ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

October (10/02/16 - 10/29/16)

Prepared

November 16, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		OCT	OBER (10/0	2/16 - 10/29	/16)			FY 1	5-16]	FISCAL YEAR 2016-2017					FY 1	5-16			
			CURRENT	T MONTH				*	k				YTD 3 I	MONTHS (0	7/31/16 - 10	/29/16)			*	*
ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/I	BUD	ACT/L	Y ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,251		3,465		(214)	(6.2%)	(665)	(17.0%)	3,916		UCLA Store	14,345		15,678		(1,333)	(8.5%)	(1,359)	(8.7%)	15,704	
1,786		1,743		43	2.5%	156	9.6%	1,630		UCLA Restaurants	3,957		4,047		(90)	(2.2%)	(27)	(0.7%)	3,984	
403		354		49	13.8%	59	17.2%	344		Services Division	1,039		981		58	5.9%	(26)	(2.4%)	1,065	
135		121		14	11.6%	17	14.4%	118		UCLA Student Union	377		307		70	22.8%	85	29.1%	292	
5,575		5,683		(108)	(1.9%)	(433)	(7.2%)	6,008		TOTAL	19,718		21,013		(1,295)	(6.2%)	(1,327)	(6.3%)	21,045	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,245	38.3%	1,272	36.7%	(27)	1.6	(156)	2.5	1,401		UCLA Store	4,592	32.0%	4,925	31.4%	(333)	0.6	(208)	1.4	4,800	30.6%
1,295	72.5%	1,246	71.5%	49	1.0	118	0.3	1,177	72.2%	UCLA Restaurants	2,822	71.3%	2,864	70.8%	(42)	0.5	(16)	0.1	2,838	71.2%
402	99.8%	354	100.0%	48	(0.2)	58	(0.2)	344	100.0%	Services Division	1,037	99.8%	981	100.0%	56	(0.2)	(26)	0.0	1,063	99.8%
86	63.7%	72	59.5%	14	4.2 2.5	18	6.1	68	57.6%	UCLA Student Union	242	64.2%	174	56.7%	68	7.5	76	7.4	166	56.8%
3,028	54.3%	2,944	51.8%	84	2.5	38	4.5	2,990	49.8%	TOTAL	8,693	44.1%	8,944	42.6%	(251)	1.5	(174)	2.0	8,867	42.1%
										WAGES & BENEFITS										
585	18.0%	587	16.9%	2	(1.1)	(32)	(3.9)	553		UCLA Store	1,763	12.3%	1,801	11.5%	38	(8.0)	(72)	(1.5)	1,691	10.8%
721	40.4%	679	39.0%	(42)	(1.4)	(90)	(1.7)	631	38.7%	UCLA Restaurants	2,011	50.8%	2,008	49.6%	(3)	(1.2)	(113)	(3.2)	1,898	47.6%
54	13.4%	55	15.5%	1	2.1	(2)	1.7	52	15.1%	Services Division	162	15.6%	166	16.9%	4	1.3	(1)	(0.5)	161	15.1%
69 1,429	51.1% 25.6%	71 1,392	58.7% 24.5%	2 (37)	7.6 (1.1)	0 (124)	7.4 (3.9)	69 1,305	58.5%	UCLA Student Union TOTAL	200 4,136	53.1% 21.0%	207 4,182	67.4% 19.9%	7 46	14.3 (1.1)	(8) (194)	12.7 (2.3)	192 3,942	65.8% 18.7%
1,429	25.6%	1,392	24.5%	(37)	(1.1)	(124)	(3.9)	1,305	21.7%		4,136	21.0%	4,182	19.9%	46	(1.1)	(194)	(2.3)	3,942	18.7%
										OTHER CONTROLLABLES										
174	5.4%	183	5.3%	9	(0.1)	41	0.1	215		UCLA Store	832	5.8%	851	5.4%	19	(0.4)	27	(0.3)	859	5.5%
189 134	10.6% 33.3%	187 115	10.7% 32.5%	(2) (19)	0.1 (0.8)	(7) (22)	0.6 (0.7)	182 112	11.2% 32.6%	UCLA Restaurants Services Division	407 320	10.3% 30.8%	419 319	10.4% 32.5%	12	0.1 1.7	22 58	0.5 4.7	429 378	10.8% 35.5%
44	32.6%	49	40.5%	5	7.9	(4)	1.3	40	33.9%	UCLA Student Union	145	38.5%	140	45.6%	(1) (5)	7.1	(18)	5.0	127	43.5%
541	9.7%	534	9.4%	(7)	(0.3)	8	(0.6)	549		TOTAL	1,704	8.6%	1,729	8.2%	25	(0.4)	89	(0.1)	1,793	8.5%
341	3.1 /6	334	3.476	(1)	(0.5)	•	(0.0)	343	3.170		1,704	0.070	1,723	0.2 /0	23	(0.4)	03	(0.1)	1,733	0.370
400	4.4.007	504	4.4.50/	(4.5)	0.4	(4.47)	(4.0)	000	40.00/	CONTRIBUTION	4.000	40.00/	0.070	4.4.50/	(075)	(0.0)	(050)	(0.4)	0.050	44.00/
486 385	14.9% 21.6%	501 380	14.5% 21.8%	(15) 5	0.4 (0.2)	(147) 22	(1.3)	633 363		UCLA Store UCLA Restaurants	1,998 405	13.9% 10.2%	2,273 437	14.5% 10.8%	(275)	(0.6)	(252)	(0.4)	2,250 512	14.3% 12.9%
215	53.3%	183	21.8% 51.7%	32	1.6	36	(0.7) 1.3	179	52.0%	Services Division	555	53.4%	437	50.5%	(32) 60	(0.6) 2.9	(107) 30	(2.7) 4.1	525	49.3%
(27)	(20.0%)	(49)	(40.5%)	22	20.5	14	14.7	(41)		UCLA Student Union	(103)	(27.3%)	(173)	(56.4%)	70	29.1	49	24.8	(152)	(52.1%)
1.059	19.0%	1.015	17.9%	44	1.1	(75)	0.1	1,134	, ,	TOTAL	2.855	14.5%	3.032	14.4%	(177)	0.1	(280)	(0.4)	3,135	14.9%
1,000		1,010				()		1,101			_,,,,,,		7,000		()		(===)	()	2,100	
597	10.7%	597	10.5%	0	(0.2)	(55)	(1.7)	542	9.0%	ALLOCATED EXPENSES Admin&Support Services	1,754	8.9%	1,759	8.4%	5	(0.5)	(168)	(1.4)	1,586	7.5%
214	3.8%	234	4.1%	20	0.2)	30	0.3	244	9.0% 4.1%	Maintenance Division	618	3.1%	679	3.2%	61	0.5)	(168)	0.0	662	3.1%
92	1.7%	101	1.8%	9	0.3	18	0.3	110	1.8%	Utilities	281	1.4%	287	1.4%	6	0.0	20	0.0	301	1.4%
203	3.6%	216	3.8%	13	0.2	(8)	(0.4)	195	3.2%	Depreciation	607	3.1%	647	3.1%	40	0.0	(28)	(0.3)	579	2.8%
1,106	19.8%	1,148	20.2%	42	0.4	(15)	(1.6)	1,091	18.2%	TOTAL	3,260	16.5%	3,372	16.0%	112	(0.5)	(132)	(1.6)	3,128	14.9%
										NET INCOME (LOSS)										
(47)	(0.8%)	(133)	(2.3%)	86	1.5	(90)	(1.5)	43	0.7%	FROM OPERATIONS	(405)	(2.1%)	(340)	(1.6%)	(65)	(0.5)	(412)	(2.1)	7	0.0%
										OTHER INC/(EXP)										
(5)	(0.1%)	0	0.0%	(5)	(0.1)	(5)	(0.1)	0	0.0%	Non-Recurrent Inc/(Exp)	9	0.0%	0	0.0%	9	0.0	(10)	(0.1)	19	0.1%
13	0.2%	14	0.2%	(1)	0.0	(7)	(0.1)	20	0.3%	Interest Income	37	0.2%	35	0.2%	2	0.0	(8)	0.0	45	0.2%
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.0	(37)		Interest (Expense)	(105)	(0.5%)	(105)	(0.5%)	0	0.0	6	0.0	(111)	(0.5%)
0	0.0%	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%
231	4.1%	231	4.1%	0	0.0	5	0.3	226	3.8%	Student Union Fee Income	694	3.5%	694	3.3%	0	0.2	15	0.3	679	3.2%
204	3.7%	210	3.7%	(6)	0.0	(5)	0.2	209	3.5%	TOTAL	635	3.2%	624	3.0%	11	0.2	3	0.2	632	3.0%
157	2.8%	77	1.4%	80	1.4	(95)	(1.4)	252	4.2%	NET INCOME (LOSS)	230	1.2%	284	1.4%	(54)	(0.2)	(409)	(1.8)	639	3.0%

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - OCTOBER 2016 (\$000's) DIVISIONS FULLY ALLOCATED

		OCT	OBER (10/0	02/16 - 10/29	/16)			FY 1:	5-16	1			F	ISCAL YEA	R 2016-2017	7			FY 1	5-16
				T MONTH	,10,			*1							7/31/16 - 10				*	
ACTI	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT	1	ACTI	JAL	BUD	(-		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/L\	/ ACT									BUD	SUD ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,251		3,465		(214)	(6.2%)	(665)	(17.0%)	3,916		UCLA Store	14,345		15,678		(1,333)	(8.5%)	(1,359)	(8.7%)	15,704	
1,786		1,743		43	2.5%	156	9.6%	1,630		UCLA Restaurants	3,957		4,047		(90)	(2.2%)	(27)	(0.7%)	3,984	
403		354		49	13.8%	59	17.2%	344		Services Division	1,039		981		58	5.9%	(26)	(2.4%)	1,065	
135		121		14	11.6%	17	14.4%	118		UCLA Student Union	377		307		70	22.8%	85	29.1%	292	
5,575		5,683		(108)	(1.9%)	(433)	(7.2%)	6,008		TOTAL	19,718		21,013		(1,295)	(6.2%)	(1,327)	(6.3%)	21,045	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,245	38.3%	1,272	36.7%	(27)	1.6	(156)	2.5	1,401		UCLA Store	4,592	32.0%	4,925	31.4%	(333)	0.6	(208)	1.4	4,800	30.6%
1,295	72.5%	1,246	71.5%	49	1.0	118	0.3	1,177	72.2%	UCLA Restaurants	2,822	71.3%	2,864	70.8%	(42)	0.5	(16)	0.1	2,838	71.2%
402 86	99.8% 63.7%	354 72	100.0% 59.5%	48 14	(0.2) 4.2	58 18	(0.2) 6.1	344 68	100.0% 57.6%	Services Division UCLA Student Union	1,037 242	99.8% 64.2%	981 174	100.0% 56.7%	56 68	(0.2) 7.5	(26) 76	0.0 7.4	1,063 166	99.8% 56.8%
3.028	54.3%	2.944	51.8%	84	2.5	38	4.5	2,990		TOTAL	8,693	44.1%	8,944	42.6%	(251)	1.5	(174)	2.0	8,867	42.1%
-,-	1	,						,		TOTAL CONTROLLABLES	1		-,-		(/		, ,,		-,	
759	23.3%	771	22.3%	12	(1.0)	9	(3.7)	768	19.6%	UCLA Store	2,594	18.1%	2,652	16.9%	58	(1.2)	(44)	(1.9)	2,550	16.2%
909	50.9%	866	49.7%	(43)	(1.2)	(95)	(1.0)	814	49.9%	UCLA Restaurants	2,417	61.1%	2,427	60.0%	10	(1.1)	(91)	(2.7)	2,326	58.4%
187	46.4%	170	48.0%	(17)	1.6	(23)	1.3	164	47.7%	Services Division	482	46.4%	486	49.5%	4	3.1	57	4.2	539	50.6%
113	83.7%	121	100.0%	8	16.3	(4)	8.7	109	92.4%	UCLA Student Union	345	91.5%	347	113.0%	2	21.5	(26)	17.7	319	109.2%
1,968	35.3%	1,928	33.9%	(40)	(1.4)	(113)	(4.4)	1,855	30.9%	TOTAL	5,838	29.6%	5,912	28.1%	74	(1.5)	(104)	(2.4)	5,734	27.2%
										CONTRIBUTION										
486	14.9%	501	14.5%	(15)	0.4	(147)	(1.3)	633	16.2%	UCLA Store	1,998	13.9%	2,273	14.5%	(275)	(0.6)	(252)	(0.4)	2,250	14.3%
385	21.6%	380	21.8%	5	(0.2)	22	(0.7)	363	22.3%	UCLA Restaurants	405	10.2%	437	10.8%	(32)	(0.6)	(107)	(2.7)	512	12.9%
215	53.3%	183	51.7%	32	1.6	36	1.3	179	52.0%	Services Division	555	53.4%	495	50.5%	60	2.9	30	4.1	525	49.3%
(27) 1.059	(20.0%) 19.0%	(49) 1.015	(40.5%) 17.9%	22 44	20.5 1.1	14 (75)	14.7 0.1	(41)	(34.7%)	UCLA Student Union	(103) 2.855	(27.3%)	(173) 3,032	(56.4%) 14.4%	70 (177)	29.1 0.1	49 (280)	24.8 (0.4)	(152) 3,135	(52.1%) 14.9%
1,059	19.0%	1,015	17.9%	44	1.1	(73)	0.1	1,134	18.9%	TOTAL	2,855	14.5%	3,032	14.4%	(177)	0.1	(280)	(0.4)	3,135	14.9%
525	16.1%	565	16.3%	40	0.0	30	(4.0)	555	44.00/	ALLOCATED EXPENSES UCLA Store	1.767	12.3%	1.852	44.00/	85	(0.5)	(5.4)	(4.4)	4 740	10.9%
525 401	22.5%	397	22.8%	40 (4)	0.2 0.3	(23)	(1.9) 0.7	378	23.2%	UCLA Store UCLA Restaurants	1,767	26.0%	1,852	11.8% 24.9%	(20)	(0.5) (1.1)	(54) (40)	(1.4) (1.2)	1,713 987	24.8%
91	22.6%	89	25.1%	(2)	2.5	(30)	(4.9)	61	17.7%	Services Division	201	19.3%	240	24.5%	39	5.2	(36)	(3.8)	165	15.5%
89	65.9%	97	80.2%	8	14.3	8	16.3	97	82.2%	UCLA Student Union	265	70.3%	273	88.9%	8	18.6	(2)	19.8	263	90.1%
1,106	19.8%	1,148	20.2%	42	0.4	(15)	(1.6)	1,091	18.2%	TOTAL	3,260	16.5%	3,372	16.0%	112	(0.5)	(132)	(1.6)	3,128	14.9%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(40)	(0.7%)	(64)	(1.1%)	24	0.4	(118)	(2.0)	78		UCLA Store	230	1.2%	422	2.0%	(192)	(0.8)	(307)	(1.4)	537	2.6%
(16)	(0.3%)	(17)	(0.3%)	1	0.0	(1)	(0.1)	(15)	, ,	UCLA Restaurants	(622)	(3.2%)	(571)	(2.7%)	(51)	(0.5)	(147)	(0.9)	(475)	(2.3%)
124 (115)	2.2% (2.1%)	94 (146)	1.7% (2.6%)	30 31	0.5 0.5	6 23	0.2 0.2	118 (138)	(2.3%)	Services Division UCLA Student Union	355 (368)	1.8% (1.9%)	255 (446)	1.2% (2.1%)	100 78	0.6 0.2	(5) 47	0.1 0.1	360 (415)	1.7% (2.0%)
(47)	(0.8%)	(133)	(2.3%)	86	1.5	(90)	(1.5)	43	(,	TOTAL	(405)	(2.1%)	(340)	(1.6%)	(65)	(0.5)	(412)	(2.1)	7	0.0%
(+1)	(0.070)	(100)	(2.070)	30		(50)	(1.0)		V.1. /0	1	(400)	(2.1.70)	(0-10)	(1.070)	(00)	(0.0)	(412)	(2.1)	- '	0.070
(5)	(0.1%)	0	0.0%	(5)	(0.1)	(5)	(0.1)	0	0.0%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	9	0.0%	0	0.0%	9	0.0	(10)	(0.1)	19	0.1%
13	0.2%	14	0.2%	(1)	0.0	(7)	(0.1)	20	0.3%	Interest Income	37	0.2%	35	0.2%	2	0.0	(8)	0.0	45	0.2%
(35)	(0.6%)	(35)	(0.6%)	O O	0.0	2	0.0	(37)		Interest (Expense)	(105)	(0.5%)	(105)	(0.5%)	0	0.0	6	0.0	(111)	(0.5%)
0	0.0%	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%
231	4.1%	231	4.1%	0	0.0	5	0.3	226	3.8%	Student Union Fee Income	694	3.5%	694	3.3%	0	0.2	15	0.3	679	3.2%
204	3.7%	210	3.7%	(6)	0.0	(5)	0.2	209	3.5%	TOTAL	635	3.2%	624	3.0%	11	0.2	3	0.2	632	3.0%
157	2.8%	77	1.4%	80	1.4	(95)	(1.4)	252	4.2%	NET INCOME (LOSS)	230	1.2%	284	1.4%	(54)	(0.2)	(409)	(1.8)	639	3.0%

ASUCLA P/L Reconciliation Oct-16

Financial Analysis	<u> </u>	00's
	Oc	et-16
Budgeted Net Income/(Loss)		\$7
UCLA Store		
Gross Margin:		
Bearwear above plan due to UCLA Family Weekend stronger than anticipated and strong One Day Sale with liquidation of aged adidas product and mild weather	13	
E-Commerce below plan due to weak Score Big resulting from diminished fan enthusiasm	(24)	
New Text below plan: continued decline is sales due to competition, student usage, and content posted on course websites, (requisitions, titles requested are down over last year)	(7)	
CRS above plan due to department orders higher than plan	20	
Computer Store below as the demand for un-released new Apple MacBooks is holding back both individual and institutional purchases	(25)	
Total Wages above plan (mostly student)	(6)	
Other, positive controllables (mostly employee benefits and freight out)	14	
Total Contribution		(1
UCLA Restaurants		
Gross Margin:		
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	23	
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned	(7)	
Northern Lights below plan due to lower sales (small amounts each day)	(6)	
North Campus Student CTR above plan due to several menu mix changes to add variety and make best advantage of various seasonal pricing on certain raw ingredients	6	
CSSC below plan due to general declining pattern for this area and budgeted increase for pizza concept not yet executed	(12)	
Taco Bell above plan due to A-level customer traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	6	
Cooperage above plan as we had not budgeted for being open Saturday 10/8 for UCLA Open House	5	
Catering above plan due to timing for some additional events	11	
Concessions above plan mostly due to timing for several sports events that were budgeted to occur next month	14	
Total Wages above plan	(46)	
Other, positive controllables (\$3K) and small positive margins in various other areas	11	1
Total Contribution		:
Services		
Gross Margin:		
Licensing International below plan (the Japan program has not performed as well recently as in prior years)	(10)	
Licensing Domestic above plan due to timing with negative future offsets (one contributing factor is expectations of declining adidas royalties as retailers prepare to discontinue this program	48	
Leased Ops above plan mostly due to income from the transfer center for September (partial) and October (expense to fund Student Media is reported in A&SS)	13	
Other, negative controllables mostly Licensing	(19)	
Total Contribution		3
UCLA Student Union		
Gross Margin:		
Student Union Ops. above plan due mostly to timing of events that were budgeted in period 2 and period 4 (thus some negative offset next month)	16	
AU Post Office below plan due to downturn for international sales	(1)	
Total wages below plan	3	
Other, positive controllables	4	
Total Contribution		2
Allocated Expenses and Other	igsqcup	
A&SS on plan	0	<u> </u>
Maintenance below plan: positive career wages (unrealized budgeted increase for contract agreement and timing related to budget calculations) and positive employee benefits	20	
Utilities lower than plan due to efficiencies in running pumps and air handling units	9	
Depreciation lower than plan due to timing of capital expenditures	13	<u> </u>
Other	(6)	
Total	igsqcup	3
Actual Net Income/(Loss)	L I	\$15

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

Financial Analysis							
Budgeted Net Income/(Loss)		\$284					
UCLA Store							
Gross Margin:							
Bearwear below plan due to Rose Bowl Sales lower than anticipated and less campus visitor traffic associated with the opening of the Luskin Conference Center	(36)						
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(13)						
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(38)						
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(51)						
Course Reader Solutions below plan: courses shifting to content posted on course websites, several key classes opted for no reader and higher shift to lower-priced digital titles	(34)	<u> </u>					
Bookzone below plan due to lower department sales, specifically library	(25)						
Computer Store below plan due to continued decline in institutional sales and general softness in Apple Promo sales	(99)						
Luvalle Books below plan due to decline in same titles sales compared to last year in New Text for Law rush, and Used Text average unit price lower than last year	(46)	<u> </u>					
Total Wages lower than plan, mostly student	11						
Other, positive controllables mostly employee benefits, freight out	56						
Total Contribution		(275					
UCLA Restaurants							
Gross Margin:							
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	12						
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned for this location	(11)						
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(31)						
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	10						
Catering below plan due to aggressive budget which planned for new growth of sales	(35)						
Concessions above plan (much of this is timing for several sports events budgeted to occur next month)	17						
Total Wages above plan	(36)						
Other, positive controllables mostly employee benefits, advertising, paper	42						
Total Contribution		(32					
Services							
Gross Margin:							
Licensing Domestic above plan due to timing	51						
Licensing International below plan	(9)						
Leased Ops above plan mostly due to income from September (partial) and October for the transfer center (expense to fund Student Media in A&SS)	11						
Photography above plan due to additional bookings	3						
Other, positive controllables mostly Licensing	4						
Total Contribution		60					
UCLA Student Union							
Gross Margin:							
Student Union Ops above plan due to new clients and increased spending (budget based on historical sales understated based on prior year Special Olympics cancellations)	68						
Total Wages lower than plan	5						
Other, negative controllables	(3)						
Total Contribution		70					
Allocated Expenses and Other							
A&SS below plan	5						
Maintenance below plan (mostly positive capitalized wages and employee benefits)	61						
Utilities below plan	6						
Depreciation lower than plan due to timing of capitals	40						
Various positive non-recurrent	11						
Total	<u> </u>	123					
Actual Net Income/(Loss)		\$230					

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

	Current Month	Prior Month	Prior Year
	October 2016	September 2016	July 2016
ASSETS			
OUDDENT ASSETS			
CURRENT ASSETS:	£44.000	¢44.005	¢44.007
Cash and cash equivalents Accounts receivable	\$11,800 4,642	\$11,965 4,352	\$11,907 3,303
Less: Allowance for doubtful accounts	(446)	(436)	(423)
Accounts receivable, net	4,196	3,916	2,880
Student fees receivable	1,333	1,102	639
Inventories	6,213	6,336	6,303
Prepaid expenses and other current assets	239	249	331
Total current assets	23,781	23,568	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,805	69,763	69,501
Less: Accumulated depreciation	(46,708)	(46,505)	(46,101)
Total long term assets	23,297	23,458	23,600
TOTAL ASSETS	\$47,078	\$47,026	\$45,660
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,381	\$6,800	\$5,380
Wages and payroll taxes payable	3,226	2,644	3,359
Sales tax payable & other liabilities	1,341	1,073	762
Interest payable	194	159	89
Deferred income	961	570	349
Funds held for others	149	110	119
Current portion of long term debt Total current liabilities	798 12,050	799 12,155	799 10,857
Total current habilities	12,030	12,100	10,037
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
TOTAL LIABILITIES	20,845	20,950	19,652
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	225	68	(197)
,			(3.1)
Ending Balance	26,233	26,076	26,008
TOTAL LIABILITIES AND RETAINED EARNINGS	\$47,078	\$47,026	\$45,660

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

			Prior
	Current Month	Year to Date	Year to Date
	WOTH	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$157	\$230	\$639
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	000	007	
Depreciation	203	607	579
(Increase)/decrease in current assets: Accounts receivable	(280)	(1,318)	(920)
Student fees receivable	(231)	(695)	(920) (679)
Inventories	123	90	(665)
Prepaid expenses and other current assets	10	92	(665) 75
Increase/(decrease) in current liabilities:	10	02	, ,
Accounts payable	(1,419)	1	1,710
Sales tax payable & other liabilities	268	578	663
Wages and payroll taxes payable	582	(134)	(471)
Interest payable	35	105	111
Deferred Income	391	611	488
Funds held for others	39	30	73
Net cash provided/(used) by operating activities	(122)	197	1,603
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(43)	(304)	(433)
Change in capital projects in progress	0	0	0
Net cash used in investing activities	(43)	(304)	(433)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(165)	(107)	1,170
CASH AND CASH EQUIVALENTS, Beginning	11,965	11,907	11,434
CASH AND CASH EQUIVALENTS, Ending	\$11,800	\$11,800	\$12,604

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

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,800
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(300)
New Store POS System	(250)
KH Coffeehouse Patio Membrane	(186)
AU TFC Expansion Joint and Pavers	(170)
Subtotal	(1,688)
Adjustment for Cash Overdraft Entry	(1,197)
Uncommitted Cash	8,915
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	12,757
RESERVE SURPLUS (DEFICIT)	(\$3,842)

ASUCLA SERVICES AND ENTERPRISES

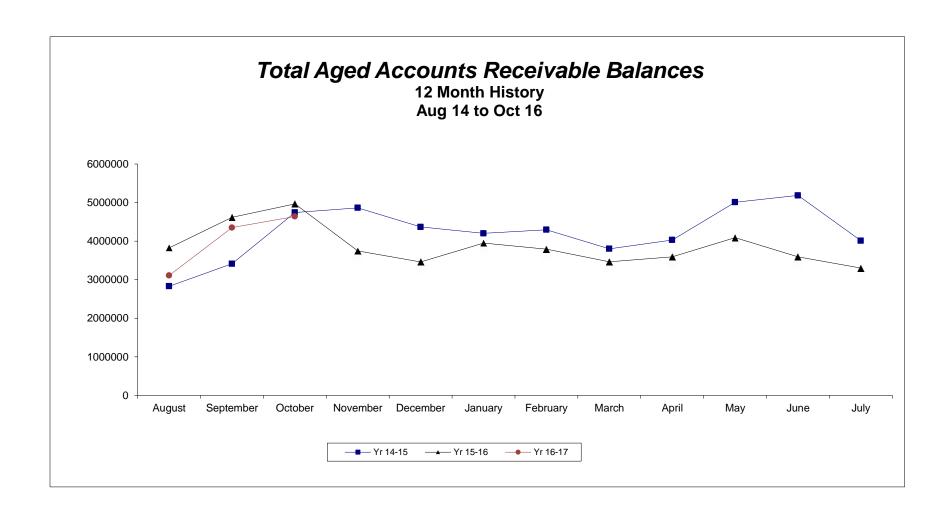
Capital Expenditures -Current Year Projects (\$000's)

FY 2016-2017 October 2016

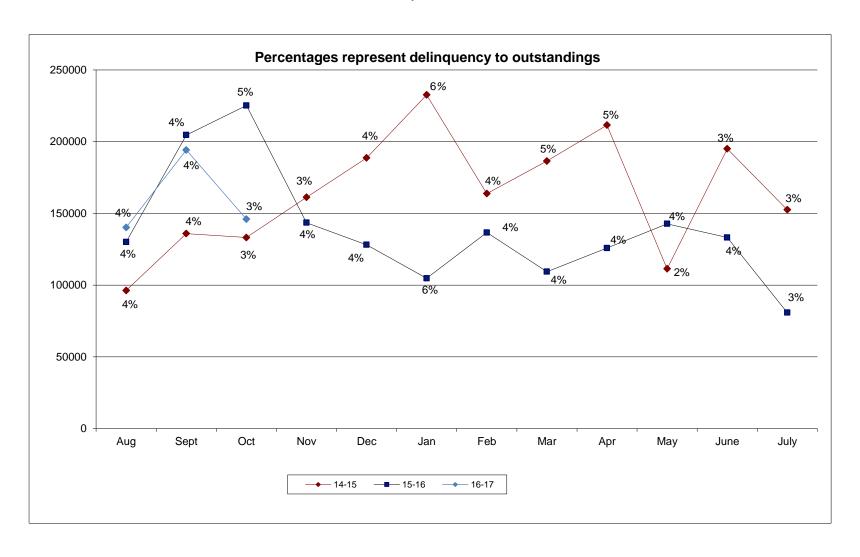
				2017 00100		PROJECTED			
PROJEC [*]	TNAME	BUDGET		DOI:	T-1-1	Remaining	n. ".	Over	-
Store/Serv	dees		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
2016-001	Store General Replacement	30.0	0.0	2.9	2.9	27.1		0.0	In Progress
2016-001	CRS Copier	50.0	0.0	47.6	47.6	2.4		0.0	Completed Awaiting Invoice
2016-002	Store Copiers	25.0	0.0	4.1	4.1	20.9		0.0	In Progress
2016-003	Custom Shop	0.0	32.8	0.0	32.8	27.2		60.0	In Progress
	e/Services	105.0	32.8	54.6	87.4	77.6	0.0	60.0	iii i rogiess
Food Serv									
	FS Miscellaneous and Unanticipated	50.0	2.8	21.1	23.9	26.1		0.0	In Progress
2016-005	FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-006	CSSC Pizza Concept	300.0	0.0	0.0	0.0	0.0	300.0	0.0	Pending
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	0.0	28.6	28.6	1.4	10.0	0.0	In Progress
Total Food		410.0	2.8	49.7	52.5	27.5	330.0	0.0	III Tegreec
Technolog	ıv								
2016-009	Printer Replacement	10.0	1.7	1.8	3.5	6.5		0.0	In Progress
2016-010	Network Infrastructure Upgrade	150.0	0.0	146.3	146.3	3.7		0.0	In Progress
2016-011	New Store POS system	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2016-012	UPS replacement for all data closets	30.0	0.0	31.6	31.6	0.0		1.6	Completed Awaiting Invoice
2016-013	Misc. Hardware/Software Upgrades	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
Total Tech	nnology	445.0	1.7	179.7	181.4	10.2	255.0	1.6	· ·
Others									
2016-014	Maintenance Truck	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-015	Fac. Misc. Remodels	60.0	8.8	0.0	8.8	51.2		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	0.0	0.0	0.0	20.0	0.0	Pending
2016-018	AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending
2016-019	Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-020	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-021	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
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	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-024	MCO Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
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	0.0	8.9	8.9	0.0		1.9	Completed Awaiting Invoice
2016-028	SUO Exterior Trash/Recycling Receptacles	0.0	0.0	0.0	0.0	90.0		90.0	In Progress
2016-029	Computer Server Room Electronic Locks	0.0	0.0	0.0	0.0	12.0	FOFO	12.0	In Progress
Total Othe		572.0	8.8	8.9	17.7	153.2	505.0	103.9	
Total Curr	ent Year Projects	1,532.0	46.1	292.9	339.0	268.5	1,090.0	165.5	

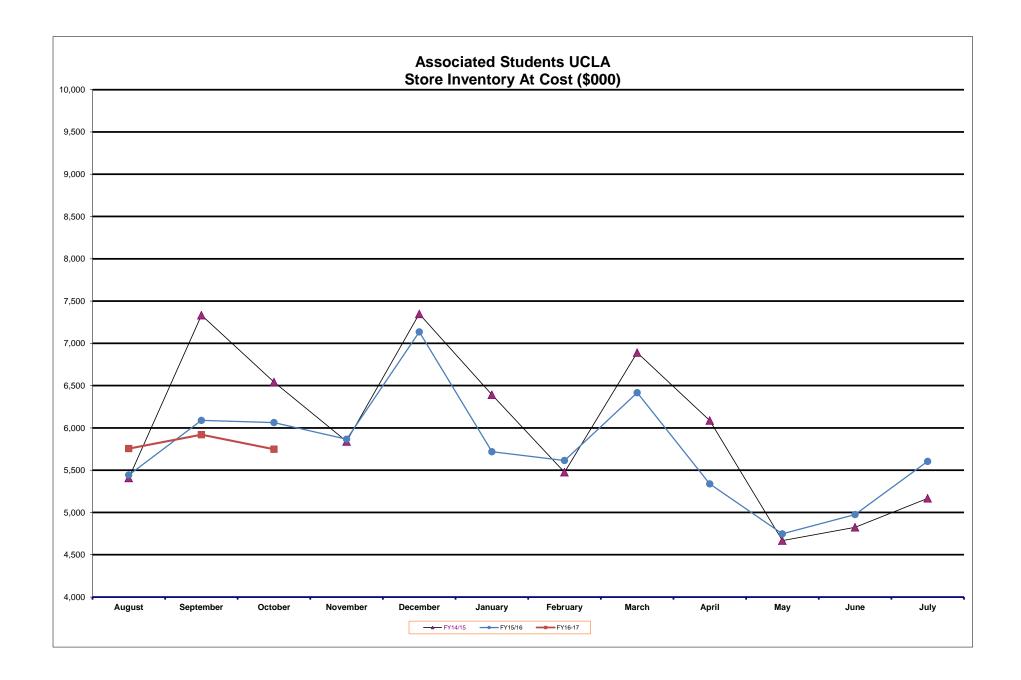
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

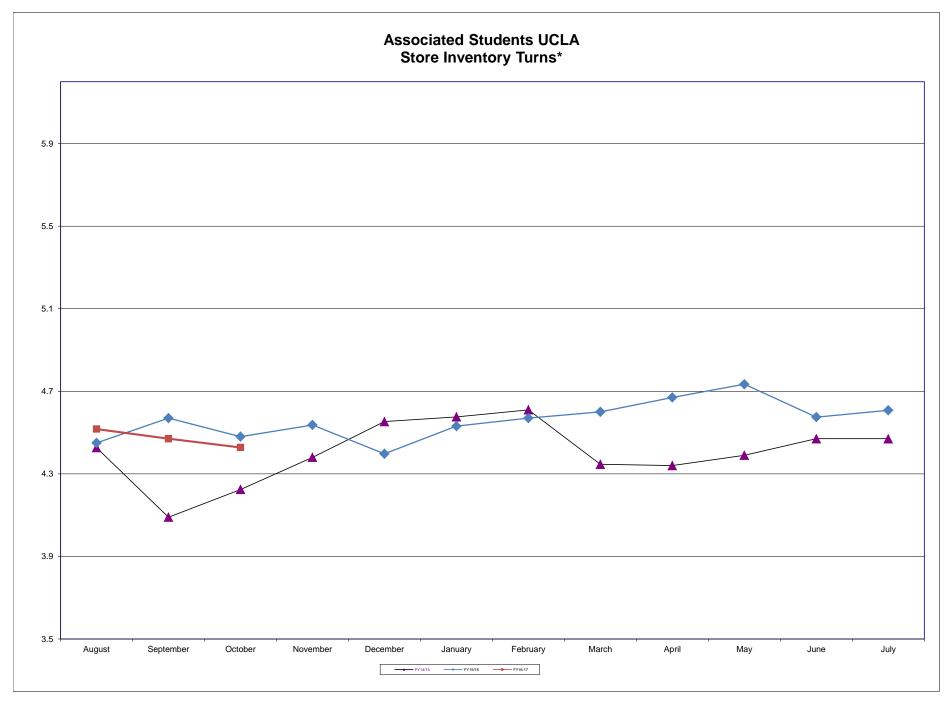
10/29/2016 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$880,934	21%	\$102,144	48%	\$13,218	54%	\$17,390	28%	\$8,487	25%	\$8,443	34%	\$1,030,616	22%
ASUCLA PUBLICATIONS	\$304,559	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$304,559	7%
ASUCLA USA/GSA	\$77,943	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,943	2%
DUE FROM VENDORS	\$178,145	4%	\$10,849	5%	\$2,044	8%	\$41,022	67%	\$25,687	74%	\$17,125	68%	\$274,872	6%
DENTAL KITS	\$480,615	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$480,615	10%
OTHER	\$2,359,162	55%	\$100,563	47%	\$9,299	38%	\$3,322	5%	\$417	1%	(\$487)	-2%	\$2,472,276	53%
TOTAL CURRENT MONTH	\$4,281,358	100%	\$213,556	100%	\$24,561	100%	\$61,734	100%	\$34,591	100%	\$25,081	100%	\$4,640,881	100%
	92%		5%		0%		1%		1%		1%		100%	
10/1/2016 Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$765,608	19%	\$93,104	78%	\$59,866	76%	\$28,158	50%	\$1,456	5%	\$7,463	27%	\$955,655	22%
ASUCLA PUBLICATIONS	\$311,909	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$311,909	7%
ASUCLA USA/GSA	\$67,268	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,268	2%
DUE FROM VENDORS	\$178,393	4%	\$965	1%	\$14,175	18%	\$23,546	42%	\$29,874	93%	\$19,915	72%	\$266,868	6%
DENTAL KITS	\$717,347	18%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$717,347	16%
OTHER	\$1,998,488	49%	\$24,448	21%	\$4,436	6%	\$4,320	8%	\$704	2%	\$339	1%	\$2,032,735	47%
TOTAL CURRENT MONTH	\$4,039,013	100%	\$118,517	100%	\$78,477	100%	\$56,024	100%	\$32,034	100%	\$27,717	100%	\$4,351,782	100%
	93%		3%		1%		1%		1%		1%		100%	
8/27/2016 Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$630.983	22%		57%		45%		,,,		16%		11%	\$773.923	
• • • • • • • • • • • • • • • • • • • •	+,		\$95,321		\$35,379		\$2,945	84%	\$6,660		\$2,635		, ,,,	24%
ASUCLA PUBLICATIONS	\$257,544 \$60.672	9%	\$0 \$0	0% 0%	\$0 \$0	0% 0%	\$0 \$0	0%	\$0 \$0	0% 0%	\$0 \$0	0%	\$257,544 \$60.672	8% 2%
ASUCLA USA/GSA	+ / -	2% 16%	* -	20%	*-	24%	* -	0%	* -	77%		0%	* / -	17%
DUE FROM VENDORS	\$456,603		\$34,035		\$19,340		(\$3,123)	-89%	\$31,399		\$20,932	88%	\$559,186	
DENTAL KITS	\$83,012	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,012	3%
OTHER TOTAL CURRENT MONTH	\$1,400,466	49%	\$39,471	23%	\$24,231	31%	\$3,701	105%	\$2,796	7%	\$317	1%	\$1,470,982	46%
TOTAL CURRENT MONTH	\$2,889,280	100%	\$168,827	100%	\$78,950	100%	\$3,523	100%	\$40,855	100%	\$23,884	100%	\$3,205,319	100%
L	91%		5%		2%		0%		1%		1%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







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

OCT (2/10/02/16 10/2	20/16)	1		TCCAL VEAD 16 1	7	EICCAL VI	EAD 15 16
	03(10/02/16-10/2 CURRENT MONTH				ISCAL YEAR 16-1 MO(07/31/16-10			EAR 15-16 IR ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
		-				_		
1,032,628	1,273,591	<240,963>	ACADEMIC SUPPORT DIV	5,643,247	6,865,318	<1,222,071>	1,835,176	6,941,138
1,459,963	1,395,436	64,527	GENERAL MDSE DIVISION	4,106,771	4,178,549	<71,778>	1,218,283	3,827,055
151,243	135,000	16,243	HILLTOP SHOP LU VALLE COMMONS STORE	313,800	255,987	57,813	133,778	233,535
178,235 110,082	194,961 150,000	.,	E-COMMERCE DIVISION	772,621 413,385	904,390 475,000	<131,769> <61,615>	219,973 158,645	873,356 470,076
233,194	213,647	19,547	HEALTH SCIENCES STORE	2,859,988	2,748,462	111,526	198,899	2,933,229
3,165,344	3,362,635	<197,291>	TOTAL SALES	14,109,812	15,427,706	<1,317,894>	3,764,754	15,278,389
.,,.	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	. , .		,,	., ,	, , , , , ,	, , ,	., .,
1,990,339	2,178,954	188,615	Less: Cost of Sales	9,695,119	10,692,323	997,204	2,498,015	10,843,458
			Less: Shrinkage					
4,084	4,040	<44>	ACADEMIC SUPPORT DIV	21,024	22,620	1,596	7,899	26,085
7,801	7,565	<236>	GENERAL MDSE DIVISION	21,024	22,020	844	5,986	18,937
701	630		HILLTOP SHOP	1,427	1,200	<227>	623	1,075
863	920	57	LU VALLE COMMONS STORE	4,133	4,400	267	1,400	5,059
0	0	0	E-COMMERCE DIVISION	0	0	0	0	<533>
1,614	1,130	<484>	HEALTH SCIENCES STORE	10,035	10,050	15	1,100	10,444
15,063	14,285	<778>	SHRINKAGE	57,855	60,350	2,495	17,009	61,068
2,005,401	2,193,239	187,838	TOTAL COST OF SALES	9,752,974	10,752,673	999,699	2,515,024	10,904,525
62.9	64.8	1.9	COST OF SALES %	68.7	69.3	0.6	66.4	71.0
1,159,943	1,169,396	<9,453>	GROSS MARGIN	4,356,838	4.675.033	<318,195>	1,249,730	4,373,864
37.1	35.2	1.9	GROSS MARGIN %	31.3	30.7	0.6	33.7	29.0
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
		<u> </u>						
36.7	34.8	1.9	NET GROSS MARGIN %	30.9	30.3	0.6	33.2	28.6
21.6	10.2	2.4	ACADEMIC SUPPORT DIV	20.9	20.4	0.0	20.1	18.1
21.6 45.6	18.2 46.9	3.4 <1.3>	GENERAL MDSE DIVISION	20.9 49.1	20.1 49.6	0.8 <0.5>	20.1 49.2	18.1 50.0
41.0	40.5	0.5	HILLTOP SHOP	42.2	40.4	1.8	40.8	41.1
40.2	39.3	0.9	LU VALLE COMMONS STORE	31.3	32.0	<0.7>	36.2	30.6
48.9	48.1	0.8	E-COMMERCE DIVISION	51.3	51.4	<0.2>	47.2	51.4
36.0	37.2	<1.3>	HEALTH SCIENCES STORE	20.1	21.4	<1.3>	36.9	20.6
05.004	400.000			221212	252 222	45.000		40.0.4.4
85,201 1,245,144	102,298 1,271,694	<17,097> <26,550>	OTHER INCOME	234,910 4,591,748	250,288	<15,378> <333,573>	151,545 1,401,275	426,011 4,799,875
1,245,144	1,2/1,094	<20,550>	GROSS MARGIN/OTHER	4,391,740	4,925,321	<333,3/3/	1,401,275	4,/99,0/3
			Less: Controllable Exp					
250,454	254,142	3,688	Career Wages	760,029	767,667	7,638	247,081	745,141
0	0	0	Limited Appointment	0	0	0	2,367	3,599
196,522	187,305	<9,217>	Student Wages	589,128	592,266	3,138	166,103	530,157
446,976 14.1	441,447 13.1	<5,529> <1.0>	TOTAL WAGES WAGE % TO SALES	1,349,157 9.6	1,359,933 8.8	10,776 <0.8>	415,550 11.0	1,278,897 8.4
14.1	15.1	\1.0>	WAGE 70 TO SALES	9.0	0.0	<0.62	11.0	0.7
137,766	145,793	8,027	Employee Benefits	413,573	440,706	27,133	137,046	411,970
6,882	6,140	<742>	Office Supplies	28,415	27,605	<810>	7,679	31,630
11,147	12,528	1,381	Telephone	32,418	37,464	5,046	12,023	38,541
0	0	0	Telex	0	0	0	80	240
19 135	12 350	<7> 215	Postage	59	36	<23> <609>	20 426	62
0	350	0	Trav/Trips/Conference Membership Fees	4,509 800	3,900 800	<609>	426	3,542 800
3,955	5,600	1,645	Operating Supplies	18,721	19,000	279	6,678	19,016
16,060	27,071	11,011	Freight Out	67,786	83,541	15,755	27,494	77,646
1,000	1,000	0	Transportation	3,000	3,000	0	904	2,706
<3>	0	3	Postage Stamp O/S	26	0	<26>	0	0
15,293	16,670	1,377	Advertising	102,478	103,970	1,492	19,450	103,108
<4,239>	<650>	3,589	Vendor Adv. Allowance	<12,312>	<4,650>	7,662	<1,150>	<6,218> 190,161
158 8,296	35 5,088		Direct Mail Adv. Repairs & Maintenance	190,235 23,774	190,105 20,168	<130> <3,606>	73 6,393	27,220
70,657	65,699		Bank Card Expense	231,374	233,889	2,515	72,849	234,157
1,972	05,055		Overs/Shorts	3,581	255,005	<3,581>	1,152	4,532
224	0	<224>	Credit Card Adjustments	5,628	0	<5,628>	<28>	1,542
0	0	0	Textbook Rental Exp	<468>	0	468	255	1,273
595	0	<595>	Rentals-Facilities	1,785	1,144	<641>	547	1,114
265	11.750	<265>	Rentals-Truck	1,779	1,200	<579>	<32>	1,168
11,532 0	11,750 0	218 0	Professional Services Temp Agency Service	36,469 2,862	35,050 0	<1,419> <2,862>	16,604 174	36,026 <294>
3,401	4,600	1,199	Commission Expense	5,866	7,800	1,934	4,850	<294> 8,008
6,137	6,137	0	Concession Expense	24,647	24,648	1,551	11,682	23,439
0	1	1	Alloc of Distr Cntr	0	3	3	0	0
20,550	21,250	700	Payment to UCLA	58,084	62,771	4,687	27,277	59,929
311,801	329,074	17,273	TOTAL CONTROLLARIE EVE	1,245,089	1,292,150	47,061	352,447	1,271,319
758,777	770,521	11,744	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	2,594,246	2,652,083	57,837	767,997	2,550,216
486,367	501,173	<14,806>	SVCS AND ENTERPRISES	1,997,502	2,273,238	<275,736>	633,278	2,249,659
.50,507	331,173	-21,000>		2,557,502	2,273,230	-2.5,1502	555,275	2,2 15,055
			Less: Allocated Exp					
37,418	38,993	1,575	Allocated ExpHR	119,592	121,756	2,164	33,120	94,748
126,654	134,374	7,720	Allocated Exp. Fin	463,531	478,458	14,927	130,062	436,647
58,599 27,483	69,249 29,399	10,650 1,916	Allocated ExpIS Allocated Exp. Mktg	231,056 98,612	248,585 103,809	17,529 5,197	67,493 29,302	213,269 100,668
109,048	105,335	<3,713>	Allocated Exp. Mktg Allocated Exp Othr SA	346,269	348,834	2,565	103,463	329,610
76,892	86,145	9,253	Maintenance	236,300	250,746	14,446	93,559	255,122
30,328	34,463	4,135	Utilities	98,948	97,561	<1,387>	39,897	108,788
57,876	67,404	9,528	Depreciation	173,517	202,212	28,695	58,518	175,422
524,299	565,362	41,063	TOTAL ALLOCATED EXP	1,767,825	1,851,961	84,136	555,415	1,714,276
,27 A22-	-64 100-	26 257	NET INCOME (LOSS)	220 677	421 277	-101 coo-	77 062	E3E 303
<37,932>	<64,189>	26,257	NET INCOME (LOSS)	229,677	421,277	<191,600>	77,863	535,383

OCT (03(10/02/16-10/2	9/16)	1	F	ISCAL YEAR 16-1	7 I	FISCAL Y	EAR 15-16
C	CURRENT MONTH	l í	İ	YTD 3	MO(07/31/16-10/	/29/16)	LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
219,035	199,847	19,188	CENTRAL DIVISION	448,935	443,823	5,112	177,271	387,886
280,524	283,958	<3,434>		569,445	583,898	<14,453>	264,497	515,908
164,834	186,563	<21,729>		402,021	461,386	<59,365>	168,915	412,516
313,518	310,165	3,353	LU VALLE DIVISION	660,148	664,656	<4,508>	295,331	596,438
370,469 196,918	367,149 162,782	3,320 34,136	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	792,410	795,588	<3,178> <3,756>	338,189	722,692 740,436
1,545,298	1,510,464	34,834	TOTAL SALES	500,136 3,373,095	503,892 3,453,243	<80,148>	158,666 1,402,870	3,375,876
1,545,250	1,510,101	31,031	TOTAL SALES	3,373,033	3,133,213	V00,1402	1,102,070	3,373,070
490,842	496,576	5,734	Less: Cost of Sales	1,134,822	1,183,578	48,756	452,890	1,145,701
31.8	32.9	1.1	COST OF SALES %	33.6	34.3	0.6	32.3	33.9
1,054,456	1,013,888	40,568	GROSS MARGIN	2,238,273	2,269,665	<31,392>	949,980	2,230,175
68.2	67.1	1.1	GROSS MARGIN %	66.4	65.7	0.6	67.7	66.1
67.5	66.1	1.4	CENTRAL DIVISION	65.0	65.5	<0.5>	68.2	65.9
67.3	66.6	0.7	NORTH CAMPUS DIVISION	65.1	64.4	0.7	66.9	63.6
68.9	68.0	0.9	SOUTH DIVISION	67.3	66.8	0.5	67.6	66.4
70.8	71.0	<0.2>	LU VALLE DIVISION	69.6	69.0	0.7	71.0	69.1
68.7	65.8	2.9 1.1	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	66.4 64.3	65.0	1.4 0.6	66.3 66.5	64.8 66.8
65.1	64.1	1.1	SPECIAL EVENTS DIVISION	04.3	63.7	0.6	00.5	00.8
240,309	232,179	8,130	OTHER INCOME	584,134	594,089	<9,955>	226,777	608,024
1,294,765	1,246,067	48,698	GROSS MARGIN/OTHER	2,822,407	2,863,754	<41,347>	1,176,756	2,838,199
1/23 1/7 00	2/2 10/00/	10/030		2/022/107	2/005/75 1	112/5 177	2/17/0/750	2/050/155
			Less: Controllable Exp					
305,569	293,686	<11,883>	Career Wages	914,320	892,457	<21,863>	293,576	898,881
288,646	259,412		Student Wages	710,143	702,035	<8,108>	224,388	607,639
<45,344>	<50,047>		Labor Recharge	<112,900>	<119,020>	<6,120>	<51,165>	<118,865>
548,871	503,051	<45,820>		1,511,563	1,475,472	<36,091>	466,799	1,387,655
35.5	33.3	<2.2>	WAGE % TO SALES	44.8	42.7	<2.1>	33.3	41.1
	475 0 10		Frankrica B. C.	400	F00	22		F00
171,861	175,949	4,088	Employee Benefits	498,968	532,653	33,686	164,499	509,962
1,940	1,650	<290>	Office Supplies	5,100	4,980	<120>	1,789	5,898
3,740	3,910	170 102	Telephone	10,642	11,670	1,028	4,161	12,948
2,898 65,924	3,000 69,485	3,561	Training Programs Paper	6,915 153,693	7,000 162,827	85 9,134	4,000 62,467	7,175 159,829
4.3	4.6	0.3	Paper % To Sales	4.6	4.7	0.2	4.5	4.7
6,473	5,064	<1,409>	Cleaning Supplies	17,648	14,191	<3,457>	5,788	17,347
<11,031>	<10,500>	531	Purchasing Rebates	<30,946>	<31,500>	<554>	<11,079>	<27,457>
8,275	3,175	<5,100>	Replacements	21,501	8,930	<12,571>	2,757	12,837
4,278	4,720	442	Laundry	12,684	15,112	2,428	5,815	13,118
3,836	1,400	<2,436>	Uniforms	10,699	4,900	<5,799>	3,122	7,287
6,235	14,375	8,140	Advertising	12,343	31,130	18,787	16,661	22,104
0	15	15	Dorm Coupons Expense	<0>	22	22	0	2
13,354	6,734	<6,620>	Repairs & Maintenance	27,825	18,084	<9,741>	9,675	31,682
52,296	57,880	5,584	Bank Card Expense	102,465	116,351	13,886	53,001	107,110
2,686	2,549		Sales Tax Expense	5,415	5,512	97	2,500	4,962
2,684	1,366	<1,318>		5,062	3,484	<1,578>	5,443	8,467
4	0	<4>	Credit Card Adjustments	4	0	<4>	6	67
0	0	0	Rentals	0	0	0	71	2,073
0	300	300	Rentals-Truck	0	900	900	0	1,288
0	0	0	Taxes & Licenses	0	75	75	0	75
600	0		Professional Services	600	0	<600>	0	0
304 24,165	22,189	<304> <1,976>	Temp Agency Service Commission Expense	587 44,329	0 45,288	<587> 959	0 16,088	5,250 36,737
360,522	363,261	2,739	TOTAL OTHER CONTROL.	905,533	951,609	46,076	346,764	938,762
909,393	866,312	<43,081>		2,417,096	2,427,081	9,985	813,563	2,326,417
203,033	- 30,012	1.5,001>	GROSS CONTRIBUTION TO	_, .1, ,033	_,, ,001	3,303		_,,_,
385,372	379,755	5,617	SVCS AND ENTERPRISES	405,311	436,673	<31,362>	363,194	511,782
	,	,	Ť	,		,	,	,
			Less: Allocated Exp					
45,948	44,435		Allocated ExpHR	133,531	131,820	<1,711>	37,205	102,985
69,575	67,581	,	Allocated Exp. Fin	139,942	136,853	<3,089>	54,122	122,292
32,190	34,828	2,638	Allocated ExpIS	68,307	70,845	2,538	28,085	60,412
15,097	14,785		Allocated Exp. Mktg	29,892	29,738	<154>	12,193	28,037
59,903	52,977	<6,926>		109,366	102,025	<7,341>	43,053	94,320
64,776	69,914	5,138	Maintenance	199,157	203,502	4,345	78,870	215,067
25,549 87,876	27,963 84,510	2,414 <3,366>	Utilities Depreciation	83,396 263,524	79,162 253,530	<4,234> <9,994>	33,633 90,682	91,708 271,815
400,915	396,993	<3,300>	TOTAL ALLOCATED EXP	1,027,115	1,007,475	<19,640>	377,842	986,637
.55,515	330,333	-5/522		_,02.,113	_,,,,,,,,,	-25/0102	3,012	300,037
<15,543>	<17,238>	1,695	NET INCOME (LOSS)	<621,804>	<570,802>	<51,002>	<14,649>	<474,855>
]					-
416,429	414,306	2,123	TOTAL CUSTOMER COUNT	912,310	918,326	<6,016>	416,797	901,211
133,145	136,653	<3,508>		318,538	323,875	<5,337>	142,194	319,838
283,284	277,653	5,631	ASUCLA CUSTOMER COUNT	593,772	594,451	<679>	274,603	581,373
6.16	6.11	0.05	TOTAL AVERAGE CHECK	6.25	6.24	0.00	5.79	5.99
7.99	7.77	0.21	3RD PARTY AVG CHECK	7.98	7.78	0.20	7.45	7.56
5.29	5.29	0.00	ASUCLA AVERAGE CHECK	5.31	5.40	<0.09>	4.93	5.13
22.046	20.020	-2.247	EMDLOVEE LIQUIDO	04 100	04 275	170	20 524	02.240
32,046 48.20	29,829 50.64		EMPLOYEE HOURS	84,103 40.10	84,275 40.98	172	29,534 47.50	83,349 40.50
40.20	JU.0 1	<2. 14 >	SALES/LABOR HOUR	40.10	40.30	<0.88>	47.30	40.50

SERVICES DIVISION INCOME STATEMENT

OCT. (03(10/02/16-10/2	9/16)] [F	ISCAL YEAR 16-1	7	FISCAL YE	AR 15-16
	CURRENT MONTH				MO(07/31/16-10/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,793	18,700		PHOTOGRAPHY	47,868	42,680	5,188	18,764	40,692
17,793	18,700	<907>	TOTAL SALES	47,868	42,680	5,188	18,764	40,692
572	150	-1225	Less: Cost of Sales	2,519	550	<1,969>	324	1,281
17,221	18,550	<1,329>	GROSS MARGIN	45,350	42,130	3,220	18,439	39,411
96.8	99.2	<2.4>	ł	94.7	98.7	<4.0>	98.3	96.9
	551-							
96.8	99.2	<2.4>	PHOTOGRAPHY	94.7	98.7	<4.0>	98.3	96.9
269,401	232,333	37,068	TRADEMARKS AND LICENSING	675,205	632,999	42,206	225,451	723,614
115,875	102,635	13,240	LEASED OPS	316,227	305,691	10,536	99,612	300,269
385,276 402,497	334,968 353,518	50,308 48,979	OTHER INCOME GROSS MARGIN/OTHER	991,432 1,036,781	938,690 980,820	52,742 55,961	325,063 343,502	1,023,883 1,063,294
402,497	333,316	40,979	GROSS MARGIN/OTTIER	1,030,761	960,620	33,901	343,302	1,003,294
			Less: Controllable Exp					
			·					
35,289	35,479	190	Career Wages	106,950	107,349	399	34,593	107,162
0	500	500	Limited Appointment	0	1,125	1,125	0	0
224	200		Student Wages	612	525	<87>	215	536
35,513	36,179	666	TOTAL WAGES	107,562	108,999	1,437	34,808	107,698
199.6	193.5	<6.1>	WAGE % TO SALES	224.7	255.4	30.7	185.5	264.7
18,315	18,977	662	Employee Benefits	53,965	57,228	3,263	17,650	52,978
199	465	266	Office Supplies	1,129	1,400	271	120	556
620	680	60	Telephone	1,701	2,140	439	943	2,406
39	60	21	Postage	159	180	21	25	31
17	0		Trav/Trips/Conference	2,017	10,000	7,983	5,000	7,078
442	0		Membership Fees	442	0	<442>	0	0
2,000	2,000	<0>	Enforcement	3,500	3,500	<0>	2,000	3,500
562	1,250	688	Business Promotion	1,722	3,750	2,028	694	7,687
0	336	336	Repairs & Maintenance	0	816	816	336	816
4,000	1,600	<2,400>	Bad Debt	<10,972>	3,200	14,172	0	0
2,083	12,083	10,000	Professional Services	6,249	26,249	20,000	2,083	6,249
250	550	300	Legal	3,585	1,650	<1,935>	0	250
1,100 13,230	2,300 16,125	1,200 2,895	Trademark Intern'l Agnt Fee/Tax	8,789 35,190	6,900 36,375	<1,889>	4,226 15,630	8,023 20,802
22,207	17,500		Domestic Agency Fee	55,621	50,500	1,185 <5,121>	16,101	62,512
28	0	•	Misc. Bank Charges	56	0	<56>	0	02,312
86,878	60,392	<26,486>	_	210,851	172,613	<38,238>	64,548	258,090
151,970	134,318	<17,652>	TOTAL OTHER CONTROL.	374,006	376,501	2,495	129,356	430,977
187,483	170,497	<16,986>		481,568	485,500	3,932	164,164	538,674
			GROSS CONTRIBUTION TO					
215,014	183,021	31,993	SVCS AND ENTERPRISES	555,213	495,320	59,893	179,338	524,620
			Local Allocated Fire					
			Less: Allocated Exp					
2,973	3,195	222	Allocated ExpHR	9,573	9,791	218	2,774	7,983
15,135	13,248		Allocated Exp. Fin	35,381	32,169	<3,212>	10,988	29,186
7,266	7,068	•	Allocated ExpIS	18,041	17,241	<800>	5,925	14,906
3,408	3,000	<408>	Allocated Exp. Mktg	7,814	7,225	<589>	2,573	6,970
13,522	10,751	<2,771>	Allocated Exp Othr SA	28,261	24,629	<3,632>	9,083	23,039
30,781	32,517	,	Maintenance	59,057	94,647	35,590	16,596	45,254
12,141	13,014		Utilities	24,313	36,842	12,529	7,077	19,297
6,035	5,764		Depreciation	18,105	17,292	<813>	6,097	18,290
91,261	88,557	<2,704>	TOTAL ALLOCATED EXP	200,544	239,836	39,292	61,113	164,925
123,753	94,464	29,289	NET INCOME (LOSS)	354,669	255,484	99,185	118,225	359,695
123,733	21,101	23,203	1100112 (2000)	33 1,003	233, 10 1	55,105	110,223	337,033

UCLA STUDENT UNION INCOME STATEMENT

CREATE HOUSET	OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16		
76,918 50,217 26,701 EVENT SERVICES OFFICE 209,814 141,480 68,334 47,783 130,360 30,305 41,992 66,6827-AI) POST OFFICE 105,224 42,525 42,525 64,082 59,416 120,224 42,525 64,082 59,416 120,224 42,528 64,082 59,416 120,224 42,528 64,082 59,416 120,224 42,616 43,595 41,633 109,447 141,438 8,788 4.5,355 56,566 AI) PECT OFFICE 103,566 108,002 4,566 40,153 109,945 10,121 19,966 10,000 0 0 0 0 0 0 0 0					YTD 3 I	YTD 3 MO(07/31/16-10/29/16)			
0 69 <869 SULPATI UNION OPERATIONS 0 254 <254 <3,000 10,000 112,223 10,945 107,41 SALES 106,526 10,524 <3,000 <4,000 108,002 4,546 40,153 109,447 101,533 109,44	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
0 69 <869 SULPATI UNION OPERATIONS 0 254 <254 <3,000 10,000 112,223 10,945 107,41 SALES 106,526 10,524 <3,000 <4,000 108,002 4,546 40,153 109,447 101,533 109,44	76.918	50.217	26.701	EVENT SERVICES OFFICE	209.814	141.480	68.334	47.783	130,360
112,223 92,278 19,995 107AL_SALES 316,340 222,288 64,082 89,416 239,807 34,512 41,068 6.556 ALI PORT OFFICE COST 103,546 108,092 4,546 40,153 105,935 10,9	· ·		•		,	•			
34,512 41,068 6,556 AU Post Office Cost 103,546 106,092 4,546 40,153 115,935 14,143 8,788 4,143 8,788 4,143 8,788 4,555 9,000 0 0 0 0 Cost Stales GM RM 16 0 0 0,465 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	35,305	41,992			106,526			41,633	109,447
14,143	112,223	92,278	19,945	TOTAL SALES	316,340	252,258	64,082	89,416	239,807
14,143	34 512	41 068	6 556	ALL Post Office Cost	103 546	108 002	4 546	40 153	105 935
0 0 0 0 0 Cast of Sales OR NR 16 0 0 - (16 > 0 0 0 0 0			•		,			· ·	
43.4 54.0 10.7 COST OF SALES % 42.5 52.6 10.1 56.2 52.5	· ·		•			•			· ·
63,567 42,422 21,145 GROSS MARGIN 181,831 119,475 62,356 39,141 113,885 56.6 46.0 10.7 68.0 68.0 67.5 47.4 10.1 43.8 47.5 67.5 67.0 6	48,655	49,856	1,201	Less: Cost of Sales	134,510	132,783	<1,727>	50,275	125,922
Sec.			10.7						
81.6 82.5 <0.9 EVENT SERVICES OFFICE 0.0 10.0 100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0 <100.0	,	,							
0.0 100.0 100.0 100.0 100.0 100.0 100.0 0.0	56.6	46.0	10.7	GROSS MARGIN %	57.5	47.4	10.1	43.8	47.5
0.0 100.0 100.0 100.0 100.0 100.0 100.0 0.0	81.6	82.5	<0.9>	EVENT SERVICES OFFICE	85.3	82.6	2.7	78.8	84.7
2.3									
Career Wages									
Career Wages									
22,807 29,192 c.6,385> OTHER INCOME 60,299 54,435 5,864 28,962 52,320			,						
S6,374									
Less: Controllable Exp				4					
30,599 31,749 1,150 Career Wages 95,586 95,247 <339 33,113 93,097 21,187 22,665 1,478 Student Wages 54,953 60,472 5,519 17,973 48,741 51,786 54,414 2,629 1071A LWAGES 150,540 155,719 51,085 141,638 46,2 59,0 12.8 WAGE % TO SALES 47,6 61,7 14,1 57,1 59,2 17,030 17,081 51 Employee Benefits 49,903 50,830 927 17,761 50,050 740 905 165 Office Supplies 2,580 2,155 <425 297 1,733 2,648 3,210 562 Telephone 7,864 9,832 1,968 2,716 9,048 404 464	86,374	/1,614	14,760	GROSS MARGIN/OTHER	242,130	1/3,910	68,220	68,104	100,205
30,599 31,749 1,150 Career Wages 95,586 95,247 <339 33,113 93,097 21,187 22,665 1,478 Student Wages 54,953 60,472 5,519 17,973 48,741 51,786 54,414 2,629 1071A LWAGES 150,540 155,719 51,085 141,638 46,2 59,0 12.8 WAGE % TO SALES 47,6 61,7 14,1 57,1 59,2 17,030 17,081 51 Employee Benefits 49,903 50,830 927 17,761 50,050 740 905 165 Office Supplies 2,580 2,155 <425 297 1,733 2,648 3,210 562 Telephone 7,864 9,832 1,968 2,716 9,048 404 464				Less: Controllable Exp					
21,187 22,665				,					
S1,786	30,599		1,150	Career Wages					
46.2 59.0 12.8 WAGE % TO SALES 47.6 61.7 14.1 57.1 59.2			· · · · · · · · · · · · · · · · · · ·	-					
17,030			•			,	,	· ·	
2,648	46.2	59.0	12.8	WAGE % TO SALES	47.6	61./	14.1	5/.1	59.2
2,648	17 030	17 081	51	Employee Benefits	49 903	50.830	927	17 761	50.050
2,648 3,210 562 Telephone 7,864 9,832 1,968 2,716 9,048 0 1,150 1,150 1,150 1,150 0 0 0 0 0 0 0 0 0	· ·					,		· ·	
1,150									
2,920	· ·		1,150	Trav/Trips/Conference	,				
1,750 998 <752 Annual ASUCIA Events 20,794 21,051 257 1,262 21,083 5,036 10,313 5,277 Student Event Exp 19,576 17,439 <2,137 7,440 15,784 340 0 <340-			-				0		
5,036 10,313 5,277 Student Event Exp 19,576 17,439 <2,137> 7,440 15,784 340 0 <340> Operating Supplies 634 0 <634> 42 42 0 0 0 Uniforms 229 0 <229> 0 0 229 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td>,</td> <td></td> <td></td> <td></td>						,			
340									
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			•	·		•			
118		-				_			
97 601 504 Business Promotion 921 1,803 882 601 1,695 760 698 <62> Repairs & Maintenance 8,169 5,349 <2,820> 828 3,803 973 987 14 Bank Card Expense 2,637 2,598 <39> 1,081 2,536 <32> 25 57 Overs/Shorts 101 67 <34> 467 1,049 15,417 15,417 0 Interaction Fund 46,250 46,251 1 15,417 46,250 13,021 12,000 <1,021> STUDENT UNION EVENT F 29,224 27,500 <1,724> 8,738 20,366 61,283 66,279 4,996 TOTAL CONTROLL 194,886 191,166 <3,720> 58,040 176,820 113,069 120,693 7,624 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 345,425 346,885 1,460 109,125 318,658 4,536 4,9079> 22,385 SVCS AND ENTER		-				_			
760				-					
Covers/Shorts	760	698	<62>	Repairs & Maintenance	8,169	5,349	<2,820>	828	
15,417	973	987	14	Bank Card Expense	2,637	2,598	<39>	1,081	
13,021				•					
Color									
113,069 120,693 7,624 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SOME SECONTRIBUTION TO SOME SECONTRIBUT			· · · · · · · · · · · · · · · · · · ·		· ·				
Carrier Carr									
Less: Allocated Exp 4,336		0,055	,,,,,,		2 .0, .23	- 10,000	2,.00	/	==0,000
4,336 4,024 <312> Allocated ExpHR 13,390 12,799 <591> 4,073 10,557 5,070 4,776 <294> Allocated Exp. Fin 13,491 10,290 <3,201> 3,783 8,454 2,434 2,548 114 Allocated ExpIS 6,931 5,508 <1,423> 2,040 4,342 1,142 1,081 <61> Allocated Exp. Mktg 2,964 2,310 <654> 886 2,013 4,530 3,876 <654> Allocated Exp Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507	<26,694>	<49,079>	22,385	SVCS AND ENTERPRISES	<103,296>	<172,975>	69,679	<41,021>	<152,453>
4,336 4,024 <312> Allocated ExpHR 13,390 12,799 <591> 4,073 10,557 5,070 4,776 <294> Allocated Exp. Fin 13,491 10,290 <3,201> 3,783 8,454 2,434 2,548 114 Allocated ExpIS 6,931 5,508 <1,423> 2,040 4,342 1,142 1,081 <61> Allocated Exp. Mktg 2,964 2,310 <654> 886 2,013 4,530 3,876 <654> Allocated Exp Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507				Local Allocated Fire					
5,070 4,776 <294> Allocated Exp. Fin 13,491 10,290 <3,201> 3,783 8,454 2,434 2,548 114 Allocated ExpIS 6,931 5,508 <1,423> 2,040 4,342 1,142 1,081 <61>> Allocated Exp. Mktg 2,964 2,310 <654>> 886 2,013 4,530 3,876 <654>> Allocated Exp. Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507				Less: Allocated EXP					
5,070 4,776 <294> Allocated Exp. Fin 13,491 10,290 <3,201> 3,783 8,454 2,434 2,548 114 Allocated ExpIS 6,931 5,508 <1,423> 2,040 4,342 1,142 1,081 <61>> Allocated Exp. Mktg 2,964 2,310 <654>> 886 2,013 4,530 3,876 <654>> Allocated Exp. Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507	4,336	4,024	<312>	Allocated ExpHR	13,390	12,799	<591>	4,073	10,557
2,434 2,548 114 Allocated ExpIS 6,931 5,508 <1,423> 2,040 4,342 1,142 1,081 <61> Allocated Exp. Mktg 2,964 2,310 <654> 886 2,013 4,530 3,876 <654> Allocated Exp Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507									
4,530 3,876 <654> Allocated Exp Othr SA 10,646 7,922 <2,724> 3,127 6,751 41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507	2,434	2,548		•					
41,745 45,085 3,340 Maintenance 125,750 131,231 5,481 49,304 134,445 16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507				, ,					
16,465 18,035 1,570 Utilities 52,627 51,055 <1,572> 21,025 57,329 13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507				·					
13,016 17,217 4,201 Depreciation 39,021 51,651 12,630 12,872 38,615 88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507									
88,738 96,642 7,904 TOTAL ALLOCATED EXP 264,819 272,766 7,947 97,110 262,507						,			
				1 ·					
<115,432> <145,721> 30,289 NET INCOME (LOSS) <368,115> <445,741> 77,626 <138,131> <414,961>		·	·		·		·		
	<115,432>	<145,721>	30,289	NET INCOME (LOSS)	<368,115>	< <u>445,741</u> >	77,626	<138,131>	<414,961>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16		
	CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
296,682	312,259	15,577	Career Wages	892,958	936,125	43,167	287,949	868,009
0	300	300	Limited Appointment	0	900	900	0	0
30,902	38,358	7,456	Student Wages	91,987	105,153	13,166	30,014	104,272
327,585 5.9	350,917 6.2	23,332	TOTAL WAGES WAGE % TO TOTAL SALES	984,945 5.0	1,042,178 5.0	57,233 <0.0>	317,963 5.3	972,282 4.6
5.9	0.2	0.3	WAGE % TO TOTAL SALES	5.0	5.0	<0.0>	5.5	4.0
15,000	1,915	<13.085>	Emp Awards, Profess.	15,178	1,915	<13,263>	1,859	1,859
2,000	0	,	Emp Awards, Students	4,000	2,060	<1,940>	0	2,000
142,726	154,873	12,147	Employee Benefits	427,303	464,010	36,707	141,948	418,497
5,740	7,140	1,400	Office Supplies	22,469	24,233	1,764	8,091	23,557
7,738	9,107	1,369	Telephone	23,094	27,103	4,009	8,234	25,074
610	874	264	Postage	2,181	2,683	502	635	2,363
2,723	2,100	<623>	Trav/Trips/Conference	3,975	7,044	3,069	949	2,218
0	0	0	Expense Allowance	417	0	<417>	0	0
356	590	234	Employee Relations	3,723	1,770	<1,953>	243	528
188	703	515	Fingerprinting	1,402	2,109	707	0	701
1,729	743		Recruitment	6,675	5,196	<1,479>	723	4,148
105	0		Operating Supplies	143	965	822	0	937
294	386	92	Uniforms	1,006	1,158	152	651	1,496
<299>	<600>		Security Expense	<316>	<1,600>	<1,284>	<565>	<1,470>
327 0	50		Security Equipment	117	150 7.650	33	0	384 8,447
1,061	2,550 1,460	2,550 399	Alarm Monitoring	5,561	7,650	2,089	3,085	
1,545	1,460 1,545	399	Advertising Benefits U Adv	3,183 4,635	4,231 4,635	1,048 0	1,429 1,500	4,058 4,500
5,413	6,815	1,402	Repairs & Maintenance	27,287	20,779	<6,508>	4,068	16,766
1,041	1,272	231	Repair-Mtce Computer	3,806	3,816	10	479	1,438
10,552	12,684		Repairs & Mtce-Equip	39,021	38,052	<969>	11,094	34,816
0	57	57	Printing	0	168	168	0	0 .,616
7,582	7,582	0	Bruin One Card Exp	15,911	15,911	0	7,361	15,447
41	40	<1>	Overs/Shorts	52	120	68	<11>	<20>
19,169	15,734	<3,435>	Insurance Expense	57,507	47,202	<10,305>	14,303	42,910
8,511	4,263	<4,248>	Professional Services	34,089	13,098	<20,991>	3,285	10,156
1,396	1,408	12	Legal	4,187	4,224	37	1,383	4,148
10,033	10,313	280	External Audit	30,573	30,939	366	9,976	30,390
2,400	350		Temp Agency Service	4,103	1,050	<3,053>	1,035	3,465
9,607	10,111	504	Internal Audit	28,822	30,333	1,511	9,167	27,501
661	1,583	922	PROFESSIONAL FEES PCI	1,571	4,749	3,178	12,000	13,950
10,047	11,090	1,043	Board of Directors	37,919	42,410	4,491	10,767	41,174
87	3,087	3,000	Special Projects	1,311	5,017	3,706	2,997	4,870
4,241	4,326	85	Misc. Bank Charges	12,860	12,778	<82>	4,200	11,726
3,249 7,635	3,600 7,635	351 0	Armored Carrier Expense UCOP Payroll Services	9,746 22,905	10,800 22,905	1,054 0	3,004 7,635	9,068 22,905
15,650	7,635 0		UC PATH CHARGES	47,129	22,905	<47,129>	7,635	22,905
12,075	0		Student Med Supp Fund	12,075	0	<12,075>	0	0
13,296	13,669		UCLA Recharge Expense	39,760	41,007	1,247	13,401	40,203
15,202	17,053		Special Events	18,331	17,900	<431>	16,556	17,379
339,730	316,108		TOTAL OTHER CONTROL.	973,711	918,570	<55,141>	301,482	847,587
667,315	667,025		TOTAL CONTROLLABLE EXP	1,958,655	1,960,748	2,093	619,445	1,819,869
			Less: Allocated Exp					
			·					
18,041	19,462	1,421	Maintenance	52,357	56,649	4,292	20,140	54,920
7,116	7,784	668	Utilities	21,888	22,037	149	8,589	23,419
19,449	21,653	2,204	Depreciation	57,988	64,959	6,971	12,545	32,490
44,606	48,899	4,293	TOTAL ALLOCATED EXP	132,233	143,645	11,412	41,274	110,829
711,921	715,924	4,003	NET EXPENSE	2,090,889	2,104,393	13,504	660,719	1,930,698
<641,734>	<645,536>	<3,802>	Allocated-Svs and Ent	<1,886,589>	<1,902,640>	<16,051>	<583,350>	<1,697,191>
<33,742>	<33,742>	0	Allocated-USAC	<96,553>	<96,553>	0	<30,122>	<89,779>
<3,454>	<3,454>	0	Allocated-GSA	<9,842>	<9,842>	0	<2,592>	<7,532>
<32,991>	<33,192>	<201>	Allocated-Comm Board	<97,905>	<95,358>	2,547	<44,655>	<136,196>
<711,921>	<715,924>	<4,003>	TOTAL OTHER	<2,090,889>	<2,104,393>	<13,504>	<660,719>	<1,930,698>
0	0	0	TOTAL EXPENSE	<0>	0	0	0	0
U	U	U	TOTAL LAFEINSE	<0>	U	U	U	U

MAINTENANCE DIVISION EXPENSE STATEMENT

OCT.	03(10/02/16-10/2	29/16)	1
CURRENT MONTH			1
ACTUAL	BUDGET	VARIANCE	1
106,721	121,926	15,205	Career Wages
5,612	2,198	<3,414>	Limited Appointment
141	600	459	Student Wages
<470>	<660>	<190>	Labor Recharge
<7,041>	<7,228>	<187>	Billed Labor Costs
<7,820>	<4,000>	3,820	Capitalized Wages
97,143	112,836	15,693	TOTAL WAGES
67,665	80,437	12,772	Employee Benefits
229	78		Office Supplies
710	622		Telephone
150	0		Trav/Trips/Conference
3,705	5,247	1,542	Paper
7,203	5,375	<1,828>	5 11
2,423	1,199	,	Replacements
581	507		Laundry
27,526	24,225	<3,301>	Repairs & Maintenance
1,285	4,690	3,405	Repairs & Mtce-Elevator
142	175	33	Repairs & Mtce-Equip
209	1,500	1,291	Painting Program
352	250		Incidental Proj Exp
8,254	3,754	,	Air Conditioning-Maint
8,960	8,641		Rub Remvl/Hauling
2,977	3,152	175	Rodent & Pest Control
2,681	1,050	<1,631>	Rentals-Truck
135,052	140,902	5,850	TOTAL OTHER CONTROL.
232,195	253,738	21,543	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
			·
18,398	19,145	747	Depreciation
18,398	19,145	747	TOTAL ALLOCATED EXP
250,593	272,883	22,290	NET EXPENSE
<214,193>	<233,663>	~10 470 >	Allocated-Svs and Ent
<7,673>	<7,673>	(19,470)	Allocated-USAC
<3,009>	<3,009>	0	Allocated-GSA
<7,677>	<9,075>	-	Allocated-Comm Board
<18,041>	<19,463>	,	Allocated-A & SS
<250,593>	<272,883>	<22,290>	
\230,333/	\Z/Z/003/	\22,230>	TOTAL OTTIER
0	0	<0>	TOTAL EXPENSE

F70041 V/54D 46 47							
	ISCAL YEAR 16-1	FISCAL YEAR 15-16					
	MO(07/31/16-10 _/	LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
337,298	350,575	13,277	101,494	334,393			
13,517	6,594	<6,923>	2,618	10,832			
141	1,800	1,659	0	209			
<1,556>	<1,820>	<264>	<584>	<2,243>			
<21,963>	<21,837>	126	<6,222>	<19,967>			
<31,073>	<12,000>	19,073	0	<4,520>			
296,364	323,312	26,948	97,306	318,705			
205.047	222 525	20.470	66 220	202 225			
205,047	233,525	28,478	66,328	209,095			
467	349	<118>	29	280			
2,002	1,866	<136>	583	2,047			
150	0	<150>	0	0			
13,171	15,866	2,695	5,888	15,192			
17,929	16,652	<1,277>	6,020	15,647			
4,172	3,968	<204>	916	2,714			
1,273	1,582	309	551	1,430			
75,935 7,180	71,525	<4,410>	64,228	99,912 5,764			
· ·	14,070	6,890	426 232	•			
468 763	350 4,500	<118> 3,737	572	232 1,705			
592	750	158	0	1,703			
12,006	13,264	1,258	5,363	12,266			
22,730	23,570	841	10,182	20,457			
8,931	9,456	525	4,954	11,335			
5,431	3,150	<2,281>	573	2,344			
378,244	414,443	36,199	166,844	400,419			
674,608	737,755	63,147	264,150	719,123			
01 1/000	1017100			1 20/220			
54,894	57,435	2,541	14,124	42,353			
54,894	57,435	2,541	14,124	42,353			
729,502	795,190	65,688	278,274	761,477			
<620,264>	<680,129>	<59,865>	<238,328>	<649,889>			
<23,019>	<23,019>	0	<6,994>	<20,982>			
<9,027>	<9,027>	0	<2,742>	<8,226>			
<24,835>	<26,362>	<1,527>	<10,070>	<27,460>			
<52,357>	<56,653>	<4,296>	<20,140>	<54,920>			
<729,502>	<795,190>	<65,688>	<278,274>	<761,477>			
0	0	<0>	0	<0>			

UTILITIES EXPENSE STATEMENT

OCT.	03(10/02/16-10/2	29/16)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
18,630	23,980	5,350	Chiller Water
62,420	67,528	5,108	Elec-Non Air Cond.
9,381	10,121	740	Water-Non Air Cond.
3,402	3,456	54	Steam-Non Air Cond.
3,717	2,964	<753>	Gas
1,550	1,551	1	Energy Management
99,100	109,600	10,500	TOTAL OTHER CONTROL.
99,100	109,600	10,500	TOTAL CONTROLLABLE EXP
<84,483>	<93,475>	<8,992>	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,260>	<1,260>	0	Allocated-GSA
<3,028>	<3,865>	<837>	Allocated-Comm Board
<7,116>	<7,786>	<670>	Allocated-A & SS
<99,100>	<109,600>	<10,500>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 16-1	FISCAL YEAR 15-16		
YTD 3	MO(07/31/16-10/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
70,088	71,913	1,825	26,478	82,296
188,733	188,962	229	74,349	193,002
26,659	27,989	1,330	10,224	28,471
6,447	10,060	3,613	4,618	11,970
8,429	7,449	<980>	2,365	7,066
4,651	4,653	2	1,292	3,876
305,007	311,026	6,019	119,326	326,681
305,007	311,026	6,019	119,326	326,681
<259,284>	<264,622>	<5,338>	<101,633>	<277,123>
<9,642>	<9,642>	0	<3,455>	<10,365>
<3,780>	<3,780>	0	<1,355>	<4,065>
<10,414>	<10,941>	<527>	<4,294>	<11,709>
<21,888>	<22,041>	<153>	<8,589>	<23,419>
<305,007>	<311,026>	<6,019>	<119,326>	<326,681>
	_	_		
<0>	0	0	0	0