ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

September (08/27/17 - 09/30/17)

Prepared

October 13, 2017

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| | | SEPTI | EMBER (08 | /27/17 - 09/3 | 30/17) | | | FY 10 | 6-17 | Ī | | | F | ISCAL YEAI | R 2017-201 | 8 | | | FY 1 | 6-17 |
|-------------|-------------------------|----------------------|-------------------------|-------------------|-------------------|--------------|----------------|----------------------|--------------|---------------------------------------|--------------|----------------------|-------------|-------------------------|-------------------|----------------------|---------------|--------------------------|---------------------|-------------------------|
| | | | CURREN' | T MONTH | · · · | | | ** | • | | | | YTD 2 I | MONTHS (0 | 7/30/17 - 09 | /30/17) | | | ** | • |
| ACTU | JAL | BUD | GET | | VARIA | NCE | | LAST YE | AR ACT | Ī | ACT | UAL | BUD | GET | | VARI | ANCE | | LAST YE | AR ACT |
| | | | | ACT/ | BUD | ACT/L | / ACT | | | | | | | | ACT/BUD | | | | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 7,416 | | 7,017 | | 399 | 5.7% | (194) | (2.5%) | 7,610 | | UCLA Store | 10,882 | | 10,550 | | 332 | 3.1% | (212) | (1.9%) | 11,094 | |
| 1,153 | | 1,212 | | (59) | (4.9%) | (151) | (11.6%) | 1,304 | | UCLA Restaurants | 2,071 | | 2,143 | | (72) | (3.4%) | (101) | (4.7%) | 2,172 | |
| 474 | | 433 | | 41 | 9.5% | 107 | 29.2% | 367 | | Services Division | 838 | | 798 | | 40 | 5.0% | 202 | 31.8% | 636 | |
| 110 | | 118 | | (8) | (6.8%) | 2 | 1.9% | 108 | | UCLA Student Union | 220 | | 251 | | (31) | (12.4%) | (22) | (9.1%) | 242 | |
| 9,153 | | 8,780 | | 373 | 4.2% | (236) | (2.5%) | 9,389 | | TOTAL | 14,011 | | 13,742 | | 269 | 2.0% | (133) | (0.9%) | 14,144 | |
| | | | | | Pts. | | Pts. | | | GROSS MARGIN | | | | | | Pts. | | Pts. | | |
| 2,099 | 28.3% | 2,047 | 29.2% | 52 | (0.9) | (156) | (1.3) | 2,255 | | UCLA Store | 3,203 | 29.4% | 3,155 | 29.9% | 48 | (0.5) | (144) | (0.8) | 3,347 | 30.2% |
| 815 | 70.7% | 866 | 71.5% | (51) | (8.0) | (105) | 0.1 | 920 | | UCLA Restaurants | 1,459 | 70.4% | 1,527 | 71.3% | (68) | (0.9) | (69) | 0.1 | 1,528 | 70.3% |
| 473 | 99.8% | 431 | 99.5% | 42 | 0.3 | 108 | 0.3 | 365 | | Services Division | 836 | 99.8% | 796 | 99.7% | 40 | 0.1 | 202 | 0.1 | 634 | 99.7% |
| 64 | 58.2% | 73 | 61.9% | (9) | (3.7) | 2 | 8.0 | 62 | 57.4% | UCLA Student Union | 131 | 59.5% | 164 | 65.3% | (33) | (5.8) | (25) | (5.0) | 156 | 64.5% |
| 3,451 | 37.7% | 3,417 | 38.9% | 34 | (1.2) | (151) | (0.7) | 3,602 | 38.4% | TOTAL | 5,629 | 40.2% | 5,642 | 41.1% | (13) | (0.9) | (36) | 0.1 | 5,665 | 40.1% |
| | | | | | | | | | | WAGES & BENEFITS | | | | | | | | | | |
| 616 | 8.3% | 648 | 9.2% | 32 | 0.9 | 14 | 0.0 | 630 | 8.3% | UCLA Store | 1,162 | 10.7% | 1,216 | 11.5% | 54 | 0.8 | 16 | (0.1) | 1,178 | 10.6% |
| 671 | 58.2% | 733 | 60.5% | 62 | 2.3 | 25 | (4.8) | 696 | 53.4% | UCLA Restaurants | 1,264 | 61.0% | 1,361 | 63.5% | 97 | 2.5 | 26 | (1.6) | 1,290 | 59.4% |
| 53 | 11.2% | 55 | 12.7% | 2 | 1.5 | 1 | 3.5 | 54 | 14.7% | Services Division | 107 | 12.8% | 111 | 13.9% | 4 | 1.1 | 1 | 4.2 | 108 | 17.0% |
| 69 | 62.7% | 76 | 64.4% | 7 | 1.7 | (4) | (2.5) | 65 | 60.2% | UCLA Student Union | 136 | 61.8% | 146 | 58.2% | 10 | (3.6) | (4) | (7.3) | 132 | 54.5% |
| 1,409 | 15.4% | 1,512 | 17.2% | 103 | 1.8 | 36 | 0.0 | 1,445 | 15.4% | TOTAL | 2,669 | 19.0% | 2,834 | 20.6% | 165 | 1.6 | 39 | 0.1 | 2,708 | 19.1% |
| | | | | | | | | | | OTHER CONTROLLABLES | | | | | | | | | | |
| 341 | 4.6% | 316 | 4.5% | (25) | (0.1) | 10 | 0.0 | 351 | 4.6% | UCLA Store | 684 | 6.3% | 653 | 6.2% | (31) | (0.1) | (27) | (0.4) | 657 | 5.9% |
| 116 | 10.1% | 114 | 9.4% | (2) | (0.7) | 17 | 0.1 | 133 | 10.2% | UCLA Restaurants | 220 | 10.6% | 214 | 10.0% | (6) | (0.6) | (2) | (0.6) | 218 | 10.0% |
| 180 | 38.0% | 170 | 39.3% | (10) | 1.3 | (76) | (9.7) | 104 | 28.3% | Services Division | 307 | 36.6% | 295 | 37.0% | (12) | 0.4 | (121) | (7.4) | 186 | 29.2% |
| 62 | 56.4% | 48 | 40.7% | (14) | (15.7) | (5) | (3.6) | 57 | 52.8% | UCLA Student Union | 102 | 46.4% | 92 | 36.7% | (10) | (9.7) | (1) | (4.7) | 101 | 41.7% |
| 699 | 7.6% | 648 | 7.4% | (51) | (0.2) | (54) | (0.7) | 645 | 6.9% | TOTAL | 1,313 | 9.4% | 1,254 | 9.1% | (59) | (0.3) | (151) | (1.2) | 1,162 | 8.2% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| 1,142 | 15.4% | 1,083 | 15.4% | 59 | 0.0 | (132) | (1.3) | 1,274 | | UCLA Store | 1,357 | 12.5% | 1,286 | 12.2% | 71 | 0.3 | (154) | (1.1) | 1,511 | 13.6% |
| 28 | 2.4% | 19 | 1.6% | 9 | 0.8 | (63) | (4.6) | 91 | | UCLA Restaurants | (25) | (1.2%) | (48) | (2.2%) | 23 | 1.0 | (45) | (2.1) | 20 | 0.9% |
| 240 (67) | 50.6% | 205 | 47.3% | 35 | 3.3 (17.7) | 33 | (5.8) | 207 | 56.4% | Services Division UCLA Student Union | 422 (107) | 50.4% (48.6%) | 390 (74) | 48.9% | 32 | 1.5 | 82 | (3.1) | 340 (77) | 53.5% |
| 1.343 | (60.9%) 14.7% | (51) 1.256 | (43.2%) 14.3% | (16) 87 | 0.4 | (8) (170) | (6.3) (1.4) | (59) 1,513 | | TOTAL | 1.647 | 11.8% | 1,554 | (29.5%) 11.3% | (33) 93 | (19.1) 0.5 | (30) (147) | (16.8) (0.9) | 1,794 | (31.8%) 12.7% |
| 1,343 | 14.770 | 1,230 | 14.3% | 01 | 0.4 | (170) | (1.4) | 1,513 | 10.176 | TOTAL | 1,047 | 11.0% | 1,334 | 11.3% | 93 | 0.5 | (147) | (0.9) | 1,794 | 12.770 |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| 629 | 6.9% | 649 | 7.4% | 20 | 0.5 | (57) | (8.0) | 572 | | Admin&Support Services | 1,211 | 8.6% | 1,276 | 9.3% | 65 | 0.7 | (54) | (0.4) | 1,157 | 8.2% |
| 237 | 2.6% | 239 | 2.7% | 2 | 0.1 | (30) | (0.4) | 207 | | Facilities Division | 458 | 3.3% | 465 | 3.4% | 7 | 0.1 | (54) | (0.4) | 404 | 2.9% |
| 98 | 1.1% | 96 | 1.1% | (2) | 0.0 | (2) | (0.1) | 96 | 1.0% | Utilities | 195 | 1.4% | 181 | 1.3% | (14) 27 | (0.1) | (5) | (0.1) | 190 | 1.3% |
| 191 | 2.1% | 204 | 2.3% | 13 33 | 0.2 0.9 | 11 | 0.1 | 202 | | Depreciation TOTAL | 381 | 2.7% 16.0% | 408 | 3.0% 17.0% | 85 | 0.3 | 23 (90) | 0.2 | 404 2,155 | 2.9% |
| 1,155 | 12.6% | 1,188 | 13.5% | 33 | 0.9 | (78) | (1.1) | 1,077 | 11.5% | İ | 2,245 | 16.0% | 2,330 | 17.0% | 80 | 1.0 | (90) | (0.8) | 2,155 | 15.2% |
| | | | | | | 40.45 | , <u> </u> | | | NET INCOME (LOSS) | /==- | 44.50 | | /= | | | | | | (2.2 5.1) |
| 188 | 2.1% | 68 | 0.8% | 120 | 1.3 | (248) | (2.5) | 436 | 4.6% | FROM OPERATIONS | (598) | (4.3%) | (776) | (5.6%) | 178 | 1.3 | (237) | (1.7) | (361) | (2.6%) |
| | | | | | | | | | | OTHER INC/(EXP) | | | | | | | | | | |
| 16 | 0.2% | 10 | 0.1% | 6 | 0.1 | 6 | 0.1 | 10 | | Non-Recurrent Inc/(Exp) | 26 | 0.2% | 20 | 0.1% | 6 | 0.1 | 13 | 0.1 | 13 | 0.1% |
| 14 | 0.2% | 12 | 0.1% | 2 | 0.1 | 3 | 0.1 | 11 | | Interest Income | 27 | 0.2% | 24 | 0.2% | 3 | 0.0 | 4 | 0.0 | 23 | 0.2% |
| (32) | (0.3%) | (32) | (0.4%) | 0 | 0.1 | 3 | 0.1 | (35) | , , | Interest (Expense) | (64) | (0.5%) | (64) 0 | (0.5%) | 0 | 0.0 | 6 | 0.0 | (70) 0 | (0.5%) 0.0% |
| 0 236 | 0.0% 2.6% | 0 236 | 0.0% 2.7% | 0 | 0.0 (0.1) | 5 | 0.0 0.1 | 231 | 0.0% 2.5% | Income Taxes Student Union Fee Income | 0 473 | 0.0% 3.4% | 473 | 0.0% 3.4% | 0 | 0.0 0.0 | 0 10 | 0.0 0.1 | 463 | 3.3% |
| 234 | 2.6% | 236 | 2.6% | 8 | 0.0 | 17 | 0.1 | 217 | | TOTAL | 462 | 3.4% | 473 | 3.4% | 9 | 0.0 | 33 | 0.1 | 403 429 | 3.0% |
| | | | | | | | | | | † | | | | | | | | | | |
| 422 | 4.6% | 294 | 3.3% | 128 | 1.3 | (231) | (2.4) | 653 | 7.0% | NET INCOME (LOSS) | (136) | (1.0%) | (323) | (2.4%) | 187 | 1.4 | (204) | (1.5) | 68 | 0.5% |

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

| | | SEPTI | EMBER (08 | /27/17 - 09/3 | 0/17) | | | FY 1 | 6-17 | Ī | | | F | ISCAL YEA | R 2017-201 | 8 | | | FY 1 | 6-17 |
|--------------|-----------------------|-------|-----------------------|--------------------|---------------------|--------------|----------------|---------------------|--------|---|--------------|------------------|--------------|------------------|--------------|---------------------|---------------|--------------|----------------|------------------|
| | | | CURREN | T MONTH | , | | | *1 | • | | | | YTD 2 I | MONTHS (0 | 7/30/17 - 09 | /30/17) | | | * | |
| ACTU | IAL | BUD | GET | | VARIA | NCE | | LAST YE | AR ACT | Ī | ACTU | JAL | BUD | GET | | VARI | ANCE | | LAST YE | AR ACT |
| | | | | ACT/E | _ | ACT/LY | - | | | | | | | | ACT | - | ACT/L | - | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 7,416 | | 7,017 | | 399 | 5.7% | (194) | (2.5%) | 7,610 | | UCLA Store | 10,882 | | 10,550 | | 332 | 3.1% | (212) | (1.9%) | 11,094 | |
| 1,153 | | 1,212 | | (59) | (4.9%) | (151) | (11.6%) | 1,304 | | UCLA Restaurants | 2,071 | | 2,143 | | (72) | (3.4%) | (101) | (4.7%) | 2,172 | |
| 474 | | 433 | | 41 | 9.5% | 107 | 29.2% | 367 | | Services Division | 838 | | 798 | | 40 | 5.0% | 202 | 31.8% | 636 | |
| 110 | | 118 | | (8) | (6.8%) | 2 | 1.9% | 108 | | UCLA Student Union | 220 | | 251 | | (31) | (12.4%) | (22) | (9.1%) | 242 | |
| 9,153 | | 8,780 | | 373 | 4.2% | (236) | (2.5%) | 9,389 | | TOTAL | 14,011 | | 13,742 | | 269 | 2.0% | (133) | (0.9%) | 14,144 | |
| | | | | | Pts. | | Pts. | | | GROSS MARGIN | | | | | | Pts. | | Pts. | | |
| 2,099 | 28.3% | 2,047 | 29.2% | 52 | (0.9) | (156) | (1.3) | 2,255 | 29.6% | UCLA Store | 3,203 | 29.4% | 3,155 | 29.9% | 48 | (0.5) | (144) | (0.8) | 3,347 | 30.2% |
| 815 | 70.7% | 866 | 71.5% | (51) | (0.8) | (105) | 0.1 | 920 | 70.6% | UCLA Restaurants | 1,459 | 70.4% | 1,527 | 71.3% | (68) | (0.9) | (69) | 0.1 | 1,528 | 70.3% |
| 473 | 99.8% | 431 | 99.5% | 42 | 0.3 | 108 | 0.3 | 365 | 99.5% | Services Division | 836 | 99.8% | 796 | 99.7% | 40 | 0.1 | 202 | 0.1 | 634 | 99.7% |
| 64 | 58.2% | 73 | 61.9% | (9) | (3.7) | 2 | 0.8 | 62 | 57.4% | UCLA Student Union | 131 | 59.5% | 164 | 65.3% | (33) | (5.8) | (25) | (5.0) | 156 | 64.5% |
| 3,451 | 37.7% | 3,417 | 38.9% | 34 | (1.2) | (151) | (0.7) | 3,602 | 38.4% | TOTAL | 5,629 | 40.2% | 5,642 | 41.1% | (13) | (0.9) | (36) | 0.1 | 5,665 | 40.1% |
| | | | | | | | | | | TOTAL CONTROLLABLES | | | | | | | | | | |
| 957 | 12.9% | 964 | 13.7% | 7 | 0.8 | 24 | 0.0 | 981 | 12.9% | UCLA Store | 1,846 | 17.0% | 1,868 | 17.7% | 22 | 0.7 | (11) | (0.5) | 1,835 | 16.5% |
| 787 | 68.3% | 847 | 69.9% | 60 | 1.6 | 42 | (4.7) | 829 | 63.6% | UCLA Restaurants | 1,484 | 71.7% | 1,575 | 73.5% | 91 | 1.8 | 24 | (2.3) | 1,508 | 69.4% |
| 233 | 49.2% | 226 | 52.2% | (7) | 3.0 | (74) | (5.9) | 159 | 43.3% | Services Division | 414 | 49.4% | 406 | 50.9% | (8) | 1.5 | (120) | (3.2) | 294 | 46.2% |
| 131 | 119.1% | 124 | 105.1% | (7) | (14.0) | (9) | (6.1) | 122 | 113.0% | UCLA Student Union | 238 | 108.2% | 238 | 94.8% | 0 | (13.4) | (6) | (12.3) | 232 | 95.9% |
| 2,108 | 23.0% | 2,161 | 24.6% | 53 | 1.6 | (17) | (0.7) | 2,091 | 22.3% | TOTAL | 3,982 | 28.4% | 4,087 | 29.7% | 105 | 1.3 | (113) | (1.0) | 3,869 | 27.4% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| 1,142 | 15.4% | 1,083 | 15.4% | 59 | 0.0 | (132) | (1.3) | 1,274 | 16.7% | UCLA Store | 1,357 | 12.5% | 1,286 | 12.2% | 71 | 0.3 | (154) | (1.1) | 1,511 | 13.6% |
| 28 | 2.4% | 19 | 1.6% | 9 | 0.8 | (63) | (4.6) | 91 | 7.0% | UCLA Restaurants | (25) | (1.2%) | (48) | (2.2%) | 23 | 1.0 | (45) | (2.1) | 20 | 0.9% |
| 240 | 50.6% | 205 | 47.3% | 35 | 3.3 | 33 | (5.8) | 207 | 56.4% | Services Division | 422 | 50.4% | 390 | 48.9% | 32 | 1.5 | 82 | (3.1) | 340 | 53.5% |
| (67) | (60.9%) | (51) | (43.2%) | (16) | (17.7) | (8) | (6.3) | (59) | (, | UCLA Student Union | (107) | (48.6%) | (74) | (29.5%) | (33) | (19.1) | (30) | (16.8) | (77) | (31.8%) |
| 1,343 | 14.7% | 1,256 | 14.3% | 87 | 0.4 | (170) | (1.4) | 1,513 | 16.1% | TOTAL | 1,647 | 11.8% | 1,554 | 11.3% | 93 | 0.5 | (147) | (0.9) | 1,794 | 12.7% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| 681 | 9.2% | 695 | 9.9% | 14 | 0.7 | (41) | (8.0) | 640 | | UCLA Store | 1,267 | 11.6% | 1,316 | 12.5% | 49 | 0.9 | (23) | (0.4) | 1,244 | 11.2% |
| 297 | 25.8% | 314 | 25.9% | 17 | 0.1 | 6 | (2.6) | 303 | | UCLA Restaurants | 615 | 29.7% | 643 | 30.0% | 28 | 0.3 | 11 | (0.9) | 626 | 28.8% |
| 91 | 19.2% | 90 | 20.8% | (1) | 1.6 | (41) | (5.6) | 50 | 13.6% | Services Division | 189 | 22.6% | 190 | 23.8% | 1 | 1.2 | (80) | (5.5) | 109 | 17.1% |
| 86 | 78.2% | 89 | 75.4% | 3 | (2.8) | (2) | (0.4) | 84 | 77.8% | UCLA Student Union | 174 | 79.1% | 181 | 72.1% | 7 | (7.0) | 2 | (6.4) | 176 | 72.7% |
| 1,155 | 12.6% | 1,188 | 13.5% | 33 | 0.9 | (78) | (1.1) | 1,077 | 11.5% | TOTAL | 2,245 | 16.0% | 2,330 | 17.0% | 85 | 1.0 | (90) | (0.8) | 2,155 | 15.2% |
| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| | F 00/ | | | | | (170) | | | | FROM OPERATIONS | | 0.007 | (0.4) | (6.55) | | | | | | 4 201 |
| 460 | 5.0% | 388 | 4.4% | 72 | 0.6 | (176) | (1.8) | 636 | | UCLA Store | 90 | 0.6% | (31) | (0.2%) | 121 | 0.8 | (177) | (1.3) | 267 | 1.9% |
| (269) | (2.9%) | (295) | (3.4%) | 26 | 0.5 | (56) | (0.6) | (213) | | UCLA Restaurants | (640) | (4.6%) | (691) | (5.0%) | 51 | 0.4 | (34) | (0.3) | (606) | (4.3%) |
| 149 (152) | 1.6% | 115 | 1.3% | 34 | 0.3 | (8) | (0.1) | 157 | | Services Division | 233 (281) | 1.7% (2.0%) | 201 (255) | 1.5% | 32 | 0.2 | 2 | 0.1 (0.2) | 231 | 1.6% |
| (152) 188 | (1.7%) 2.1% | (140) | (1.6%) 0.8% | (12) 120 | (0.1) 1.3 | (8) (248) | (0.2) (2.5) | (144) 436 | , , | UCLA Student Union TOTAL | \ ' ' | (2.0%) (4.3%) | (/ | (1.9%) (5.6%) | (26) 178 | (0.1) 1.3 | (28) (237) | (- / | (253) (361) | (1.8%) (2.6%) |
| 188 | 2.1% | 68 | 0.8% | 120 | 1.3 | (248) | (2.5) | 436 | 4.0% | İ | (598) | (4.3%) | (776) | (%0.0) | 1/8 | 1.3 | (237) | (1.7) | (301) | (2.0%) |
| 16 | 0.2% | 10 | 0.1% | 6 | 0.1 | 6 | 0.1 | 10 | 0.40/ | OTHER INC/(EXP) Non-Recurrent Inc/(Exp) | 26 | 0.2% | 20 | 0.1% | 6 | 0.1 | 13 | 0.1 | 13 | 0.1% |
| 16 | 0.2% | 10 | 0.1% | 2 | 0.1 | 3 | 0.1 | 11 | | Interest Income | 26 | 0.2% | 20 | 0.1% | 3 | 0.1 | 4 | 0.1 | 23 | 0.1% |
| (32) | (0.3%) | (32) | (0.4%) | 0 | 0.1 | 3 | 0.1 | (35) | | Interest (Expense) | (64) | (0.5%) | (64) | (0.5%) | 0 | 0.0 | 6 | 0.0 | (70) | (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% |
| 236 | 2.6% | 236 | 2.7% | 0 | (0.1) | 5 | 0.1 | 231 | 2.5% | Student Union Fee Income | 473 | 3.4% | 473 | 3.4% | 0 | 0.0 | 10 | 0.1 | 463 | 3.3% |
| 234 | 2.6% | 226 | 2.6% | 8 | 0.0 | 17 | 0.3 | 217 | 2.3% | TOTAL | 462 | 3.3% | 453 | 3.3% | 9 | 0.0 | 33 | 0.3 | 429 | 3.0% |
| 422 | 4.6% | 294 | 3.3% | 128 | 1.3 | (231) | (2.4) | 653 | | NET INCOME (LOSS) | (136) | (1.0%) | (323) | (2.4%) | 187 | 1.4 | (204) | (1.5) | 68 | 0.5% |
| 722 | 7.0 /0 | 234 | 3.3 /0 | 120 | 1.3 | (201) | (4.4) | 000 | 1.0/0 | 112. 1130ME (E000) | (150) | (1.0/0) | (323) | (4.7/0) | 101 | 1.4 | (204) | (1.3) | 00 | 0.5 /0 |

ASUCLA P/L Reconciliation Sep-17

| Financial Analysis | | 000's |
|---|------|----------|
| | Se | ep-17 |
| Budgeted Net Income/(Loss) | + | 29 |
| UCLA Store | _ | |
| Gross Margin: | | |
| Bearwear above plan due to strong move-in weekend business and campus visitors leading up to and including Labor Day Weekend | 38 | |
| E-Commerce above plan due to impact of two Score Big promotions for high scoring football games | 27 | |
| New Text above plan: timing do to the calendar shift as more sales moved into September from October than anticipated | 37 | |
| CRS below plan due to lower third-party sales (some may shift to October), and a slight decline in requisitions | (68) |) |
| Computer Store above plan due to strong demand from Apple's back-to-school promotion and an unexpected increase in students using financial/aid computer grants for equipment | 30 | |
| Wooden Center below plan due to closure | (4) |) |
| HSS Dental above plan: amount of backordered merchandise in September UCLA kit far less than planned | 9 | |
| Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and calendar shift not fully accounted for led to aggressive target | (7) |) |
| Total Wages below plan | 4 | |
| Other (various small vaiances) | (7) |) |
| Total Contribution | | 5' |
| UCLA Restaurants | | |
| Gross Margin: | | |
| Wetzels below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic | (12) |) |
| Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay | 10 | |
| North Campus Student Ctr. below plan due to average check lower than plan and traffic for first week of school has shifted away from northern area | (6) |) |
| CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept, (some customers captured in Fusion area but not enough) | (15) |) |
| Café Synapse below plan due to ongoing customer traffic decline | (4) |) |
| Jimmy's below plan: budgeting error, last two weeks of month did not correctly account for the academic calendar shift, (almost entire sales variance from these two weeks) | (9) |) |
| Catering below plan: one graduate student welcome event occurred that we had last year but were not chosen as the caterer for this year | (14) |) |
| Total Wages below plan | 18 | |
| Other, positive controllables mostly employee benefits | 41 | |
| Total Contribution | | |
| Services | | |
| Gross Margin: | | |
| Licensing Domestic above plan due mainly to increases in Costco apparel program and overall UCLA Store purchases not including Under Armour | 43 | |
| Licensing International below plan due to challenges in China (current outlook for key licensee is that sales and royalty will be about 50% of plan) | (13) |) |
| Licensing Promotional Royalties above plan: UCLA department orders are on the increase due to start of new school (timing related, not an indication trend will maintain) | 18 | |
| Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased | (10) |) |
| Photography above plan due to an additional job that was new this year | 4 | |
| Other, negative controllables mostly Licensing | (7) |) |
| Total Contribution | | 3: |
| UCLA Student Union | | |
| Gross Margin: | - | |
| Event Services below plan due to timing: Gearapoolza client moved their event to the Spring | (6) |) |
| AU Post Office below plan due to lower consignment commission | (3) |) |
| Total Wages below plan | 3 | |
| Other, negative controllables (repairs and maintenance, and timing for expenses that were budgeted in future months) | (10) |) |
| Total Contribution | | (1 |
| Allocated Expenses and Other | | ļ |
| A&SS lower than plan due to savings mostly in wages and benerfits | 20 | 1 |
| Facilities slightly lower than plan | 2 | <u> </u> |
| Utilities slightly above plan | (2) |) |
| Depreciation lower than plan due to timing of capital expenditures | 13 | 1 |
| | 8 | |
| Other- positive non-recurrent and interest income | - 6 | |

ASUCLA P/L Reconciliation Year-To-Date Through September, 2017

| Financial Analysis | \$ | 000's |
|--|------|-------|
| Budgeted Net Income/(Loss) | 1 | (32: |
| | | |
| UCLA Store | | |
| Gross Margin: | | |
| Bearwear above plan due to strong campus visitor traffic for move-in weekend and leading up to Labor Day and positive response to Team Outfitter product | 84 | |
| E-Commerce above plan due to impact of two Score Big Promotions for high scoring football games | 25 | |
| New Text above plan due to the calendar shift as more sales were reported in September from October than anticipated | 40 | |
| Course Reader Solutions below plan due to lower third party sales and a decline in requisitions | (76) | |
| Computer Store above plan due to strong demand for Apple's back-to-school promotion and an increase in students using financial/aid computer grants | 47 | |
| Luvalle Books below plan: used sales lower due to lack of available high quality used books for the law school | (16) | |
| HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation) | (39) | |
| HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area | (7) | |
| Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and calendar shift not fully accounted for | (7) | |
| Total Wages lower than plan | 6 | |
| Other, positive controllables mostly employee benefits | 14 | |
| Total Contribution | Ī | 7 |
| UCLA Restaurants | Ī | |
| Gross Margin: | 1 | |
| Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic | (21) | , |
| Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay | 13 | |
| No Campus Student Ctr below plan: average check lower than plan and traffic for first week of school has shifted away from northern areas | (6) | , |
| CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept | (15) | |
| Café Synapse below plan due ongoing customer traffic decline' | (8) | , |
| Jimmy's below plan mostly due to budgeting error last two weeks of month did not correctly account for the academic calendar shift | (11) | |
| Kerckhoff Coffeehouse above plan due to average check higher than plan and much stronger results in last week of summer session C | 5 | |
| Catering below plan largely as we were not chosen again to cater a graduate student welcome event | (22) | , |
| Total Wages above plan | 25 | |
| Other, positive controllables mostly employee benefits | 63 | |
| Total Contribution | | 2 |
| Services | 1 | |
| Gross Margin: | | |
| Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases | 80 | |
| Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July | (45) | |
| Licensing Promotional Royalties above plan due to increase in UCLA departmental orders at start of the new school year | 11 | |
| Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased | (12) | |
| Photography above plan due to additional bookings | 6 | |
| Other, negative controllables mostly Licensing | (8) | |
| Total Contribution | | 3 |
| UCLA Student Union | | |
| Gross Margin: | | |
| Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall as in prior year | (29) | |
| AU Post Office below plan due mostly to lower consignment commission | (4) | |
| Total Contribution | | (3 |
| Allocated Expenses and Other | | |
| A&SS below plan: mostly wages and employee benefits | 65 | |
| Facilities below plan (mostly employee benefits) | 7 | |
| Utilities above plan: units were run longer an at a lower temperature due to the heat wave thus resulting in higher consumption for both chiller water and electricity | (14) | |
| Depreciation lower than plan due to timing of capitals | 27 | |
| Other- various positive non-recurrent and higher interest income | 9 | |
| Total | T | 9 |
| Actual Net Income/(Loss) | 1 | (13 |

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

| | Current Month | Prior Month | Prior Year |
|--|--------------------|--------------------|--------------------|
| | September 2017 | August 2017 | July 2017 |
| ASSETS | | | |
| CURRENT ACCETO. | | | |
| CURRENT ASSETS: Cash and cash equivalents | \$12,340 | \$12,544 | \$12,191 |
| Accounts receivable | 4,540 | 3,205 | 3,526 |
| Less: Allowance for doubtful accounts | (556) | (548) | (551) |
| Accounts receivable, net | 3,984 | 2,657 | 2,975 |
| Student fees receivable | 846 | 609 | 373 |
| Inventories | 6,744 | 6,508 | 6,302 |
| Prepaid expenses and other current assets | 288 | 341 | 368 |
| Total current assets | 24,202 | 22,659 | 22,209 |
| LONG TERM AGOSTO | | | |
| LONG TERM ASSETS | 200 | 200 | 200 |
| Long term note receivable | | | |
| Property, equipment and improvements Less: Accumulated depreciation | 70,109 (48,295) | 70,044 (48,109) | 69,851 (47,919) |
| Total long term assets | 22,014 | 22,135 | 22,132 |
| Total long term assets | 22,014 | 22,100 | 22,102 |
| TOTAL ASSETS | \$46,216 | \$44,794 | \$44,341 |
| | | | |
| LIABILITIES AND RETAINED EARNINGS | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$7,793 | \$6,545 | \$5,727 |
| Wages and payroll taxes payable | 2,579 | 3,183 | 3,155 |
| Sales tax payable & other liabilities | 948 | 629 | 758 |
| Interest payable | 145 | 114 | 81 |
| Deferred income | 745 | 738 | 573 |
| Funds held for others | 197 | 199 | 102 |
| Current portion of long term debt Total current liabilities | 832 13,239 | 832 12,240 | 832 11,228 |
| Total current habilities | 10,200 | 12,240 | 11,220 |
| LONG TERM DEBT: | | | |
| AU expansion loan | 7,962 | 7,962 | 7,962 |
| Total long term debt | 7,962 | 7,962 | 7,962 |
| | | | |
| TOTAL LIABILITIES | 21,201 | 20,202 | 19,190 |
| RETAINED EARNINGS: | | | |
| Beginning Balance | 25,151 | 25,151 | 26,008 |
| Year-to-date net income/(loss) | (136) | (559) | (857) |
| . 53. 15 34.6 (16) (16) (16) (16) | (130) | (000) | (001) |
| Ending Balance | 25,015 | 24,592 | 25,151 |
| TOTAL LIABILITIES AND RETAINED EARNINGS | \$46,216 | \$44,794 | \$44,341 |

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

| | | | Prior |
|---|-------------------|-------------------|-------------------|
| | Current | Year to | Year to |
| | Month | Date | Date |
| CACLLEL OMO EDOM ODEDATINO ACTIVITIES. | | | |
| CASH FLOWS FROM OPERATING ACTIVITIES: | \$422 | (\$136) | \$68 |
| Net income/(loss) Adjustments to reconcile net income/(loss) to net | Φ422 | (\$130) | φ00 |
| cash provided/(used) by operating activities: | | | |
| Depreciation | 191 | 381 | 404 |
| (Increase)/decrease in current assets: | 191 | 301 | 404 |
| Accounts receivable | (1,326) | (1,008) | (1,035) |
| Student fees receivable | (237) | (473) | (463) |
| Inventories | (236) | (442) | (33) |
| Prepaid expenses and other current assets | 53 | 80 | 82 |
| Increase/(decrease) in current liabilities: | 00 | 00 | 02 |
| Accounts payable | 1,249 | 2,067 | 1,420 |
| Sales tax payable & other liabilities | 319 | 190 | 311 |
| Wages and payroll taxes payable | (604) | (576) | (716) |
| Interest payable | ` 31 [′] | ` 64 [′] | ` 70 [′] |
| Deferred Income | 7 | 172 | 221 |
| Funds held for others | (2) | 95 | (9) |
| | | | |
| Net cash provided/(used) by operating activities | (133) | 414 | 320 |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: | | | |
| Purchase of property, equipment and improvements | (71) | (265) | (262) |
| | ` ' | , | , , |
| Net cash used in investing activities | (71) | (265) | (262) |
| 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 cash provided/(used) by financing activities | U | U | U |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | (204) | 149 | 58 |
| CASH AND CASH EQUIVALENTS, Beginning | 12,544 | 12,191 | 11,907 |
| CASH AND CASH EQUIVALENTS, Ending | \$12,340 | \$12,340 | \$11,965 |

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

| CASH AND CASH EQUIVALENTS Less: Committed Capital Projects | 12,340 |
|--|---------|
| TFC Dining Room Remodel | (500) |
| Ackerman A Level and First Floor Remodel | (462) |
| CSSC Pizza Concept | (354) |
| Subtotal | (1,316) |
| Adjustment for Cash Overdraft Entry | (1,314) |
| Uncommitted Cash | 9,710 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 14,406 |
| RESERVE SURPLUS (DEFICIT) | (4,696) |

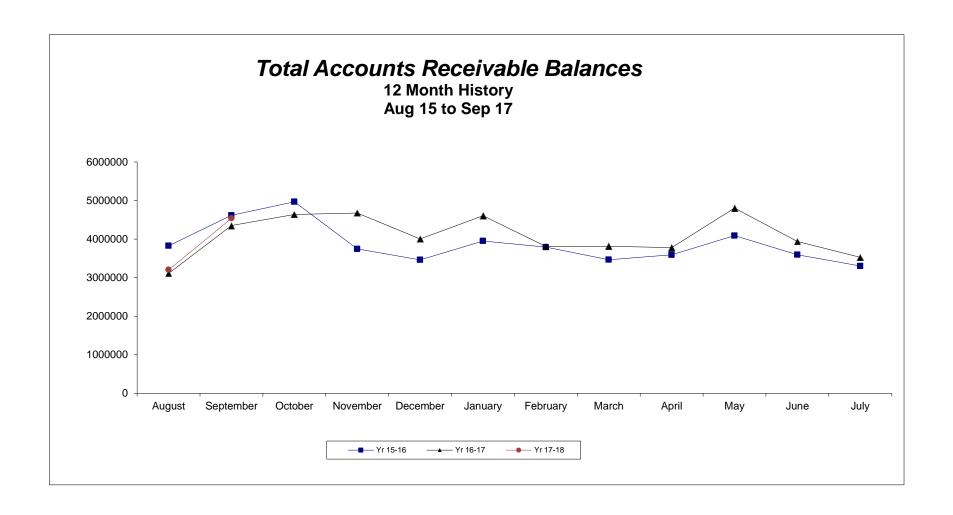
ASUCLA SERVICES AND ENTERPRISES

Capital Expenditures -Current Year Projects (\$000's) FY 2017-2018 September 2017

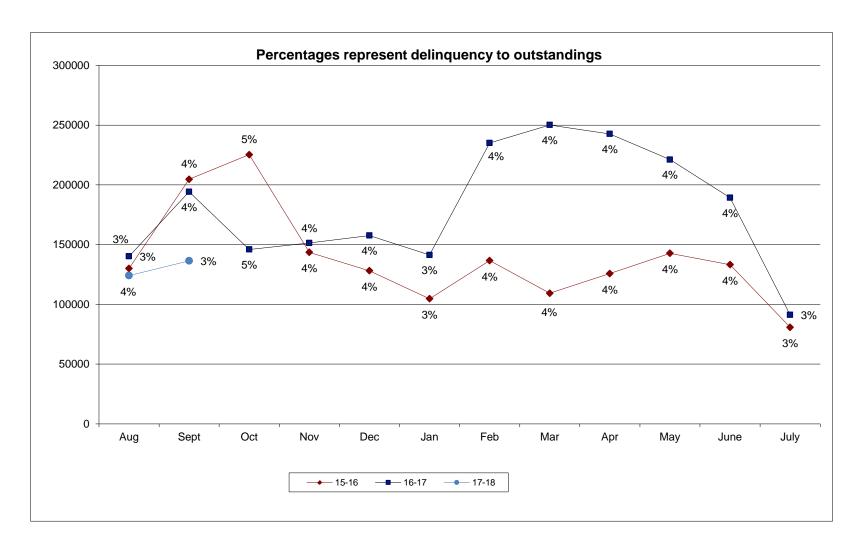
| 20.000.00 | | | | 34 4 | | :PROJECTED - | | | |
|-------------|---|-------------------------------|-------------|--------|----------|--------------|-------------|-----------|----------------------------|
| PROJEC | TNAME | BUDGET | | | | Remaining | | Over | Titili di gili di di di di |
| Store/Serv | | 0 4 1 4 0 4 1 4 0 4 1 4 0 4 1 | : Pavments: | : PO's | · [otal· | Balance | Pending: | · (Under) | Status |
| 2017-001 | Store General Replacement | 50.0 | 0.0 | 5.7 | 5.7 | 44.3 | | 0.0 | In Progress |
| 2017-001 | DC Forklift | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-002 | Market Counter Replacement | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-003 | Market Counter Replacement | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| Total Stor | e/Services | : :175;0 ::- | 0.0 | 19.6 | 19.6: | 105.4 | : :50.0: :: | : 0.0 | anananananananan |
| Food Serv | rice | | | | | | | | |
| 2017-005 | FS Miscellaneous and Unanticipated | 50.0 | 1.5 | 17.6 | 19.1 | 30.9 | | 0.0 | In Progress |
| 2017-006 | Patio Furniture Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-007 | FS POS Kiosks | 150.0 | 0.0 | 12.2 | 12.2 | 137.8 | | 0.0 | In Progress |
| 2017-008 | Taco Bell space remodel | 125.0 | 0.0 | 41.8 | 41.8 | 83.2 | | 0.0 | In Progress |
| 2017-009 | Commissary Kitchen Equipment replacements | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-010 | NCSC Dining room carpet | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-011 | NCSC Kitchen Equipment replacements | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-012 | TFC Dining Room Remodel | 500.0 | 0.0 | 0.0 | 0.0 | 0.0 | 500.0 | 0.0 | Pending |
| Total Food | Services | 900.0 | 1.5 | 71.6 | 73.1 | 251.9 | 575.0 | 0.0 | igiaigiaigiaigiaigiaigiai |
| Technolog | AY. | | | | | | | | |
| 2017-013 | Network Infrastructure Upgrade | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2017-014 | Printer Replacement | 20.0 | 1.1 | 1.8 | 2.9 | 17.1 | | 0.0 | In Progress |
| 2017-015 | PC Replacement | 20.0 | 0.0 | 21.1 | 21.1 | 0.0 | | 1.1 | Completed Awaiting Invoice |
| 2017-016 | Computing & Comm. Room Upgrade | 20.0 | 0.0 | 15.0 | 15.0 | 5.0 | | 0.0 | In Progress |
| 2017-017 | Marketing Oversize Printer | 17.0 | 0.0 | 0.0 | 0.0 | 0.0 | 17.0 | 0.0 | Pending |
| 2017-018 | Marketing Misc. Hardware/Software Upgrades | 5.0 | 0.0 | 9.9 | 9.9 | 0.0 | | 4.9 | Completed Awaiting Invoice |
| Total Tech | nology | 92.0 | 1.1 | 47.8 | 48.9 | 22.1 | 27.0: | 6.0 | delekidelekidelekidele |
| Others | | | | | | | | | |
| 2017-019 | Fac. Misc. Remodels | 50.0 | 0.0 | 0.0 | 0.0 | 0.0 | 50.0 | 0.0 | Pending |
| 2017-020 | AU 2nd Floor Concourse/Bridge & Coop West P | 60.0 | 0.0 | 49.5 | 49.5 | 10.5 | | 0.0 | In Progress |
| 2017-021 | AU 1st Floor Restrooms | 150.0 | 0.0 | 7.0 | 7.0 | 143.0 | | 0.0 | In Progress |
| 2017-022 | Hood Exhaust Tank Replacements | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2017-023 | KGS Drapery Replacement | 65.0 | 0.0 | 0.0 | 0.0 | 0.0 | 65.0 | 0.0 | Pending |
| 2017-024 | Custodial Replacements | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2017-025 | SUO General Replacement | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-026 | Public Area Furnishing Replacement | 40.0 | 0.0 | 0.0 | 0.0 | 0.0 | 40.0 | 0.0 | Pending |
| 2017-027 | Finance Misc. Replacements | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2017-028 | MCO Equipment - coin wrapper | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2017-029 | Convert Darkroom to office | 0.0 | 0.0 | 8.8 | 8.8 | 0.0 | | 8.8 | Completed Awaiting Invoice |
| Total Other | irs | 450:0 | 0.0: | 65.3 | 65.3: | 153.5 | 240.0 | 8.8 | |
| Total Cuin | ent Year Projects | 1.617.0 | 2.6 | 204.3 | 206.9 | 532.9 | 892.0 | 14.8 | anaranarananara |

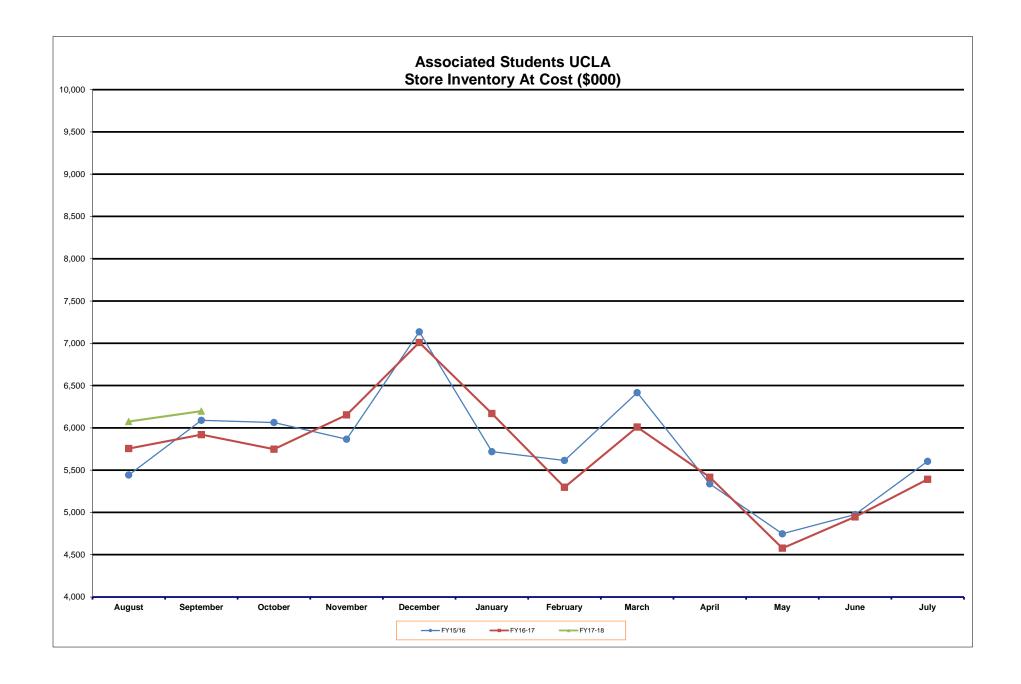
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

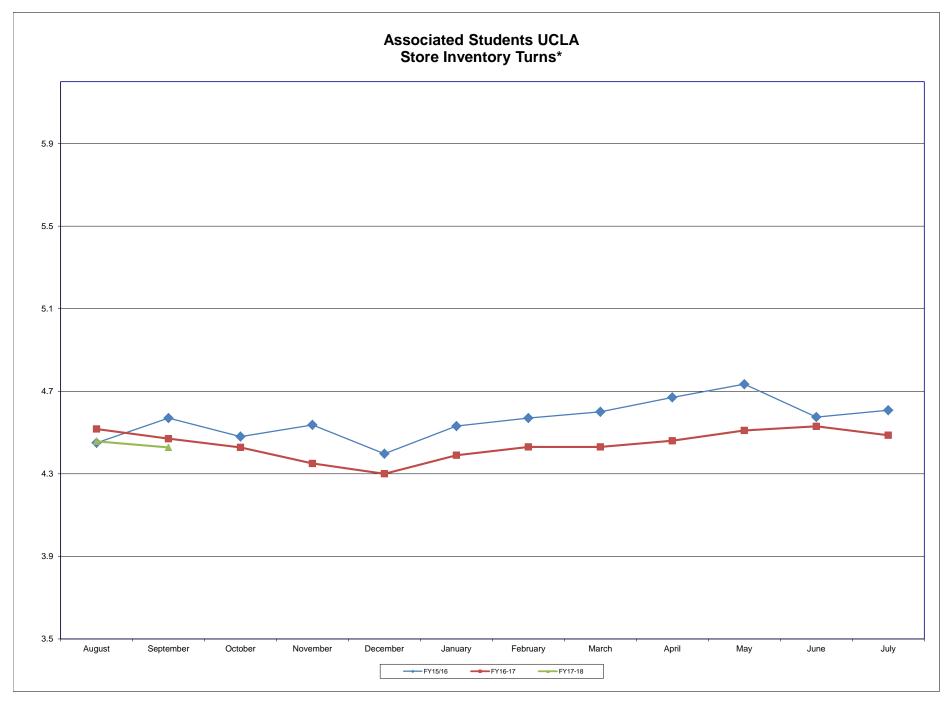
| 9/30/2017 | Sep | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|---------------------|-----|-------------|------|-----------|------|-----------|------|-----------|------|----------|------|----------|------|-------------|------|
| UNIVERSITY | | \$974,151 | 23% | \$80,897 | 71% | \$32,590 | 48% | \$18,268 | 74% | \$14 | 0% | \$844 | 4% | \$1,106,764 | 24% |
| ASUCLA PUBLICATIONS | | \$53,475 | 1% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$53,475 | 1% |
| ASUCLA USA/GSA | L | \$67,957 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$67,957 | 1% |
| DUE FROM VENDORS | L | \$465,797 | 11% | \$10,464 | 9% | \$24,235 | 35% | (\$1,199) | -5% | \$23,254 | 100% | \$15,503 | 78% | \$538,054 | 12% |
| DENTAL KITS | L | \$892,034 | 21% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$892,034 | 20% |
| OTHER | L | \$1,835,827 | 42% | \$23,124 | 20% | \$11,489 | 17% | \$7,730 | 31% | \$74 | 0% | \$3,669 | 18% | \$1,881,913 | 42% |
| TOTAL CURRENT MONTH | | \$4,289,241 | 100% | \$114,485 | 100% | \$68,314 | 100% | \$24,799 | 100% | \$23,342 | 100% | \$20,016 | 100% | \$4,540,197 | 100% |
| | L | 94% | | 3% | | 2% | | 1% | | 0% | | 0% | | 100% | |
| | | | | | | | | | | | | | | | |
| 8/26/2017 | Aug | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$884,100 | 31% | \$123,820 | 55% | \$25,010 | 36% | \$49 | 1% | \$111 | 0% | \$2,167 | 10% | \$1,035,257 | 32% |
| ASUCLA PUBLICATIONS | | \$44,711 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$44,711 | 1% |
| ASUCLA USA/GSA | | \$73,365 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$73,365 | 2% |
| DUE FROM VENDORS | L | \$425,955 | 15% | \$41,087 | 19% | (\$1,151) | -2% | \$2,121 | 38% | \$23,302 | 87% | \$15,534 | 72% | \$506,848 | 16% |
| DENTAL KITS | | \$75,457 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$75,457 | 2% |
| OTHER | L | \$1,355,852 | 46% | \$56,854 | 26% | \$46,234 | 66% | \$3,365 | 61% | \$3,353 | 13% | \$4,007 | 18% | \$1,469,665 | 47% |
| TOTAL CURRENT MONTH | | \$2,859,440 | 100% | \$221,761 | 100% | \$70,093 | 100% | \$5,535 | 100% | \$26,766 | 100% | \$21,708 | 100% | \$3,205,303 | 100% |
| | | 89% | | 7% | | 2% | | 0% | | 1% | | 1% | | 100% | |
| | | | | | | | | | | | | | | | |
| 7/29/2017 | Jul | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | L | \$1,158,403 | 35% | \$59,827 | 57% | \$8,470 | 84% | \$1,545 | 5% | \$1,565 | 6% | \$4,457 | 19% | \$1,234,267 | 35% |
| ASUCLA PUBLICATIONS | L | \$60,124 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$60,124 | 2% |
| ASUCLA USA/GSA | | \$72,581 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$72,581 | 2% |
| DUE FROM VENDORS | | \$448,101 | 13% | (\$7,528) | -7% | (\$6,762) | -67% | \$28,109 | 85% | \$22,644 | 92% | \$15,096 | 65% | \$499,660 | 14% |
| DENTAL KITS | | \$82,993 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$82,993 | 2% |
| OTHER | | \$1,508,313 | 46% | \$51,785 | 50% | \$8,370 | 83% | \$3,366 | 10% | \$477 | 2% | \$3,819 | 16% | \$1,576,130 | 45% |
| TOTAL CURRENT MONTH | | \$3,330,515 | 100% | \$104,084 | 100% | \$10,078 | 100% | \$33,020 | 100% | \$24,686 | 100% | \$23,372 | 100% | \$3,525,755 | 100% |
| | | 94% | | 3% | | 0% | | 1% | | 1% | | 1% | | 100% | |



Aged Accounts Receivable Balances > 60 Days Past Due







UCLA STORE INCOME STATEMENT

| CED O | 2/00/27/17 00/ | 20/17) | 1 | | ICCAL VEAD 17 | 10 | FICCAL VI | AD 14 17 |
|---------------------|----------------------------------|-------------------|---|----------------------|-----------------------------------|---------------------|----------------------|----------------------|
| | 2(08/27/17-09/3 CURRENT MONTH | | | | ISCAL YEAR 17-1 MO(07/30/17-09 | | FISCAL YEA | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | |] | | | | | |
| 3,117,354 | 2,916,496 | 200,858 | ACADEMIC SUPPORT DIV | 4,575,707 | 4,184,156 | 391,551 | 3,401,369 | 4,610,619 |
| 1,650,054 79,661 | 1,605,608 104,355 | 44,446 | GENERAL MDSE DIVISION HILLTOP SHOP | 2,809,329 139,545 | 2,649,409 | 159,920 <28,509> | 1,636,480 100,890 | 2,646,808 162,557 |
| 209,686 | 203,237 | | LU VALLE COMMONS STORE | 496,112 | 168,054 499,091 | <26,509> <2,979> | 261,121 | 594,386 |
| 266,301 | 203,000 | | E-COMMERCE DIVISION | 378,241 | 313,000 | 65,241 | 198,212 | 303,303 |
| 1,948,931 | 1,906,151 | 42,780 | HEALTH SCIENCES STORE | 2,287,617 | 2,604,284 | <316,667> | 1,921,468 | 2,626,795 |
| 7,271,987 | 6,938,847 | 333,140 | TOTAL SALES | 10,686,551 | 10,417,994 | 268,557 | 7,519,541 | 10,944,468 |
| 5 000 040 | 4 0 45 707 | 044.07 | | 7 (00 7(0 | 7.057.407 | 004.07/ | F 00F 0// | 7 704 700 |
| 5,290,363 | 4,945,727 | <344,636> | Less: Cost of Sales | 7,638,763 | 7,357,487 | <281,276> | 5,325,866 | 7,704,780 |
| | | | Less: Shrinkage | | | | | |
| | | | Loos, orminago | | | | | |
| 11,494 | 9,300 | <2,194> | ACADEMIC SUPPORT DIV | 14,995 | 12,460 | <2,535> | 13,618 | 16,940 |
| 8,266 | 8,255 | | GENERAL MDSE DIVISION | 14,214 | 13,585 | <629> | 8,314 | 13,435 |
| 353 | 480 | | HILLTOP SHOP | 618 | 770 | 152 | 454 | 726 |
| 1,161 5,976 | 1,040 5,760 | | LU VALLE COMMONS STORE HEALTH SCIENCES STORE | 2,795 7,696 | 2,560 8,530 | <235> 834 | 1,439 5,771 | 3,270 8,422 |
| 27,250 | 24,835 | | SHRINKAGE | 40,318 | 37,905 | <2,413> | 29,595 | 42,793 |
| 5,317,613 | 4,970,562 | | TOTAL COST OF SALES | 7,679,082 | 7,395,392 | <283,690> | 5,355,461 | 7,747,573 |
| | | | | | | | | |
| 72.8 | 71.3 | | COST OF SALES % | 71.5 | 70.6 | <0.9> | 70.8 | 70.4 |
| 1,954,374 | 1,968,285 | <13,911> | GROSS MARGIN | 3,007,469 | 3,022,602 | <15,133> | 2,164,080 | 3,196,895 |
| 27.3 0.4 | 28.7 0.4 | | GROSS MARGIN % SHRINKAGE % | 28.5 0.4 | 29.4 0.4 | <0.9> <0.0> | 29.2 0.4 | 29.6 0.4 |
| 0.4 | 0.4 | <0.0> | STININAUE /0 | 0.4 | 0.4 | <0.0> | 0.4 | 0.4 |
| 26.9 | 28.4 | <1.5> | NET GROSS MARGIN % | 28.1 | 29.0 | <0.9> | 28.8 | 29.2 |
| | | | 1 | | | | | |
| 17.5 | 20.6 | | ACADEMIC SUPPORT DIV | 17.2 | 19.7 | <2.5> | 22.0 | 20.7 |
| 50.3 | 49.9 | | GENERAL MDSE DIVISION | 50.3 | 50.3 | <0.0> | 50.8 | 51.0 |
| 43.4 30.3 | 40.6 33.7 | | HILLTOP SHOP LU VALLE COMMONS STORE | 43.4 26.2 | 40.8 30.5 | 2.6 <4.3> | 43.0 32.4 | 43.4 28.6 |
| 47.1 | 50.6 | | E-COMMERCE DIVISION | 49.4 | 52.1 | <4.3> <2.6> | 50.5 | 52.1 |
| 18.2 | 18.5 | | HEALTH SCIENCES STORE | 18.8 | 18.5 | 0.3 | 18.5 | 18.7 |
| | | | | | | | | |
| 144,462 | 78,380 | 66,082 | OTHER INCOME | 195,424 | 132,183 | 63,241 | 90,935 | 149,709 |
| 2,098,835 | 2,046,665 | 52,170 | GROSS MARGIN/OTHER | 3,202,894 | 3,154,785 | 48,109 | 2,255,015 | 3,346,604 |
| | | | Less: Controllable Exp | | | | | |
| | | | Less. Controllable Exp | | | | | |
| 242,901 | 254,263 | 11,362 | Career Wages | 490,628 | 508,292 | 17,664 | 255,760 | 509,575 |
| 0 | 720 | | Limited Appointment | 0 | 1,440 | 1,440 | 0 | 0 |
| 255,437 | 247,618 | <7,819> | Student Wages | 432,569 | 419,443 | <13,126> | 235,830 | 392,606 |
| 498,338 | 502,601 | 4,263 | TOTAL WAGES | 923,197 | 929,175 | 5,978 | 491,590 | 902,181 |
| 6.9 | 7.2 | 0.4 | WAGE % TO SALES | 8.6 | 8.9 | 0.3 | 6.5 | 8.2 |
| 117,817 | 145,505 | 27,688 | Employee Benefits | 238,647 | 286,692 | 48,045 | 138,717 | 275,807 |
| 7,269 | 7,243 | | Office Supplies | 22,542 | 23,146 | 604 | 9,504 | 21,533 |
| 12,250 | 11,065 | <1,185> | Telephone | 23,617 | 22,270 | <1,347> | 10,572 | 21,270 |
| 23 | 15 | <8> | Postage | 43 | 30 | <13> | 17 | 40 |
| 1,735 0 | 3,800 0 | 2,065 0 | Trav/Trips/Conference | 2,545 1,195 | 5,525 800 | 2,980 | 3,377 800 | 4,374 800 |
| 10,425 | 10,000 | | Membership Fees Operating Supplies | 1,195 | 14,860 | <395> 735 | 10,524 | 14,766 |
| 37,791 | 35,134 | | Freight Out | 54,685 | 51,264 | <3,421> | 35,941 | 51,726 |
| 1,050 | 1,050 | 0 | Transportation | 2,100 | 2,100 | 0 | 1,000 | 2,000 |
| 0 | 0 | 0 | Postage Stamp O/S | 0 | 0 | 0 | <213> | 29 |
| 0 | 25 | 25 | Security Expense | 0 | 50 | 50 | 0 | 0 |
| 45,229 | 46,164 | | Advertising | 82,938 | 87,589 | 4,651 | 48,812 | 87,185 |
| <4,816> 69,967 | <3,150> 51,025 | 1,666 <18.942> | Vendor Adv. Allowance Direct Mail Adv. | <6,816> 210,008 | <9,150> 191,050 | <2,334> <18,958> | <2,000> 50,049 | <8,072> 190,077 |
| 2,755 | 6,450 | 3,695 | Repairs & Maintenance | 7,366 | 12,960 | 5,594 | 9,495 | 15,479 |
| 94,993 | 93,229 | | Bank Card Expense | 161,268 | 157,930 | <3,338> | 98,779 | 160,718 |
| 1,920 | 0 | | Overs/Shorts | 3,873 | 0 | <3,873> | 1,793 | 1,609 |
| 969 | 0 | | Credit Card Adjustments | 2,770 | 0 | <2,770> | 4,419 | 5,404 |
| 0 | 0 | 0 | Textbook Rental Exp Rentals-Facilities | 0 | 0 | 0 | 0 595 | <468> 1,190 |
| 2,486 | 1,500 | | Rentals-Truck | 3,140 | 1,600 | <1,540> | 1,427 | 1,190 |
| 10,530 | 11,150 | 620 | Professional Services | 27,525 | 22,100 | <5,425> | 11,088 | 24,937 |
| 1,096 | 0 | | Temp Agency Service | 1,096 | 0 | <1,096> | 2,581 | 2,862 |
| 3,752 | 1,050 | <2,702> | Commission Expense | 3,023 | 1,650 | <1,373> | 1,445 | 2,465 |
| 6,443 | 6,443 | | Concession Expense | 25,772 | 25,772 | <0> | 18,411 | 18,511 |
| 0 34,764 | 0 33,722 | 0 <1.042 \ | Alloc of Distr Cntr Payment to UCLA | 0 41,234 | 2 41,072 | 2 <162> | 0 32,188 | 0 37,533 |
| 458,446 | 461,420 | 2,974 | TOTAL OTHER CONTROL. | 922,697 | 939.312 | 16,615 | 489,321 | 933,288 |
| 956,784 | 964,021 | 7,237 | TOTAL CONTROLLABLE EXP | 1,845,893 | 1,868,487 | 22,594 | 980,911 | 1,835,469 |
| | | | GROSS CONTRIBUTION TO | | | | | |
| 1,142,052 | 1,082,644 | 59,408 | SVCS AND ENTERPRISES | 1,357,000 | 1,286,298 | 70,702 | 1,274,104 | 1,511,135 |
| | | | Local Allocated Fun | | | | | |
| | | | Less: Allocated Exp | | | | | |
| 48,874 | 48,269 | <605> | Allocated ExpHR | 96,891 | 94,074 | <2,817> | 41,803 | 82,174 |
| 180,376 | 182,839 | | Allocated Exp. Fin | 338,013 | 350,763 | 12,750 | 174,081 | 336,877 |
| 80,146 | 81,542 | 1,396 | Allocated ExpIS | 148,674 | 154,176 | 5,502 | 87,898 | 172,457 |
| 39,038 | 49,416 | 10,378 | Allocated Exp. Mktg | 70,467 | 93,372 | 22,905 | 37,558 | 71,128 |
| 162,214 | 157,596 | | Allocated Exp Othr SA | 277,659 | 279,406 | 1,747 | 123,716 | 237,221 |
| 81,954 31,306 | 83,562 30,636 | 1,608 | Maintenance Utilities | 158,906 62,439 | 162,874 58,180 | 3,968 <4,259> | 81,392 34,629 | 159,409 68,621 |
| 56,870 | 61,826 | 4,956 | Depreciation | 113,740 | 123,652 | <4,259> 9,912 | 57,876 | 115,641 |
| 680,778 | 695,686 | 14,908 | TOTAL ALLOCATED EXP | 1,266,790 | 1,316,497 | 49,707 | 638,954 | 1,243,527 |
| | | | 1 | | | | | |
| 461,274 | 386,958 | 74,316 | NET INCOME (LOSS) | 90,210 | <30,199> | 120,409 | 635,150 | 267,609 |

UCLA RESTAURANTS INCOME STATEMENT

| SEP. 0. | 2(08/27/17-09/ | 30/17) | | FI | SCAL YEAR 17-1 | 8 | FISCAL YE | AR 16-17 | | |
|------------------|------------------|-------------------|--|------------------|-------------------|-------------------|------------------|-----------------|--|--|
| | URRENT MONTI | | | | 1O(07/30/17-09 | | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD | | |
| | | | | | | | | | | |
| 149,943 | 147,220 | 2,723 | CENTRAL DIVISION | 280,758 | 281,985 | <1,227> | 130,592 | 229,900 | | |
| 142,768 | 151,357 | | NORTH CAMPUS DIVISION | 262,331 | 272,722 | <10,391> | 175,753 | 288,921 | | |
| 95,027 | 125,278 | | SOUTH DIVISION | 195,858 | 230,391 | <34,533> | 130,302 | 237,187 | | |
| 184,603 | 196,959 | | LU VALLE DIVISION | 313,346 | 325,986 | <12,641> | 220,746 | 346,630 | | |
| 217,616 | 203,014 | 14,602 | COOPERAGE DIVISION | 406,655 | 385,667 | 20,988 | 247,925 | 421,941 | | |
| 193,240 | 210,764 | • | SPECIAL EVENTS DIVISION | 296,374 | 323,348 | <26,974> | 200,019 | 303,219 | | |
| 983,196 | 1,034,592 | <51,396> | TOTAL SALES | 1,755,321 | 1,820,099 | <64,778> | 1,105,337 | 1,827,798 | | |
| 338,286 | 247 077 | 7 701 | Lana, Cont. of Colon | 611.027 | /15 500 | 4 475 | 204 204 | (42 000 | | |
| 34.4 | 346,077 33.5 | 7,791 <1.0> | Less: Cost of Sales COST OF SALES % | 34.8 | 615,502 33.8 | 4,475 <1.0> | 384,394 34.8 | 643,980 | | |
| 644,910 | 688,515 | <43,605> | GROSS MARGIN | 1,144,294 | 1,204,597 | <60,303> | 720,943 | 1,183,817 | | |
| 65.6 | 66.6 | <43,605> <1.0> | GROSS MARGIN | 65.2 | 66.2 | <00,303> <1.0> | 65.2 | 1,183,817 | | |
| 05.0 | 00.0 | <1.0> | GRO33 WARGIN 76 | 05.2 | 00.2 | <1.02 | 05.2 | 04.0 | | |
| 66.5 | 69.5 | <3.0> | CENTRAL DIVISION | 66.7 | 69.3 | <2.7> | 61.8 | 62.6 | | |
| 63.6 | 63.2 | | NORTH CAMPUS DIVISION | 64.1 | 63.4 | 0.6 | 63.0 | 62.9 | | |
| 67.6 | 66.9 | | SOUTH DIVISION | 67.1 | 67.2 | <0.2> | 66.0 | 66.3 | | |
| 68.4 | 69.8 | | LU VALLE DIVISION | 68.1 | 68.7 | <0.6> | 70.1 | 68.5 | | |
| 63.6 | 64.9 | | COOPERAGE DIVISION | 63.5 | 64.9 | <1.4> | 64.5 | 64.4 | | |
| 65.6 | 65.5 | 0.1 | SPECIAL EVENTS DIVISION | 63.5 | 64.4 | <0.8> | 65.0 | 63.7 | | |
| 00.0 | 00.0 | 0.1 | SI ESIME EVENTS BIVISION | 00.0 | 04.4 | (0.02 | 03.0 | 03.7 | | |
| 170,157 | 177,077 | <6,920> | OTHER INCOME | 315,206 | 322,474 | <7,268> | 198,895 | 343,825 | | |
| 815,066 | 865,592 | <50,526> | GROSS MARGIN/OTHER | 1,459,499 | 1,527,071 | <67,572> | 919,838 | 1,527,642 | | |
| | | | | | , , , , , | | | | | |
| | | | Less: Controllable Exp | | | | | | | |
| | | | | | | | | | | |
| 306,971 | 320,627 | 13,656 | Career Wages | 577,948 | 603,741 | 25,793 | 325,420 | 608,751 | | |
| 256,276 | 261,067 | 4,791 | Student Wages | 464,560 | 462,827 | <1,733> | 243,692 | 421,497 | | |
| <36,752> | <36,871> | <119> | Labor Recharge | <68,472> | <67,924> | 548 | <36,803> | <67,556 | | |
| 526,494 | 544,823 | 18,329 | TOTAL WAGES | 974,036 | 998,644 | 24,608 | 532,309 | 962,692 | | |
| 53.6 | 52.7 | <0.9> | WAGE % TO SALES | 55.5 | 54.9 | <0.6> | 48.2 | 52.7 | | |
| | | | | | | | | | | |
| 144,387 | 188,475 | 44,088 | Employee Benefits | 289,796 | 362,080 | 72,284 | 164,004 | 327,107 | | |
| 3,370 | 1,940 | <1,430> | Office Supplies | 6,851 | 4,130 | <2,721> | 1,436 | 3,160 | | |
| 3,767 | 3,915 | 148 | Telephone | 7,779 | 7,830 | 51 | 3,372 | 6,902 | | |
| 2,986 | 2,000 | <986> | Training Programs | 3,816 | 3,000 | <816> | 3,017 | 4,01 | | |
| 45,592 | 44,897 | <695> | Paper | 82,322 | 81,815 | < 507 > | 50,739 | 87,76 | | |
| 4.6 | 4.3 | < 0.3 > | Paper % To Sales | 4.7 | 4.5 | <0.2> | 4.6 | 4.8 | | |
| 6,242 | 4,765 | <1,477> | Cleaning Supplies | 11,441 | 9,320 | <2,121> | 6,602 | 11,17 | | |
| <10,146> | <12,500> | <2,354> | Purchasing Rebates | <27,575> | <25,000> | 2,575 | <10,367> | < 19,91 | | |
| 2,527 | 4,130 | 1,603 | Replacements | 5,034 | 6,480 | 1,446 | 11,250 | 13,22 | | |
| 4,218 | 4,855 | 637 | Laundry | 6,687 | 8,935 | 2,248 | 4,876 | 8,405 | | |
| 3,302 | 3,090 | <212> | Uniforms | 5,152 | 4,155 | < 997 > | 4,492 | 6,863 | | |
| 4,270 | 5,460 | 1,190 | Advertising | 19,654 | 20,825 | 1,171 | 5,138 | 6,10 | | |
| 1 | 18 | 17 | Dorm Coupons Expense | 2 | 30 | 28 | <0> | <(| | |
| 7,514 | 6,940 | <574> | Repairs & Maintenance | 16,321 | 12,825 | <3,496> | 8,760 | 14,47 | | |
| 25,995 | 26,846 | 851 | Bank Card Expense | 53,055 | 50,319 | <2,736> | 28,568 | 50,169 | | |
| 1,474 | 1,560 | 86 | Sales Tax Expense | 2,680 | 2,819 | 139 | 1,671 | 2,729 | | |
| 964 | 1,009 | 45 | Overs/Shorts | 1,310 | 1,942 | 632 | 1,788 | 2,37 | | |
| 0 | 0 | 0 | Rentals | 0 | 0 | <0> | 0 | (| | |
| 0 | 425 | 425 | Rentals-Truck | 0 | 800 | 800 | 0 | | | |
| 801 | 344 | <457> | Taxes & Licenses | 1,588 | 688 | < 900 > | 0 | | | |
| 210 | 0 | <210> | Temp Agency Service | 1,710 | 0 | <1,710> | 0 | 28 | | |
| 13,236 | 13,879 | 643 | Commission Expense | 22,381 | 23,006 | 625 | 11,656 | 20,16 | | |
| 260,709 | 302,048 | 41,339 | TOTAL OTHER CONTROL. | 510,006 | 575,999 | 65,993 | 297,000 | 545,01 | | |
| 787,203 | 846,871 | 59,668 | TOTAL CONTROLLABLE EXP | 1,484,042 | 1,574,643 | 90,601 | 829,309 | 1,507,70 | | |
| | | | GROSS CONTRIBUTION TO | | | | | | | |
| 27,863 | 18,721 | 9,142 | SVCS AND ENTERPRISES | <24,543> | <47,572> | 23,029 | 90,530 | 19,93 | | |
| | | | Less Alless to J. Frin | | | | | | | |
| | | | Less: Allocated Exp | | | | | | | |
| E1 40E | E2 224 | 400 | Allocated Evn. UD | 102 214 | 101 055 | ر 1 1 1 1 در | 4E 244 | 07 50 | | |
| 51,635 | 52,324 | 689 2 520 | Allocated ExpHR | 102,216 | 101,055 75,818 | <1,161> | 45,266 | 87,58 70.26 | | |
| 28,051 | 31,571 | 3,520 1,616 | Allocated Exp. Fin | 69,771 | | 6,047 | 29,833 15,063 | 70,36 | | |
| 12,464 | 14,080 8 532 | 1,616 2,461 | Allocated ExpIS Allocated Exp. Mktg | 30,600 14 380 | 33,218 | 2,618 5,725 | | 36,11 14.70 | | |
| 6,071 | 8,532 | | | 14,389 55,780 | 20,114 59,308 | 5,725 | 6,436 | 14,79 | | |
| 25,226 72,165 | 27,212 73,791 | 1,986 1,626 | Allocated Exp Othr SA Maintenance | 139,926 | | 3,528 | 21,202 68,613 | 49,46 134 38 | | |
| 72,165 27,566 | 26,980 | | Utilities | 54,981 | 143,839 51,236 | 3,913 <3,745> | 29,192 | 134,38 57,84 | | |
| 73,734 | 79,293 | <586> 5,559 | Depreciation | 147,466 | 51,236 158,586 | <3,745> 11,120 | 29,192 87,865 | 175,64 | | |
| 296,911 | 313,783 | 16,872 | TOTAL ALLOCATED EXP | 615,128 | 643,174 | 28,047 | 303,471 | 626,20 | | |
| 270,711 | 313,703 | 10,072 | . SIME MELOURIED EAF | 013,120 | 545,174 | 20,047 | 303,471 | 020,20 | | |
| <269,048> | <295,062> | 26,014 | NET INCOME (LOSS) | <639,670> | <690,746> | 51,076 | <212,941> | <606,26 | | |
| | | <u> </u> | , , | | | | | | | |
| 239,291 | 250,712 | <11,421> | TOTAL CUSTOMER COUNT | 440,680 | 458,440 | <17,760> | 294,383 | 495,88 | | |
| 81,877 | 82,901 | | 3RD PARTY CUST COUNT | 153,992 | 156,022 | <2,030> | 105,818 | 185,39 | | |
| 157,414 | 167,811 | | ASUCLA CUSTOMER COUNT | 286,688 | 302,418 | <15,730> | 188,565 | 310,48 | | |
| . , | | -, | | , | =, | -, | / | , , | | |
| 6.54 | 6.33 | 0.21 | TOTAL AVERAGE CHECK | 6.62 | 6.38 | 0.24 | 6.22 | 6.3 | | |
| 8.46 | 8.24 | 0.22 | 3RD PARTY AVG CHECK | 8.56 | 8.30 | 0.26 | 7.91 | 7.9 | | |
| 5.55 | 5.39 | 0.15 | ASUCLA AVERAGE CHECK | 5.58 | 5.40 | 0.19 | 5.26 | 5.3 | | |
| | | | | | | | - | | | |
| 00.704 | 28,008 | <726> | EMPLOYEE HOURS | 51,461 | 49,875 | <1,586> | 30,073 | 52,05 | | |
| 28,734 | | | | | | | | | | |

SERVICES DIVISION INCOME STATEMENT

| CIURLE MUGET VARIANCE 26.102 22.866 3.246 TOTAL SALES 55.780 29.921 5.859 22.966 33.076 26.102 1.806 35.3 1.452 1.806 35.3 1.452 1.806 35.3 1.462 1.806 35.3 1.462 1.806 35.3 1.462 1.806 35.3 1.462 1.806 35.3 1.463 1.806 1.806 1.909 1 | SEP 0 | 02(08/27/17-09/30 | 7/17) |) r | FI | SCAL YEAR 17-1 | 8 | FISCAL YE | AR 16-17 |
|--|---------|--|----------|--------------------------|---------|----------------|----------|-----------|----------|
| ACTUAL BUDGET VARIANCE ACTUAL BUDGET VARIANCE MONTH YTD | | - | | | | | | | |
| 26.102 22.856 3.246 PHOTOGRAPHY 35.780 29.921 5.859 22.966 30.076 26.102 22.856 3.246 TOTAL SALES 35.780 29.921 5.859 22.966 30.076 27.4650 21.051 3.590 GROSS MARGIN 33.973 27.976 5.997 21.160 28.125 94.4 92.1 2.3 SPO GROSS MARGIN 95.0 93.5 1.5 92.1 93.5 94.4 92.1 2.3 PHOTOGRAPHY 95.0 93.5 1.5 92.1 93.5 346.052 297.826 48.226 TRADEMARKS AND LICENSING 589.623 543.617 46.006 24.7175 405.006 102.124 112.506 -4.0322 LEED OPS 212.237 224.643 412.246 410.332 37.844 OTHER INCOME 801.860 768.880 33.770 345.971 605.155 472.826 431.383 41.443 GTHER INCOME 801.860 768.880 33.770 345.971 605.155 466.076 36.515 455.000 700 | | | | l - | | • | | | |
| 26,102 | ACTUAL | DODGET | VARIANCE | l - | ACTUAL | DODOLI | VARIANCE | WONTH | 110 |
| 26,102 | 26 102 | 22 856 | 3 246 | PHOTOGRAPHY | 35 780 | 29 921 | 5 859 | 22 966 | 30.076 |
| 1.452 | | | | | | | | | |
| 24,650 21,051 3,599 GROSS MARGIN 33,973 27,976 5,997 21,100 28,125 | 20,102 | 22,030 | 3,240 | TOTAL SALES | 33,700 | 27,721 | 3,037 | 22,700 | 30,070 |
| 24,650 21,051 3,599 GROSS MARGIN 33,973 27,976 5,997 21,100 28,125 | 1 452 | 1 805 | 353 | Less: Cost of Sales | 1 806 | 1 945 | 139 | 1 806 | 1 947 |
| 94.4 92.1 2.3 GROSS MARGIN % 95.0 93.5 1.5 92.1 93.5 94.4 92.1 2.3 PHOTOGRAPHY 95.0 93.5 1.5 92.1 93.5 346.052 297.826 48.226 13.322 1 TADEMARKS AND LICENSING 102.172 112.506 4.03.22 1 TASED DPS 102.172 112.506 40.3322 14.433 2 37.844 112.506 413.323 37.844 112.506 413.323 37.844 112.506 413.323 37.844 112.506 413.323 141.443 GROSS MARGIN/OTHER 801.860 768.080 33.780 343.971 605.155 10.00 10 | | | | l - | | | | | |
| 94.4 92.1 2.3 PHOTOGRAPHY 95.0 93.5 1.5 92.1 93.5 340.052 297.826 48,226 TRADEMARKS AND LICENSING 102.124 112.506 <10.382> LEASED OPS 212.237 224.463 <12.226> 101.256 200.351 480,176 410.332 37.844 OTHER INCOME 801.860 768.080 33.760 343.971 606.155 472.826 431.383 41.443 6005S MARGINOTHER 835.833 796.056 39.777 365.131 634.284 172.826 431.383 41.443 6005S MARGINOTHER 835.833 796.056 39.777 365.131 634.284 172.826 10.750 17.050 17. | | | | l - | | | | | |
| 346,052 297,826 48,226 TRADEMARKS AND LICENSING 102,124 112,506 <10,382 LEASED OPS 212,237 224,463 <12,226 101,256 200,351 446,176 410,332 37,844 OTHER INCOME 801,660 765,080 33,780 343,971 606,158 472,826 431,383 41,444 41,444 | 7 | 72 | 2.0 | 1 | 70.0 | 70.0 | | , , , , | 70.0 |
| 346,052 297,826 48,226 TRADEMARKS AND LICENSING 102,124 112,506 <10,382 LEASED OPS 212,237 224,463 <12,226 101,256 200,351 446,176 410,332 37,844 OTHER INCOME 801,660 765,080 33,780 343,971 606,158 472,826 431,383 41,444 41,444 | 94 4 | 92 1 | 2.3 | PHOTOGRAPHY | 95.0 | 93.5 | 1.5 | 92.1 | 93.5 |
| 102,124 112,506 <10,382 <143,516 <10,382 <143,517 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <1 | 7 | 72 | 2.0 | | 70.0 | 70.0 | | , , , , | 70.0 |
| 102,124 112,506 <10,382 <143,516 <10,382 <143,517 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <10,417 <1 | 346.052 | 297.826 | 48.226 | TRADEMARKS AND LICENSING | 589.623 | 543.617 | 46.006 | 242.715 | 405.804 |
| A48,176 | | | | | | | | | |
| 172,826 | | | | l - | | | | | |
| Less: Controllable Exp | | | | l - | | | | | |
| 36,706 36,151 <5555 Career Wages 73,415 72,302 <1,113 36,224 71,661 388 388 36,706 36,851 145 TOTAL WAGES 73,415 73,327 <88 36,412 72,049 140.6 161.2 20.6 WAGE % TO SALES 205.2 245.1 39.9 158.5 239.6 16,572 18,647 2,075 Employee Benefits 33,126 37,294 4,168 17,879 35,650 1,251 445 <806 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 498 1,251 445 498 93.6 1,251 445 498 1,251 445 498 1,251 445 4 | , | 101,000 | , | | 000,000 | , | 21,111 | | |
| 36,706 36,151 <5555 Career Wages 73,415 72,302 <1,113 36,224 71,661 388 388 36,706 36,851 145 TOTAL WAGES 73,415 73,327 <88 36,412 72,049 140.6 161.2 20.6 WAGE % TO SALES 205.2 245.1 39.9 158.5 239.6 16,572 18,647 2,075 Employee Benefits 33,126 37,294 4,168 17,879 35,650 1,251 445 <806 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 496 Office Supplies 1,608 890 <718 498 93.6 1,251 445 498 1,251 445 498 93.6 1,251 445 498 1,251 445 498 1,251 445 4 | | | | Less: Controllable Exp | | | | | |
| 0 700 700 Student Wages 0 1,025 1,025 188 38 36,706 36,851 145 TOTAL WAGES 73,415 73,327 <88> 36,412 72,045 140,6 161-2 20.6 WAGE % TO SALES 205.2 245.1 39,9 158.5 239.6 16,572 18,647 2,075 Employee Benefits 33,126 37,294 4,168 17,879 35,655 1,251 445 <806> Office Supplies 1,608 890 <718> 498 930 759 670 <89> Telephone 1,340 1,330 <10> 543 1,081 4,479 6,500 1 Trav/Trjps/Conference 6,519 6,500 <19> 2,000 <0 | | | | | | | | | |
| 0 700 700 Student Wages 0 1,025 1,025 188 38 36,706 36,851 145 TOTAL WAGES 73,415 73,327 <88> 36,412 72,045 140,6 161-2 20.6 WAGE % TO SALES 205.2 245.1 39,9 158.5 239.6 16,572 18,647 2,075 Employee Benefits 33,126 37,294 4,168 17,879 35,655 1,251 445 <806> Office Supplies 1,608 890 <718> 498 930 759 670 <89> Telephone 1,340 1,330 <10> 543 1,081 4,479 6,500 1 Trav/Trjps/Conference 6,519 6,500 <19> 2,000 <0 | 36,706 | 36.151 | <555> | Career Wages | 73,415 | 72.302 | <1.113> | 36.224 | 71,661 |
| 36,706 36,851 145 145 140.6 161.2 20.6 WAGE % TO SALES 205.2 245.1 39.9 158.5 239.6 | | | | o . | · · | | | | 388 |
| 140.6 | 36,706 | | | | 73,415 | | | | 72,049 |
| 16,572 | • | | 20.6 | | | | | | • |
| 1,251 | | | | | | | | | |
| 1,251 | 16,572 | 18.647 | 2.075 | Employee Benefits | 33.126 | 37.294 | 4.168 | 17.879 | 35,650 |
| 759 670 <89> Telephone 1,340 1,330 <10> 543 1,081 47 60 13 Postage 53 120 67 48 120 6,499 6,500 1 Tray/Trips/Conference 6,519 6,500 <19> 2,000 2,000 2,000 2,000 <0 | | The state of the s | | . , | · | | | | 930 |
| 47 | | | | | | | | | |
| 1 | | | | • | | | | | |
| 2,000 | | | | | | | | | |
| 10,012 | | | | | | | | | |
| 0 0 0 0 8ad Debt 0 3,750 3,750 3,750 3,750 2,14,972 2,083 18,084 16,001 Professional Services 4,853 20,168 15,315 2,083 4,166 0 9,25 925 Legal 0 1,850 1,850 0 3,335 1,512 2,100 588 Trademark 5,701 4,200 <1,501> 1,168 7,689 5,106 10,125 5,019 Intern'l Agnt Fee/Tax 15,008 35,200 20,192 11,730 21,966 32,447 26,549 <5,898> Domestic Agency Fee 54,241 45,395 <8,846> 20,438 33,414 0 0 0 0 0 Misc. Bank Charges 0 0 0 0 28 22 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL CONTROL. 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO GROSS CONTRIBUTION TO GROSS CONTRIBUTION TO SUCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 20,902 205,414 34,508 5VCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 20,904 2 | | | | | | | | | |
| 2,083 18,084 16,001 Professional Services 4,853 20,168 15,315 2,083 4,166 0 925 925 Legal 0 1,850 1,850 0 3,335 1,512 2,100 588 Trademark 5,701 4,200 <1,501> 1,168 7,689 5,106 10,125 5,019 Intern'l Agnt Fee/Tax 15,008 35,200 20,192 11,730 21,966 32,447 26,549 <5,898> Domestic Agency Fee 54,241 45,395 <8,846> 20,438 33,414 0 0 0 0 0 0 0 0 28 22 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL CONTROLLABLE EXP 413,554 405,621 <7,9455 | | The state of the s | | | · · | | | | • |
| 0 925 925 Legal 0 1,850 1,850 0 3,335 1,512 2,100 588 Trademark 5,701 4,200 <1,501> 1,168 7,689 5,106 10,125 5,019 Intern'l Agnt Fee/Tax 15,008 35,200 20,192 11,730 21,960 32,447 26,549 <5,898> Domestic Agency Fee 54,241 45,395 <8,846> 20,438 33,414 0 0 0 Misc. Bank Charges 0 0 0 28 28 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL CONTROLL 340,139 332,294 <7,845> 122,191 222,036 232,904 225,969 <6,935> TOTAL CONTROLLABLE EXP 413,554 405,621 <7,933> 158,603 294,085 3,600 3,539 <61> Allocated ExpHR 7,749 | - | | | | _ | | | | |
| 1,512 | • | | | | · · | | | | |
| 5,106 10,125 5,019 Intern'l Agnt Fee/Tax 15,008 35,200 20,192 11,730 21,960 32,447 26,549 <5,898> Domestic Agency Fee 54,241 45,395 <8,846> 20,438 33,414 0 0 0 0 0 0 28 28 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL OTHER CONTROL. 340,139 332,294 <7,845> 122,191 222,036 232,904 225,969 <6,935> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 413,554 405,621 <7,933> 158,603 294,085 239,922 205,414 34,508 SVCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 3,600 3,539 < 61> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 < 92> <t< td=""><td>-</td><td></td><td></td><td>ŭ .</td><td>-</td><td></td><td>· ·</td><td>-</td><td></td></t<> | - | | | ŭ . | - | | · · | - | |
| 32,447 26,549 | | | | | | | | | |
| 0 0 0 Misc. Bank Charges 0 0 0 28 28 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL OTHER CONTROL. 340,139 332,294 <7,845> 122,191 222,036 232,904 225,969 <6,935> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SOCIAL STREET GROSS CONTRIBUTION | | | • | | | | | | |
| 117,909 92,613 <25,296> Payment to UCLA 205,205 162,697 <42,508> 78,992 123,973 196,198 189,118 <7,080> TOTAL OTHER CONTROL. 340,139 332,294 <7,845> 122,191 222,036 123,973 123,973 123,9 | | The state of the s | | | | | | | |
| 196,198 | - | _ | _ | | - | - | - 1 | | |
| 232,904 225,969 <6,935> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 | | | | | | | | | |
| 239,922 205,414 34,508 SVCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 | | | | l - | | | | | |
| 239,922 205,414 34,508 SVCS AND ENTERPRISES 422,280 390,435 31,845 206,528 340,200 Less: Allocated Exp | 232,704 | 223,707 | (0,7557 | <u> </u> | 415,554 | 403,021 | (1,755) | 130,003 | 274,003 |
| Less: Allocated Exp 3,600 3,539 <61> Allocated ExpHR 7,749 7,455 <294> 3,096 6,600 11,138 10,901 <237> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | 239 922 | 205 414 | 34 508 | | 422 280 | 390 435 | 31 845 | 206 528 | 340 200 |
| 3,600 3,539 <61> Allocated ExpHR 7,749 7,455 <294> 3,096 6,600 11,138 10,901 <237> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | 207,722 | 200,111 | 01,000 | OVOG 71115 ENVENT NIGES | 122,200 | 070,100 | 01,010 | 200,020 | 010,200 |
| 3,600 3,539 <61> Allocated ExpHR 7,749 7,455 <294> 3,096 6,600 11,138 10,901 <237> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | Less: Allocated Exp | | | | | |
| 11,138 10,901 <237> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp. Othr SA 22,478 22,306 <172> 5,965 14,739 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | Less. Amounted Exp | | | | | |
| 11,138 10,901 <237> Allocated Exp. Fin 27,073 27,637 564 8,102 20,246 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp. Othr SA 22,478 22,306 <172> 5,965 14,739 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | 3 600 | 3 530 | -61× | Allocated ExpHR | 7 749 | 7 455 | -201 | 3 096 | 6 600 |
| 5,125 5,033 <92> Allocated ExpIS 12,311 12,533 222 4,238 10,774 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp Othr SA 22,478 22,306 <172> 5,965 14,739 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | • | | | | | |
| 2,496 3,050 554 Allocated Exp. Mktg 5,792 7,588 1,796 1,811 4,406 10,374 9,728 <646> Allocated Exp Othr SA 22,478 22,306 <172> 5,965 14,739 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | · | | | | | |
| 10,374 9,728 <646> Allocated Exp Othr SA 22,478 22,306 <172> 5,965 14,739 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | • | | | | | |
| 36,966 37,656 690 Maintenance 71,677 73,396 1,719 14,437 28,276 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | . 0 | | | | | |
| 14,121 13,814 <307> Utilities 28,164 26,234 <1,930> 6,143 12,172 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | ' | | | | | |
| 6,929 6,281 <648> Depreciation 13,858 12,562 <1,296> 6,035 12,070 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | | | | | | | | |
| 90,750 90,002 <748> TOTAL ALLOCATED EXP 189,100 189,711 611 49,828 109,283 | | The state of the s | | | · · | | | | |
| | | | | . · | | | | | |
| 449 479 445 449 99 749 197 199 197 199 199 199 199 199 199 199 | 70,730 | 70,002 | 40 | TOTAL ALLOCATED EAP | 107,100 | 107,711 | 011 | 47,020 | 107,203 |
| - 149 172 115 412 33 760 INELINCOME (LOSS) 1 - 233 170 - 200 727 - 22 755 - 157 701 - 220 017 | 149,172 | 115,412 | 33,760 | NET INCOME (LOSS) | 233,179 | 200,724 | 32,455 | 156,701 | 230,916 |

UCLA STUDENT UNION INCOME STATEMENT

| SEP. 02(08/27/17-09/30/17) | | | FISCAL YEAR 17-18 | | | FISCAL YEAR 16-17 | | |
|----------------------------|----------------|---------------------|--|-----------------|------------------|--------------------------------|-----------------|------------------|
| CURRENT MONTH | | | YTD 2 MO(07/30/17-09/30/17) | | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 51,498 | 56,114 | • | EVENT SERVICES OFFICE | 114,368 | 150,256 | <35,888> | 37,205 | 132,896 |
| 41,588 | 36,597 | 4,991 | AU POST OFFICE | 79,476 | 66,532 | 12,944 | 39,346 | 71,221 |
| 93,086 | 92,711 | 375 | TOTAL SALES | 193,843 | 216,788 | <22,945> | 76,551 | 204,117 |
| 40.021 | 35,792 | بة 020 ₀ | AU Post Office Cost | 78,144 | 65,068 | <13,076> | 38,192 | 69,034 |
| 40,831 4,556 | 9,454 | <5,039> 4,898 | Facilities Costs | 11,339 | 21,905 | < 13,076 <i>></i> 10,566 | 38,192 6,893 | 16,805 |
| 4,556 | 9,454 | 4,090 | Cost of Sales GM RM | 11,339 | 21,905 | 10,366 | 0,693 | 16,603 |
| 45,387 | 45,246 | <141> | Less: Cost of Sales | 89,483 | 86,973 | <2,510> | 45,100 | 85,854 |
| 48.8 | 48.8 | 0.0 | COST OF SALES % | 46.2 | 40.1 | <6.0> | 58.9 | 42.1 |
| 47,699 | 47,465 | 234 | GROSS MARGIN | 104,361 | 129,815 | <25,454> | 31,450 | 118,263 |
| 51.2 | 51.2 | 0.0 | GROSS MARGIN % | 53.8 | 59.9 | <6.0> | 41.1 | 57.9 |
| | | | | | | | | |
| 91.2 | 83.2 | 8.0 | EVENT SERVICES OFFICE | 90.1 | 85.4 | 4.7 | 81.5 | 87.4 |
| 1.8 | 2.2 | <0.4> | AU POST OFFICE | 1.7 | 2.2 | <0.5> | 2.9 | 3.1 |
| | | | | | | | | |
| 413 | 453 | | STUDENT UNION OPS | 1,048 | 878 | 170 | 440 | 1,059 |
| 540 | 2,200 | , | EVENT SERVICES OFFICE | 540 | 2,800 | <2,260> | 11,400 | 11,400 |
| 8,203 | 12,600 | • | STUDENT PROGRAMMING | 11,036 | 12,863 | <1,827> | 12,067 | 12,347 |
| 7,408 | 9,965 | | AU POST OFFICE | 14,032 | 18,115 | <4,083> | 7,082 | 12,686 |
| 16,564 | 25,218 | <8,654> | OTHER INCOME | 26,656 | 34,656 | <8,000> | 30,989 | 37,492 |
| 64,264 | 72,683 | <8,419> | GROSS MARGIN/OTHER | 131,017 | 164,471 | <33,454> | 62,439 | 155,755 |
| | | | Less: Controllable Exp | | | | | |
| | | | Less. Controllable Exp | | | | | |
| 30.237 | 33,168 | 2,931 | Career Wages | 63,377 | 66,338 | 2,961 | 30,765 | 64,988 |
| 24,798 | 25,152 | 354 | Student Wages | 43,894 | 45,073 | 1,179 | 18,738 | 33,766 |
| 55,035 | 58,320 | 3,285 | TOTAL WAGES | 107,271 | 111,411 | 4,140 | 49,503 | 98,754 |
| 59.1 | 62.9 | 3.8 | WAGE % TO SALES | 55.3 | 51.4 | <4.0> | 64.7 | 48.4 |
| | | | | | | | | |
| 20.8 | 19.2 | <1.6> | EVENT SERVICES OFFICE | 18.5 | 14.0 | <4.5> | 29.2 | 15.4 |
| | | | | | | | | |
| 13,765 | 17,473 | 3,708 | Employee Benefits | 28,900 | 34,871 | 5,971 | 15,382 | 32,873 |
| 560 | 875 | 315 | Office Supplies | 1,482 | 1,644 | 162 | 255 | 1,840 |
| 2,925 | 3,185 | 260 | Telephone | 5,844 | 6,372 | 528 | 2,612 | 5,216 |
| 0 | 0 | | Trav/Trips/Conference | 653 | 0 | <653> | 0 | 0 |
| 412 | 1,698 | | Training Programs Annual ASUCLA Events | 705 21,866 | 1,698 20,053 | 993 | 2,016 | 2,016 |
| 10,152 8,326 | 1,081 9,701 | < 9,071> 1,375 | Student Event Exp | 21,866 8,747 | 9,903 | <1,813> 1,156 | <0> 14,062 | 19,044 14,540 |
| 0,320 | 9,701 | 1,375 | Operating Supplies | 0,747 | 9,903 | 0 | 293 | 293 |
| 0 | 0 | 0 | Uniforms | 0 | 0 | 0 | 229 | 229 |
| 0 | 50 | 50 | Advertising | 37 | 549 | 512 | 6 | 485 |
| 249 | 250 | | Business Promotion | 499 | 500 | 1 | 412 | 824 |
| 4,833 | 1,516 | | Repairs & Maintenance | 10,321 | 4,651 | <5,670> | 4,930 | 7,409 |
| 980 | 965 | , | Bank Card Expense | 1,858 | 1,754 | <104> | 847 | 1,664 |
| <216> | 22 | 238 | Overs/Shorts | <3> | 40 | 43 | 0 | 133 |
| 15,417 | 15,417 | 0 | Interaction Fund | 30,833 | 30,834 | 1 | 15,417 | 30,833 |
| 18,680 | 13,500 | | STUDENT UNION EVENT F | 18,921 | 13,750 | <5,171> | 15,815 | 16,203 |
| 76,083 | 65,733 | <10,350> | TOTAL OTHER CONTROL. | 130,664 | 126,619 | <4,045> | 72,277 | 133,602 |
| 131,118 | 124,053 | <7,065> | TOTAL CONTROLLABLE EXP | 237,935 | 238,030 | 95 | 121,780 | 232,356 |
| .// 055 | .E4 070 | .15 405 | GROSS CONTRIBUTION TO | .107.010 | .70 550 | .20.050 | .50.044 | .77. 404 |
| <66,855> | <51,370> | <15,485> | SVCS AND ENTERPRISES | <106,918> | <73,559> | <33,359> | <59,341> | <76,601> |
| | | | Less: Allocated Exp | | | | | |
| | | | Loss. Allocatou Exp | | | | | |
| 5,398 | 5,601 | 203 | Allocated ExpHR | 11,303 | 11,301 | <2> | 4,211 | 9,054 |
| 2,575 | 2,967 | 392 | Allocated Exp. Fin | 7,436 | 9,092 | 1,656 | 2,375 | 8,420 |
| 1,185 | 1,370 | | Allocated ExpIS | 3,377 | 4,114 | 737 | 1,242 | 4,496 |
| 577 | 830 | | Allocated Exp. Mktg | 1,582 | 2,491 | 909 | 531 | 1,823 |
| 2,398 | 2,648 | 250 | Allocated Exp Othr SA | 6,091 | 7,251 | 1,160 | 1,748 | 6,116 |
| 44,829 | 45,712 | 883 | Maintenance | 86,923 | 89,099 | 2,176 | 42,892 | 84,005 |
| 17,124 | 16,759 | <365> | Utilities | 34,154 | 31,827 | <2,327> | 18,249 | 36,162 |
| 11,528 | 12,925 | 1,397 | Depreciation | 23,055 | 25,850 | 2,795 | 13,016 | 26,005 |
| 85,615 | 88,812 | 3,197 | TOTAL ALLOCATED EXP | 173,922 | 181,025 | 7,103 | 84,263 | 176,082 |
| | | | NET INCOME (1.005) | | | | | |
| <152,470> | <140,182> | <12,288> | NET INCOME (LOSS) | <280,840> | <254,584> | <26,256> | <143,603> | <252,683> |

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| SEP. 02(08/27/17-09/30/17) | | | FISCAL YEAR 17-18 | | FISCAL YEAR 16-17 | | | |
|----------------------------|-----------------|--------------|---|-----------------------------|-------------------|---------------------|-----------------|-----------------|
| CURRENT MONTH | | | YTD 2 I | YTD 2 MO(07/30/17-09/30/17) | | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 313,369 | 334,982 | 21,613 | Career Wages | 621,259 | 649,403 | 28,144 | 299,872 | 596,276 |
| 2,799 | 300 | <2,499> | Limited Appointment | 6,485 | 600 | <5,885> | 0 | 0 |
| 29,841 | 30,752 | 911 | Student Wages | 61,576 | 61,468 | <108> | 27,677 | 61,084 |
| 346,009 | 366,034 | 20,025 | TOTAL WAGES | 689,320 | 711,471 | 22,151 | 327,548 | 657,360 |
| 3.8 | 4.2 | 0.4 | WAGE % TO TOTAL SALES | 4.9 | 5.2 | 0.3 | 3.5 | 4.7 |
| 14,735 | 0 | <14,735> | Emp Awards, Profess. | 14,735 | 0 | <14,735> | 178 | 178 |
| 0 | 2,000 | 2,000 | Emp Awards, Students | 0 | 2,000 | 2,000 | 2,000 | 2,000 |
| 139,231 | 162,237 | 23,006 | Employee Benefits | 273,680 | 315,876 | 42,196 | 141,583 | 284,576 |
| 9,776 | 7,424 | <2,352> | Office Supplies | 16,297 | 17,844 | 1,547 | 5,650 | 16,729 |
| 9,742 | 8,346 | <1,396> | Telephone | 17,517 | 16,703 | <814> | 7,999 | 15,356 |
| 748 | 761 | 13 | Postage | 1,422 | 1,616 | 194 | 735 | 1,571 |
| 2,457 | 1,100 | <1,357> | Trav/Trips/Conference | 6,596 | 2,135 | <4,461> | 1,253 | 1,253 |
| 0 | 200 | 200 | Expense Allowance | 666 | 400 | <266> | 251 | 417 |
| 2,501 | 3,356 | 855 | Employee Relations | 3,638 | 3,519 | <119> | 3,234 | 3,368 |
| 57 85 | 724 3,435 | 667 3,350 | Fingerprinting Recruitment | 57 145 | 1,448 4,587 | 1,391 4,442 | 684 4,826 | 1,214 4,946 |
| 275 | 125 | | Operating Supplies | 342 | 250 | 4,442 <92> | 37 | 37 |
| 393 | 350 | | Uniforms | 707 | 700 | <7> | 418 | 712 |
| <510> | <500> | 10 | Security Expense | <459> | <1,000> | <541> | <373> | <17> |
| 0 | 50 | 50 | Security Equipment | 0 | 100 | 100 | <244> | <210> |
| 2,545 | 2,600 | 55 | Alarm Monitoring | 2,665 | 5,200 | 2,535 | 2,970 | 5,561 |
| 2,841 | 1,758 | | Advertising | 2,207 | 3,669 | 1,462 | 1,061 | 2,122 |
| 2,520 | 1,150 | <1,370> | Benefits U Adv | 3,670 | 2,300 | <1,370> | 1,545 | 3,090 |
| 6,735 | 5,839 | | Repairs & Maintenance | 11,366 | 14,966 | 3,600 | 6,299 | 21,874 |
| 723 | 927 | 204 | Repair-Mtce Computer | 1,447 | 1,854 | 407 | 1,249 | 2,765 |
| 11,689 | 12,377 | 688 | Repairs & Mtce-Equip | 21,348 | 24,754 | 3,406 | 15,175 | 28,468 |
| 516 | 78 | <438> | Printing | 1,348 | 114 | <1,234> | 0 | 0 |
| 2,861 | 2,861 | 0 | Bruin One Card Exp | 5,979 | 5,979 | 0 | 4,040 | 8,329 |
| <1> 20,723 | 40 21,086 | 41 363 | Overs/Shorts Insurance Expense | <1> 41,446 | 80 42,172 | 81 726 | 3 19,169 | 11 38,338 |
| 7,383 | 17,252 | 9,869 | Professional Services | 19,688 | 34,504 | 14,816 | 12,048 | 25,578 |
| 1,396 | 1,535 | 139 | Legal | 2,792 | 3,070 | 278 | 1,396 | 2,792 |
| 11,450 | 11,087 | <363> | External Audit | 22,577 | 22,174 | <403> | 10,507 | 20,540 |
| 0 | 500 | 500 | Temp Agency Service | 0 | 900 | 900 | 953 | 1,703 |
| 10,443 | 10,567 | 124 | Internal Audit | 20,885 | 21,134 | 249 | 9,607 | 19,215 |
| 1,184 | 500 | <684> | PROFESSIONAL FEES PCI | 1,424 | 1,000 | <424> | 455 | 910 |
| 10,189 | 11,775 | 1,586 | Board of Directors | 21,241 | 28,775 | 7,534 | 10,881 | 27,872 |
| 0 | 900 | 900 | Special Projects | 24 | 1,250 | 1,226 | 890 | 1,224 |
| 3,811 | 4,778 | 967 | Misc. Bank Charges | 8,588 | 9,278 | 690 | 4,445 | 8,620 |
| 3,142 | 3,900 | | Armored Carrier Expense UCOP Payroll Services | 6,488 | 7,800 | 1,312 | 3,249 | 6,497 15,270 |
| 6,917 23,917 | 6,917 23,417 | | UC PATH CHARGES | 13,833 47,833 | 13,834 46,834 | 1 <999> | 7,635 15,650 | 31,480 |
| 8,292 | 8,292 | < 500 > | Student Med Supp Fund | 16,342 | 16,342 | < 999 <i>3</i> 0 | 15,650 | 31,460 |
| 16,431 | 13,695 | | UCLA Recharge Expense | 32,863 | 27,390 | <5,473> | 13,296 | 26,464 |
| 16,297 | 550 | | Special Events | 16,297 | 3,550 | <12,747> | 165 | 3,130 |
| 351,495 | 353,989 | 2,494 | TOTAL OTHER CONTROL. | 657,693 | 705,101 | 47,409 | 310,919 | 633,980 |
| 697,504 | 720,023 | 22,519 | TOTAL CONTROLLABLE EXP | 1,347,012 | 1,416,572 | 69,560 | 638,467 | 1,291,340 |
| | | | Less: Allocated Exp | | | | | |
| 19,605 | 19,975 | 370 | Maintenance | 38,013 | 38,934 | 921 | 17,521 | 34,316 |
| 7,489 | 7,323 | | Utilities | 14,936 | 13,907 | <1,029> | 7,455 | 14,772 |
| 22,725 | 22,308 | | Depreciation | 45,221 | 44,616 | <605> | 19,329 | 38,539 |
| 49,818 | 49,606 | | TOTAL ALLOCATED EXP | 98,170 | 97,457 | <713> | 44,305 | 87,627 |
| 747,323 | 769,629 | 22,306 | NET EXPENSE | 1,445,182 | 1,514,029 | 68,847 | 682,772 | 1,378,968 |
| <678,962> | <699,058> | <20.096> | Allocated-Svs and Ent | <1,309,652> | <1,373,091> | <63,439> | <616,177> | <1,244,855> |
| <31,812> | <31,812> | 0 | Allocated-USAC | <64,001> | <64,001> | 0 | <31,296> | <62,811> |
| <3,166> | <3,166> | 0 | Allocated-GSA | <6,374> | <6,374> | 0 | <3,182> | <6,388> |
| <33,382> | <35,593> | <2,211> | Allocated-Comm Board | <65,155> | <70,563> | <5,408> | <32,117> | <64,913> |
| <747,323> | <769,629> | <22,306> | TOTAL OTHER | <1,445,182> | <1,514,029> | <68,847> | <682,772> | <1,378,968> |
| 0 | 0 | 0 | TOTAL EXPENSE | 0 | 0 | <0> | <0> | <0> |

FACILITIES DIVISION EXPENSE STATEMENT

| | | 02(08/27/17-09/ | 30/1/) | | I |
|------|--------|-----------------|----------|-------------------------|-------|
| | (| CURRENT MONTI | Н | | Υ |
| ACTU | IAL | BUDGET | VARIANCE | | ACTU |
| 127 | ,493 | 126,322 | <1.171> | Career Wages | 243 |
| | ,166 | 3,753 | | Limited Appointment | 10, |
| | 0 | 796 | 796 | Student Wages | 10, |
| <1 | ,129> | <570> | 559 | Labor Recharge | <1, |
| |),374> | <8,068> | 2.306 | Billed Labor Costs | <20, |
| | ,012> | <4,500> | <3,488> | Capitalized Wages | <1, |
| | ,144 | 117,733 | <3,411> | TOTAL WAGES | 231, |
| 121 | , | 117,700 | (0,111) | TOTAL WAGES | 201, |
| 67 | ,898 | 79,250 | 11,352 | Employee Benefits | 134, |
| | 128 | 78 | | Office Supplies | , |
| | 686 | 708 | 22 | Telephone | 1, |
| | 0 | 0 | 0 | Trav/Trips/Conference |] |
| 5 | ,291 | 5,372 | 81 | Paper | 10, |
| | ,942 | 5,658 | | Cleaning Supplies | 13, |
| | ,067 | 1,455 | 388 | Replacements | 2, |
| | 479 | 468 | | Laundry | |
| 26 | ,343 | 25,150 | | Repairs & Maintenance | 56, |
| | 6,680 | 3,925 | | Repairs & Mtce-Elevator | 10, |
| | 0 | 0 | | Repairs & Mtce-Equip | , |
| | 358 | 950 | 592 | Painting Program | |
| | 0 | 250 | | Incidental Proj Exp | |
| 3 | 3,296 | 3,300 | | Air Conditioning-Maint | 4, |
| | ,882 | 9,282 | | Rub Remvl/Hauling | 21, |
| | 3,087 | 3,269 | 182 | Rodent & Pest Control | 6, |
| _ | 698 | 1,000 | 302 | Rentals-Truck | - ' |
| 134 | ,833 | 140,115 | 5,282 | TOTAL OTHER CONTROL. | 264, |
| | ,977 | 257,848 | 1,871 | TOTAL CONTROLLABLE EXP | 495, |
| | | · | · | | |
| | | | | Less: Allocated Exp | |
| 4.0 | | 04.570 | 0.740 | | 07 |
| | 3,800 | 21,569 | 2,769 | Depreciation | 37, |
| | 3,800 | 21,569 | 2,769 | TOTAL ALLOCATED EXP | 37, |
| 2/4 | ,777 | 279,417 | 4,640 | NET EXPENSE | 533, |
| <235 | 5,914> | <240,722> | <4.808> | Allocated-Svs and Ent | <457, |
| | ,851> | <7,851> | 0 | Allocated-USAC | <15, |
| | 3,069> | <3,069> | - | Allocated-GSA | <6, |
| | 3,338> | <7,800> | 538 | Allocated-Comm Board | <16, |
| | ,605> | <19,975> | | Allocated-A & SS | <38, |
| | ,777> | <279,417> | <4,640> | | <533, |
| | | | | | |
| | 0 | 0 | 0 | TOTAL EXPENSE | |

| F | ISCAL YEAR 17-1 | FISCAL YEAR 16-17 | | |
|------------------|-------------------|-------------------|------------------|------------------|
| YTD 2 | MO(07/30/17-09 | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | |
| 243,666 | 238,320 | <5,346> | 121,338 | 230,576 |
| 10,790 | 7,622 | <3,168> | 3,831 | 7,905 |
| 0 | 1,592 | 1,592 | 0 | 0 |
| <1,749> | <1,235> | 514 | <584> | <1,086> |
| <20,062> | <15,909> | 4,153 | <7,690> | <14,921> |
| <1,012> | <9,000> | <7,988> | <13,133> | <23,253> |
| 231,633 | 221,390 | <10,243> | 103,762 | 199,221 |
| , | | | , | , |
| 134,039 | 153,902 | 19,863 | 70,436 | 137,382 |
| 239 | 336 | 97 | 140 | 238 |
| 1,417 | 1,415 | <2> | 615 | 1,292 |
| 0 | 600 | 600 | 0 | 0 |
| 10,708 | 10,619 | <89> | 4,399 | 9,466 |
| 13,875 | 11,277 | <2,598> | 5,128 | 10,726 |
| 2,288 | 2,769 | 481 | 341 | 1,749 |
| 805 | 911 | 106 | 232 | 691 |
| 56,137 | 55,300 | <837> | 28,550 | 48,409 |
| 10,178 | 7,850 | <2,328> | 512 | 5,896 |
| 0 | 200 | 200 | 326 | 326 |
| 825 | 1,900 | 1,075 | 237 | 554 |
| 0 | 500 | 500 | 240 | 240 |
| 4,786 | 6,600 | 1,814 | 388 | 3,752 |
| 21,538 | 17,907 | <3,631> | 6,344 | 13,770 |
| 6,423 | 6,538 | 115 | 2,977 | 5,954 |
| 968 | 2,000 | 1,032 | 1,327 | 2,750 |
| 264,227 | 280,624 | 16,397 | 122,192 | 243,192 |
| 495,860 | 502,014 | 6,154 | 225,954 | 442,413 |
| | | | | |
| | | | | |
| 27 501 | 42 120 | E E 47 | 10.242 | 27, 407 |
| 37,591 37,591 | 43,138 | 5,547 5,547 | 18,343 18,343 | 36,496 36,496 |
| 533,451 | 43,138 545,152 | 11,701 | 244,298 | 478,909 |
| 555,451 | 545,152 | 11,701 | 244,270 | 470,709 |
| <457,431> | <469,210> | <11,779> | <207,334> | <406,071> |
| <15,702> | <15,702> | 0 | <7,673> | <15,346> |
| <6,138> | <6,138> | 0 | <3,009> | <6,018> |
| <16,167> | <15,168> | 999 | <8,761> | <17,158> |
| <38,013> | <38,934> | <921> | <17,521> | <34,316> |
| <533,451> | <545,152> | <11,701> | <244,298> | <478,909> |
| 0 | 0 | 0 | 0 | 0 |

UTILITIES EXPENSE STATEMENT

| SEP. (| 02(08/27/17-09/3 | | |
|-----------|------------------|----------|------------------------|
| (| CURRENT MONTI | | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 23,798 | 24,136 | 338 | Chiller Water |
| 66,464 | 61,916 | <4,548> | Elec-Non Air Cond. |
| 7,337 | 9,364 | 2,027 | Water-Non Air Cond. |
| 3,790 | 2,757 | <1,033> | Steam-Non Air Cond. |
| 1,893 | 2,949 | 1,056 | Gas |
| 1,550 | 1,551 | 1 | Energy Management |
| 104,832 | 102,673 | <2,159> | TOTAL OTHER CONTROL. |
| 104,832 | 102,673 | <2,159> | TOTAL CONTROLLABLE EXP |
| | | | |
| <90,117> | <88,191> | 1,926 | Allocated-Svs and Ent |
| <2,906> | <2,906> | 0 | Allocated-USAC |
| <1,136> | <1,136> | 0 | Allocated-GSA |
| <3,185> | <3,117> | 68 | Allocated-Comm Board |
| <7,489> | <7,323> | 166 | Allocated-A & SS |
| <104,832> | <102,673> | 2,159 | TOTAL OTHER |
| | | | |
| 0 | 0 | 0 | TOTAL EXPENSE |

| F | ISCAL YEAR 17-1 | FISCAL YEAR 16-17 | | |
|-----------|-----------------|-------------------|-----------|-----------|
| YTD 2 I | MO(07/30/17-09 | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | |
| 56,624 | 49,175 | <7,449> | 25,349 | 51,458 |
| 125,770 | 112,376 | <13,394> | 63,817 | 126,313 |
| 14,390 | 19,184 | 4,794 | 8,777 | 17,278 |
| 5,304 | 5,705 | 401 | 1,715 | 3,045 |
| 3,921 | 5,848 | 1,927 | 2,660 | 4,712 |
| 3,101 | 3,102 | 1 | 1,550 | 3,101 |
| 209,110 | 195,390 | <13,720> | 103,868 | 205,907 |
| 209,110 | 195,390 | <13,720> | 103,868 | 205,907 |
| | | | | |
| <179,737> | <167,480> | 12,257 | <88,213> | <174,801> |
| <5,812> | <5,812> | 0 | <3,214> | <6,428> |
| <2,272> | <2,272> | 0 | <1,260> | <2,520> |
| <6,352> | <5,919> | 433 | <3,727> | <7,386> |
| <14,936> | <13,907> | 1,029 | <7,455> | <14,772> |
| <209,110> | <195,390> | 13,720 | <103,868> | <205,907> |
| 0 | 0 | 0 | 0 | <0> |