	226,634
3,501	3,500	<1>	Transportation	13,250	13,100	<150>	3,500	13,363
0	0	0	Merchandise Losses	64	0	<64>	0	53
0	0	0	Postage Stamp O/S	17	0	<17>	<18>	<32>
9,262 <3,879>	11,845 <2,150>	2,583 1,729	Advertising Vendor Adv. Allowance	203,124 <104,056>	225,136 <88,450>	22,012 15,606	12,013 <1,332>	208,615 <86,659>
32	35	3	Direct Mail Adv.	251,585	269,385	17,800	28	268,797
0	0	0	Advertising Exp Yrbk	0	0	0	0	43
1,962	2,375	413	Repairs & Maintenance	54,817	52,809	<2,008>	5,819	65,571
61,664 2,752	56,816 0	<4,848> <2,752>		730,841 9,099	724,415 0	<6,426> <9,099>	57,302 163	716,061 9,060
400	0	<2,/32> <400>		19,615	0	<19,615>	629	3,919
413	0	<413>		<55>	0	55	<96>	410
0	0	0	Rentals-Facilities	1,785	1,144	<641>	572	5,640
0	0	0	Rentals-Truck	2,492	2,500	8 0	0	2,218 300
7,531	11,650	4,119	Taxes & Licenses Professional Services	300 121,666	300 128,750	7,084	14,994	126,973
0	0	0	Temp Agency Service	8,049	1,900	<6,149>	0	7,524
25,264	24,650		Inventory Count	25,264	24,650	<614>	26,382	26,382
2,512	500	<2,012>		61,533	60,300	<1,233>	<102>	55,586
202 0	100 2	<102>	Concession Expense Alloc of Distr Cntr	37,723 0	37,622 10	<101> 10	<70>	39,539 0
6,066	3,600	<2,466>		131,446	132,774	1,328	4,744	125,212
301,417	307,508	6,091	TOTAL OTHER CONTROL.	3,612,065	3,795,375	183,310	302,113	3,624,952
751,188	773,905	22,717	TOTAL CONTROLLABLE EXP	8,427,228	8,651,516	224,288	754,053	8,218,489
646,489	572,409	74,080	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	5,737,688	6,091,254	<353,566>	558,065	6,157,178
510,103	372,103	7 1,000	2. 23.115 ETTEN NOC5	5,7 57,000	0,001,201	-555,500/	330,003	0,137,170
			Less: Allocated Exp	[
AG 161	40,987	JE 17A:	Allocated Evo. UD	411,638	440 221	20 602	43,012	431,721
46,161 149,759	40,987 155,508	<5,174> 5,749	Allocated ExpHR Allocated Exp. Fin	411,638 1,562,351	440,331 1,606,263	28,693 43,912	43,012 143,191	431,721 1,490,949
67,863	83,568	15,705	Allocated ExpIS	766,850	879,604	112,754	72,139	735,289
26,099	32,941	6,842	Allocated Exp. Mktg	343,568	350,464	6,896	31,183	337,744
111,719	109,224	<2,495>		1,197,951	1,146,908	<51,043>	110,270	1,076,096
85,179 31,866	81,883 31,769	<3,296> <97>	Maintenance Utilities	890,130 320,572	920,104 359,576	29,974 39,004	85,146 30,433	925,008 350,628
57,096	67,405	10,309	Depreciation	629,016	741,447	112,431	57,541	639,681
575,741	603,285	27,544	TOTAL ALLOCATED EXP	6,122,075	6,444,697	322,622	572,914	5,987,116
70 - : :	20.5=5	101	NET INCOME (1 000)	204	252 :::	20.5:-		. 70
70,748	<30,876>	101,624	NET INCOME (LOSS)	<384,388>	<353,443>	<30,945>	<14,849>	170,063

JUN 1	11(05/28/17-07/0)1/17)	1	F	ISCAL YEAR 16-1	7 1	FISCAL YE	AR 15-16
	CURRENT MONTH	1			MO(07/31/16-07		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
177,806	158,154	19,652	CENTRAL DIVISION	1,854,587	1,724,709	129,878	134,382	1,534,399
196,810	208,266	,	NORTH CAMPUS DIVISION	2,309,009	2,405,575	<96,566>	189,048	2,278,066
129,268	159,898		SOUTH DIVISION	1,467,824	1,730,259	<262,435>	129,507	1,437,442
216,983	239,053		LU VALLE DIVISION	2,592,487	2,743,009	<150,522>	207,428	2,575,143
291,817	289,489	2,328	COOPERAGE DIVISION	3,095,476	3,174,036	<78,560>	270,145	3,053,847
128,117 1,140,800	144,728 1,199,588		SPECIAL EVENTS DIVISION TOTAL SALES	2,131,380 13,450,762	2,093,910 13,871,498	37,470 <420,736>	132,155 1,062,665	2,215,113 13,094,011
1,140,000	1,155,366	<30,7662	TOTAL SALES	13,430,702	13,671,490	< 1 20,730>	1,002,003	13,054,011
393,290	409,821	16,531	Less: Cost of Sales	4,442,642	4,648,751	206,109	352,528	4,326,096
34.5	34.2	<0.3>	COST OF SALES %	33.0	33.5	0.5	33.2	33.0
747,511	789,767	<42,256>	GROSS MARGIN	9,008,121	9,222,747	<214,626>	710,137	8,767,915
65.5	65.8	<0.3>	GROSS MARGIN %	67.0	66.5	0.5	66.8	67.0
66.7	66.0	0.7	CENTRAL DIVISION	66.9	65.8	1.0	66.3	66.7
64.7	64.8		NORTH CAMPUS DIVISION	65.7	65.0	0.7	70.1	66.4
67.2	67.1	0.1	SOUTH DIVISION	67.5	67.5	0.1	66.1	66.6
67.3	68.6		LU VALLE DIVISION	69.2	69.6	<0.4>	68.9	69.5
66.4	65.0	1.4	COOPERAGE DIVISION	66.7	65.5	1.2	66.2	65.7
59.0	63.1	<4.1>	SPECIAL EVENTS DIVISION	66.6	65.6	0.9	61.8	67.3
200 245	206 450	1 705	OTHER INCOME	2 206 000	2 222 455	26 1 17	207.052	2 250 424
208,245	206,450 996,217	1,795	OTHER INCOME	2,206,008	2,232,155	<26,147> <240,773>	207,052	2,258,131
955,755	996,217	<40,462>	GROSS MARGIN/OTHER	11,214,129	11,454,902	<240,773>	917,189	11,026,046
1			Less: Controllable Exp					
			2000. Conditionable Exp					
317,261	326,415	9,154	Career Wages	3,360,990	3,320,773	<40,217>	317,582	3,294,330
0	0	0	Limited Appointment	3,919	0	<3,919>	0	0
268,727	258,061		Student Wages	2,770,646	2,673,503	<97,143>	239,829	2,473,758
<40,992>	<40,429>	563	Labor Recharge	<429,051>	<455,134>	<26,083>	<39,051>	<458,021>
544,995	544,047	<948>	TOTAL WAGES	5,706,504	5,539,142	<167,362>	518,360	5,310,067
47.8	45.4	<2.4>	WAGE % TO SALES	42.4	39.9	<2.5>	48.8	40.6
191,554	191,661	107	Employee Benefits	1,918,873	1,997,442	78,569	164,406	1,863,962
1,378	2,525	1,147	Office Supplies	13,883	19,285	5,402	1,459	19,141
6,040	3,900	<2,140>	Telephone	43,773	42,870	<903>	3,740	41,080
0	0	0	Trav/Trips/Conference	0	0	0	0	108
0	500	500	Training Programs	9,023	12,500	3,477	0	9,372
52,772 4.6	57,382 4.8	4,610 0.2	Paper Paper % To Sales	587,292 4.4	645,741 4.7	58,449 0.3	50,641 4.8	592,036 4.5
5,669	4,861		Cleaning Supplies	64,458	52,921	<11,537>	5,261	59,476
3,009	7,001	0	Freight Out	0,438	32,921 0	<11,557 × 0	0,201	106
<10,111>	<11,500>		Purchasing Rebates	<113,299>	<120,500>	<7,201>	<11,883>	<112,052>
6,993	2,765	,	Replacements	48,322	30,040	<18,282>	4,150	36,415
4,635	5,076	441	Laundry	47,190	50,442	3,252	5,908	50,113
961	1,135	174	Uniforms	22,353	14,835	<7,518>	53	17,551
1,110	1,725	615	Advertising	21,379	44,625	23,246	3,710	34,769
0	0	0	Menu Development	108	0	<108>	0	0
0	11	11	Dorm Coupons Expense	<0>	126	126	1	3
14,615	7,059	<7,556>	Repairs & Maintenance	107,471	67,803	<39,668>	9,452	89,066
34,651	41,173	6,522	Bank Card Expense	456,304	474,828	18,524	29,104	429,029
1,898	1,973	75	Sales Tax Expense	21,857	22,133	276	1,745	21,078
461	1,194	733	Overs/Shorts	12,057	13,322	1,265	549	13,594
7	0		Credit Card Adjustments	151	0	<151>	0	112
2,990	0	<2,990>		2,990	800	<2,190>	400	5,396
336	325		Rentals-Truck	2,301	3,725	1,424	2,656	5,271
0	0	0	Taxes & Licenses	305	1,150	845	0	636 600
	0 1,500	0 2,300	Professional Services Temp Agency Service	600 1,837	650 1,500	50 <337>	0 2,289	11,718
14,458	18,641	4,183	Commission Expense	286,959	301,225	14,266	13,285	253,648
329,618	331,906	2,288	TOTAL OTHER CONTROL.	3,556,186	3,677,463	121,277	286,925	3,442,229
874,614	875,953	1,339	TOTAL CONTROLLABLE EXP	9,262,690	9,216,605	<46,085>	805,285	8,752,296
,	,	,	GROSS CONTRIBUTION TO	, , ,	, , , , , , , , , , , , , , , , , , , ,	,	,	. , ,
81,142	120,264	<39,122>	SVCS AND ENTERPRISES	1,951,439	2,238,297	<286,858>	111,905	2,273,750
			Less: Allocated Exp					
55,934	47,811		Allocated ExpHR	487,696	501,331	13,635	49,334	501,001
52,660	54,795	2,135	Allocated Exp. Fin	619,866	631,732	11,866	51,124	568,584
23,863	29,446		Allocated ExpIS	303,322	346,043	42,721	25,756	282,160
9,177	11,607	2,430	Allocated Exp. Mktg	137,951	138,209	258	11,133	128,518
39,284	38,487		Allocated Exp Othr SA	479,152	449,860	<29,292>	39,370	407,261
71,758 26,845	66,455 25,778	<5,303> <1,067>	Maintenance	749,965 270,099	746,738 291,766	<3,227> 21,667	71,777	779,778 295,578
73,974	25,778 84,510	<1,067> 10,536	Depreciation	896,264	929,610	33,346	25,655 90,535	295,578 985,340
353,495	358,889	5,394	TOTAL ALLOCATED EXP	3,944,316	4,035,289	90,973	364,684	3,948,220
333,133	330,003	3,351		5/5/1/510	.,033,203	30,373	551,007	3,3 10,220
<272,353>	<238,625>	<33,728>	NET INCOME (LOSS)	<1,992,878>	<1,796,992>	<195,886>	<252,779>	<1,674,470>
			·				·	
311,206	330,156	<18,950>	TOTAL CUSTOMER COUNT	3,588,201	3,693,625	<105,424>	312,410	3,692,257
107,534	117,074	<9,540>	3RD PARTY CUST COUNT	1,191,256	1,246,862	<55,606>	114,690	1,283,857
203,672	213,082	<9,410>	ASUCLA CUSTOMER COUNT	2,396,945	2,446,763	<49,818>	197,720	2,408,400
6.42	6.23	0.19	TOTAL AVERAGE CHECK	6.30	6.25	0.04	6.16	6.07
8.48	7.99	0.50	3RD PARTY AVG CHECK	7.66	7.40	0.26	8.07	7.34
5.33	5.26	0.07	ASUCLA AVERAGE CHECK	5.38	5.41	<0.02>	5.05	5.17
21 140	24 247	107	EMDLOVEE HOURS	222.205	247 522	∠E 072:	20.057	210.040
31,140	31,247	107	EMPLOYEE HOURS	323,395	317,523	<5,872>	29,957	319,049
37.12	38.39	<1.2/>	SALES/LABOR HOUR	41.63	43.69	<2.05>	35.47	41.04

SERVICES DIVISION INCOME STATEMENT

CURRENT MONTH	JUN. 1	1(05/28/17-07/0	1/17)]	F	ISCAL YEAR 16-1	7	FISCAL YE	AR 15-16
ACTUAL BUDGET VARIANCE 15,502 11,721 3,781 HOTOGRAPHY 168,036 147,057 20,979 10,945 10,345 10,345 11,721 3,781 TOTAL SALES 168,036 147,057 20,979 10,945 10,345									
15,502									YTD
15,502									
103 200 97 Less: Cost of Sales 3,695 2,050 -1,645> 0 0 15,400 11,521 3,879 3,879 3 3 3,11 GROSS MARGIN 64,342 145,007 19,335 10,945 100.0 99,3 98,3 1.1 HOTOGRAPHY 97,8 98,6 <0.8> 100.0 10,00 17,7516 197,332 -1,9817> TRADEMARKS AND LICENSING 2,206,625 2,421,663 <215,038> 100.0 108,390 100,886 7,504 128,500 100,886 7,504 128,500 100,886 7,504 128,500 100,886 7,504 128,500 100,886 7,504 128,500 1	15,502	11,721	3,781	PHOTOGRAPHY	168,036	147,057	20,979	10,945	148,233
15,400	15,502	11,721	3,781	TOTAL SALES	168,036	147,057	20,979	10,945	148,233
15,400									
99.3 99.3 1.1 GROSS MARGIN % 97.8 98.6 <0.8> 100.0 99.3 98.3 1.1 PHOTOGRAPHY 97.8 98.6 <0.8> 100.0 177,516 197,333 <1,9,817> TRADEMARKS AND LICENSING 108,390 1108,886 7,504 LEASED OPS 1,184,310 1,114,254 70,056 97,301 1 285,905 298,219 <12,3145 OTHER INCOME 3,390,934 31,3535,917 <1444,983> 244,206 3 301,305 309,740 <8,435> GROSS MARGIN/OTHER 3,390,934 31,3535,917 <1444,983> 244,206 3 0 500 500 United Appointment 0 5,125 0 0 0 500 500 United Appointment 0 5,125 0 0 0 250 250 Sudent Wages 1,881 2,860 979 80 33,394 37,143 3,749 TOTAL WAGES 396,766 401,916 5,150 34,609 1215.4 316.9 101.5 WAGE % TO SALES 236.1 2723.3 37.2 316.2 181,394 19,630 1,236 Employee Benefits 204,703 212,430 7,727 17,793 111 500 389 Office Supplies 4,077 5,345 1,268 145 124 60 36 Postage 510 660 150 60 3,001 3,050 49 TravyTrips/Conference 6,992 15,250 8,258 1,808 145 0 0 0 0 Freight Out 0 0 5 Freight Out 0 0									1,837
99.3 98.3 1.1 PHOTOGRAPHY 97.8 98.6 < 0.8> 100.0 177,516 197,333									146,396
177,516	99.3	98.3	1.1	GROSS MARGIN %	97.8	98.6	<0.8>	100.0	98.8
177,516	00.2	00.2	1.1		07.9	00.6	-0 e>	100.0	98.8
100,890 100,886	99.3	90.3	1.1	PHOTOGRAPHI	97.0	96.0	<0.0>	100.0	90.0
100,390 100,886	177.516	197,333	<19.817>	TRADEMARKS AND LICENSING	2.206.625	2.421.663	<215.038>	146,905	2,148,422
285,905 298,219 <12,3145			•		, ,		,		1,066,728
301,305 309,740 <8,4355 GROSS MARGIN/OTHER 3,555,276 3,680,924 <125,648 255,151 3									3,215,150
Less: Controllable Exp									3,361,546
33,394 36,393 2,999 Career Wages 394,885 393,931 <954> 34,529 0 500 500 Limited Appointment 0 5,125 5,125 0 0 0 250 250 Student Wages 1,881 2,860 979 80 0 33,394 37,143 3,749 TOTAL WAGES 396,766 401,916 5,150 34,609 215.4 316.9 101.5 WAGE % TO SALES 236.1 273.3 37.2 316.2 18,394 19,630 1,236 Employee Benefits 204,703 212,430 7,727 17,793 111 500 389 Office Supplies 4,077 5,345 1,268 145 145 1595 460 4135> Telephone 6,353 6,474 121 1,394 145 1595 460 36 Postage 510 660 150 60 150 60 3,001 3,050 49 Tray/Trips/Conference 6,992 15,250 8,258 1,808 0 0 0 0 Membership Fees 811 0 <811 0 0 0 0 Freight Out 0 500 500 0 0 Enforcement 10,644 8,500 <2,144> 0 0 1 0 Freight Out 0 500 500 0 0 Enforcement 10,644 8,500 <2,144> 0 0 800 800 800 800 80 Bad Debt 5,678 100,800 95,122 7,571 2,003 7,29 Trademark 12,150 12,150 0 12,150 0 10 Intern'l Agnt Fee/Tax 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 133,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 133,918 11,700 \$13,044 \$13,06 1,500 12,160 13,231 13,438 9,515 TOTAL OTHER CONTROL. 1,255,646 1,508,754 255,108 92,843 1 13,310 11,661 321 Allocated Exp His 13,368 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp His 13,368 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp His 13,366 36,491 1,160 Allocated Exp His 13,366 68,491 79,183 10,692 5,176			·	·			,	·	
0				Less: Controllable Exp					
0									
Student Wages 1,881 2,860 979 80 33,394 37,143 3,749 TOTAL WAGES 396,766 401,916 5,150 34,609 215.4 316.9 101.5 WAGE % TO SALES 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.1 273.3 37.2 316.2 236.2			•	_	·				389,079
33,394 37,143 37,49 101.5 WAGE % TO SALES 236.1 273.3 37.2 316.2	_				-			-	0
215.4 316.9 101.5 WAGE % TO SALES 236.1 273.3 37.2 316.2					,				1,993
18,394 19,630 1,236 Employee Benefits 204,703 212,430 7,727 17,793 1111 500 389 Office Supplies 4,077 5,345 1,268 145 595 460 315> Telephone 6,353 6,474 121 1,394 24 60 36 Postage 510 660 150 60 3,001 3,050 49 Trav/Trips/Conference 6,992 15,250 8,258 1,808 0 0 0 Membership Fees 811 0 <811> 0 0 0 0 Freight Out 0 500 500 0 1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>391,071</td>									391,071
111 500 389 Office Supplies 4,077 5,345 1,268 145 1,595 460 <135> Telephone 6,353 6,474 121 1,394 1,268 360 360 360 360 360 360 3,001 3,050 49 Tray/Trips/Conference 6,992 15,250 8,258 1,808 0 0 0 0 Membership Fees 811 0 <811> 0 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 0 0 0 0 0 0 0 0	215.4	316.9	101.5	WAGE % TO SALES	236.1	2/3.3	3/.2	316.2	263.8
111 500 389 Office Supplies 4,077 5,345 1,268 145 1,394 24 60 36 70 70 70 70 70 70 70 7	10 204	10.620	1 226	Employee Panafits	204 702	212 420	7 727	17 702	195,282
595 460 <135> Telephone 6,353 6,474 121 1,394 24 60 36 Postage 510 660 150 60 3,001 3,050 49 Trav/Trips/Conference 6,992 15,250 8,258 1,808 0 0 0 0 Membership Fees 811 0 <811> 0 0 0 0 0 Freight Out 0 500 500 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083									6,911
24 60 36 Postage 510 660 150 60 3,001 3,050 49 Tray/Trips/Conference 6,992 15,250 8,258 1,808 0 0 0 0 Membership Fees 811 0 <811> 0 0 0 0 0 Freight Out 0 500 500 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 1,533 1,250 <2838> Business Promotion 4,336 13,750 9,414 225 0 100 100 100 100 800 <									7,986
3,001 3,050 49 Tray/Trips/Conference 6,992 15,250 8,258 1,808								,	383
0 0 0 Membership Fees 811 0 <811> 0 0 0 0 0 Freight Out 0 500 500 0 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355				3					11,964
0 0 0 Freight Out 0 500 500 0 0 0 0 Enforcement 10,644 8,500 <2,144> 0 1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern! Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>0</td></td<>									0
0 0 0 Enforcement 10,644 8,500 <2,144> 0 1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56>						-			0
1,533 1,250 <283> Business Promotion 4,336 13,750 9,414 225 0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 TOTAL OTHER CONTROL 1,253,646 1,508,754<	0	0	0	-	10,644			0	8,500
0 100 100 Repairs & Maintenance 1,413 1,316 <97> 0 0 800 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 0 0 0 40 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL 1,253,646 1,508,754 255,108 92,843 1	1,533	1,250	<283>	Business Promotion				225	10,295
0 800 800 Bad Debt 5,678 100,800 95,122 7,571 2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL COTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 163,988 159,159 4,829 SVCS AND ENTERPRISE			100	Repairs & Maintenance				0	816
2,083 2,083 0 Professional Services 23,905 52,917 29,012 2,083 0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159	0	800	800	Bad Debt			95,122	7,571	35,811
0 650 650 Legal 3,611 6,550 2,939 0 1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 1,3	2,083	2,083	0	Professional Services		52,917	29,012		26,802
1,571 2,300 729 Trademark 19,808 25,300 5,492 481 12,150 12,150 0 Intern'l Agnt Fee/Tax 218,367 282,355 63,988 17,567 13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 13,427 3,264 <163> Allocated ExpHR 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated ExpFin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,	0	650	650	Legal			2,939	0	11,439
13,918 11,700 <2,218> Domestic Agency Fee 159,951 152,000 <7,951> 9,276 0 0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP 1,650,412 1,910,670 260,258 127,452 1 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp Less: Allocated Exp. 133,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	1,571	2,300	729	Trademark	19,808			481	33,337
0 0 0 Misc. Bank Charges 56 0 <56> 0 50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP 1,650,412 1,910,670 260,258 127,452 1 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp Less: Allocated Exp 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	12,150	12,150	0	Intern'l Agnt Fee/Tax	218,367	282,355	63,988	17,567	268,869
50,543 58,705 8,162 Payment to UCLA 582,431 624,607 42,176 34,442 103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp Less: Allocated Exp 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	13,918	11,700	<2,218>	Domestic Agency Fee	159,951	152,000	<7,951>	9,276	149,652
103,923 113,438 9,515 TOTAL OTHER CONTROL. 1,253,646 1,508,754 255,108 92,843 1 137,317 150,581 13,264 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp Less: Allocated Exp 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	0	0	0	3	56	0		0	0
137,317 150,581 13,264 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,650,412 1,910,670 260,258 127,452 1 163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp Less: Allocated Exp 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176			8,162			•		34,442	582,237
GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 Less: Allocated Exp 3,427 3,264 <163> Allocated ExpHR 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176									1,350,284
163,988 159,159 4,829 SVCS AND ENTERPRISES 1,904,864 1,770,254 134,610 127,698 1 3,427 3,264 <163> Allocated ExpHR 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	137,317	150,581	13,264		1,650,412	1,910,670	260,258	127,452	1,741,355
Less: Allocated Exp 3,427	462.622	450.50			4.004.001	4 7-0 0-1	49.5.5	10= 555	
3,427 3,264 <163> Allocated ExpHR 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	163,988	159,159	4,829	SVCS AND ENTERPRISES	1,904,864	1,//0,254	134,610	127,698	1,620,191
3,427 3,264 <163> Allocated ExpHR 33,686 36,503 2,817 3,294 11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176				Local Allocated Fire					
11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176				Less: Allocated Exp					
11,340 11,661 321 Allocated Exp. Fin 136,363 139,621 3,258 9,904 5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176	3 427	3 264	~162×	Allocated EvnHP	33 686	36 503	2 817	3 204	36,913
5,332 6,491 1,160 Allocated ExpIS 68,491 79,183 10,692 5,176				·					115,937
				'					59,265
			•	,					27,254
8,777 8,483 <294> Allocated Exp Othr SA 109,528 103,185 <6,343> 7,911									86,458
34,098 30,907 <3,191> Maintenance 320,793 347,302 26,509 15,103						,			164,080
12,756 11,997 <759> Utilities 113,031 135,788 22,757 5,398									62,195
6,913 5,765 <1,148 > Depreciation 70,871 63,406 <7,465 > 6,035									66,755
84,694 81,126 <3,568> TOTAL ALLOCATED EXP 884,080 936,627 52,547 55,059									618,856
			•			•		ŕ	·
79,294 78,033 1,261 NET INCOME (LOSS) 1,020,784 833,627 187,157 72,639 1	79,294	78,033	1,261	NET INCOME (LOSS)	1,020,784	833,627	187,157	72,639	1,001,334

UCLA STUDENT UNION INCOME STATEMENT

JUN. 11(05/28/17-07/01/17)		1	F	ISCAL YEAR 16-1	7	FISCAL YE	AR 15-16	
	CURRENT MONTH			YTD 11 MO(07/31/16-07/01/17)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
75,119	66,235	8,884	EVENT SERVICES OFFICE	506,497	506,254	243	49,878	513,465
0	76		STUDENT UNION OPERATIONS	0	810	<810>	0	0
45,111 120,230	40,137 106,448	4,974 13,782	AU POST OFFICE TOTAL SALES	444,053 950,550	458,307 965,371	<14,254> <14,821>	47,214 97,092	464,959 978,425
120,230	100,440	13,762	TOTAL SALES	930,330	905,571	<14,021>	97,092	970,423
44,284	39,254	<5.030>	AU Post Office Cost	435,263	448,224	12,961	46,610	454,657
12,014	11,591	•	Facilities Costs	87,769	88,524	755	11,237	98,970
56,298	50,845	<5,453>		523,031	536,748	13,717	57,847	553,627
46.8	47.8	0.9	COST OF SALES %	55.0	55.6	0.6	59.6	56.6
63,932	55,603	8,329	GROSS MARGIN	427,518	428,623	<1,105>	39,245	424,797
53.2	52.2	1.0	GROSS MARGIN %	45.0	44.4	0.6	40.4	43.4
84.0	82.5	1.5	EVENT SERVICES OFFICE	82.7	82.5	0.2	77.5	80.7
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	0.0
1.8	2.2	<0.4>	AU POST OFFICE	2.0	2.2	<0.2>	1.3	2.2
11,379	13,925	-2 F465	STUDENT UNION OPS	258,537	205,934	52,603	18,358	176,537
7,881	7,065	×2,340> 816	AU POST OFFICE	79,019	80,680	<1,661>	8,546	81,826
19,259	20,990		OTHER INCOME	337,556	286,614	50,942	26,904	258,363
83,192	76,593	6,599	GROSS MARGIN/OTHER	765,075	715,237	49,838	66,149	683,161
55/	,				1 20/201	10,000	55,215	,
			Less: Controllable Exp					
			·					
32,203	31,749	<454>	Career Wages	353,082	349,239	<3,843>	27,210	325,641
27,614	21,892		Student Wages	215,470	221,992	6,522	23,134	202,096
59,817	53,641	•	TOTAL WAGES	568,552	571,231	2,679	50,344	527,736
49.8	50.4	0.6	WAGE % TO SALES	59.8	59.2	<0.6>	51.9	53.9
17 720	17,510	×220×	Employee Banefits	100 665	100 216	z240s	15.254	176 572
17,739 544	17,510 521		Employee Benefits Office Supplies	188,665 12,707	188,316 9,855	<349> <2,852>	15,254 1,059	176,573 14,051
2,912	3,365	453	Telephone	31,469	36,415	4,946	2,823	30,868
2,512	0,505	0	Trav/Trips/Conference	1,192	2,250	1,058	2,023	566
2,408	2,428	20	24 Hour Study Lounge	7,548	7,284	<264>	2,141	7,756
0	0	0	Student Comm Art	6,518	6,246	<272>	0	4,961
0	0	0	Training Programs	7,233	4,858	<2,375>	55	6,488
11,964	11,964	0	Annual ASUCLA Events	39,266	38,090	<1,176>	11,873	40,828
1,931	8,888	6,957	Student Event Exp	170,916	119,591	<51,325>	15,208	123,894
0	0	0	Student Union Prog	352	0	<352>	0	0
<11>	0	11	Operating Supplies	1,490	0	<1,490>	65	214
0	0	0	Uniforms	1,940	2,000	60	0	1,400
0	20	20	Advertising	1,229	1,159	<70>	0	595
275	601		Business Promotion	2,924	6,581	3,657	412	5,474
4,522 1,042	373 943		Repairs & Maintenance Bank Card Expense	20,468 11,534	11,559 10,771	<8,909> <763>	1,460 959	20,385 11,013
1,042	24		Overs/Shorts	800	275	<525>	939	2,639
0	0	0	Commission Expense	0	0	0	0	575
0	0	0	Student Support Svcs	2,654	2,950	296	0	3,206
15,417	15,417	0	Interaction Fund	169,583	169,587	4	15,417	169,583
11,682	13,000	1,318	STUDENT UNION EVENT F	137,559	140,000	2,441	16,040	131,842
70,530	75,054	4,524	TOTAL OTHER CONTROL.	816,047	757,787	<58,260>	82,765	752,910
130,347	128,695	<1,652>	TOTAL CONTROLLABLE EXP	1,384,599	1,329,018	<55,581>	133,109	1,280,647
			GROSS CONTRIBUTION TO					
<47,156>	<52,102>	4,946	SVCS AND ENTERPRISES	<619,525>	<613,781>	<5,744>	<66,960>	<597,486>
			Lance Allegated Form					
			Less: Allocated Exp					
6,140	4,004	∠2 12 6 ≤	Allocated ExpHR	48,862	46,056	<2,806>	4,792	49,699
5,248	4,004 4,797	,	Allocated Exp. Fin	49,248	50,832	<2,806 <i>></i> 1,584	4,792 4,813	44,064
2,467	2,670		Allocated ExpIS	25,099	28,903	3,804	2,515	22,593
949	1,052	103	Allocated Exp. Mktg	11,216	11,515	299	1,087	10,322
4,062	3,490		Allocated Exp Othr SA	39,329	37,622	<1,707>	3,845	32,704
46,244	42,855		Maintenance	480,715	481,545	830	44,870	487,461
17,300	16,625	,	Utilities	172,947	188,172	15,225	16,038	184,774
11,424	17,216	5,792	Depreciation	135,188	189,385	54,197	18,875	138,118
93,834	92,709	<1,125>	TOTAL ALLOCATED EXP	962,605	1,034,030	71,425	96,836	969,735
<140,990>	<144,811>	3,821	NET INCOME (LOSS)	<1,582,130>	<1,647,811>	65,681	<163,795>	<1,567,221>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUN. 11(05/28/17-07/01/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16		
	CURRENT MONTH				YTD 11 MO(07/31/16-07/01/17)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
317,896	312,369	<5.527>	Career Wages	3,326,666	3,434,307	107,641	299,482	3,324,950
3,550	300	•	Limited Appointment	3,550	3,300	<250>	0	0
37,525	36,658	<867>	Student Wages	339,414	394,140	54,726	33,541	347,396
358,971	349,327		TOTAL WAGES	3,669,630	3,831,747	162,117	333,022	3,672,346
6.4	6.0	<0.4>	WAGE % TO TOTAL SALES	5.9	5.9	0.0	6.4	5.8
0	0	0	Emp Awards, Profess.	15,178	14,790	<388>	0	11,859
<5,700>	0	5,700	Emp Awards, Students	6,000	7,622	1,622	0	6,000
157,008	158,450	1,442	Employee Benefits	1,618,956	1,726,525	107,569	149,036	1,624,603
4,759	15,190		Office Supplies	82,373	97,353	14,980	18,631	97,134
8,064	9,522	1,458	Telephone	86,389	100,699	14,310	8,210	84,973
1,154	937		Postage	8,575	10,039	1,464	960	8,840
2,391	2,396	5	Trav/Trips/Conference	15,455	24,774	9,319	1,416	8,023
680	21		Expense Allowance	3,906	143	<3,763>	359	1,180
7,433 0	7,591 52	158 52	Employee Relations Tuition Assistance	29,138 0	26,744 312	<2,394> 312	7,850 0	29,650 0
0	703	703	Fingerprinting	2,428	7,733	5,305	285	5,471
0	173	173	Recruitment	7,508	6,652	<856>	435	5,611
0	206		Operating Supplies	812	2,033	1,221	0	1,311
393	387		Uniforms	3,983	4,247	264	588	4,162
<611>	<500>	111	Security Expense	<1,033>	<6,100>	<5,067>	<100>	<3,723>
0	50	50	Security Equipment	1,171	550	<621>	0	1,659
2,545	2,550	5	Alarm Monitoring	29,641	28,050	<1,591>	2,838	30,238
1,736	1,311		Advertising	13,244	14,669	1,425	1,030	13,417
<7,653> 4,155	1,545 6,527	9,198 2,372	Benefits U Adv Repairs & Maintenance	7,797 70,327	16,995 74,692	9,198 4,365	1,500 7,101	16,500 60,598
723	1,272	2,372 549	Repair-Mtce Computer	9,143	13,992	4,849	653	9,311
11,989	17,018		Repairs & Mtce-Equip	139,298	165,523	26,225	11,967	132,947
0	21	21	Printing	122	516	394	0	218
0	2,224	2,224	Bruin One Card Exp	41,276	46,466	5,190	2,159	45,307
0	40	40	Overs/Shorts	49	399	350	1	<36>
19,169	15,734	•	Insurance Expense	210,859	173,074	<37,785>	14,303	157,337
1,207	4,295	3,088	Professional Services	107,195	55,652	<51,543>	4,092	55,325
1,396	1,409	13	Legal External Audit	15,354	15,493	139 409	1,042	14,049
10,471 258	10,314 1,200	<157> 942	Temp Agency Service	113,041 15,082	113,450 6,400	<8,682>	9,906 4,257	110,253 16,318
9,607	10,111	504	Internal Audit	105,680	111,221	5,541	8,521	99,171
1,874	1,082		Tax Consulting	13,399	14,850	1,451	<1,842>	11,525
669	3,583	2,914	PROFESSIONAL FEES PCI	29,537	59,683	30,146	8,000	48,000
14,105	19,055	4,950	Board of Directors	142,007	152,303	10,296	18,331	145,465
15	103	88	Special Projects	4,198	7,379	3,181	<88>	10,168
4,400	5,265		Misc. Bank Charges	47,394	50,802	3,408	4,121	44,081
3,346	3,900		Armored Carrier Expense UCOP Payroll Services	36,987	41,600	4,613	3,249	35,682
7,635 11,222	7,635 0		UC PATH CHARGES	83,985 86,642	83,985 0	0 <86,642>	7,635 0	84,401 0
8,050	0		Student Med Supp Fund	76,475	0	<76,475>	0	0
13,296	13,669	•	UCLA Recharge Expense	146,130	150,359	4,229	13,401	147,411
1,486	1,545	59	Special Events	30,637	30,796	159	3,082	33,009
297,273	326,586		TOTAL OTHER CONTROL.	3,456,337	3,452,465	<3,872>	312,929	3,207,446
656,244	675,913	19,669	TOTAL CONTROLLABLE EXP	7,125,967	7,284,212	158,245	645,951	6,879,792
			Less: Allocated Exp					
19,986	18,499	<1.487>	Maintenance	205,767	207,868	2,101	18,329	199,126
7,477	7,176	,	Utilities	73,888	81,222	7,334	6,551	75,480
21,278	21,654		Depreciation	228,298	238,187	9,889	22,970	134,572
48,741	47,329	<1,412>	TOTAL ALLOCATED EXP	507,954	527,277	19,323	47,851	409,178
704,985	723,242	18,257	NET EXPENSE	7,633,921	7,811,489	177,568	693,801	7,288,970
<632,312>	<652,856>	<20 544×	Allocated-Svs and Ent	<6,863,485>	<7,055,922>	<192,437>	<622,087>	<6,444,531>
<34,152>	<34,152>	\20,5 11 >	Allocated-USAC	<363,523>	<363,523>	(192,437)	<31,673>	<346,938>
<3,497>	<3,497>	0	Allocated-GSA	<37,130>	<37,130>	0	<3,507>	<35,256>
<35,023>	<32,737>	2,286	Allocated-Comm Board	<369,783>	<354,914>	14,869	<36,535>	<462,244>
<704,985>	<723,242>	<18,257>	TOTAL OTHER	<7,633,921>	<7,811,489>	<177,568>	<693,801>	<7,288,969>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

	11(05/28/17-07/0 CURRENT MONTH]
ACTUAL BUDGET		VARIANCE	ł
ACTOAL	DODGET	VARIANCE	l
127,594	115,586	<12.008>	Career Wages
6,644	2,198		Limited Appointment
0	600	600	Student Wages
<15,849>	<580>	15,269	Labor Recharge
<9,866>	<7,166>	2,700	Billed Labor Costs
0	<4,000>	<4,000>	Capitalized Wages
108,523	106,638	<1,885>	TOTAL WAGES
			1
74,523	78,418	3,895	Employee Benefits
1,119	103	<1,016>	Office Supplies
1,115	623	<492>	Telephone
0	0	0	Trav/Trips/Conference
6,042	5,372	<670>	Paper
5,898	5,411		Cleaning Supplies
856	1,028	172	Replacements
718	516		Laundry
30,339	21,200		Repairs & Maintenance
13,685	4,225	•	Repairs & Mtce-Elevator
0	175	175	Repairs & Mtce-Equip
16	1,500	1,484	Painting Program
0	250	250	Incidental Proj Exp
1,632	3,100	1,468	Air Conditioning-Maint
10,517	7,972		Rub Remvl/Hauling
4,287	3,152		Rodent & Pest Control
335 0	1,050 0	715 0	Rentals-Truck Janitorial
151,079	134,095	<16,984>	TOTAL OTHER CONTROL.
259,602	240,733	<18,869>	
239,002	270,733	<10,0092	TOTAL CONTROLLABLE LA
			Less: Allocated Exp
			Lessi Allocated Exp
16,847	19,145	2,298	Depreciation
16,847	19,145	2,298	TOTAL ALLOCATED EXP
276,449	259,878	<16,571>	NET EXPENSE
		·	1
<237,279>	<222,101>	15,178	Allocated-Svs and Ent
<7,672>	<7,672>	0	Allocated-USAC
<3,008>	<3,008>	0	Allocated-GSA
<8,505>	<8,597>	<92>	Allocated-Comm Board
<19,986>	<18,500>	1,486	Allocated-A & SS
<276,449>	<259,878>	16,571	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FICCAL VEAD 16 17							
	ISCAL YEAR 16-1	FISCAL YEAR 15-16 LAST YEAR ACTUAL					
	MO(07/31/16-07						
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
1,289,091	1,294,393	5,302	123,814	1,224,471			
46,229	24,178	<22,051>	6,175	41,809			
3,006	6,600	3,594	0	166			
<21,742>	<6,620>	15,122	<475>	<9,333>			
<94,020>	<79,257>	14,763	<6,042>	<73,443>			
<33,354>	<44,000>	<10,646>	<3,363>	<31,437>			
1,189,210	1,195,294	6,084	120,108	1,152,233			
797,101	865,260	68,159	68,034	765,424			
3,745	1,908	<1,837>	432	2,710			
7,506	6,847	<659>	715	7,051			
1,393	1,500	107	0	496			
55,152	56,119	967	6,397	54,054			
59,641	59,771	130	5,917	58,277			
12,261	12,870	609	1,843	11,937			
5,860	6,598	738	466	6,588			
280,605	244,425	<36,180>	15,198	318,185			
43,374	49,265	5,891	1,956	41,349			
2,169	1,050	<1,119>	0	1,091			
4,031	16,500	12,469	406	<2,708>			
1,680	2,750	1,071	0	1,245			
49,721	49,302	<419>	2,979	49,558			
95,789	91,532	<4,257>	7,412	78,851			
34,877	34,672	<205>	0	37,457			
10,068	11,550	1,482	4,145	12,084			
4,150	0	<4,150>	0	0			
1,469,125	1,511,919	42,794	115,899	1,443,652			
2,658,335	2,707,213	48,878	236,007	2,595,885			
196,649	210,595	13,946	18,120	166,229			
196,649	210,595	13,946	18,120	166,229			
2,854,983	2,917,808	62,825	254,126	2,762,114			
<2,441,603>	<2,495,689>	<54,086>	<216,897>	<2,356,328>			
<84,399>	<84,399>	0	<6,993>	<76,930>			
<33,098>	<33,097>	1	<2,743>	<30,167>			
<90,116>	<96,738>	<6,622>	<9,165>	<99,563>			
<205,767>	<207,885>	<2,118>	<18,329>	<199,126>			
<2,854,983>	<2,917,808>	<62,825>	<254,126>	<2,762,114>			
<0>	0	0	0	<0>			

UTILITIES EXPENSE STATEMENT

JUN.	11(05/28/17-07/0	01/17)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
18,586	14,705	<3,881>	Chiller Water
62,763	63,181	418	Elec-Non Air Cond.
11,806	11,521	<285>	Water-Non Air Cond.
6,448	7,367	919	Steam-Non Air Cond.
2,746	3,060	314	Gas
1,550	1,551	1	Energy Management
103,899	101,385	<2,514>	TOTAL OTHER CONTROL.
103,899	101,385	<2,514>	TOTAL CONTROLLABLE EXP
<88,766>	<86,170>	2,596	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,261>	<1,261>	0	Allocated-GSA
<3,182>	<3,563>	<381>	Allocated-Comm Board
<7,477>	<7,177>	300	Allocated-A & SS
<103,899>	<101,385>	2,514	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

F.	ISCAL YEAR 16-1	FISCAL YEAR 15-16		
YTD 11	MO(07/31/16-07	LAST YEAR ACTUAL		
ACTUAL	ACTUAL BUDGET		MONTH	YTD
148,986	177,666	28,680	12,730	161,266
663,362	727,055	63,693	63,758	683,765
101,143	119,460	18,317	10,341	107,049
66,703	72,054	5,351	26	61,535
35,047	32,790	<2,257>	3,754	30,180
17,055	17,061	6	1,550	15,505
1,032,296	1,146,086	113,790	92,159	1,059,300
1,032,296	1,146,086	113,790	92,159	1,059,300
<876,649>	<975,307>	<98,658>	<77,524>	<893,175>
<35,354>	<35,354>	0	<3,454>	<38,003>
<13,863>	<13,863>	0	<1,354>	<14,903>
<32,542>	<40,325>	<7,783>	<3,276>	<37,740>
<73,888>	<81,237>	<7,349>	<6,551>	<75,480>
<1,032,296>	<1,146,086>	<113,790>	<92,159>	<1,059,300>
<0>	0	0	0	0