ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

November (10/25/15 - 11/21/15)

Prepared

December 09, 2015

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2015 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		NOVE	MBER (10/	25/15 - 11/2 ⁻	1/15)			FY 14	4-15]	FISCAL YEAR 2015-2016					FY 1	4-15			
			CURREN	ГМОМТН				**	,	1			YTD 4 I	MONTHS (0	7/26/15 - 11	/21/15)			*1	*
ACT	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	/ ACT								ACT/	BUD .	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,905		3,365		(460)	(13.7%)	(514)	(15.0%)	3,419		UCLA Store	18,610		18,514		96	0.5%	159	0.9%	18,451	
1,598		1,674		(76)	(4.5%)	(22)	(1.4%)	1,620		UCLA Restaurants	5,582		5,392		190	3.5%	539	10.7%	5,043	
394		455		(61)	(13.4%)	49	14.2%	345		Services Division	1,458		1,531		(73)	(4.8%)	80	5.8%	1,378	
136		135		1	0.7%	10	7.9%	126		UCLA Student Union	428		512		(84)	(16.4%)	(57)	(11.8%)	485	
5,033		5,629		(596)	(10.6%)	(477)	(8.7%)	5,510		TOTAL	26,078		25,949		129	0.5%	721	2.8%	25,357	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,127	38.8%	1,183	35.2%	(56)	3.6	(41)	4.6	1,168		UCLA Store	5,927	31.8%	5,848	31.6%	79	0.2	206	0.8	5,721	31.0%
1,148	71.8%	1,177	70.3%	(29)	1.5	8	1.4	1,140	70.4%	UCLA Restaurants	3,986	71.4%	3,772	70.0%	214	1.4	468	1.6	3,518	69.8%
394	100.0%	454	99.8%	(60)	0.2	50	0.3	344	99.7%	Services Division	1,457	99.9%	1,529	99.9%	(72)	0.0	81	0.0	1,376	99.9%
84	61.8%	76	56.3%	8	5.5	20	11.0	64	50.8%	UCLA Student Union	250	58.4%	297	58.0%	(47)	0.4	(13)	4.2	263	54.2%
2,753	54.7%	2,890	51.3%	(137)	3.4	37	5.4	2,716	49.3%	TOTAL	11,620	44.6%	11,446	44.1%	174	0.5	742	1.7	10,878	42.9%
										WAGES & BENEFITS										
540	18.6%	548	16.3%	8	(2.3)	(1)	(2.8)	539	15.8%	UCLA Store	2,231	12.0%	2,256	12.2%	25	0.2	(57)	(0.2)	2,174	11.8%
643	40.2%	636	38.0%	(7)	(2.2)	(5)	(8.0)	638	39.4%	UCLA Restaurants	2,540	45.5%	2,498	46.3%	(42)	8.0	(107)	2.7	2,433	48.2%
53	13.5%	54	11.9%	1	(1.6)	(3)	1.0	50	14.5%	Services Division	213	14.6%	216	14.1%	3	(0.5)	(10)	0.1	203	14.7%
69	50.7%	65	48.1%	(4)	(2.6)	(8)	(2.3)	61	48.4%	UCLA Student Union	260	60.7%	259	50.6%	(1)	(10.1)	(16)	(10.4)	244	50.3%
1,305	25.9%	1,303	23.1%	(2)	(2.8)	(17)	(2.5)	1,288	23.4%	TOTAL	5,244	20.1%	5,229	20.2%	(15)	0.1	(190)	(0.2)	5,054	19.9%
										OTHER CONTROLLABLES										
235	8.1%	264	7.8%	29	(0.3)	3	(1.1)	238		UCLA Store	1,094	5.9%	1,146	6.2%	52	0.3	15	0.1	1,109	6.0%
144	9.0%	166	9.9%	22	0.9	18	1.0	162	10.0%	UCLA Restaurants	573	10.3%	575	10.7%	2	0.4	(22)	0.6	551	10.9%
175	44.4%	188	41.3%	13	(3.1)	(35)	(3.8)	140	40.6%	Services Division	553	37.9%	564	36.8%	11	(1.1)	(83)	(3.8)	470	34.1%
53	39.0%	49	36.3%	(4)	(2.7)	6	7.8	59	46.8%	UCLA Student Union	179	41.8%	190	37.1%	11	(4.7)	11	(2.6)	190	39.2%
607	12.1%	667	11.8%	60	(0.3)	(8)	(1.2)	599	10.9%	TOTAL	2,399	9.2%	2,475	9.5%	76	0.3	(79)	(0.1)	2,320	9.1%
										CONTRIBUTION										
352	12.1%	371	11.0%	(19)	1.1	(39)	0.7	391		UCLA Store	2,602	14.0%	2,446	13.2%	156	8.0	164	0.8	2,438	13.2%
361	22.6%	376	22.5%	(15)	0.1	22	1.7	339		UCLA Restaurants	873	15.6%	699	13.0%	174	2.6	339	5.0	534	10.6%
166 (38)	42.1% (27.9%)	212	46.6%	(46) 0	(4.5) 0.2	12 18	(2.5)	154 (56)	44.6%	Services Division UCLA Student Union	691 (190)	47.4% (44.4%)	749 (151)	48.9%	(58) (39)	(1.5) (14.9)	(12)	(3.6)	703 (171)	51.0%
841	16.7%	(38) 921	(28.1%) 16.4%	(80)	0.2	13	16.5 1.7	828	. ,	TOTAL	3.976	15.2%	3,743	(29.5%) 14.4%	233	0.8	(19) 472	(9.1)	3,504	(35.3%) 13.8%
841	16.7%	921	16.4%	(80)	0.3	13	1.7	828	15.0%	TOTAL	3,976	15.2%	3,743	14.4%	233	0.8	4/2	1.4	3,304	13.8%
										ALLOCATED EXPENSES										
521	10.4%	552	9.8%	31	(0.6)	22	(0.5)	543	9.9%	Admin&Support Services	2,108	8.1%	2,225	8.6%	117	0.5	91	0.6	2,199	8.7%
230	4.6%	200	3.6%	(30)	(1.0)	(38)	(1.1)	192	3.5%	Maintenance Division	893	3.4%	828	3.2%	(65)	(0.2)	(88)	(0.2)	805	3.2%
105 195	2.1% 3.9%	110	2.0%	5	(0.1)	15	0.1	120 205	2.2%	Utilities	405	1.6%	430 845	1.7%	25 71	0.1	21 43	0.1	426	1.7%
1,051	20.9%	211 1,073	3.7% 19.1%	16 22	(0.2) (1.8)	10 9	(0.2) (1.7)	1,060	3.7% 19.2%	Depreciation TOTAL	774 4,180	3.0% 16.0%	4,328	3.3% 16.7%	148	0.3 0.7	43 67	0.2 0.7	817 4,247	3.2% 16.7%
1,051	20.9%	1,073	19.1%	22	(1.8)	9	(1.7)	1,060	19.2%	1	4,180	16.0%	4,328	16.7%	148	0.7	67	0.7	4,247	16.7%
(04.0)	(4.00()	(450)	(0.70()	(F0)	(4.5)	00		(000)	(4.00/)	NET INCOME (LOSS)	(00.4)	(0.00()	(F05)	(0.00()	204		F00		(7.40)	(0.00()
(210)	(4.2%)	(152)	(2.7%)	(58)	(1.5)	22	0.0	(232)	(4.2%)	FROM OPERATIONS	(204)	(0.8%)	(585)	(2.3%)	381	1.5	539	2.1	(743)	(2.9%)
										OTHER INC/(EXP)										
7	0.1%	0	0.0%	7	0.1	7	0.1	0		Non-Recurrent Inc/(Exp)	26	0.1%	0	0.0%	26	0.1	(18)	(0.1)	44	0.2%
10	0.2%	15	0.3%	(5)	(0.1)	(3)	0.0	13	0.2%	Interest Income	55	0.2%	56	0.2%	(1)	0.0	(4)	0.0	59	0.2%
(37)	(0.7%)	(41)	(0.7%)	4	0.0	7	0.1	(44)		Interest (Expense)	(148)	(0.6%) 0.0%	(165)	(0.6%)	17 0	0.0 0.0	29 0	0.1 0.0	(177)	(0.7%) 0.0%
0 226	0.0% 4.5%	0 223	0.0% 4.0%	3	0.0	13	0.0 0.6	213	0.0% 3.9%	Income Taxes Student Union Fee Income	0 905	3.5%	0 891	0.0% 3.4%	14	0.0	53	0.0	0 852	3.4%
206	4.5%	197	3.5%	9	0.6	24	0.8	182	3.3%	TOTAL	838	3.2%	782	3.4%	56	0.1	60	0.1	778	3.1%
(4)	(0.1%)	45	0.8%	(49)	(0.9)	46	0.8	(50)		NET INCOME (LOSS)	634	2.4%	197	0.8%	437	1.6	599	2.3	35	0.1%
(4)	(0.1%)	40	ს. 8%	(49)	(0.9)	40	U.ŏ	(၁0)	(0.9%)	INCOME (LUSS)	034	2.4%	197	U.8 %	43/	7.0	วษษ	2.3	ათ	U.1%

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2015 (\$000's) DIVISIONS FULLY ALLOCATED

ACTUA	AL			25/15 - 11/2	1,10,			FY 14							R 2015-201					
	AL.	CURRENT MONTH				**					YTD 4 MONTHS (07/26/15 - 11/21/15)						*	4-15 *		
\$		BUDG			VARIA	NCE		LAST YE	AR ACT		ACTU	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT
\$				ACT/	BUD	ACT/LY	ACT								ACT/	BUD	ACT/L	Y ACT		
	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,905		3,365		(460)	(13.7%)	(514)	(15.0%)	3,419		UCLA Store	18,610		18,514		96	0.5%	159	0.9%	18,451	
1,598		1,674		(76)	(4.5%)	(22)	(1.4%)	1,620		UCLA Restaurants	5,582		5,392		190	3.5%	539	10.7%	5,043	
394		455		(61)	(13.4%)	49	14.2%	345		Services Division	1,458		1,531		(73)	(4.8%)	80	5.8%	1,378	
136		135		1	0.7%	10	7.9%	126		UCLA Student Union	428		512		(84)	(16.4%)	(57)	(11.8%)	485	
5,033		5,629		(596)	(10.6%)	(477)	(8.7%)	5,510		TOTAL	26,078		25,949		129	0.5%	721	2.8%	25,357	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,127	38.8%	1,183	35.2%	(56)	3.6	(41)	4.6	1,168		UCLA Store	5,927	31.8%	5,848	31.6%	79	0.2	206	0.8	5,721	31.0%
1,148	71.8%	1,177	70.3%	(29)	1.5	8	1.4	1,140		UCLA Restaurants	3,986	71.4%	3,772	70.0%	214	1.4	468	1.6	3,518	69.8%
	100.0%	454	99.8%	(60)	0.2	50	0.3	344		Services Division	1,457	99.9%	1,529	99.9%	(72)	0.0	81	0.0	1,376	99.9%
84	61.8%	76	56.3%	8	5.5	20	11.0	64		UCLA Student Union	250	58.4%	297	58.0%	(47)	0.4	(13)	4.2	263	54.2%
2,753	54.7%	2,890	51.3%	(137)	3.4	37	5.4	2,716	49.3%	TOTAL	11,620	44.6%	11,446	44.1%	174	0.5	742	1.7	10,878	42.9%
_										TOTAL CONTROLLABLES	_		_						_	
775	26.7%	812	24.1%	37	(2.6)	1	(4.0)	776		UCLA Store	3,326	17.9%	3,402	18.4%	76	0.5	(43)	(0.1)	3,283	17.8%
787	49.2%	802	47.9%	15	(1.3)	13	0.2	800		UCLA Restaurants	3,113	55.8%	3,073	57.0%	(40)	1.2	(129)	3.4	2,984	59.2%
227 121	57.6% 89.0%	242 114	53.2% 84.4%	15 (7)	(4.4) (4.6)	(37)	(2.5) 6.2	190 120	55.1% 95.2%	Services Division UCLA Student Union	766 440	52.5% 102.8%	780 448	50.9% 87.5%	14 8	(1.6) (15.3)	(93) (6)	(3.7) (13.3)	673 434	48.8% 89.5%
1,910	37.9%	1,970	35.0%	60	(4.6) (2.9)	(1) (24)	(3.7)	1,886		TOTAL	7.645	29.3%	7,703	29.7%	58	(15.3) 0.4	(271)	_ ` /	7,374	29.1%
1,910	37.9%	1,970	33.0%	00	(2.9)	(24)	(3.1)	1,000	34.2%	TOTAL	7,043	29.3%	1,103	29.170	36	0.4	(211)	(0.2)	1,314	29.1%
						45.51				CONTRIBUTION										
352	12.1%	371	11.0%	(19)	1.1	(39)	0.7	391		UCLA Store	2,602	14.0%	2,446	13.2%	156	0.8	164	0.8	2,438	13.2%
361	22.6%	376	22.5%	(15)	0.1	22 12	1.7	339	20.9%	UCLA Restaurants	873	15.6%	699 749	13.0%	174	2.6	339	5.0	534 703	10.6%
166 (38)	42.1% (27.9%)	212 (38)	46.6% (28.1%)	(46) 0	(4.5) 0.2	12	(2.5) 16.5	154 (56)		Services Division UCLA Student Union	691 (190)	47.4% (44.4%)	(151)	48.9% (29.5%)	(58) (39)	(1.5) (14.9)	(12) (19)	(3.6) (9.1)	703 (171)	51.0% (35.3%)
841	16.7%	921	16.4%	(80)	0.2	13	1.7	828		TOTAL	3.976	15.2%	3.743	14.4%	233	0.8	472	1.4	3.504	13.8%
041	10.770	321	10.470	(00)	0.5	13		020	13.070		3,310	13.2 /0	3,743	14.470	200	0.0	712	1.4	3,304	13.070
400	.=		4= 00/		(4.0)		(4.0)		4= 00/	ALLOCATED EXPENSES		44.00/		40.407						40 =0/
496	17.1%	515	15.3%	19	(1.8)	25	(1.9)	521		UCLA Store	2,211	11.9%	2,288	12.4%	77	0.5	98	0.6	2,309	12.5%
390 68	24.4%	378 92	22.6%	(12) 24	(1.8)	(2)	(0.4)	388 61	24.0% 17.7%	UCLA Restaurants Services Division	1,377	24.7%	1,355 334	25.1%	(22) 101	0.4 5.8	(18)	2.2 0.5	1,359 227	26.9%
97	17.3% 71.3%	88	20.2% 65.2%	(9)	2.9 (6.1)	(7) (7)	0.4 0.1	90	71.4%	UCLA Student Union	233 359	16.0% 83.9%	354	21.8% 68.6%	(8)	(15.3)	(6) (7)	(11.3)	352	16.5% 72.6%
1.051	20.9%	1,073	19.1%	22	(1.8)	9	(1.7)	1.060		TOTAL	4.180	16.0%	4,328	16.7%	148	0.7	67	0.7	4,247	16.7%
1,001	20.070	1,070	10.170		(1.0)		()	1,000	10.270		4,100	10.070	4,020	10.1 70	140	0.7	0.	0.7	7,2-77	10.170
										NET INCOME (LOSS)										
(145)	(2.9%)	(145)	(2.6%)	0	(0.3)	(15)	(0.5)	(130)	(2.40/\	FROM OPERATIONS UCLA Store	392	1.5%	158	0.6%	234	0.9	263	1.0	129	0.5%
(29)	(0.6%)	(145)	0.0%	(27)	(0.3)	19	0.3	(48)	(,	UCLA Store UCLA Restaurants	(504)	(1.9%)	(656)	(2.5%)	152	0.9	321	1.4	(825)	(3.3%)
98	1.9%	121	2.1%	(23)	(0.0)	5	0.3	93	(,	Services Division	457	1.8%	415	1.6%	42	0.0	(19)	(0.1)	476	1.9%
(134)	(2.7%)	(126)	(2.2%)	(8)	(0.5)	13	0.0	(147)		UCLA Student Union	(549)	(2.1%)	(502)	(1.9%)	(47)	(0.2)	(26)	0.0	(523)	(2.1%)
(210)	(4.2%)	(152)	(2.7%)	(58)	(1.5)	22	0.0	(232)		TOTAL	(204)	(0.8%)	(585)	(2.3%)	381	1.5	539	2.1	(743)	(2.9%)
			. ,	` '	` '					OTHER INC/(EXP)	` '		` '						` '	
7	0.1%	0	0.0%	7	0.1	7	0.1	0	0.0%	Non-Recurrent Inc/(Exp)	26	0.1%	0	0.0%	26	0.1	(18)	(0.1)	44	0.2%
10	0.2%	15	0.3%	(5)	(0.1)	(3)	0.0	13		Interest Income	55	0.2%	56	0.2%	(1)	0.0	(4)	0.0	59	0.2%
(37)	(0.7%)	(41)	(0.7%)	4	0.0	7	0.1	(44)	(0.8%)	Interest (Expense)	(148)	(0.6%)	(165)	(0.6%)	17	0.0	29	0.1	(177)	(0.7%)
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%
226	4.5%	223	4.0%	3	0.5	13	0.6	213	3.9%	Student Union Fee Income	905	3.5%	891	3.4%	14	0.1	53	0.1	852	3.4%
206	4.1%	197	3.5%	9	0.6	24	0.8	182	3.3%	TOTAL	838	3.2%	782	3.0%	56	0.2	60	0.1	778	3.1%
(4)	(0.1%)	45	0.8%	(49)	(0.9)	46	0.8	(50)	(0.9%)	NET INCOME (LOSS)	634	2.4%	197	0.8%	437	1.6	599	2.3	35	0.1%

ASUCLA P/L Reconciliation Nov-15

Financial Analysis							
	No	ov-15					
Budgeted Net Income/(Loss)	+	\$45					
UCLA Store	+	-					
Gross Margin:	+	†					
Bearwear below plan: promotional events were not repeated from last year as product offerings related to Athletics were scaled back due to program changes	(60)						
Campus Portrait Studio above plan mostly due to sitting schedule for yearbooks was opened earlier than originally budgeted	3						
Market below plan due to poor One Day Sale, decline in beverage sales due to cold weather and reduced customer traffic due to the reopening of stairs next to Engineering	(8)						
Essentials below plan due to poor One Day Sale performance and a decline in customer traffic due to the reopening of the stairs next to the Engineering building	(5)						
E-Commerce above plan due to Score Big promotion along with other targeted promotions	16						
New Text below plan due to timing of Winter 2016 sales orders for Anderson Department that will occur in December	(6)						
Course Reader Solutions above plan due to an increase in digital sales and lower printing costs than expected	4						
HSS General Merchandise above plan due to better than expected performance for the Monster Sale and unplanned computer supply sales	3						
HSS Dental below plan due to timing of backordered merchandise	(5)						
Total Wages below plan	3						
Other, positive controllables mostly bank card expense and payment to UCLA	36						
Total Contribution		(19					
UCLA Restaurants							
Gross Margin:		ļ					
Wetzels/RX below plan as customer traffic is unexpectedly down in most Ackerman restaurants	(11)						
Greenhouse below plan due as customer traffic is unexpectedly down in most Ackerman restaurants	(8)	<u> </u>					
Northern Lights above plan mostly due to average check higher than plan	5						
No Campus Student Ctr above plan mostly due to average check higher than plan	10						
CSSC below plan due to closing of Southern Lights with water leak	(10)	-					
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	9						
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights Cooperage below plan as this area was budgeted aggressively for sales rebound that has not happened yet. Sales in most Ackerman restaurants (1st Fl. and A-Level) are softer than expected	(3)						
Kikka Sushi above plan due to sales in new location better than expected	4						
Music Café above plan due to more customer traffic than last year and some additional customers captured from closure of Southern Lights	5						
Catering below plan due to loss of Football training table events	(26)						
Concessions below plan due to one less basketball game was scheduled	(5)						
Total Wages higher than plan	(4)						
Other, positive controllables (mostly paper and commission expense)	13						
Total Contribution		(15					
Services							
Gross Margin:							
Licensing International below plan due to poor performance in Europe and adjustment lowering previously reported estimated income for Japan	(20)						
Licensing Domestic below plan due to aggressive budget for royalty from jersey sales which substantially decreased compared to prior year	(26)						
Photography below plan due to one major project was not repeated this year and also clients are booking less jobs	(13)						
Other, positive controllables mainly in Licensing	13						
Total Contribution		(46					
UCLA Student Union	4	ļ					
Gross Margin:							
Student Union Ops above plan due to an increase from Parents Weekend reservations	9	<u> </u>					
Post Office below plan due to a decrease in international sales from new postal regulations	(2)	ļ					
Total Wages above plan	(2)						
Other, negative controllables	(5)						
Total Contribution	+-	C					
Allocated Expenses and Other	21	 					
A&SS below plan mostly career and student wages Utilities below plan higher electric charges (more days read this year than prior) are offset with sayings in steam and chiller water	31	\vdash					
Utilities below plan: higher electric charges (more days read this year than prior) are offset with savings in steam and chiller water Maintenance above plan due to repoir for an unexpected water leak in Southern Lights and for alevators located in Askerman and Korckhoff	(30)	 					
Maintenance above plan due to repairs for an unexpected water leak in Southern Lights and for elevators located in Ackerman and Kerckhoff Depreciation lower than plan due to timing of capitals and reduced expenditures.							
Depreciation lower than plan due to timing of capitals and reduced expenditures	16	†					
Interest expense below plan due to prior year refinancing of AU debt Other mostly positive non-requirement income.	5	-					
Other, mostly positive non-recurrent income Total	3	3					
Actual Net Income/(Loss)	+	(\$4					

ASUCLA P/L Reconciliation Year-To-Date Through November 2015

Financial Analysis S							
Budgeted Net Income/(Loss)		\$19					
IICT A Chana							
UCLA Store Gross Margin:							
Bearwear below plan mostly due to negative results in November sales related to reduction in promotional events	(44)						
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks	20						
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted	8						
Market above plan due to increased warm/hot weather good for beverage business and campus visitor traffic strong during the Special Olympics	9						
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(21)						
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	46						
Used Text below plan due to lower availability of used books	(27)						
Course Reader Solutions above plan mostly due to print sales shift from in-store to 3rd party	22						
Computer Store above plan due to higher department sales and a large lab school order	35						
LuValle Books above plan due to strong sales of Law textbooks	14						
HSS Dental above plan mostly due to addition of a hygiene school	12						
Total Wages lower than plan	1						
Other, positive controllables mostly freight out, advertising and employee benefits	81						
Total Contribution	01	15					
UCLA Restaurants		13					
Gross Margin:							
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(27)						
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(15)						
No Campus Student Ctr above plan mostly due to average check higher than plan	23						
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	37						
Cooperage below plan due to aggressive budget for sales rebound that has not occurred, (sales in most Ackerman restaurants 1st floor and A-Level softer than expected)	(15)						
Kikka Sushi above plan due to sales in new location better than expected	15						
Music Café above plan due to more customer traffic than last year	15						
Catering above plan due to catered events not budgeted for Special Olympics (partially offset by loss of Football training table events)	80						
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	79						
Total Wages higher than plan	(33)						
Other, negative other controllables (\$7K) offset by small positive margins in various other areas	15						
Total Contribution	15	17					
Services							
Gross Margin:							
Licensing International below plan due to mostly to poor performance in Europe and adjustment for prior month estimates for Japan	(36)						
Licensing Domestic below plan due to aggressive jersey sales budget and "College Vault" line sales down in connection with the game against Texas that were not repeated	(11)						
Photography below plan due to an aggressive budget (less on campus events)	(22)						
Other, mostly positive controllables mainly in Licensing	11						
Total Contribution		(5					
UCLA Student Union							
Gross Margin:							
Student Union Ops below plan mostly due to Special Olympics loss of one of the primary clients for this summer	(42)						
AU Post Office below plan due to marketplace changes mostly lower postage sales	(5)						
Total Wages lower than plan	3						
Other, positive controllables mainly student union event fund	5						
Total Contribution		(3					
Allocated Expenses and Other							
A&SS below plan mostly career wages, employee benefits and insurance expense	117						
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, LuValle roof, prevention of water leaks in Kerchkoff, elevator repairs)	(65)						
Utilities lower than plan mostly chiller water due to reduced use of steam for heating and possible positive impact from the installation of frequency drives for the pumps	25						
Depreciation lower than plan due to timing of capitals and reduced expenditures	71						
Interest Expense below plan due to prior year refinancing of AU debt	17						
Various positive non-recurrent income	26						
Other, mostly positive student fee income	13						
Total		20					
Actual Net Income/(Loss)		\$63					

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month	Prior Month	Prior Year
	November 2015	October 2015	July 2015
ASSETS			
OUDDENT ASSETS			
CURRENT ASSETS:	# 44.007	# 40.004	011 101
Cash and cash equivalents	\$11,887	\$12,604	\$11,434
Accounts receivable	3,747	4,968	4,012
Less: Allowance for doubtful accounts	(297)	(299)	(263)
Accounts receivable, net	3,450	4,669	3,749
Student fees receivable	1,394	1,168	489
Inventories	6,364	6,558	5,893
Prepaid expenses and other current assets	202	203	278
Total current assets	23,297	25,202	21,843
LONG TERM ASSETS			
Long term note receivable	\$200	\$200	\$200
			68,112
Property, equipment and improvements Less: Accumulated depreciation	68,627	68,545	
•	(44,535)	(44,340)	(43,761)
Total long term assets	24,292	24,405	24,551
TOTAL ASSETS	\$47,589	\$49,607	\$46,394
	. ,	. ,	· ,
LIABILITIES AND RETAINED EARNINGS			
EIABILITIES AND RETAINED LARMINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,536	\$7,001	\$5,291
Wages and payroll taxes payable	2,807	2,853	3,324
Sales tax payable & other liabilities	943	1,430	767
Interest payable	287	250	139
Deferred income	720	723	235
Funds held for others	126	175	102
Current portion of long term debt	736	736	736
Total current liabilities	11,155	13,168	10,594
LONG TERM DEBT:	0.505	0.505	0.505
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
TOTAL LIABILITIES	20,750	22,763	20,189
TOTAL LIABILITIES	20,730	22,703	20,109
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	634	639	281
. 53. 15 30.0 (100 1100 1100 (1000)	004	555	201
Ending Balance	26,839	26,844	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$47,589	\$49,607	\$46,394

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS November 2015

(\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$4)	\$634	\$35
Adjustments to reconcile net income/(loss) to net	(+ -/	4551	***
cash provided/(used) by operating activities:			
Depreciation	195	774	817
(Increase)/decrease in current assets:	4 0 4 0	000	(4.000)
Accounts receivable	1,219	299	(1,698)
Student fees receivable Inventories	(226) 194	(905) (471)	(852) (207)
Prepaid expenses and other current assets	194	76	130
Increase/(decrease) in current liabilities:	'	70	100
Accounts payable	(1,467)	245	439
Sales tax payable & other liabilities	(487)	176	428
Wages and payroll taxes payable	(46)	(517)	(74)
Interest payable	37	148	176
Deferred Income	(3)	485	524
Funds held for others	(49)	24	(22)
Net cash provided/(used) by operating activities	(636)	968	(305)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(81)	(515)	(346)
Net cash used in investing activities	(81)	(515)	(346)
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	(717)	453	(652)
CASH AND CASH EQUIVALENTS, Beginning	12,604	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$11,887	\$11,887	\$10,229

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION November 2015 (\$000's)

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$11,887
Ackerman A Level and First Floor Remodel	(2,905)
Student Service Center	(295)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(3,425)
Adjustment for Cash Overdraft Entry	(1,220)
Uncommitted Cash	7,242
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,026
RESERVE SURPLUS (DEFICIT)	(\$2,784)

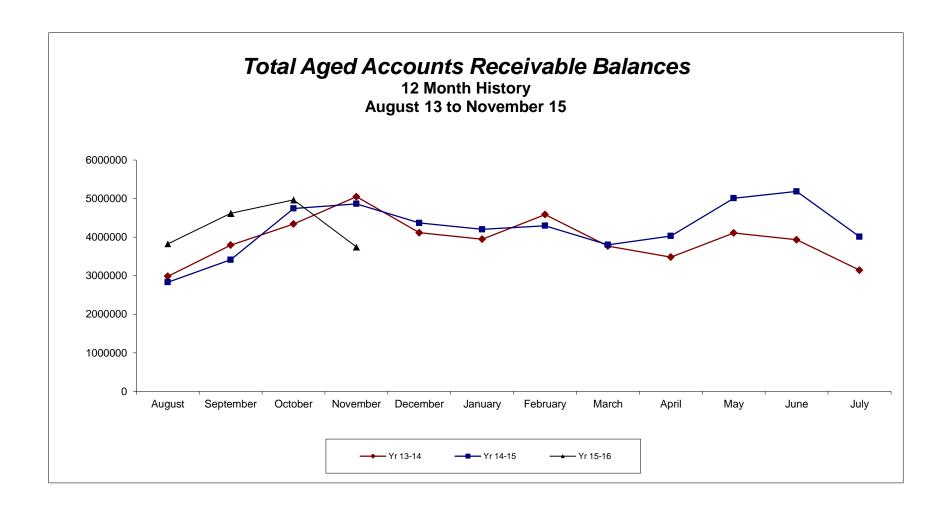
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2015-2016 November 2015

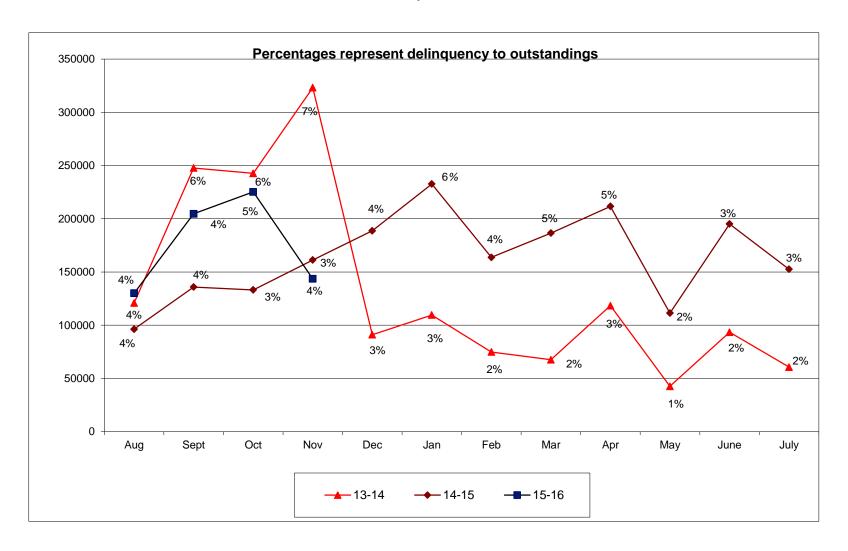
		PROJECTED							
PROJEC [*]	T NAME	BUDGET				Remaining		Over	_
A OLIOL A			Pavments	PO's	Total	Balance	Pendina	(Under)	Status
<u>ASUCLA</u> 2015-001	A Level/1st Floor Remodel	1,000.0	95.0	0.0	95.0	905.0		0.0	In Progress
Total Store		1,000.0	95.0	0.0	95.0 95.0	905.0	0.0	0.0	III Progress
Store/Serv									
2015-002	Store General Replacement	50.0	3.9	0.0	3.9	46.1		0.0	In Progress
2015-003	Informal Photo-Equipment	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2015-004	DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2015-005	DC Equipment - Tunnel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-006	DC Dock Retrofit - Tunnel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-007	HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008	Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-009	AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store	e/Services	505.0	3.9	0.0	3.9	46.1	455.0	0.0	g
Food Serv	ice								
2015-010	FS Miscellaneous and Unanticipated	50.0	0.0	12.8	12.8	37.2		0.0	In Progress
2015-011	FS Patio Furniture Upgrade	20.0	15.0	5.6	20.6	0.0		0.6	Completed Awaiting Invoice
2015-012	FS New trash/recycling/compost receptacles	75.0	0.0	12.8	12.8	62.2		0.0	In Progress
2015-013	LV New cash stands and re-lamination of counters	25.0	0.0	18.3	18.3	6.7		0.0	In Progress
2015-014	NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015	Commissary Dish Machine	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
Total Food	Services	240.0	15.0	49.5	64.5	106.1	70.0	0.6	
Technolog	<u>y</u>								
2015-016	Printer Replacement	2.0	0.0	0.0	0.0	0.0	2.0	0.0	Pending
2015-017	PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018	Kronos Replacement.	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2015-019	Network Infrastructure Upgrade	180.0	159.0	4.5	163.5	16.5		0.0	In Progress
2015-020	Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
Total Tech	nology	357.0	159.0	4.5	163.5	16.5	177.0	0.0	
Others									
2015-021	Fac. Misc. Remodels	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2015-022	KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023	KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-024	NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025	KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026	LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027	SUO Omni Locks	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-028	Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-029	Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-030	Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031	LP Security System	40.0	4.2	0.0	4.2	35.8		0.0	In Progress
Total Othe	rs	415.0	4.2	0.0	4.2	35.8	375.0	0.0	
Total Curr	ent Year Projects	2,517.0	277.1	54.0	331.1	1,109.5	1,077.0	0.6	
*			· -						

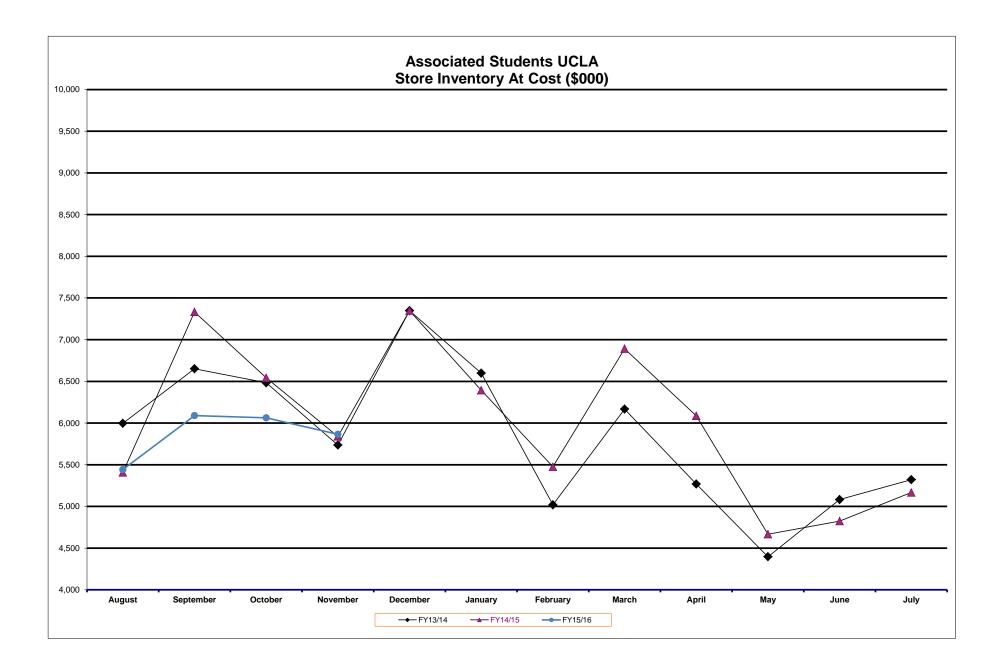
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

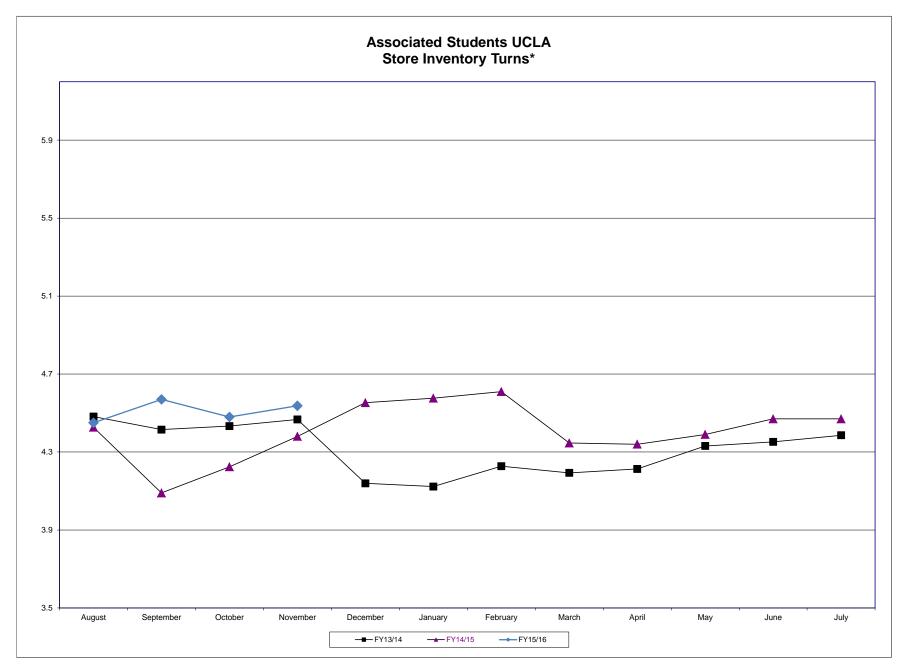
11/21/2015 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$612,832	18%	\$185,984	73%	\$16,410	31%	\$10,341	43%	\$9,992	31%	\$15,615	44%	\$851,174	23%
ASUCLA PUBLICATIONS	\$156,315	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$156,315	4%
ASUCLA USA/GSA	\$89,939	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,939	2%
DUE FROM VENDORS	\$400,089	12%	\$56,288	22%	\$11,747	22%	\$9,311	38%	\$21,813	69%	\$14,542	42%	\$513,790	14%
DENTAL KITS	\$443,801	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$443,801	12%
OTHER	\$1,646,575	49%	\$11,757	5%	\$24,142	47%	\$4,624	19%	\$152	0%	\$4,831	14%	\$1,692,081	45%
TOTAL CURRENT MONTH	\$3,349,551	100%	\$254,029	100%	\$52,299	100%	\$24,276	100%	\$31,957	100%	\$34,988	100%	\$3,747,100	100%
	89%		7%		1%		1%		1%		1%		100%	
10/24/2015 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$726,155	17%	\$372,742	83%	\$17,090	26%	\$17,907	19%	\$8,897	26%	\$10,839	35%	\$1,153,630	23%
ASUCLA PUBLICATIONS	\$156,028	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$156,028	3%
ASUCLA USA/GSA	\$71,534	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,534	2%
DUE FROM VENDORS	\$276,353	6%	\$14,422	3%	(\$5,253)	-8%	\$12,933	14%	\$23,164	68%	\$15,442	50%	\$337,061	7%
DENTAL KITS	\$543,261	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$543,261	11%
OTHER	\$2,516,319	58%	\$65,627	14%	\$54,986	82%	\$62,551	67%	\$1,942	6%	\$4,770	15%	\$2,706,195	54%
TOTAL CURRENT MONTH	\$4,289,650	100%	\$452,791	100%	\$66,823	100%	\$93,391	100%	\$34,003	100%	\$31,051	100%	\$4,967,709	100%
	86%		9%		1%		2%		1%		1%		100%	
9/25/2015 Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,137,628	27%	\$61,826	50%	\$27,426	25%	\$11,284	82%	\$9,660	19%	\$4,330	14%	\$1,252,154	26%
ASUCLA PUBLICATIONS	\$81,256	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,256	2%
ASUCLA USA/GSA	\$61,568	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$61,568	2%
DUE FROM VENDORS	\$461,666	11%	(\$9,462)	-8%	\$18,703	17%	(\$3,413)	-25%	\$34,364	69%	\$22,909	76%	\$524,767	11%
DENTAL KITS	\$697,302	16%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$697,302	15%
OTHER	\$1,850,418	43%	\$70,851	58%	\$64,378	58%	\$5,904	43%	\$6,014	12%	\$3,094	10%	\$2,000,659	44%
TOTAL CURRENT MONTH	\$4,289,838	100%	\$123,215	100%	\$110,507	100%	\$13,775	100%	\$50,038	100%	\$30,333	100%	\$4,617,706	100%
	93%		3%		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.

NOV	04(10/25/15-11/2	21/15)	1		ISCAL YEAR 15-1	16	FISCAL Y	EAR 14-15
	CURRENT MONTH				MO(07/26/15-11			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
803,838	1,200,330	4206 402s	ACADEMIC SUPPORT DIV	7,744,977	7,963,573	<218,596>	1,211,463	8,025,014
1,332,380	1,451,788		GENERAL MDSE DIVISION	5,159,434	5,137,653	21,781	1,522,779	5,039,512
140,918	142,000		HILLTOP SHOP	374,453	394,400	<19,947>	129,189	361,965
158,723	154,467	4,256	LU VALLE COMMONS STORE	1,032,079	1,019,804	12,275	166,213	1,023,764
168,274	143,000	25,274	E-COMMERCE DIVISION	638,350	648,000	<9,650>	141,902	653,602
181,295 2,785,428	195,286 3,286,871		HEALTH SCIENCES STORE TOTAL SALES	3,114,524 18,063,818	2,851,024 18,014,454	263,500 49,364	186,563 3,358,110	2,838,446 17,942,303
2,703,120	5/200/07 1	1001/1107	TOTAL STEED	10,003,010	10,011,101	13,501	3,330,110	17,75 12,505
1,765,881	2,169,341	403,461	Less: Cost of Sales	12,609,338	12,598,868	<10,470>	2,237,785	12,656,630
			Lossy Christman					
			Less: Shrinkage					
2,717	3,670	953	ACADEMIC SUPPORT DIV	28,802	26,690	<2,112>	4,046	31,521
6,452	6,135		GENERAL MDSE DIVISION	25,388	21,710	<3,678>	6,471	21,236
662	680	18	HILLTOP SHOP	1,737	1,860	123	627	1,703
988 3	590 520	<398> 517	LU VALLE COMMONS STORE E-COMMERCE DIVISION	6,047 <530>	4,430 2,350	<1,617> 2,880	1,090 542	6,094 2,476
1,160	1,090		HEALTH SCIENCES STORE	11,604	10,410	<1,194>	1,048	10,413
11,981	12,685	704	SHRINKAGE	73,049	67,450	<5,599>	13,823	73,443
1,777,862	2,182,026	404,164	TOTAL COST OF SALES	12,682,387	12,666,318	<16,069>	2,251,608	12,730,073
63.4	66.0	2.6	COST OF SALES %	69.8	69.9	0.1	66.6	70.5
1,007,566	1,104,845	<97,279>	GROSS MARGIN	5,381,430	5,348,136	33,294	1,106,502	5,212,229
36.6	34.0	2.6	GROSS MARGIN %	30.2	30.1	0.1	33.4	29.5
0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.0>	0.4	0.4
36.2	33.6	2.6	NET GROSS MARGIN %	29.8	29.7	0.1	33.0	29.1
			ACADEMIC CURRORS ST.					
14.7 46.0	13.4 46.8	1.3	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	17.7 49.0	17.1 49.2	0.6 <0.3>	11.4 46.8	16.5 49.0
40.9	39.2	1.7	HILLTOP SHOP	41.1	39.8	1.2	38.3	39.8
40.6	40.7		LU VALLE COMMONS STORE	32.1	30.9	1.2	37.0	29.4
50.1	51.6		E-COMMERCE DIVISION	51.1	52.1	<1.0>	53.3	51.2
38.8	36.9	1.9	HEALTH SCIENCES STORE	21.6	22.9	<1.3>	37.0	22.6
119,755	78,298	41,457	OTHER INCOME	545,766	499,461	46,305	61,180	508,342
1,127,321	1,183,143	<55,822>	GROSS MARGIN/OTHER	5,927,196	5,847,597	79,599	1,167,681	5,720,571
			Less: Controllable Exp					
			Less. Controllable Exp					
244,987	253,486	8,499	Career Wages	990,128	1,020,005	29,877	250,510	1,003,327
2,385	0		Limited Appointment	5,984	0	<5,984>	717	717
155,541 402,913	152,657 406,143	<2,884> 3,230	Student Wages TOTAL WAGES	685,699 1,681,810	662,619 1,682,624	<23,080> 814	151,683 402,910	624,148 1,628,192
14.5	12.4	<2.1>	WAGE % TO SALES	9.3	9.3	0.0	12.0	9.1
							-	-
137,498	142,308	4,810	Employee Benefits	549,468	573,527	24,059	135,654	545,615
6,050 11,554	7,507 13,660	1,457 2,106	Office Supplies Telephone	37,680 50,095	39,423 53,880	1,743 3,785	6,483 14,058	38,247 52,690
80	13,000	2,100	Telex	320	320	3,763	80	32,090
18	13	<5>	Postage	81	52	<29>	77	145
436	2,800	2,364	Trav/Trips/Conference	3,978	6,400	2,422	1,907	7,715
0 2,656	75 3,640	75 984	Membership Fees Operating Supplies	800 21,672	875 20,590	75 <1,082>	100 2,728	100 19,946
21,243	17,875	<3,368>		98,889	124,265	25,376	24,274	142,124
1,109	900		Transportation	3,815	3,600	<215>	900	3,603
53	0	<53>	Merchandise Losses	53	0	<53>	0	0
<7>	0	7	Postage Stamp O/S	<7>	0	7	186	89
0 26,632	0 25,320	0 <1,312>	Uniforms Advertising	0 129,739	400 140,495	400 10,756	0 22,806	426 134,486
<2,735>	<1,575>	1,160	Vendor Adv. Allowance	<8,953>	<6,475>	2,478	22,800	<5,617>
70,807	70,050	<757>	Direct Mail Adv.	260,968	260,200	<768>	55,633	263,525
1,874	2,170	296	Repairs & Maintenance	29,094	20,728	<8,366>	4,548	18,905
49,586 897	59,397 0	9,811 <897>	Bank Card Expense Overs/Shorts	283,744 5,429	286,495 0	2,751 <5,429>	59,548 <3,513>	286,727 <998>
233	0		Credit Card Adjustments	1,776	0	<1,776>	336	4,554
<1,570>	0	1,570	Textbook Rental Exp	<297>	1,273	1,570	11	1,583
547	0		Rentals-Facilities	1,661		<1,661>	501	2,004
0 9,785	0 11,500	0 1,715	Rentals-Truck Professional Services	1,168 45,811	1,600 46,000	432 189	0 4,438	1,604 17,097
1,327	1,500	1,713	Temp Agency Service	1,032	1,500	468	1,269	1,269
963	2,080	1,117	Commission Expense	8,971	9,740	769	40	2,801
11,682	11,682	0	Concession Expense	35,120	35,121	1	11,865	30,377
0 21,707	0 34,826	0 13,119	Alloc of Distr Cntr Payment to UCLA	0 81,636	5 99,373	5 17,737	0 29,581	0 85,322
372,425	405,808	33,383	TOTAL OTHER CONTROL.	1,643,744	1,719,387	75,643	373,510	1,654,658
775,338	811,951	36,613	TOTAL CONTROLLABLE EXP	3,325,554	3,402,011	76,457	776,420	3,282,850
351,983	371,192	~10 200 >	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	2,601,642	2,445,586	156,056	391,262	2,437,722
331,703	3/1,174	\13,ZU3>	O. SO AND ENTEN NOUS	2,001,072	۵,777,300	130,030	331,202	221,122
			Less: Allocated Exp					
34,289	35,277	988	Allocated ExpHR	129,038	146,254	17,216	34,195	140,212
117,745	127,119	9,374	Allocated Exp. Fin	554,392	585,093	30,701	148,130	635,556
56,186	60,712	4,526	Allocated ExpIS	269,456	298,344	28,888	50,884	295,690
27,363	28,627	1,264	Allocated Exp. Mktg	128,031	129,334	1,303	28,853	128,001
75,732 88 476	87,110 73,843	11,378 <14,633>	Allocated Exp Othr SA Maintenance	405,342	415,395	10,053	82,352 74,772	409,277 312,831
88,476 37,987	73,843 37,293		Maintenance Utilities	343,598 146,776	304,761 146,311	<38,837> <465>	74,772 43,489	312,831 154,381
58,518	65,523	7,005	Depreciation	233,940	262,092	28,152	58,570	233,908
496,297	515,504	19,207	TOTAL ALLOCATED EXP	2,210,573	2,287,584	77,011	521,245	2,309,857
<144,314>	<144,312>	<i>-</i> 2\	NET INCOME (LOSS)	391,069	158,002	233,067	<129,983>	127,865
\177,J14>	\177,J14>	\ 2>	1100111 (1000)	331,003	130,002	/200	~16J,7UJ>	12/,003

NOV I	04(10/25/15-11/2	21/15)	1		ISCAL YEAR 15-1	6 1	EISCVI AI	EAR 14-15
	CURRENT MONTH				MO(07/26/15-11/			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
155,189	179,657		CENTRAL DIVISION	543,075	594,396	<51,321>	169,404	525,645
254,967	238,942	16,025	NORTH CAMPUS DIVISION	770,875	721,034	49,841	226,598	642,432
140,242	146,933	.,	SOUTH DIVISION	552,758	525,990	26,768	145,038	515,406
292,195 330,591	299,290 328,533	<7,095> 2,058	LU VALLE DIVISION COOPERAGE DIVISION	888,634 1,053,283	909,368 1,066,999	<20,734> <13,716>	285,968 306,896	829,490 908,745
194,796	241,943	2,036 <47,147>	SPECIAL EVENTS DIVISION	935,232	787,311	147,921	243,043	814,806
1,367,981	1,435,298	<67,318>		4,743,856	4,605,098	138,758	1,376,947	4,236,524
1,507,501	1,155,250	(07,510)	TOTAL SALES	1,7 15,050	1,003,030	130,730	1,570,517	1,230,321
450,103	496,234	46,131	Less: Cost of Sales	1,595,804	1,619,495	23,691	480,340	1,524,964
32.9	34.6	1.7	COST OF SALES %	33.6	35.2	1.5	34.9	36.0
917,878	939,064	<21,186>	GROSS MARGIN	3,148,053	2,985,603	162,450	896,607	2,711,560
67.1	65.4	1.7	GROSS MARGIN %	66.4	64.8	1.5	65.1	64.0
66.5	60.0		CENTER AL DEL GOTON		c= =			
66.5 67.1	68.3 63.7	<1.8>	CENTRAL DIVISION NORTH CAMPUS DIVISION	66.1 64.8	67.5 64.3	<1.4> 0.4	68.3 63.4	66.6 64.0
66.9	64.3	2.6	SOUTH DIVISION	66.5	64.3	2.2	63.1	63.5
70.7	67.3	3.4	LU VALLE DIVISION	69.6	66.7	2.9	68.4	67.2
67.0	65.4	1.7	COOPERAGE DIVISION	65.5	64.8	0.7	65.1	62.3
65.9	63.7	2.1	SPECIAL EVENTS DIVISION	66.6	61.9	4.7	61.8	61.8
230,062	238,362	<8,300>	OTHER INCOME	838,086	786,490	51,596	243,017	806,542
1,147,940	1,177,426	<29,486>	GROSS MARGIN/OTHER	3,986,139	3,772,093	214,046	1,139,623	3,518,102
			Less: Controllable Exp					
295,377	292,863	∠2 E1/A×	Career Wages	1 104 250	1 175 690	∠19 570s	285,827	1 1/6 126
295,377	292,863 700	<2,514> 700	Limited Appointment	1,194,259 0	1,175,680 700	<18,579> 700	285,827 2,778	1,146,126 7,408
228,505	221,179		Student Wages	836,144	806,120	<30,024>	2,776	7,406
<49,968>	<45,154>	4,814	Labor Recharge	<168,833>	<153,932>	14,901	<43,222>	<143,303>
473,915	469,588	<4,327>	TOTAL WAGES	1,861,569	1,828,568	<33,001>	481,814	1,789,364
34.6	32.7	<1.9>	WAGE % TO SALES	39.2	39.7	0.5	35.0	42.2
168,694	166,426		Employee Benefits	678,657	669,529	<9,128>	156,388	643,583
1,111	1,585	474	Office Supplies	7,009	6,715	<294>	1,967	6,147
3,604	4,383	779	Telephone	16,551	17,519	968	4,420	16,442
500 55,898	500 64,867	0 8,969	Training Programs Paper	7,675 215,727	9,500 220,158	1,825 4,431	598 61,042	6,402 204,173
4.1	4.5	0.4	Paper % To Sales	4.6	4.8	0.2	4.4	4.8
5,257	5,220		Cleaning Supplies	22,604	19,461	<3,143>	7,499	18,112
<10,065>	<10,350>	<285>	Purchasing Rebates	<37,522>	<41,400>	<3,878>	<10,067>	<41,349>
3,996	2,360		Replacements	16,833	11,060	<5,773>	3,001	12,131
4,898	4,887	<11>	Laundry	18,016	19,948	1,932	6,665	19,118
2,298	870	<1,428>	Uniforms	9,585	5,000	<4,585>	2,213	6,819
1,801	2,345	544	Advertising	23,905	45,605	21,700	2,045	40,797
0	100	100	Menu Development	0	400	400	0	0
0	19	19	Dorm Coupons Expense	2	51	49	1	1
10,590	5,552	<5,038>		42,272	21,724	<20,548>	8,255	43,583
39,487 2,309	45,252 2,081	5,765	Bank Card Expense	146,596	151,610	5,014	40,799	131,269
<3,320>	1,154	4,474	Sales Tax Expense Overs/Shorts	7,271 5,147	6,703 4,047	<568> <1,100>	2,031 1,896	6,329 9,549
16	1,134	4,474 <16>	Credit Card Adjustments	83	4,047	<1,100 <i>></i> <83>	1,696	9,549
440	250	<190>	Rentals	2,513	2,500	<13>	245	2,394
18	400	382	Rentals-Truck	1,306	1,650	344	838	2,043
0	0	0	Taxes & Licenses	75	75	0	0	75
0	650	650	Professional Services	0	650	650	0	0
30	0	<30>	Temp Agency Service	5,280	1,000	<4,280>	0	2,281
25,517	33,469	7,952	Commission Expense	62,254	71,292	9,038	28,776	64,763
313,077	332,020	18,943	TOTAL OTHER CONTROL.	1,251,839	1,244,797	<7,042>	318,612	1,194,662
786,992	801,608	14,616	TOTAL CONTROLLABLE EXP	3,113,409	3,073,365	<40,044>	800,425	2,984,026
360,948	375,818	<14,870>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	872,730	698,728	174,002	339,198	534,076
300,9 4 8	3/3,818	<14,8/0>	SAM WIND CINIEKLYIDED	0/2,/30	090,728	1/4,002	337,178	334,070
			Less: Allocated Exp					
40,332	40,788	456	Allocated ExpHR	143,317	158,756	15,439	40,892	153,988
64,768	63,223		Allocated Exp. Fin	187,059	183,045	<4,014>	70,180	181,301
30,906	30,195	<711>	Allocated ExpIS	91,318	93,152	1,834	24,107	80,083
15,051	14,238		Allocated Exp. Mktg	43,089	40,606	<2,483>	13,670	36,263
41,658	43,324	1,666	Allocated Exp Othr SA	135,978	130,075	<5,903>	39,016	113,644
74,585	59,932		Maintenance	289,652	247,347	<42,305>	63,032	263,716
32,023	30,262	<1,761>		123,731	118,725	<5,006>	36,661	130,143
90,776 390,099	95,779 377 741	5,003 <12,358>	Depreciation TOTAL ALLOCATED EXP	362,591 1 376 736	383,116	20,525 <21,914>	100,009	399,519 1 358 657
390,099	377,741	\12,338>	TOTAL ALLOCATED EAP	1,376,736	1,354,822	\Z1,914>	387,568	1,358,657
<29,152>	<1,923>	<27,229>	NET INCOME (LOSS)	<504,006>	<656,094>	152,088	<48,370>	<824,582>
,	,	,	1 ' '	,	, , , , , , , , , , , , , , , , , , ,	,	,	,
395,607	413,957	<18,350>	TOTAL CUSTOMER COUNT	1,296,818	1,296,075	743	406,060	1,228,488
137,120	140,681	<3,561>	3RD PARTY CUST COUNT	456,958	453,125	3,833	141,784	442,666
258,487	273,276	<14,789>	ASUCLA CUSTOMER COUNT	839,860	842,950	<3,090>	264,276	785,822
5.99	5.82	0.18	TOTAL AVERAGE CHECK	5.99	5.80	0.20	5.68	5.62
7.56	7.61	<0.05>	3RD PARTY AVG CHECK	7.56	7.39	0.17	7.44	6.36
5.16	4.90	0.27	ASUCLA AVERAGE CHECK	5.14	4.94	0.20	4.74	4.69
29,835	29,809	-26~	EMPLOYEE HOURS	113,184	112,970	<214>	32,137	113,289
29,835 45.85	29,809 48.15		SALES/LABOR HOUR	41.91	40.75	<214> 1.16	32,137 42.85	37.40
1 75.05	70.13	\2.50>	John LELO, DIDOR HOOR	71.71	10.73	1.10	72.03	37.40

SERVICES DIVISION INCOME STATEMENT

NOV.	04(10/25/15-11/2	1/15)		F	ISCAL YEAR 15-1	6 1	FISCAL YE	AR 14-15
	CURRENT MONTH	• •			MO(07/26/15-11/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
7,086	20,000	<12,914>	PHOTOGRAPHY	47,778	69,500	<21,722>	14,062	58,722
7,086	20,000	<12,914>	TOTAL SALES	47,778	69,500	<21,722>	14,062	58,722
	,	•		·	•	,	,	·
327	300		Less: Cost of Sales	1,608	1,350	<258>	238	2,025
6,759	19,700	<12,941>	GROSS MARGIN	46,170	68,150	<21,980>	13,824	56,697
95.4	98.5	<3.1>	GROSS MARGIN %	96.6	98.1	<1.4>	98.3	96.6
95.4	98.5	<3.1>	PHOTOGRAPHY	96.6	98.1	<1.4>	98.3	96.6
200 017	224 455	45 620	TRADEMARKS AND LICENSING	1 012 421	1 050 550	.47.120	222 140	024 225
288,817	334,455	-,	TRADEMARKS AND LICENSING	1,012,431	1,059,559	<47,128>	233,148	931,325
97,972 386,789	100,310 434,765		Leased ops Other income	398,241 1,410,672	401,623	<3,382> <50,510>	97,319 330,468	387,776
393,548	454,465		GROSS MARGIN/OTHER	1,410,672	1,461,182 1,529,332	<72,490>	344,291	1,319,101 1,375,798
393,340	454,405	<00,917>	GROSS MARGIN/OTTIER	1,430,042	1,329,332	2,490	344,291	1,3/3,/90
			Less: Controllable Exp					
			Less. Controllable Exp					
34,520	34,800	280	Career Wages	141,681	139,200	<2,481>	33,504	133,852
230	900		Student Wages	766	2,925	2,159	290	2,548
34,750	35,700	950	TOTAL WAGES	142,448	142,125	<323>	33,793	136,400
490.4	178.5	<311.9>	WAGE % TO SALES	298.1	204.5	<93.6>	240.3	232.3
17,949	18,570	621	Employee Benefits	70,928	73,969	3,041	16,575	66,149
948	700	<248>	Office Supplies	1,503	2,800	1,297	2,037	2,960
574	700	126	Telephone	2,980	2,800	<180>	693	2,615
26	105	79	Postage	57	420	363	84	139
45	50	5	Trav/Trips/Conference	7,123	10,200	3,077	0	10,001
2,000	2,000	0	Enforcement	5,500	5,500	0	2,000	5,818
0	0	0	Enforcement Adv.	0	0	0	0	500
787	3,550	,	Business Promotion	8,474	14,200	5,726	6,242	17,849
0	100		Repairs & Maintenance	816	400	<416>	0	520
2,554	2,483		Professional Services	8,803	9,932	1,129	2,083	8,332
3,728	250	<3,478>		3,978	1,000	<2,978>	550	2,200
12,642	3,800		Trademark	20,665	15,200	<5,465>	3,399	19,405
82,503	85,255		Intern'l Agnt Fee/Tax	103,305	102,880	<425>	77,201	113,650
15,100	17,712	•	Domestic Agency Fee	77,613	78,722	1,109	10,244	59,088
53,838 192,694	71,074		Payment to UCLA TOTAL OTHER CONTROL.	311,928 623,671	320,167 638,190	8,239 14,519	35,586 156,694	227,210
227,445	206,349 242,049	13,655 14,604	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	766,119	780,315	14,196	190,488	536,437 672,837
227,773	272,079	17,007	GROSS CONTRIBUTION TO	700,119	760,515	14,190	190,400	072,037
166,103	212,416	<46,313>	SVCS AND ENTERPRISES	690,723	749,017	<58,294>	153,803	702,961
100,103	212,110	(10,515)	SVCS AND ENTERNINGES	030,723	7 15,017	(30,231)	155,005	702,301
			Less: Allocated Exp					
2,957	3,101	144	Allocated ExpHR	10,940	12,388	1,448	2,868	11,750
15,350	16,557	1,207	Allocated Exp. Fin	44,536	50,436	5,900	14,466	46,168
7,618	8,205	587	Allocated ExpIS	22,524	26,620	4,096	5,127	21,614
3,710	3,869	159	Allocated Exp. Mktg	10,679	11,566	887	2,907	9,596
10,268	11,772	1,504	Allocated Exp Othr SA	33,307	37,060	3,753	8,298	30,315
15,694	27,872	12,178	Maintenance	60,948	115,032	54,084	13,263	55,491
6,738	14,084	7,346	Utilities	26,035	55,256	29,221	7,714	27,385
6,097	6,361	264	Depreciation	24,387	25,444	1,057	6,238	24,924
68,431	91,821	23,390	TOTAL ALLOCATED EXP	233,356	333,802	100,446	60,882	227,243
07.675	120 505	-22 222	NET INCOME (LOCC)	457.065	445.345	40.450	02.024	475 716
97,672	120,595	<22,923>	NET INCOME (LOSS)	457,367	415,215	42,152	92,921	475,718

UCLA STUDENT UNION INCOME STATEMENT

CURRENT MONTH	NOV. 04(10/25/15-11/21/15)] [FISCAL YEAR 15-16			FISCAL YEAR 14-15		
ACTUAL BUDGET VARIANCE Co. ACTUAL BUDGET VARIANCE MONTH							LAST YEAR ACTUAL		
0 77 <77. STUDENT UNION OPERATIONS 0 331 <331 < 22 0 8]					YTD
0 77									
0 0 0 0 RECREATION & CAMES 10 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			•		,	,			208,171
38,871	_				-				32
104,630	-	-	-		-	-	-	-	5
38,470		·	· · · · · · · · · · · · · · · · · · ·				· ·		189,046
13,917 13,450 <46/> 0 0 0 0 0 0 0 0 0 0	104,630	104,126	504	TOTAL SALES	344,436	420,266	5,830	95,337	397,254
13,917 13,450 <46/> 0 0 0 0 0 0 0 0 0 0	29 470	4E 422	6.052	ALL Post Office Cost	144 406	172 262	20 057	E2 222	188,622
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					,				33,694
S2_387					,	,			0
S0.1 56.5 6.5 COST OF SALES % 51.8 51.1 C0.6 65.4						-			222,317
\$2,243							· ·		56.0
19.9									174,938
0.0 100.0 0.			· · · · · · · · · · · · · · · · · · ·						44.0
0.0 100.0 0.				1					
0.0 0.0	78.8	76.7	2.2	EVENT SERVICES OFFICE	82.7	82.9	<0.1>	77.7	83.8
1.0 2.2 <1.2> AU POST OFFICE 2.6 2.2 0.4 <4.6>	0.0	100.0	<100.0>	STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	100.0	100.0
24,747	0.0	0.0			0.0	0.0	0.0	0.0	99.4
6,603 8,176 <1,573> All POST OFFICE 33,671 92,065 8,394> 30,538 83,593 76,480 7,113 GROSS MARGIN/OTHER 249,798 297,440 <47,642> 63,517	1.0	2.2	<1.2>	AU POST OFFICE	2.6	2.2	0.4	<4.6>	0.2
6,603 8,176 <1,573> All POST OFFICE 33,671 92,065 8,394> 30,538 83,593 76,480 7,113 GROSS MARGIN/OTHER 249,798 297,440 <47,642> 63,517					_				_
31,351 31,226 125 OTHER INCOME 83,671 92,065 <8,394> 30,538						,			54,374
B3,593 76,480 7,113 GROSS MARGIN/OTHER 249,798 297,440 <47,642 63,517									33,558
Less: Controllable Exp 33,113							· ·		87,932
33,113 30,859 <2,254 Career Wages 126,210 123,436 <2,774 29,325 Student Wages 66,394 71,755 5,361 15,656 Student Wages 66,394 71,755 5,361 15,656 Student Wages 49,094 <1,672 TOTAL WAGES 192,604 195,191 2,587 44,981 48.5 47.2 <1.4	83,593	/6,480	/,113	GROSS MARGIN/OTHER	249,/98	297,440	<47,642>	63,51/	262,870
33,113 30,859 <2,254 Career Wages 126,210 123,436 <2,774 29,325 Student Wages 66,394 71,755 5,361 15,656 Student Wages 66,394 71,755 5,361 15,656 Student Wages 49,094 <1,672 TOTAL WAGES 192,604 195,191 2,587 44,981 48.5 47.2 <1.4				Lossy Controllable Eve					
17,654 18,235 581 Student Wages 66,394 71,755 5,361 15,656				Less: Controllable Exp					
17,654 18,235 581 Student Wages 66,394 71,755 5,361 15,656	33 113	30.850	~2 25 4 >	Career Wages	126 210	123 436	~2 77 4 \	20 325	116,755
50,766 49,094 <1,672 Color C			•	_					62,904
17,803				_				· ·	179,659
17,803								,	45.2
1,302									
1,302	17,803	15,851	<1,952>	Employee Benefits	67,853	63,422	<4,431>	15,679	63,860
0 0 0 Tray/Trips/Conference 0 1,150 1,150 0 0 0 0 0 Student Comm Art 464 464 0 0 98 0 <985	1,302	914	<388>	Office Supplies	3,035	3,631	596	2,019	4,013
0 0 0 Student Comm Art 464 464 464 0 0 98 0 <98> 17aining Programs 2,708 4,308 1,600 35 992 89 <903> Annual ASUCLA Events 22,075 20,231 <1,844> 1,282 15,159 12,800 <2,359> Student Event Exp 30,943 29,482 <1,461> 13,960 2,359 Student Event Exp 30,943 29,482 <1,461> 13,960 2,359 Advertising 348 589 241 19 408 577 169 Business Promotion 2,103 2,380 277 501 787 555 <232> Repairs & Maintenance 4,590 5,904 1,314 4,115 861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0	2,840	3,346	506	Telephone	11,887	13,178	1,291	3,390	13,023
98 0	0	0	0	Trav/Trips/Conference	0	1,150	1,150	0	646
992	0	0	0	Student Comm Art			0	0	464
15,159	98	0				4,308	1,600	35	5,545
<8> 139 147 Operating Supplies 34 556 522 95 40 20 <20> Advertising 348 589 241 19 408 577 169 Business Promotion 2,103 2,380 277 501 787 555 <232> Repairs & Maintenance 4,590 5,904 1,314 4,115 861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0 275 0 <275> Commission Expense 275 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038									20,112
40 20 <20> Advertising 348 589 241 19 408 577 169 Business Promotion 2,103 2,380 277 501 787 555 <232> Repairs & Maintenance 4,590 5,904 1,314 4,115 861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0 275 0 <275> Commission Expense 275 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 <37,546> <37,941> 395 SVCS AND ENTERPRISES <189,999> <150,982> <td></td> <td></td> <td>•</td> <td>·</td> <td>,</td> <td></td> <td></td> <td>,</td> <td>34,066</td>			•	·	,			,	34,066
408 577 169 Business Promotion 2,103 2,380 277 501 787 555 <232> Repairs & Maintenance 4,590 5,904 1,314 4,115 861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0 275 0 <275> 0 Commission Expense 275 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> GROSS CONTRIBUTION TO <8,625									783
787 555 <232> Repairs & Maintenance 4,590 5,904 1,314 4,115 861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0 275 0 <275> 0 <275> 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 <37,546> <37,941> 395 SVCS AND ENTERPRISES <189,999				_					1,692
861 1,091 230 Bank Card Expense 3,398 4,162 764 1,009 210 28 <182> Overs/Shorts 1,259 106 <1,153> 0 275 0 <275> 0 <275> 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 <37,546> <37,941> 395 SVCS AND ENTERPRISES <189,999> <150,982> <39,017> <56,398> Less: Allocated Exp HR 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 1									2,015
210 28									8,906
275 0 <275> Commission Expense 275 0 <275> 0 15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES <189,999				·					4,176
15,417 15,417 0 Interaction Fund 61,667 61,668 1 15,417 14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES <189,999> <150,982> <39,017> <56,398> Less: Allocated Exp Less: Allocated Exp 11,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated Exp. Fis 13,754 16,804 3,050 5,285 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373				-				-	642
14,189 14,500 311 STUDENT UNION EVENT F 34,554 42,000 7,446 17,414 70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES <189,999> <150,982> <39,017> <56,398> Less: Allocated Exp Less: Allocated Exp 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403				·				-	0 61 667
70,373 65,327 <5,046> TOTAL OTHER CONTROL. 247,193 253,231 6,038 74,935 121,139 114,421 <6,718> TOTAL CONTROLLABLE EXP 439,797 448,422 8,625 119,916 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES <189,999> <150,982> <39,017> <56,398> Less: Allocated Exp Less: Allocated Exp 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403									61,667 32,618
121,139									32,618 254,228
Comparison Com									433,886
<37,546> <37,941> 395 SVCS AND ENTERPRISES <189,999> <150,982> <39,017> <56,398> 4,321 3,958 <363> Allocated ExpHR 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403	121,133	1, 12-1	10,7107		.55,757	110,122	0,023	110,010	.55,000
4,321 3,958 <363> Allocated ExpHR 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403	<37,546>	<37,941>	395		<189,999>	<150,982>	<39,017>	<56,398>	<171,017>
4,321 3,958 <363> Allocated ExpHR 14,879 15,891 1,012 3,819 5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403	, .	,-		1	,	,	, -	,	, -
5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403				Less: Allocated Exp					
5,299 4,643 <656> Allocated Exp. Fin 13,754 16,804 3,050 5,285 2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403									
2,630 2,301 <329> Allocated ExpIS 6,972 8,915 1,943 1,873 1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403			<363>	Allocated ExpHR					15,477
1,281 1,085 <196> Allocated Exp. Mktg 3,294 3,845 551 1,062 3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403				·					17,228
3,545 3,301 <244> Allocated Exp Othr SA 10,296 12,373 2,077 3,032 46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403				·					8,139
46,625 38,648 <7,977> Maintenance 181,070 159,505 <21,565> 39,403									3,555
				· · · · · · · · · · · · · · · · · · ·					11,343
1 20 010 1 10 E10 1 ZE015 Littliffer 1 77 240 1 76 E72 1 Z77E5 22 010 1			•						164,856
	20,019	19,518			77,348	76,573	<775>	22,918	81,356
12,872 14,398 1,526 Depreciation 51,487 57,592 6,105 12,804			· · · · · · · · · · · · · · · · · · ·	4 ·				· ·	49,759
96,592 87,852 <8,740> TOTAL ALLOCATED EXP 359,099 351,498 <7,601> 90,196	96,592	87,852	<8,740>	TOTAL ALLOCATED EXP	359,099	351,498	<7,601>	90,196	351,714
4124 1205 412E 7025 40 24E NET TNOOME (LOCC) 440 0005 400 400 440 0005	4124 120s	-12F 702:	-0.24E:	NET INCOME (LOCC)	4E40,000:	∠E03.400:	-4C C10:	-14C F04:	∠E22 724:
<134,138> <125,793> <8,345> NET INCOME (LOSS) <549,098> <502,480> <46,618> <146,594>	<134,138>	<125,/93>	<8,345>	INE I INCOME (LUSS)	<5 4 9,098>	<5U2, 4 8U>	<46,618>	<146,594>	<522,731>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

	04(10/25/15-11/2			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
	CURRENT MONTH			YTD 4 MO(07/26/15-11/21/15)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
287,378	306,050	18,672	Career Wages	1,155,388	1,232,653	77,265	315,124	1,236,955
0	500,030	500	Limited Appointment	0	1,800	1,800	3,624	15,047
29,406	32,711	3,305	Student Wages	133,678	133,933	255	28,892	125,901
316,784	339,261	22,477	TOTAL WAGES	1,289,066	1,368,386	79,320	347,640	1,377,903
6.3	6.0	<0.3>	WAGE % TO TOTAL SALES	4.9	5.3	0.3	6.3	5.4
				4.050		4.050		
0	0 0	0	Emp Awards, Profess. Emp Awards, Students	1,859 2,000	0 2,000	<1,859> 0	0	0 2,000
142,066	144,117	2,051	Employee Benefits	560,562	578,752	18,190	143,205	567,109
5,955	8,085	2,130	Office Supplies	29,512	30,729	1,217	3,951	32,750
7,828	10,134	2,306	Telephone	32,902	38,767	5,865	9,638	35,099
1,034	1,166	132	Postage	3,397	3,889	492	1,087	3,549
1,056	2,123	1,067	Trav/Trips/Conference	3,274	8,863	5,589	67	1,914
39	20		Expense Allowance	39	80	41	39	39
<57>	549	606	Employee Relations	471	2,293	1,822	703	4,378
0	52 0	52 0	Tuition Assistance Training Programs	0	208 0	208 0	0	0 25
1,134	2,006	872	Fingerprinting	1,835	2,004	169	1,948	1,946
173	422	250	Recruitment	4,321	2,919	<1,402>	150	1,205
0	1,415	1,415	Operating Supplies	937	1,835	898	1,374	1,781
0	350	350	Uniforms	1,496	1,400	<96>	345	1,359
<887>	<400>	487	Security Expense	<2,357>	<1,600>	757	<339>	<1,165>
0	51	51	Security Equipment	384	204	<180>	0	260
2,620	2,750	130	Alarm Monitoring	11,067	11,000	<67>	2,662	10,787
1,230	1,180		Advertising	5,288	5,455	167	1,479	6,264
1,500 4,770	1,500 5,736	0 966	Benefits U Adv Repairs & Maintenance	6,000 21,536	6,000 26,827	0 5,291	2,100 5,038	8,400 19,094
581	1,564	983	Repair-Mtce Computer	2,019	6,256	4,237	0,038	19,094
11,319	12,433		Repairs & Mtce-Equip	46,135	49,732	3,597	2,990	30,826
0	36	36	Printing	0	225	225	0	0
5,514	5,514	0	Bruin One Card Exp	20,961	20,961	0	10,599	39,459
<12>	40	52	Overs/Shorts	<32>	160	192	<13>	<19>
14,303	17,700	3,397	Insurance Expense	57,213	70,800	13,587	16,081	64,324
13,396	3,908	,	Professional Services	23,552	15,561	<7,991>	3,039	11,092
1,383	1,382	<1> 197	Legal	5,530 40,751	5,528	<2> 1,478	880	3,519 41,817
10,361 3,003	10,558 2,500		External Audit Temp Agency Service	6,468	42,229 4,000	<2,468>	10,342 2,199	41,617
9,167	9,870	703	Internal Audit	36,668	39,480	2,812	9,583	38,333
3,620	3,620	0	Tax Consulting	3,620	3,620	0	3,448	3,448
1,000	1,000	0	PROFESSIONAL FEES PCI	14,950	15,000	50	0	22,000
10,828	11,500	672	Board of Directors	52,002	51,300	<702>	11,181	47,708
1,118	2,000	882	Special Projects	5,988	2,400	<3,588>	1,795	1,995
4,338	4,594		Misc. Bank Charges	16,064	15,293	<771>	3,878	13,102
3,494	3,500		Armored Carrier Expense	12,562	13,400	838	3,281	12,270
7,635	7,864 14,374	229 973	UCOP Payroll Services UCLA Recharge Expense	30,540 53,604	31,456	916 5.444	7,198	30,103
13,401 207	14,374 1,350	9/3 1,143	Special Events	53,604 17,586	59,048 19,350	5,444 1,764	13,955 210	55,803 14,650
283,116	296,563	13,448	TOTAL OTHER CONTROL.	1,130,703	1,187,424	56,721	274,095	1,131,659
599,900	635,824	35,924	TOTAL CONTROLLABLE EXP	2,419,768	2,555,810	136,042	621,734	2,509,562
,	/			, -,	,,	,	. ,	,,
			Less: Allocated Exp					
	,				65.55		45.55	<i></i>
19,046	16,683	,	Maintenance	73,966	68,854	<5,112>	16,096	67,343
8,178 12,545	8,425 12,193		Utilities Depreciation	31,596 45,035	33,053 48,772	1,457 3,737	9,362 12,319	33,234 49,166
39,768	37,301		TOTAL ALLOCATED EXP	150,598	150,679	3,/3/	37,777	149,742
639,668	673,125	•	NET EXPENSE	2,570,366	2,706,489	136,123	659,512	2,659,304
,	,	22, 22,	-	, ,	, , , , , , ,	,		, ,
<561,009>	<589,403>	<28,394>	Allocated-Svs and Ent	<2,258,200>	<2,375,947>	<117,747>	<581,016>	<2,349,201>
<31,108>	<31,108>	0	Allocated-USAC	<120,887>	<123,046>	<2,159>	<30,035>	<119,240>
<3,145>	<3,145>	0	Allocated-GSA	<10,677>	<11,230>	<553>	<3,170>	<11,324>
<44,406>	<49,469>		Allocated-Comm Board	<180,602>	<196,266>	<15,664>	<45,290>	<179,539>
<639,668>	<673,125>	<33,45/>	TOTAL OTHER	<2,570,366>	<2,706,489>	<136,123>	<659,512>	<2,659,304>
0	0	0	TOTAL EXPENSE	0	0	0	0	0
	,		- -		,	- 1		3

MAINTENANCE DIVISION EXPENSE STATEMENT

NOV	04(10/25/15-11/2	21/15)	1
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
7.0.07.2	50502.	77 11 12 11 10 1	
108,388	105,101	<3,287>	Career Wages
1,916	2,198	282	Limited Appointment
0	872	872	Student Wages
<495>	<610>	<115>	Labor Recharge
<6,333>	<5,369>	964	Billed Labor Costs
0	<6,300>	<6,300>	Capitalized Wages
103,476	95,892	<7,584>	TOTAL WAGES
·		·	
67,957	69,606	1,649	Employee Benefits
85	193	108	Office Supplies
765	677	<88>	Telephone
0	1,200	1,200	Trav/Trips/Conference
5,323	5,247	<76>	Paper
5,647	6,102	455	Cleaning Supplies
748	1,027	279	Replacements
366	491	125	Laundry
36,179	18,100	<18,079>	Repairs & Maintenance
11,145	3,190	<7,955>	Repairs & Mtce-Elevator
0	0	0	Repairs & Mtce-Equip
318	900	582	Painting Program
0	250	250	Incidental Proj Exp
5,823	3,495	<2,328>	Air Conditioning-Maint
6,715	6,886	171	Rub Remvl/Hauling
2,729	3,428	699	Rodent & Pest Control
2,285	780	<1,505>	
146,085	121,572	<24,513>	4
249,560	217,464	<32,096>	TOTAL CONTROLLABLE EXF
			Less: Allocated Exp
14124	16.046	2 022	Danis de la la companya de la compan
14,124	16,946	2,822	Depreciation
14,124	16,946	2,822	TOTAL ALLOCATED EXP
263,685	234,410	<29,275>	NET EXPENSE
<225,379>	<200,295>	25,084	Allocated-Svs and Ent
<6,994>	<6,994>	25,004	Allocated-USAC
<2,742>	<2,742>	0	Allocated-GSA
<9,523>	<7,696>	1,827	Allocated-Comm Board
<19,046>	<16,683>	2,363	Allocated-A & SS
<263,685>	<234,410>	29,275	TOTAL OTHER
1203,003/	1231,1107	23,213	. S./IL SITILA
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 15-1	FISCAL YEAR 14-15		
	MO(07/26/15-11/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
442,781	446,593	3,812	100,508	448,054
12,749	4,396	<8,353>	6,084	17,494
209	3,540	3,331	696	2,844
<2,738>	<2,480>	258	<411>	<1,792>
<26,300>	<22,106>	4,194	<5,352>	<21,596>
<4,520>	<25,200>	<20,680>	<1,480>	<26,995>
422,180	404,743	<17,437>	100,045	418,009
277,052	282,278	5,226	64,375	265,946
364	542	178	187	491
2,812	2,708	<104>	665	2,911
0	1,600	1,600	0	432
20,515	21,113	598	5,433	20,110
21,294	22,754	1,460	5,347	19,884
3,462	4,995	1,533	1,965	6,946
1,796	2,073	277	354	1,738
136,091	80,225	<55,866>	9,672	66,187
16,909	12,760	<4,149>	3,340	6,115
232	350	118	0	0
2,023	3,600	1,577	414	1,249
0	1,000	1,000	2,880	2,880
18,090	13,980	<4,110>	2,058	15,545
27,172	26,940	<232>	7,638	27,391
14,064	13,712	<352>	3,944	16,164
4,629	3,120	<1,509>	460	2,936
546,503	493,750	<52,753>	108,733	456,927
968,684	898,493	<70,191>	208,778	874,936
EC 470	67 704	11 206	14 022	E0 261
56,478 56,478	67,784 67,784	11,306 11,306	14,933 14,933	59,361 59,361
1,025,161	966,277	<58,884>	223,711	934,297
1,023,101	900,277	₹30,007	223,711	337,237
<875,268>	<826,644>	48,624	<190,470>	<796,894>
<27,976>	<27,976>	0	<6,535>	<26,140>
<10,968>	<10,968>	0	<2,562>	<10,248>
<36,983>	<31,835>	5,148	<8,048>	<33,672>
<73,966>	<68,854>	5,112	<16,096>	<67,343>
<1,025,161>	<966,277>	58,884	<223,712>	<934,297>
-,,	,,	,	,	
0	0	0	<0>	0

UTILITIES EXPENSE STATEMENT

NC	V.	04(10/25/15-11/	21/15)	
		CURRENT MONTH	1	
ACTUAL		BUDGET	VARIANCE	
14,42	3	26,873	12,450	Chiller Water
77,74	4	65,301	<12,443>	Elec-Non Air Cond.
11,70	9	11,834	125	Water-Non Air Cond.
4,73	9	9,443	4,704	Steam-Non Air Cond.
3,93	7	3,573	<364>	Gas
1,29	2	1,551	259	Energy Management
113,84	4	118,575	4,731	TOTAL OTHER CONTROL.
113,84	4	118,575	4,731	TOTAL CONTROLLABLE EXP
<96,76	8>	<101,157>	<4,389>	Allocated-Svs and Ent
<3,45	5>	<3,455>	0	Allocated-USAC
<1,35	5>	<1,355>	0	Allocated-GSA
<4,08	9>	<4,183>	<94>	Allocated-Comm Board
<8,17	8>	<8,425>	<247>	Allocated-A & SS
<113,84	4>	<118,575>	<4,731>	TOTAL OTHER
<	0>	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 15-1	FISCAL YEAR 14-15		
YTD 4	MO(07/26/15-11/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
96,719	123,451	26,732	29,888	131,817
270,746	253,967	<16,779>	70,363	251,981
40,180	41,718	1,538	14,075	37,868
16,709	26,832	10,123	10,587	25,927
11,003	13,396	2,393	4,482	13,802
5,168	6,204	1,036	0	0
440,525	465,568	25,043	129,395	461,395
440,525	465,568	25,043	129,395	461,395
<373,891>	<396,864>	<22,973>	<110,782>	<393,265>
<13,820>	<13,820>	0	<3,283>	<13,132>
<5,420>	<5,420>	0	<1,287>	<5,148>
<15,798>	<16,411>	<613>	<4,681>	<16,617>
<31,596>	<33,053>	<1,457>	<9,362>	<33,234>
<440,525>	<465,568>	<25,043>	<129,395>	<461,395>
		_	_	
0	0	0	<0>	<0>