ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

December (11/22/15 - 12/26/15)

Prepared

January 15, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

	4-15	FY 1			6/15)		EMBER (11/ CURREN	DECE		
		LAST YE		NCE	VARIA	MONTH		BUD		ACT
		LAST TE	(ACT			ACT/	GET	BOD	UAL	ACT
	%	\$	%	\$	80D %	\$	%	\$	%	\$
GROSS INCOME										
UCLA Store		3,868	(11.1%)	(430)	(7.3%)	(271)		3,709		3,438
UCLA Restaurants		1,362	(18.1%)	(246)	(7.2%)	(87)		1,203		1,116
Services Division		270	7.0%	19	(9.1%)	(29)		318		289
UCLA Student Union		124	(21.8%)	(27)	(13.4%)	(15)		112		97
TOTAL		5,624	(12.2%)	(684)	(7.5%)	(402)		5,342		4,940
GROSS MARGIN			Pts.		Pts.					
UCLA Store	35.8%	1,384	(1.5)	(206)	(0.3)	(104)	34.6%	1,282	34.3%	1,178
UCLA Restaurants	70.0%	953	1.6	(154)	0.9	(52)	70.7%	851	71.6%	799
Services Division	100.0%	270	0.0	19	0.3	(28)	99.7%	317	100.0%	289
UCLA Student Union	40.3%	50	(0.1)	(11)	2.7	(3)	37.5%	42	40.2%	39
TOTAL	47.2%	2,657	(0.5)	(352)	0.1	(187)	46.6%	2,492	46.7%	2,305
WAGES & BENEFITS										
UCLA Store	14.1%	545	(1.3)	16	0.0	42	15.4%	571	15.4%	529
UCLA Restaurants	47.1%	642	(9.4)	11	(1.5)	31	55.0%	662	56.5%	631
Services Division	18.5%	50	0.2	(3)	(1.3)	1	17.0%	54	18.3%	53
UCLA Student Union TOTAL	46.8% 23.0%	58 1,295	(10.9) (2.7)	2 26	(2.3) (0.4)	6 80	55.4% 25.3%	62 1,349	57.7% 25.7%	56 1,269
	23.078	1,235	(2.7)	20	(0.4)	00	23.378	1,545	23.1 /0	1,203
OTHER CONTROLLABLES										
UCLA Store	6.4%	248	0.7	51	(0.2)	8	5.5%	205	5.7%	197
UCLA Restaurants	11.0%	150	(0.9)	17 0	(0.8)	1	11.1%	134	11.9%	133
Services Division UCLA Student Union	34.1% 31.5%	92 39	2.3 (7.7)	1	1.2 (5.3)	13 0	33.0% 33.9%	105 38	31.8% 39.2%	92 38
	9.4%	529	0.1	69	(0.3)	22	9.0%	482	9.3%	460
CONTRIBUTION					(0.0)		,.			
UCLA Store	15.3%	591	(2.2)	(139)	(0.5)	(54)	13.6%	506	13.1%	452
UCLA Store	11.8%	161	(2.2)	(139)	(0.5)	(34)	4.6%	506	3.0%	452 34
Services Division	47.0%	127	2.8	17	0.1	(14)	49.7%	158	49.8%	144
UCLA Student Union	(37.9%)	(47)	(17.8)	(7)	(3.9)	4	(51.8%)	(58)	(55.7%)	(54)
TOTAL	14.8%	832	(3.1)	(256)	(0.7)	(85)	12.4%	661	11.7%	576
ALLOCATED EXPENSES										
Admin&Support Services	9.7%	548	(1.6)	(9)	(0.9)	(1)	10.4%	556	11.3%	557
Maintenance Division	3.9%	218	(0.5)	0	(0.4)	(6)	4.0%	212	4.4%	218
Utilities	1.4%	79	0.0	10	0.6	39	2.0%	108	1.4%	69
Depreciation	3.6%	205	(0.3)	10	0.0	16	3.9%	211	3.9%	195
TOTAL	18.7%	1,050	(2.3)	11	(0.7)	48	20.3%	1,087	21.0%	1,039
NET INCOME (LOSS)										
FROM OPERATIONS	(3.9%)	(218)	(5.5)	(245)	(1.4)	(37)	(8.0%)	(426)	(9.4%)	(463)
OTHER INC/(EXP)										
Non-Recurrent Inc/(Exp)	0.0%	(1)	0.0	(1)	0.0	(2)	0.0%	0	0.0%	(2)
Interest Income	0.3%	15	(0.1)	(4)	(0.1)	(3)	0.3%	14	0.2%	11
Interest (Expense)	(0.8%)	(44)	0.1	7	0.1	4	(0.8%)	(41)	(0.7%)	(37)
Income Taxes	0.0%	0	0.0	0	0.0	0	0.0%	0	0.0%	0
Student Union Fee Income TOTAL	3.8% 3.3%	213 183	0.8 0.7	13 15	0.4 0.3	3 2	4.2% 3.7%	223 196	4.6% 4.0%	226 198
			-	-						
NET INCOME (LOSS)	(0.6%)	(35)	(4.8)	(230)	(1.1)	(35)	(4.3%)	(230)	(5.4%)	(265)

		FY 1	4-15									
	YTD 5 MONTHS (07/26/15 - 12/26/15) ACTUAL BUDGET VARIANCE											
1	ΑCTL	JAL	BUDO	GET					LAST YE	EAR ACT		
\$		%	\$	%	ACT/ \$	80D %	AC1/L \$	Y ACT %	s	%		
			·		·				·			
22,0	148		22,223		(175)	(0.8%)	(271)	(1.2%)	22,319			
6,6			6,595		102	1.5%	292	4.6%	6,405			
1,7			1,848		(100)	(5.4%)	100	6.1%	1,648			
5	525		625		(100)	(16.0%)	(84)	(13.8%)	609			
31,0)18		31,291		(273)	(0.9%)	37	0.1%	30,981			
						Pts.		Pts.				
7.1	05	32.2%	7,129	32.1%	(24)	0.1	1	0.4	7.104	31.8		
4,7		71.4%	4,623	70.1%	162	1.3	314	1.6	4,471	69.8		
1,7	46	99.9%	1,847	99.9%	(101)	0.0	101	0.1	1,645	99.8		
2	289	55.0%	340	54.4%	(51)	0.6	(24)	3.6	313	51.4		
13,9	925	44.9%	13,939	44.5%	(14)	0.4	392	1.2	13,533	43.7		
2,7	60	12.5%	2,827	12.7%	67	0.2	(41)	(0.3)	2,719	12.2		
3,1	71	47.3%	3,160	47.9%	(11)	0.6	(96)	0.7	3,075	48.0		
2	266	15.2%	270	14.6%	4	(0.6)	(13)	0.2	253	15.4		
3	816	60.2%	321	51.4%	5	(8.8)	(14)	(10.6)	302	49.6		
6,5	513	21.0%	6,578	21.0%	65	0.0	(164)	(0.5)	6,349	20.5		
1,2	292	5.9%	1,351	6.1%	59	0.2	65	0.2	1,357	6.1		
7	707	10.6%	709	10.8%	2	0.2	(6)	0.3	701	10.9		
6	645	36.9%	669	36.2%	24	(0.7)	(83)	(2.8)	562	34.1		
2	217	41.3%	228	36.5%	11	(4.8)	13	(3.5)	230	37.8		
2,8	861	9.2%	2,957	9.5%	96	0.3	(11)	0.0	2,850	9.2		
3,0)53	13.8%	2,952	13.3%	101	0.5	24	0.2	3,029	13.6		
9	907	13.5%	754	11.4%	153	2.1	212	2.6	695	10.9		
8	335	47.8%	907	49.1%	(72)	(1.3)	5	(2.6)	830	50.4		
	244)	(46.5%)	(209)	(33.4%)	(35)	(13.1)	(26)	(10.7)	(218)	(35.8		
4,5	551	14.7%	4,404	14.1%	147	0.6	215	0.7	4,336	14.0		
2,6	65	8.6%	2,782	8.9%	117	0.3	83	0.3	2,748	8.9		
1,1	10	3.6%	1,039	3.3%	(71)	(0.3)	(87)	(0.3)	1,023	3.3		
	75	1.5%	538	1.7%	63	0.2	30	0.1	505	1.6		
9	969	3.1%	1,056	3.4%	87	0.3	53	0.2	1,022	3.3		
5,2	219	16.8%	5,415	17.3%	196	0.5	79	0.3	5,298	17.1		
(6	68)	(2.2%)	(1,011)	(3.2%)	343	1.0	294	0.9	(962)	(3.1		
	24	0.1%	0	0.0%	24	0.1	(19)	0.0	43	0.1		
	67	0.2%	70	0.2%	(3)	0.0	(8)	0.0	75	0.2		
(1	85)	(0.6%)	(207)	(0.7%)	22	0.1	36	0.1	(221)	(0.7		
	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0		
1,1		3.6%	1,114	3.6%	17	0.0	66	0.2	1,065	3.4		
1,0		3.3%	977	3.1%	60	0.2	75	0.2	962	3.1		
3	869	1.2%	(34)	(0.1%)	403	1.3	369	1.2	0	0.0		

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

		DECE		22/15 - 12/26	6/15)			FY 1	4-15	Į	FISCAL YEAR 2015-2016 YTD 5 MONTHS (07/26/15 - 12/26/15)							FY 1	4-15	
			CURREN	T MONTH				*	*						7/26/15 - 12				*	*
ACT	UAL	BUD	GET		VARI			LAST YE	AR ACT		ACT	UAL	BUD	GET		VARI			LAST YE	AR ACT
	0/		0/	ACT/E		ACT/L		•	0/			0/		0/		/BUD	ACT/L \$		•	0/
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,438		3,709		(271)	(7.3%)	(430)	(11.1%)	3,868		UCLA Store	22,048		22,223		(175)	(0.8%)	(271)	(1.2%)	22,319	
1,116		1,203		(87)	(7.2%)	(246)	(18.1%)	1,362		UCLA Restaurants	6,697		6,595		102	1.5%	292	4.6%	6,405	
289		318		(29)	(9.1%)	19	7.0%	270		Services Division	1,748		1,848		(100)	(5.4%)	100	6.1%	1,648	
97		112		(15)	(13.4%)	(27)	(21.8%)	124		UCLA Student Union	525		625		(100)	(16.0%)	(84)	(13.8%)	609	
4,940		5,342		(402)	(7.5%)	(684)	(12.2%)	5,624		TOTAL	31,018		31,291		(273)	(0.9%)	37	0.1%	30,981	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,178	34.3%	1,282	34.6%	(104)	(0.3)	(206)	(1.5)	1,384	35.8%	UCLA Store	7,105	32.2%	7,129	32.1%	(24)	0.1	1	0.4	7,104	31.8%
799	71.6%	851	70.7%	(52)	0.9	(154)	1.6	953	70.0%	UCLA Restaurants	4,785	71.4%	4,623	70.1%	162	1.3	314	1.6	4,471	69.8%
289	100.0%	317	99.7%	(28)	0.3	19	0.0	270	100.0%	Services Division	1,746	99.9%	1.847	99.9%	(101)	0.0	101	0.1	1.645	99.8%
39	40.2%	42	37.5%	(3)	2.7	(11)	(0.1)	50	40.3%	UCLA Student Union	289	55.0%	340	54.4%	(51)	0.6	(24)	3.6	313	51.4%
2,305	46.7%	2,492	46.6%	(187)	0.1	(352)	(0.5)	2,657	47.2%	TOTAL	13,925	44.9%	13,939	44.5%	(14)	0.4	392	1.2	13,533	43.7%
										TOTAL CONTROLLABLES										
726	21.1%	775	20.9%	49	(0.2)	67	(0.6)	793	20.5%	UCLA Store	4.052	18.4%	4,177	18.8%	125	0.4	24	(0.1)	4.076	18.3%
765	68.5%	796	66.2%	31	(0.2)	27	(10.4)	792	58.1%	UCLA Restaurants	3,878	57.9%	3.869	58.7%	(9)	0.8	(102)	1.1	3,776	59.0%
145	50.2%	159	50.0%	14	(0.2)	(3)	2.4	142	52.6%	Services Division	911	52.1%	940	50.9%	29	(1.2)	(96)	(2.6)	815	49.5%
93	95.9%	100	89.3%	7	(6.6)	(0)	(17.7)	97	78.2%	UCLA Student Union	533	101.5%	549	87.8%	16	(13.7)	(30)	(14.3)	531	87.2%
1,729	35.0%	1,830	34.3%	101	(0.0)	95	(2.6)	1,824	32.4%	TOTAL	9,374	30.2%	9,535	30.5%	161	0.3	(176)	(0.5)	9,198	29.7%
.,		.,			(*** /		(=)	.,			-,		-,				((0.07	-,	
					(a).					CONTRIBUTION										
452	13.1%	506	13.6%	(54)	(0.5)	(139)	(2.2)	591	15.3%	UCLA Store	3,053	13.8%	2,952	13.3%	101	0.5	24	0.2	3,029	13.6%
34	3.0%	55	4.6%	(21)	(1.6)	(127)	(8.8)	161	11.8%	UCLA Restaurants	907	13.5%	754	11.4%	153	2.1	212	2.6	695	10.9%
144	49.8%	158	49.7%	(14)	0.1	17	2.8	127	47.0%	Services Division	835	47.8%	907	49.1%	(72)	(1.3)	5	(2.6)	830	50.4%
(54) 576	(55.7%) 11.7%	(58) 661	(51.8%) 12.4%	4 (85)	(3.9) (0.7)	(7) (256)	(17.8)	(47) 832	(37.9%) 14.8%	UCLA Student Union	(244) 4,551	(46.5%) 14.7%	(209) 4.404	(33.4%) 14.1%	(35) 147	(13.1) 0.6	(26) 215	(10.7) 0.7	(218) 4,336	(35.8%) 14.0%
5/6	11.7%	001	12.4%	(85)	(0.7)	(206)	(3.1)	832	14.8%		4,551	14.7%	4,404	14.1%	147	0.6	215	0.7	4,330	14.0%
										ALLOCATED EXPENSES										
553	16.1%	570	15.4%	17	(0.7)	(1)	(1.8)	552	14.3%	UCLA Store	2,764	12.5%	2,857	12.9%	93	0.4	100	0.3	2,864	12.8%
344	30.8%	345	28.7%	1	(2.1)	14	(4.5)	358	26.3%	UCLA Restaurants	1,721	25.7%	1,700	25.8%	(21)	0.1	(5)	1.1	1,716	26.8%
58	20.1%	82	25.8%	24	5.7	(5)	(0.5)	53	19.6%	Services Division	291	16.6%	416	22.5%	125	5.9	(11)	0.4	280	17.0%
84	86.6%	90	80.4%	6	(6.2)	3	(16.4)	87	70.2%	UCLA Student Union	443	84.4%	442	70.7%	(1)	(13.7)	(5)	(12.5)	438	71.9%
1,039	21.0%	1,087	20.3%	48	(0.7)	11	(2.3)	1,050	18.7%	TOTAL	5,219	16.8%	5,415	17.3%	196	0.5	79	0.3	5,298	17.1%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(101)	(2.0%)	(64)	(1.2%)	(37)	(0.8)	(139)	(2.7)	38	0.7%	UCLA Store	290	0.9%	95	0.3%	195	0.6	124	0.4	166	0.5%
(310)	(6.3%)	(290)	(5.4%)	(20)	(0.9)	(114)	(2.8)	(196)	(3.5%)	UCLA Restaurants	(814)	(2.6%)	(946)	(3.0%)	132	0.4	207	0.7	(1,021)	(3.3%)
87	1.8%	76	1.4%	11	0.4	13	0.5	74	1.3%	Services Division	544	1.8%	491	1.6%	53	0.2	(6)	0.0	550	1.8%
(139)	(2.8%)	(148)	(2.8%)	9	0.0	(5)	(0.4)	(134)	(2.4%)	UCLA Student Union	(688)	(2.2%)	(651)	(2.1%)	(37)	(0.1)	(31)	(0.1)	(657)	(2.1%)
(463)	(9.4%)	(426)	(8.0%)	(37)	(1.4)	(245)	(5.5)	(218)	(3.9%)	TOTAL	(668)	(2.2%)	(1,011)	(3.2%)	343	1.0	294	0.9	(962)	(3.1%)
										OTHER INC/(EXP)										
(2)	0.0%	0	0.0%	(2)	0.0	(1)	0.0	(1)		Non-Recurrent Inc/(Exp)	24	0.1%	0	0.0%	24	0.1	(19)	0.0	43	0.1%
11	0.2%	14	0.3%	(3)	(0.1)	(4)	(0.1)	15	0.3%	Interest Income	67	0.2%	70	0.2%	(3)	0.0	(8)	0.0	75	0.2%
(37)	(0.7%)	(41)	(0.8%)	4	0.1	7	0.1	(44)	. ,	Interest (Expense)	(185)	(0.6%)	(207)	(0.7%)	22	0.1	36	0.1	(221)	(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	4.6%	223	4.2%	3	0.4	13	0.8	213	3.8%	Student Union Fee Income	1,131	3.6%	1,114	3.6%	17	0.0	66	0.2	1,065	3.4%
198	4.0%	196	3.7%	2	0.3	15	0.7	183	3.3%	TOTAL	1,037	3.3%	977	3.1%	60	0.2	75	0.2	962	3.1%
(265)	(5.4%)	(230)	(4.3%)	(35)	(1.1)	(230)	(4.8)	(35)	(0.6%)	NET INCOME (LOSS)	369	1.2%	(34)	(0.1%)	403	1.3	369	1.2	0	0.0%
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ASUCLA P/L Reconciliation Dec-15

Financial Analysis)00's
	De	ec-15
Budgeted Net Income/(Loss)		(\$23
UCLA Store		
Gross Margin:		-
Bearwear below plan: overall fan enthusiasm diminished at the end of the football season due to the loss to USC which in turn eliminated any "Victory" related items	(116)	
Fast Track below plan: projected umbrella sales were reduced as there was no rain	(5)	
New Text above plan due to timing of early Winter quarter sales between December and January, (the gain will be given back in January)	11	
Course Reader Solutions above plan due higher other income for digital sales from Study.net for the Fall, partly offset by higher digital cost of goods in a low sales month	34	
Computer Store below plan due to Holiday demand for gift items was significantly lower than plan, and the staff and faculty appreciation sale fell below expectation	(26)	
Total Wages below plan	33	1
Other, various positive controllables	15	
Total Contribution		(:
UCLA Restaurants		
Gross Margin:		
Wetzels/RX below plan as customer traffic is unexpectedly down in most Ackerman restaurants	(6)	
Northern Lights above plan mostly due to slight increase in customers and the average check is a bit higher than plan	5	
No Campus Student Ctr above plan mostly due to average check higher than plan and strong sales for finals week	8	
CSSC below plan due to closing of Southern Lights from a water leak and slightly aggressive budget	(26)	
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	8	
Luvalle Food Servery below plan due to small decrease in customers from last year trends	(6)	
Kerckhoff Coffeehouse above plan due to strong sales for 10th and finals week and some additional customers from the closure of Southern Lights	9	
Jamba Juice below plan: estimated to be due to cooler weather season	(4)	
Catering below plan due to loss of Football training table events and less university holiday parties	(44)	
Total Wages below plan	21	
Other, mostly positive controllables	14	
Total Contribution		Ű
Services		
Gross Margin:		
Licensing International below plan is reflective of minimal to no royalty earned from the poor performance in Europe	(10)	
Licensing Domestic below plan due to aggressive budget and some timing which will result in gaining a small amount back next month	(15)	
Leased Ops below plan due to mostly to the renewal agreement with Chase Bank which resulted in less ATM's and reduced rates	(6)	
Photography above plan as marketing was put forth to encourage seniors to have portraits taken early. This timing may negatively impact future months	3	
Other, positive controllables mainly in Licensing	14	
Total Contribution		(
UCLA Student Union		
Gross Margin:		
Post Office below plan due to a decrease in international sales from new postal regulations	(4)	
Total Wages below plan	5	
Other, positive controllables	3	
Total Contribution		
Allocated Expenses and Other		
Utilities below plan due to running a more efficient HVAC system and lower chiller water rates and consumption (partly due to the installation of the variable speed drives)	39	
Maintenance above plan mostly due to repairs for the water leak in Southern Lights	(6)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	16	
Other	1	
Total		
Actual Net Income/(Loss)		(\$20

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

Financial Analysis	\$0	00's
		(\$24
Budgeted Net Income/(Loss)		(\$34
UCLA Store		
Gross Margin:		
Bearwear below plan due to negative results in November and December sales related to reduction in promotional events and reduced fan enthusiasm	(161)	
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks	15	
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted	7	
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	(18)	
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	58	
Used Text below plan due to lower availability of used books	(29)	
Course Reader Solutions above plan mostly due to higher digital sales in the Fall from Study.net	56	
Computer Store above plan due to higher department sales and a large lab school order, however this has been reduced by lower sales in December	9	
LuValle Books above plan due to strong sales of Law textbooks	17	
HSS Dental above plan mostly due to addition of a hygiene school	7	
Total Wages lower than plan, mostly career	34	
Other, positive controllables mostly freight out, payment to UCLA and employee benefits	97	
Total Contribution	+	101
UCLA Restaurants	+	
Gross Margin:	(22)	
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(33)	
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(17)	
Northern Lights above plan due to average check higher than plan and a slight increase in customers		
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	31	
CSSC below plan due to closing of Southern Lights from a water leak	(34)	
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)	46 14	
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights		
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) Kikka Sushi above plan due to sales in new location better than expected	(16)	
Music Café above plan due to more customer traffic than last year	17	
Catering above plan due to catered events not budgeted for Special Olympics (partially offset by loss of Football training table events)	36	
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	82	
Total Wages higher than plan	(12)	
Other	11	
Total Contribution		153
Services		100
Gross Margin:		
Licensing International below plan due to mostly to poor performance in Europe and adjustment for prior month estimates for Japan	(26)	
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	(46)	
Leased Ops below plan due to delay of additional offices for Enrollment Management, and the Chase renewal agreement resulted in less ATM's and reduced rates	(9)	
Photography below plan due to an aggressive budget (less on campus events)	(19)	
Other, mostly positive controllables mainly in Licensing	28	
Total Contribution		(72
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	(41)	
AU Post Office below plan due to marketplace changes mostly lower postage sales	(10)	
Total Wages lower than plan	8	
Other, positive controllables mainly student union event fund	8	
Total Contribution	+	(35
Allocated Expenses and Other	+	
A&SS below plan mostly career wages 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)	(71)	
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	63	
Depreciation lower than plan due to timing of capitals and reduced expenditures	87	
Interest Expense below plan due to prior year refinancing of AU debt	22	
Various positive non-recurrent income	24	
Other, mostly positive student fee income	14	
Total	-	256 \$369

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

	Current Month December 2015	Prior Month November 2015	Prior Year July 2015
ASSETS	Describer 2010		
CURRENT ASSETS:			
Cash and cash equivalents	\$9,826	\$11,887	\$11,434
Accounts receivable	3,461	3,747	4,012
Less: Allowance for doubtful accounts	(306)	(297)	(263)
Accounts receivable, net	3,155	3,450	3,749
Student fees receivable	1,544	1,394	489
Inventories	7,597	6,364	5,893
Prepaid expenses and other current assets	258	202	278
Total current assets	22,380	23,297	21,843
LONG TERM ASSETS			
Long term note receivable	\$200	\$200	\$200
Property, equipment and improvements	68,624	68,627	68,112
Less: Accumulated depreciation	(44,727)	(44,535)	(43,761)
Total long term assets	24,097	24,292	24,551
TOTAL ASSETS	\$46,477	\$47,589	\$46,394
	. ,	. ,	· · ·
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,784	\$5,536	\$5,291
Wages and payroll taxes payable	2,844	2,807	3,324
Sales tax payable & other liabilities	919	943	767
Interest payable	247	287	139
Deferred income	653	720	235
Funds held for others	124 736	126 736	102 736
Current portion of long term debt Total current liabilities	10,307	11,155	10,594
Total current habilities	10,307	11,155	10,594
LONG TERM DEBT:			
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
TOTAL LIABILITIES	19,902	20,750	20,189
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	370	634	23,324
Ending Balance	26,575	26,839	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,477	\$47,589	¢16 201
I OTAL LIADILITIES AND RETAINED EARININGS	\$40,477	\$47,389	\$46,394

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS December 2015 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net	(\$264)	\$369	\$0
cash provided/(used) by operating activities: Depreciation Loss (Gain) on disposal of fixed asset (Increase)/decrease in current assets:	195 1	969 1	1,022 0
Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets	295 (150) (1,233) (56)	593 (1,055) (1,704) 20	(1,200) 209 (1,682) 125
Increase/(decrease) in current liabilities: Accounts payable Sales tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income	(752) (24) 37 (40) (67)	(507) 152 (480) 108 418	358 (83) 2 222 394
Funds held for others Net cash provided/(used) by operating activities	(37) (2) (2,060)	24 (1,092)	(625)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements Change in capital projects in progress	(19) 18	(534) 18	(296) 0
Net cash used in investing activities	(1)	(516)	(296)
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	(2,061)	(1,608)	(921)
CASH AND CASH EQUIVALENTS, Beginning	11,887	11,434	10,881
CASH AND CASH EQUIVALENTS, Ending	\$9,826	\$9,826	\$9,960

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

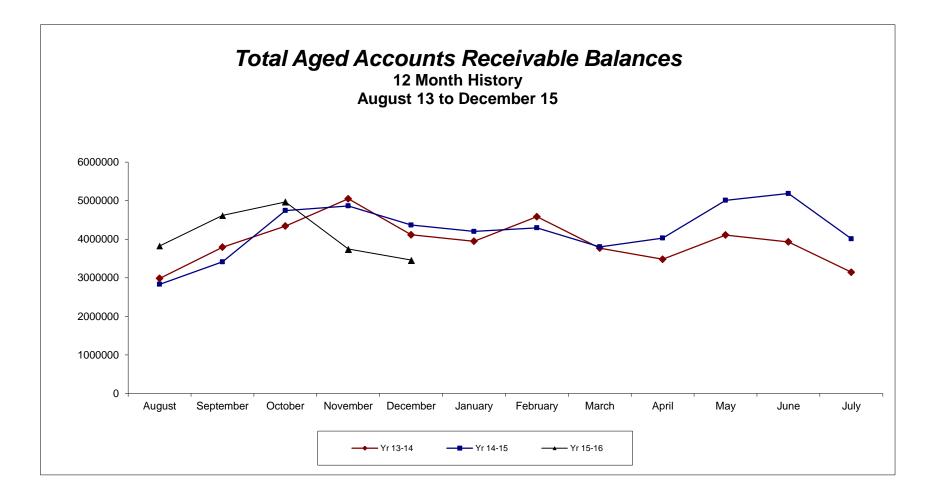
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	\$9,826
Ackerman A Level and First Floor Remodel	(2,905)
Student Service Center	(435)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(3,565)
Adjustment for Cash Overdraft Entry	(943)
Uncommitted Cash	5,318
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,080
RESERVE SURPLUS (DEFICIT)	(\$4,762)

	FY 2015-2016 Decemberr 2015												
PROJEC		BUDGET				PROJECTED Remaining		Over	-				
FRUJEC		BUDGET	Payments	PO's	Total	Balance	Pendina			Status			
ASUCLA													
2015-001	A Level/1st Floor Remodel	1,000.0	95.0	0.0	95.0	905.0		0.0	In Progress				
Total Store	e/Services	1,000.0	95.0	0.0	95.0	905.0	0.0	0.0	4				
Store/Serv	ices												
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					
Food Serv	ice												
2015-010	FS Miscellaneous and Unanticipated	50.0	1.4	11.4	12.8	37.2		0.0	In Progress				
2015-011	FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed				
2015-012	FS New trash/recycling/compost receptacles	75.0	12.8	0.0	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				
	Commissary Dish Machine	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending				
Total Food	Services	240.0	34.1	29.7	63.8	106.1	70.0	(0.1)					
Technolog													
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	6.9	165.9	14.1		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	6.9	165.9	14.1	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		415.0	4.2	0.0	4.2	35.8	375.0	0.0					
Total Curr	ent Year Projects	2,517.0	296.2	36.6	332.8	1,107.1	1,077.0	(0.1)					

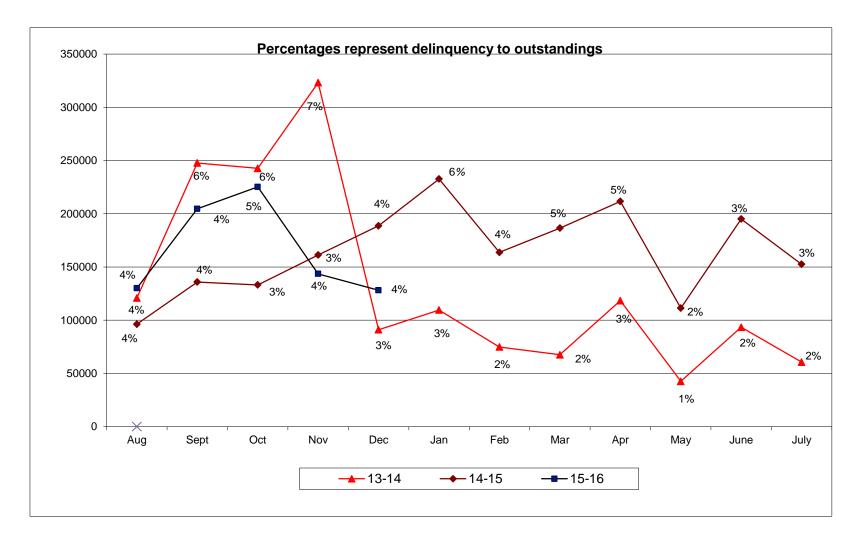
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2015-2016 Decemberr 2015

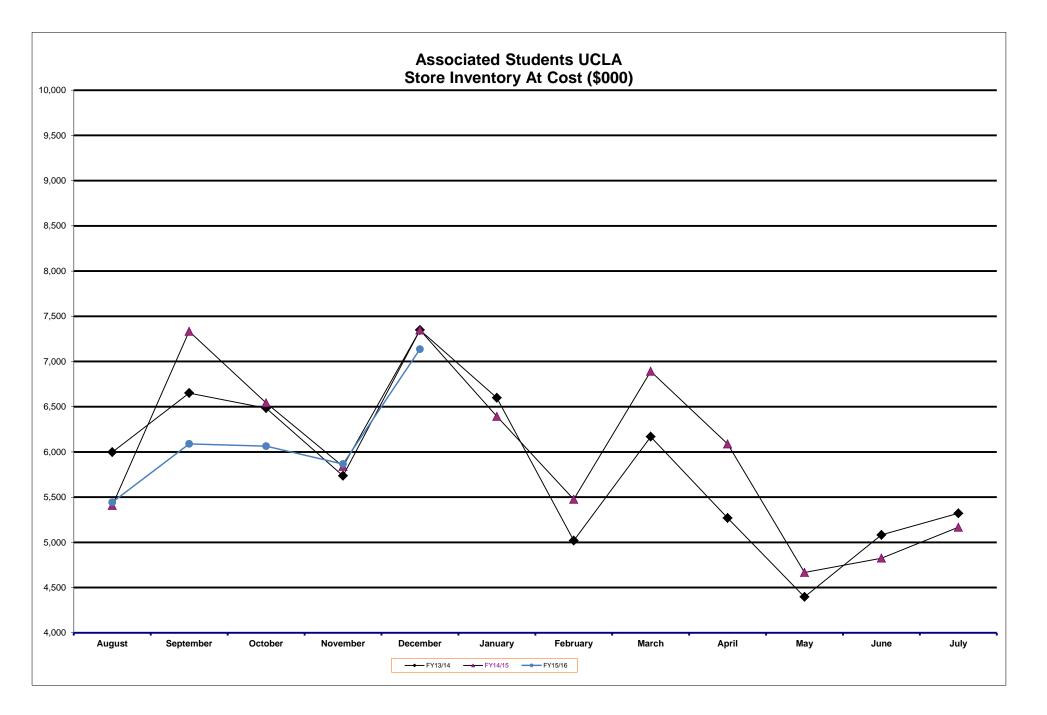
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

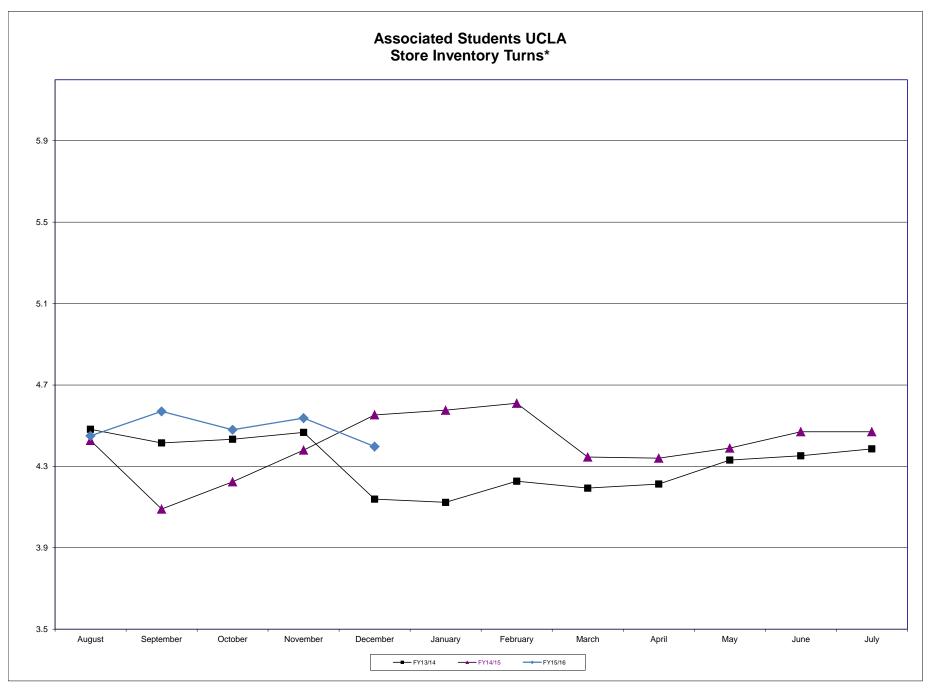
12/26/2015 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$703,085	22%	\$64,631	96%	\$11,914	37%	\$6,590	25%	\$3,479	10%	\$13,782	39%	\$803,481	23%
ASUCLA PUBLICATIONS	\$135,264	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$135,264	4%
ASUCLA USA/GSA	\$80,502	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,502	2%
DUE FROM VENDORS	\$164,327	5%	(\$1,596)	-2%	\$13,126	41%	\$10,402	40%	\$29,094	84%	\$19,397	55%	\$234,750	7%
DENTAL KITS	\$384,971	12%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$384,971	11%
OTHER	\$1,797,577	55%	\$4,342	6%	\$7,051	22%	\$9,302	35%	\$1,979	6%	\$2,009	6%	\$1,822,260	53%
TOTAL CURRENT MONTH	\$3,265,726	100%	\$67,377	100%	\$32,091	100%	\$26,294	100%	\$34,552	100%	\$35,188	100%	\$3,461,228	100%
	94%		2%		1%		1%		1%		1%		100%	
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%	



Aged Accounts Receivable Balances > 60 Days Past Due







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

UCLA STORE INCOME STATEMENT

DEC.	05(11/22/15-12/2	6/15)	ľ	F	ISCAL YEAR 15-1	6	FISCAL YE	AR 14-15
	CURRENT MONTH				MO(07/26/15-12/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,392,609	1,517,300	<124,691>	ACADEMIC SUPPORT DIV	9,137,586	9,480,873	<343,287>	1,406,582	9,431,595
1,115,096	1,297,943		GENERAL MDSE DIVISION	6,274,530	6,435,596	<161,066>	1,430,967	6,470,479
94,621	86,300	8,321	HILLTOP SHOP	469,074	480,700	<11,626>	119,569	481,534
176,622 356,128	164,600 363,000	12,022	LU VALLE COMMONS STORE E-COMMERCE DIVISION	1,208,701 994,477	1,184,404 1,011,000	24,297 <16,523>	187,591 439,169	1,211,355 1,092,770
147,647	166,340	<18,693>	HEALTH SCIENCES STORE	3,262,172	3,017,364	244,808	170,519	3,008,965
3,282,723	3,595,483	<312,760>	TOTAL SALES	21,346,541	21,609,937	<263,396>	3,754,396	21,696,699
2,247,709	2,413,754	166,045	Less: Cost of Sales	14,857,048	15,012,622	155,574	2,467,955	15,124,585
			Less: Shrinkage					
			Less. Shi inkage					
4,384	4,630	246	ACADEMIC SUPPORT DIV	33,186	31,320	<1,866>	4,808	36,329
5,299	5,380	81	GENERAL MDSE DIVISION	30,687	27,090	<3,597>	5,949	27,185
441	410		HILLTOP SHOP	2,178	2,270	92	563	2,266
984	700	<284>	LU VALLE COMMONS STORE	7,032	5,130	<1,902>	1,087	7,181
0 1,560	1,310 860	1,310 <700>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	<530> 13,164	3,660 11,270	4,190 <1,894>	1,587 2,326	4,064 12,739
12,668	13,290	622	SHRINKAGE	85,717	80,740	<4,977>	16,321	89,764
2,260,378	2,427,044	166,666	TOTAL COST OF SALES	14,942,765	15,093,362	150,597	2,484,276	15,214,349
68.5	67.1	<1.3>	COST OF SALES %	69.6	69.5	<0.1>	65.7	69.7
1,022,345	1,168,439	<146,094>	GROSS MARGIN	6,403,775	6,516,575	<112,800>	1,270,121	6,482,350
31.5 0.4	32.9 0.4	<1.3> <0.0>	GROSS MARGIN % SHRINKAGE %	30.4 0.4	30.5 0.4	<0.1> <0.0>	34.3 0.4	30.3 0.4
0.1	0.1	(0.02	STINETINGE //	0.1	0.1	10.07	0.1	0.1
31.1	32.5	<1.4>	NET GROSS MARGIN %	30.0	30.2	<0.2>	33.8	29.9
			[
11.6	12.8	<1.2>	ACADEMIC SUPPORT DIV	16.8	16.4	0.4	13.2	16.0
47.6 39.9	50.3 38.4		GENERAL MDSE DIVISION	48.7 40.8	49.4 39.6	<0.7> 1.2	49.1 39.6	49.0 39.8
39.9 32.3	38.4 34.2	1.5 <1.9>	HILLTOP SHOP LU VALLE COMMONS STORE	40.8 32.2	39.6 31.3	1.2	39.6 31.4	39.8 29.7
52.5	49.0	3.2	E-COMMERCE DIVISION	51.4	51.0	0.5	50.0	50.7
33.7	32.5	1.2	HEALTH SCIENCES STORE	22.2	23.4	<1.2>	32.8	23.2
155,618	113,164	42,454	OTHER INCOME	701,384	612,625	88,759	113,776	622,118
1,177,963	1,281,603	<103,640>	GROSS MARGIN/OTHER	7,105,159	7,129,200	<24,041>	1,383,897	7,104,468
			Less: Controllable Exp					
			Less. controllable Exp					
247,063	259,547	12,484	Career Wages	1,237,191	1,279,552	42,361	250,810	1,254,137
0	2,500	2,500	Limited Appointment	5,984	2,500	<3,484>	1,556	2,273
142,462	160,528	18,066	Student Wages	828,161	823,147	<5,014>	159,321	783,470
389,526	422,575	33,049	TOTAL WAGES	2,071,336	2,105,199	33,863	411,688	2,039,880
11.9	11.8	<0.1>	WAGE % TO SALES	9.7	9.7	0.0	11.0	9.4
139,384	148,143	8,759	Employee Benefits	688,852	721,670	32,818	133,255	678,870
18,308	12,632	<5,676>	Office Supplies	55,988	52,055	<3,933>	24,793	63,040
12,366	13,760	1,394	Telephone	62,461	67,640	5,179	14,474	67,163
80	80	0	Telex	400	400	0	80	400
19	14	<5>	Postage	100	66	<34>	21	166
2,833 0	1,650 1,050	<1,183> 1,050	Trav/Trips/Conference Membership Fees	6,811 800	8,050 1,925	1,239 1,125	1,745 1,000	9,461 1,100
3,867	3,150		Operating Supplies	25,538	23,740	<1,798>	7,446	27,392
46,544	54,875	8,331	Freight Out	145,433	179,140	33,707	51,630	193,755
1,472	900	<572>	Transportation	5,287	4,500	<787>	900	4,503
0	0	0	Merchandise Losses	53	0	<53>	406	406
<480>	0	480	Postage Stamp O/S	<487>	0	487	0	89
0 16,947	0 15,765	0 <1 182>	Uniforms Advertising	0 146,686	400 156,260	400 9,574	16 16,034	441 150,520
<751>	<1,950>		Vendor Adv. Allowance	<9,704>	<8,425>	9,574 1,279	<1,325>	<6,942
23	50		Direct Mail Adv.	260,991	260,250	<741>	148	263,673
9,072	6,570	<2,502>	Repairs & Maintenance	38,166	27,298	<10,868>	7,962	26,867
52,644	59,377		Bank Card Expense	336,388	345,872	9,484	60,753	347,480
631	0		Overs/Shorts	6,059	0	<6,059>	<339>	<1,337>
506 0	0	<506> 0	Credit Card Adjustments Textbook Rental Exp	2,282 <297>	0 1,273	<2,282> 1,570	1,371 47	5,925 1,630
547	0		Rentals-Facilities	2,208	1,273	<2,208>	501	2,505
0	0	0	Rentals-Truck	1,168	1,600	432	0	1,604
300	0	<300>	Taxes & Licenses	300	0	<300>	0	0
14,207	11,729		Professional Services	60,018	57,729	<2,289>	11,019	28,116
4,184	2,000		Temp Agency Service	5,217	3,500	<1,717>	2,437	3,707
2,709 75	5,460 75	2,751	Commission Expense Concession Expense	11,680 35,195	15,200 35,196	3,520 1	0 5,932	2,801 36,308
/5 0	2	2	Alloc of Distr Cntr	55,195 0	55,190	7	5,952	0,000 N
11,371	17,516	6,145	Payment to UCLA	93,007	116,889	23,882	41,001	126,322
336,857	352,848	15,991	TOTAL OTHER CONTROL.	1,980,601	2,072,235	91,634	381,307	2,035,965
726,383	775,423	49,040	TOTAL CONTROLLABLE EXP	4,051,937	4,177,434	125,497	792,994	4,075,844
AE1 501	E06 100	ZE4 E00-	GROSS CONTRIBUTION TO	2 052 222	2 051 760	101 456	E00.002	2 020 624
451,581	506,180	< 34, 599>	SVCS AND ENTERPRISES	3,053,222	2,951,766	101,456	590,902	3,028,624
			Less: Allocated Exp					
			· · · · · · · · · · · · · · · · · · ·					
	37,291	<4,878>	Allocated ExpHR	171,206	183,545	12,339	34,238	174,450
42,169			Allocated Exp. Fin	692,361	727,082	34,721	146,648	782,204
137,969	141,989	4,020		226.002	368,537	32,444	70,970	366,660
137,969 66,637	141,989 70,193	3,556	Allocated ExpIS	336,093				
137,969 66,637 31,285	141,989 70,193 32,275	3,556 990	Allocated Exp. Mktg	159,316	161,609	2,293	30,895	158,896
137,969 66,637 31,285 107,561	141,989 70,193 32,275 107,335	3,556 990 <226>	Allocated Exp. Mktg Allocated Exp Othr SA	159,316 512,904	161,609 522,730	2,293 9,826	30,895 98,221	158,896 507,498
137,969 66,637 31,285 107,561 83,872	141,989 70,193 32,275 107,335 77,836	3,556 990 <226> <6,036>	Allocated Exp. Mktg Allocated Exp Othr SA Maintenance	159,316 512,904 427,470	161,609 522,730 382,597	2,293 9,826 <44,873>	30,895 98,221 84,189	158,896 507,498 397,021
137,969 66,637 31,285 107,561	141,989 70,193 32,275 107,335	3,556 990 <226>	Allocated Exp. Mktg Allocated Exp Othr SA	159,316 512,904	161,609 522,730	2,293 9,826	30,895 98,221	158,896 507,498
137,969 66,637 31,285 107,561 83,872 25,078	141,989 70,193 32,275 107,335 77,836 36,619	3,556 990 <226> <6,036> 11,541	Allocated Exp. Mktg Allocated Exp Othr SA Maintenance Utilities	159,316 512,904 427,470 171,854	161,609 522,730 382,597 182,930	2,293 9,826 <44,873> 11,076	30,895 98,221 84,189 28,536	158,896 507,498 397,021 182,918
137,969 66,637 31,285 107,561 83,872 25,078 58,518	141,989 70,193 32,275 107,335 77,836 36,619 65,523	3,556 990 <226> <6,036> 11,541 7,005 15,972	Allocated Exp. Mktg Allocated Exp Othr SA Maintenance Utilities Depreciation	159,316 512,904 427,470 171,854 292,458	161,609 522,730 382,597 182,930 327,615	2,293 9,826 <44,873> 11,076 35,157	30,895 98,221 84,189 28,536 58,720	158,896 507,498 397,021 182,918 292,628

DEC.	05(11/22/15-12/2	26/15)		F	ISCAL YEAR 15-1	6	FISCAL YE	AR 14-15
	CURRENT MONTH				MO(07/26/15-12/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
100 700	111 (27	-10.005		(42 700	706 022	(2) 225	122 421	640.076
100,722 145,253	111,627 129,013	<10,905> 16,240	CENTRAL DIVISION NORTH CAMPUS DIVISION	643,798 916,128	706,023 850,047	<62,225> 66,081	122,431 178,292	648,076 820,724
85,201	116,148		SOUTH DIVISION	637,959	642,138	<4,179>	115,735	631,142
195,062	199,100		LU VALLE DIVISION	1,083,696	1,108,468	<24,772>	236,327	1,065,818
219,114	208,986	10,128	COOPERAGE DIVISION	1,272,398	1,275,985	<3,587>	243,607	1,152,352
196,558	253,420		SPECIAL EVENTS DIVISION	1,131,790	1,040,731	91,059	261,758	1,076,564
941,911	1,018,294		TOTAL SALES	5,685,767	5,623,392	62,375	1,158,151	5,394,674
541,511	1,010,254	<70,5052	TOTAL SALLS	5,005,707	5,025,552	02,575	1,150,151	3,334,074
316,821	351,979	35,158	Less: Cost of Sales	1,912,625	1,971,474	58,849	408,969	1,933,933
33.6	34.6	0.9	COST OF SALES %	33.6	35.1	1.4	35.3	35.9
625,090	666,315	<41,225>	GROSS MARGIN	3,773,142	3,651,918	121,224	749,182	3,460,741
66.4	65.4	0.9	GROSS MARGIN %	66.4	64.9	1.4	64.7	64.2
66.5	66.8	<0.4>	CENTRAL DIVISION	66.1	67.4	<1.3>	65.7	66.5
66.9	64.4	2.5	NORTH CAMPUS DIVISION	65.1	64.4	0.8	64.2	64.0
67.9	64.9	3.0	SOUTH DIVISION	66.7	64.4	2.3	67.8	64.2
67.3	66.8		LU VALLE DIVISION	69.2	66.7	2.5	66.9	67.1
64.8	65.3	<0.4>	COOPERAGE DIVISION	65.4	64.9	0.5	64.7	62.8
68.0	65.0	3.0	SPECIAL EVENTS DIVISION	66.8	62.6	4.2	62.6	62.0
173,598	184,915		OTHER INCOME	1,011,684	971,405	40,279	204,204	1,010,746
798,688	851,230	<52,542>	GROSS MARGIN/OTHER	4,784,827	4,623,323	161,504	953,386	4,471,488
			Local Controllable Free					
1			Less: Controllable Exp					
316,583	221 107	4,604	Career Wages	1,510,841	1,496,867	<13,974>	305,367	1,451,493
316,583	321,187 900	4,604 900	Career Wages Limited Appointment	1,510,841	1,496,867 1,600	<13,974> 1,600	305,367 3,146	1,451,493 10,554
177,497	197,878	20,381	Student Wages	1,013,641	1,003,998	<9,643>	3,146 217,265	996,398
<33,232>	<38,283>		Labor Recharge	<202,065>	<192,215>	9,850	<39,063>	<182,366>
460,848	481,682	20,834	TOTAL WAGES	2,322,417	2,310,250	<12,167>	486,714	2,276,079
48.9	47.3		WAGE % TO SALES	40.9	41.1	0.2	42.0	42.2
		-1.02				0.2	.2.0	
170,417	180,130	9,713	Employee Benefits	849,074	849,659	585	155,315	798,898
2,178	1,675		Office Supplies	9,187	8,390	<797>	902	7,049
3,756	4,383	627	Telephone	20,307	21,902	1,595	4,877	21,319
500	500	0	Training Programs	8,175	10,000	1,825	500	6,902
43,807	46,303	2,496	Paper	259,534	266,461	6,927	53,699	257,872
4.7	4.6	<0.1>	Paper % To Sales	4.6	4.7	0.2	4.6	4.8
5,558	4,778	<780>	Cleaning Supplies	28,162	24,239	<3,923>	5,895	24,007
<8,980>	<10,350>	<1,370>	Purchasing Rebates	<46,502>	<51,750>	<5,248>	<9,284>	<50,633>
3,420	2,445	<975>	Replacements	20,252	13,505	<6,747>	2,771	14,902
2,724	4,477	1,753	Laundry	20,741	24,425	3,684	6,032	25,150
788	735	<53>	Uniforms	10,373	5,735	<4,638>	<421>	6,397
224	1,370	1,146	Advertising	24,129	46,975	22,846	845	41,642
0	100		Menu Development	0	500	500	0	0
0	10		Dorm Coupons Expense	2	61	59	2	3
10,191	5,460		Repairs & Maintenance	52,463	27,184	<25,279>	10,449	54,032
28,557	32,698		Bank Card Expense	175,153	184,308	9,155	33,544	164,813
1,447	1,340		Sales Tax Expense	8,718	8,043	<675>	1,571	7,900
1,492	959		Overs/Shorts	6,638	5,006	<1,632>	394	9,943
2	0		Credit Card Adjustments	85	0	<85>	0	0
833	0		Rentals	3,346	2,500	<846>	0	2,394
334	400	66	Rentals-Truck	1,641	2,050	409	193	2,237
50	0		Taxes & Licenses	125	75	<50>	0	75
550	-		Professional Services	550	650	100	600 500	600 2 781
1,276	0		Temp Agency Service	6,556	1,000	<5,556>	500 36 042	2,781
34,636 303,759	36,896	2,260 10,550	Commission Expense	96,890 1,555,598	108,188 1,559,106	11,298	36,942 305,325	101,705 1,499,987
764,607	314,309 795,991	31,384	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,878,015	3,869,356	3,508 <8,659>	305,325	1,499,987 3,776,066
704,007	192,251	51,504	GROSS CONTRIBUTION TO	3,070,013	5,005,200	<60,0>	192,039	3,770,000
34,081	55,239	<21,158>	SVCS AND ENTERPRISES	906,811	753,967	152,844	161,347	695,422
51,001	55,255	-21,1502		500,011	, 33,507	102,011	101,017	050,122
1			Less: Allocated Exp					
			·····					
49,890	42,507	<7,383>	Allocated ExpHR	193,206	201,263	8,057	40,477	194,465
44,762	46,066	1,304	Allocated Exp. Fin	231,821	229,111	<2,710>	51,649	232,951
21,619	22,773		Allocated ExpIS	112,938	115,925	2,988	24,995	105,078
10,150	10,471		Allocated Exp. Mktg	53,239	51,077	<2,162>	10,881	47,144
34,896	34,823		Allocated Exp Othr SA	170,874	164,898	<5,976>	34,593	148,237
70,704	63,173	<7,531>	Maintenance	360,356	310,520	<49,836>	70,971	334,687
21,141	29,715	8,574	Utilities	144,872	148,440	3,568	24,056	154,199
90,914	95,779	4,865	Depreciation	453,505	478,895	25,390	100,037	499,556
344,076	345,307	1,231	TOTAL ALLOCATED EXP	1,720,812	1,700,129	<20,683>	357,661	1,716,318
			NET INCOME (LOCO)			100.464		1 020 000
<309,994>	<290,068>	<19,926>	NET INCOME (LOSS)	<814,001>	<946,162>	132,161	<196,314>	<1,020,896>
272 4 5-	202 7 15	10 500	TOTAL CUCTOMED COUNT	1 500 035	1 570 000	.0.045	227 - 77	1 505 000
272,157	282,745		TOTAL CUSTOMER COUNT	1,568,975	1,578,820	<9,845>	337,176	1,565,664
96,691	103,463		3RD PARTY CUST COUNT	553,649	556,588	<2,939>	117,980	560,646
175,466	179,282	<3,816>	ASUCLA CUSTOMER COUNT	1,015,326	1,022,232	<6,906>	219,196	1,005,018
6 15	E 00	0.15		6.02	E 02	0.10	E 74	E 2E
6.15 7.77	5.99 7.37	0.15 0.39	TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	6.02 7.60	5.83 7.39	0.19 0.21	5.74 7.46	5.65 6.39
5.25	7.37 5.19	0.39	ASUCLA AVERAGE CHECK	7.60 5.16	7.39 4.98	0.21	7.46 4.82	6.39 4.72
5.25	5.19	0.00	AUDICEN AVENAUL CHECK	5.10	7.90	0.10	7.02	7.72
27,042	29,041	1,999	EMPLOYEE HOURS	140,226	142,011	1,785	32,239	145,529
34.83	35.06	,	SALES/LABOR HOUR	40.55	39.59	0.96	35.92	37.07
1 31.05	35.00	-0.232		.0.55	55.55	5.50	55.52	57.07

DEC. 05(11/22/15-12/26/15)				ISCAL YEAR 15-1		FISCAL YEAR 14-15 LAST YEAR ACTUAL		
	URRENT MONTH			YTD 5 MO(07/26/15-12/26				
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,432	7,500	2,932	PHOTOGRAPHY	58,211	77,000	<18,789>	12,787	71,508
10,432	7,500	2,932	TOTAL SALES	58,211	77,000	<18,789>	12,787	71,508
102	300	198	Less: Cost of Sales	1,710	1,650	<60>	290	2,315
10,330	7,200	3,130	GROSS MARGIN	56,501	75,350	<18,849>	12,497	69,194
99.0	96.0	3.0	GROSS MARGIN %	97.1	97.9	<0.8>	97.7	96.8
99.0	96.0	3.0	PHOTOGRAPHY	97.1	97.9	<0.8>	97.7	96.8
184,938	210,373	<25 435>	TRADEMARKS AND LICENSING	1,197,369	1,269,932	<72,563>	170,466	1,101,792
94,047	99,744		LEASED OPS	492,288	501,367	<9,079>	86,541	474,317
278,985	310,117		OTHER INCOME	1,689,657	1,771,299	<81,642>	257,008	1,576,109
289,316	317,317	,	GROSS MARGIN/OTHER	1,746,158	1,846,649	<100,491>	269,504	1,645,302
269,510	517,517	<28,002>	GRUSS MARGIN/UTHER	1,740,156	1,040,049	<100,491>	209,504	1,045,302
			Less: Controllable Exp					
34,834	34,800	<34>	Career Wages	176,515	174,000	<2,515>	33,498	167,349
70	750		Student Wages	836	3,675	2,839	224	2,772
34,903	35,550	647	TOTAL WAGES	177,351	177,675	324	33,721	170,122
334.6	474.0		WAGE % TO SALES	304.7	230.8	<73.9>	263.7	237.9
19 160	19 906	627	Employee Bonefite	90.007	02 775	2 679	16 424	02 502
18,169	18,806		Employee Benefits	89,097	92,775	3,678	16,434	82,583
60	700		Office Supplies	1,563	3,500	1,937	588	3,548
814	700	<114>		3,794	3,500	<294>	681	3,296
0	105		Postage	57	525	468	0	139
0	50		Trav/Trips/Conference	7,123	10,250	3,127	1,067	11,068
2,000	2,000		Enforcement	7,499	7,500	1	2,000	7,818
0	0		Enforcement Adv.	0	0	0	0	500
291	1,550		Business Promotion	8,765	15,750	6,985	247	18,096
0	100		Repairs & Maintenance	816	500	<316>	0	520
2,083	2,483		Professional Services	10,886	12,415	1,529	2,083	10,415
1,019	250	<769>	5	4,997	1,250	<3,747>	0	2,200
2	3,800	3,798	Trademark	20,667	19,000	<1,667>	4,566	23,972
10,230	10,125	<105>	Intern'l Agnt Fee/Tax	113,535	113,005	<530>	0	113,650
15,160	16,704	1,544	Domestic Agency Fee	92,773	95,426	2,653	16,213	75,302
60,267	66,476	6,209	Payment to UCLA	372,195	386,643	14,448	64,706	291,916
110,096	123,849	13,753	TOTAL OTHER CONTROL.	733,767	762,039	28,272	108,586	645,023
144,999	159,399	14,400	TOTAL CONTROLLABLE EXP	911,119	939,714	28,595	142,307	815,144
144,316	157,918	<13,602>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	835,039	906,935	<71,896>	127,197	830,158
			Less: Allocated Exp					
2 770	2 1 2 7	-C 4 2 -	Allegated Even JUD	14 710		000	2 004	14 555
3,779 11,166	3,137 11,715		Allocated ExpHR Allocated Exp. Fin	14,719 55,702	15,525 62,151	806 6,449	2,804 9,884	14,555 56,052
5,609			Allocated ExpIS					
	6,011			28,133	32,631	4,498	4,950	26,564
2,633	2,764		Allocated Exp. Mktg	13,313	14,330	1,017	2,155	11,751
9,054	9,192		Allocated Exp Othr SA	42,360	46,252	3,892	6,851	37,165
14,877	29,380	,	Maintenance	75,826	144,412	68,586	14,934	70,424
4,448	13,830	,	Utilities	30,484	69,086	38,602	5,062	32,446
6,097	6,361	264	Depreciation	30,483	31,805	1,322	6,238	31,163
57,663	82,390	24,727	TOTAL ALLOCATED EXP	291,019	416,192	125,173	52,877	280,120
86,653	75,528	11,125	NET INCOME (LOSS)	544,020	490,743	53,277	74,320	550,038

DEC. 05(11/22/15-12/26/15)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
	CURRENT MONTH				40(07/26/15-12/		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
30,626	31,380		EVENT SERVICES OFFICE	226,745	274,155	<47,410>	34,899	243,070
0	30		STUDENT UNION OPERATIONS	0	361	<361>	0	32
0	0		RECREATION & GAMES	0	0	0	0	5
52,422	65,535	,	AU POST OFFICE	200,740	242,695	<41,955>	70,467	259,513
83,048	96,945	<13,897>	TOTAL SALES	427,485	517,211	<89,726>	105,366	502,620
F2 0F1	64.002	12.042	All Deat Office Cent	100 457	227.250	40,000	60.205	250.017
52,051	64,093	,	AU Post Office Cost	196,457	237,356	40,899	69,395	258,017
5,969 0	5,920 0	<49>	Facilities Costs Cost of Sales GM RM	39,872 0	47,548 0	7,676 0	4,425 0	38,120 0
58,020	70,013	÷		236,329	-	48,575	-	296,137
58,020 69.9	70,013	11,993 2.4	Less: Cost of Sales COST OF SALES %	236,329	284,904 55.1	48,575	73,820 70.1	296,137
25,028	26,932		GROSS MARGIN	191,156	232,307	<41,151>	31,545	206,483
30.1	20,932	2.4	GROSS MARGIN %	44.7	44.9	<0.2>	29.9	41.1
50.1	27.0	2.7	GROSS MARGIN 70	דד./		<0.22	29.9	71.1
80.5	81.1	<0.65	EVENT SERVICES OFFICE	82.4	82.7	<0.2>	87.3	84.3
0.0	100.0		STUDENT UNION OPERATIONS	0.0	100.0	<100.0>	0.0	100.0
0.0	0.0		RECREATION & GAMES	0.0	0.0	<100.0>	0.0	99.4
0.0	2.2		AU POST OFFICE	2.1	2.2	<0.1>	1.5	0.6
0.7	2.2	<1.5>	AU POST OFFICE	2.1	2.2	<0.1>	1.5	0.0
5,607	3,975	1,632	STUDENT UNION OPS	63,482	64,853	<1,371>	5,530	59,904
8,311	3,975 11,537		AU POST OFFICE	63,482 34,106	42,724	<8,618>	5,550 13,074	59,904 46,633
13,918	11,557		OTHER INCOME	97,589	42,724	<9,989>	13,074	106,537
38,946	42,444		GROSS MARGIN/OTHER	288,744	339,884	<51,140>	50,150	313,020
50,940	72,777	<5,790×	GROSS MARGIN/OTTER	200,744	559,004	<51,1402	50,150	515,020
			Less: Controllable Exp					
			Less. controllable Exp					
26,244	30,859	4,615	Career Wages	152,453	154,295	1,842	28,536	145,291
14,864	15,339		Student Wages	81,258	87,094	5,836	14,714	77,617
41,107	46,198	5,091	TOTAL WAGES	233,711	241,389	7,678	43,250	222,908
49.5	47.7	,	WAGE % TO SALES	54.7	46.7	<8.0>	41.1	44.4
-15.5	-1/./	<1.52	WAGE /0 TO SALLS	54.7	-10.7	<0.02	71.1	
14,491	16,034	1,543	Employee Benefits	82,344	79,456	<2,888>	14,952	78,812
3,180	4,034	,	Office Supplies	6,215	7,665	1,450	121	4,134
2,888	3,332	444	Telephone	14,776	16,510	1,734	3,474	16,497
566	5,552 0		Trav/Trips/Conference	566	1,150	584	2,609	3,255
2,716	2,274		24 Hour Study Lounge	2,716	2,274	<442>	2,546	2,546
232	232		Student Comm Art	696	696	0	232	696
0	0	0	Training Programs	2,708	4,308	1,600	0	5,545
108	89	-	Annual ASUCLA Events	22,183	20,320	<1,863>	97	20,209
1,406	2,000		Student Event Exp	32,349	31,482	<867>	3,938	38,004
55	139		Operating Supplies	89	695	606	3,550 0	783
0	145	145	Advertising	348	734	386	0	1,692
476	601	145	Business Promotion	2,578	2,981	403	482	2,497
786	575		Repairs & Maintenance		6,479	1,102	381	9,287
986	1,540		Bank Card Expense	5,377 4,384	5,702	1,318	1,376	9,287 5,552
500	39		Overs/Shorts	1,759	145	<1,614>	1,570	642
300	0		Commission Expense	575	0	<575>	0	042
3,206	2,629		Student Support Svcs	3,206	2,629	<577>	2,791	2,791
15,417	15,417		Interaction Fund	77,083	77,085	2	15,417	77,083
4,719	5,000		STUDENT UNION EVENT F	39,274	47,000	7,726	5,731	38,349
52,031	54,080	2,049	TOTAL OTHER CONTROL.	299,224	307,311	8,087	54,146	308,374
93,138	100,278	7,140	TOTAL CONTROLLABLE EXP	532,936	548,700	15,764	97,396	531,282
55,150	100,270	7,170	GROSS CONTRIBUTION TO	552,550	510,700	13,707	57,550	551,202
<54,192>	<57,834>	3,642	SVCS AND ENTERPRISES	<244,191>	<208,816>	<35,375>	<47,246>	<218,263>
3 1/1525	(37,0317	5,612		\$211,1517	\$200,0107	(35)5757	\$1772.107	(210,200)
			Less: Allocated Exp					
4,451	4,021	<4305	Allocated ExpHR	19,330	19,912	582	3,598	19,075
3,741	4,703		Allocated Exp. Fin	17,495	21,507	4,012	4,542	21,769
1,879	2,414		Allocated ExpIS	8,851	11,329	2,478	2,275	10,414
882	1,110		Allocated Exp. Mktg	4,176	4,955	779	990	4,545
3,033	3,691		Allocated Exp Othr SA	13,329	16,064	2,735	3,148	14,491
44,199	40,737		Maintenance	225,268	200,242	<25,026>	44,366	209,222
13,216	19,166	5,950	Utilities	90,564	95,739	5,175	15,038	96,394
12,951	14,398	5,930 1,447	Depreciation	64,438	95,739 71,990	7,552	12,804	90,394 62,563
84,353	90,240	5,887	TOTAL ALLOCATED EXP	443,452	441,738	<1,714>	86,760	438,474
دردرت	50,270	5,007		JJZ		\1,/1T/	00,700	דידי
<138,545>	<148,074>	9,529	NET INCOME (LOSS)	<687,643>	<650,554>	<37,089>	<134,006>	<656,736>
~1JU,JTJ/	10,07⁺7	وعدرد			~0J0,JJ+/	~57,007/	~1000/	~0.00/ 0.0/

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

0 500 500 Lineed Appointment 0 2,200 2,200 2,000 1,004 15,88 23,784 336,275 5,537 Suber Wages 117,437 140,056 6,621 22,940 15,274 320,027 4,127,05 5,55 0,02 6,0 25 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 2,120,00 1,120 2,120,00 1,120 2,127,07 1,120 2,127,07 1,120 2,120,00 1,120 2,120,00 1,120 2,120,00 1,120,00	DEC. 05(11/22/15-12/26/15)]	FISCAL YEAR 15-16			FISCAL YEAR 14-15		
313,288 306,051 <7,227 Carcer Wages 1,466,676 1,538,704 70,028 312,003 1,540,02 23,783 30,125 6,637 Solder Mages 137,47 323,627 233,027 132,027 122,038 1,804 153,47 33,047 336,676 Solder Mages 1,464,676 6,221 23,802 1,203,727 127,205 4,68 Solder Eng Awacki, Stockets 1,205 5 0.2 6,61 5 10,000 12,000 Colone Eng Awacki, Stockets 1,039 1,000 142,083 70,33 40,32 40,33 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td>MO(07/26/15-12/</td> <td></td> <td></td> <td></td>						MO(07/26/15-12/			
0 500 500 Lineed Appointment 0 2,200 2,200 2,000 1,004 15,88 23,784 336,275 5,537 Suber Wages 117,437 140,056 6,621 22,940 15,274 320,027 4,127,05 5,55 0,02 6,0 25 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 2,120,00 1,120 2,120,00 1,120 2,127,07 1,120 2,127,07 1,120 2,120,00 1,120 2,120,00 1,120 2,120,00 1,120,00	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
0 500 500 Lineed Appointment 0 2,200 2,200 2,000 1,004 15,88 23,784 336,275 5,537 Suber Wages 117,437 140,056 6,621 22,940 15,274 320,027 4,127,05 5,55 0,02 6,0 25 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 339,277 1,127,05 2,120,00 1,120 2,120,00 1,120 2,127,07 1,120 2,127,07 1,120 2,120,00 1,120 2,120,00 1,120 2,120,00 1,120,00									
2.2,738 30,125 6,637 Student Wages 157,437 164,438 6,62 22,8440 151,74 337,407 336,676 < <	313,288			-	1,468,676	1,538,704			1,549,038
379,047 336,676 <371,775 (717,100) 10,000 12,000 2,000 Emp Awards, Profess. 11,255 5 0.2 6.0 5 10,000 12,000 0 <2,000	0	500		Limited Appointment	0		2,300	1,804	16,851
6.8 6.3 < 4.0.5 WAGE % TO TOTAL SALES 5.2 5.5 0.2 6.0 5.5 10,000 12,000 2,000 Emp Awards, Profess. 11,055 112,000 2,000 Fig. Awards, Students 4,000 2,000 11,155	23,758	30,125	6,367	Student Wages	157,437	164,058	6,621	25,840	151,741
10,000 12,000 2,000 cmp Awards, Profess. 11,859 12,000 2,42 11,155 11,155 156,946 145,973 ct55- 7,707 ct55- 2,613 5,565 2,246 rnyrrps/Confinemence 3,391 7,883 4,778 3,228 7,600 7,893 4,778 3,228 7,600	337,047	336,676	<371>	TOTAL WAGES	1,626,112	1,705,062	78,950	339,727	1,717,630
2.000 0 <2.000 <2.000 2.000 2.000 2.000 0 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 7.023 7.137 17.235 <td>6.8</td> <td>6.3</td> <td><0.5></td> <td>WAGE % TO TOTAL SALES</td> <td>5.2</td> <td>5.5</td> <td>0.2</td> <td>6.0</td> <td>5.5</td>	6.8	6.3	<0.5>	WAGE % TO TOTAL SALES	5.2	5.5	0.2	6.0	5.5
2.000 0 <2.000 <2.000 2.000 2.000 2.000 0 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 2.000 10 7.023 7.137 17.235 <td></td> <td></td> <td></td> <td>1</td> <td></td> <td></td> <td></td> <td></td> <td></td>				1					
1156,946 145,973 <10,973	10,000	12,000	2,000	Emp Awards, Profess.	11,859	12,000	142	11,156	11,156
1156,946 145,973 <10,973	2,000	0	<2,000>	Emp Awards, Students	4,000	2,000	<2,000>	0	2,000
7,252 7,270 <155.		145.973						142.835	709,944
8,680 9,696 1,189 Telephone 41,583 48,636 7,053 9,455 44,645 164 2,276 2,212 Tray/Trig/Conference 3,438 11,239 7,801 558 2,44 0 0 0 0 61 0 7,801 558 2,44 2,619 5,555 2,946 Employee Relations 3,090 7,858 4,768 3,228 7,60 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 2,325 1,549 66 2,44 4,433 3,220 4,273 1,35 1,33 1,33 1,35 1,350 <td< td=""><td></td><td></td><td>,</td><td>. ,</td><td></td><td></td><td></td><td></td><td></td></td<>			,	. ,					
624 1,205 581 Postage 4,021 5,094 1,073 1,095 4,47 0 20 2,211 Truttor Asstance 39 1,00 61 0 2,37 0 52 525 2,519 Fingerprinting 0,228 2,004 61 0 0 7,665 0 0 0 0 1,0173 1,112 8,617 1,113 1,									
164 2,76 2,212 Tray/Tray/Conference 3,438 11,239 7,801 558 2,44 0 1,790 1,750 153 153 153 152 12,750 158 200 10,50 10,425 725 Advertsing 6,438 6,880 442 1,545 7,76 10,505 10,58 10,005 7,681 10,010 10,505 10,556 10,556 10,556 10,556 10,556 10,556 10,556				•					
0 20 220 Expense Allowance 39 100 61 0 2 2,619 5,565 2,496 Enployee Relations 0 260 220 0 393 0 323-5 Fingerprinting 2,228 2,004 -224-2 0 1,94 173 301 129 Recruitment 4,493 3,220 -1,273-3 113 1,34 37 668 651 Operating Supplies 974 2,523 1,549 6668 2,44 20 51 51 Security Equipment 384 225 <1,259									
2,619 5,565 2,946 Employee Relations 3,090 7,888 4,768 3,228 7,66 0 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>39</td></td<>									39
0 52 52 Tution Asstance 0 260 260 0 7 393 0 -333 Fingerprinting 2,228 2,004 <224> 0 1,93 37 668 651 Operating Supplies 9/4 2,523 1,549 666 2,440 244 350 56 Uniforms 1,770 1,770 <400> 0 1,33 250 <400> -255 Security Expense <2,407> <2,005								-	
0 173 301 123 Barry 173									
393 0 -c-393- 12 Encurpturing Recurpture 2,228 2,004 -c-224- c-2275 0 1,94 37 668 651 Operating Supplies 9/4 2,523 1,549 668 2,44 204 350 56 Uniforms 1,700 1,750 <400- 0 0 1,33 2,525 2,2750 225 Aurm Monitoring 13,592 13,750 158 200 10,98 1,500 1,427 275 Advertsing 6,438 6,880 442 1,545 7,680 1,500 1,500 0 Benefits U Av 7,500 7,501 2,204 3,387 2,344 1,73 12,433 603 Repairs Mintenance 29,222 32,846 3,500 42,937 4,44,431 1,73 12,433 0 Struin One Card Exp 2,4341 24,341 24,341 20 3,500 42,925 3,303 0 Struin One Card Exp 7,571 88,500 16,883									0
173 301 129 Recruitment 4,493 3,220 <1,273> 135 1,34 294 350 56 Unforms 1,790 1,750 <400> 0 1,549 400 <350		-	-	0 0	-	-	-	-	25
37 668 651 Operating Supplies 974 2,523 1,549 668 2,440 260- <400-		-	<393>	5 1 5	2,228			0	1,946
294 350 56 Uniforms 1,790 1,750 <400> 0 1,23 <50									1,340
<50> <	37	688	651	Operating Supplies	974	2,523	1,549	668	2,449
0 51 Security Equipment 1384 255 < < 129> 238 44 2,525 2,750 225 Advertising 6,438 6,880 442 1,545 7,800 1,500 1,500 0 Benefits UAV 7,500 7,500 0 2,100 10,500 7,685 6,019 <1,660> Repair Mice Computer 2,600 7,620 5,220 479 4,437 11,736 12,433 697 Repair Mice Equip 57,871 62,165 4,294 15,85 46,41 0 33 33,80 0 Bruin One Card Exp 2,341 24,341 0 3,500 42,985 4,285 4,280 2,431 24,341 0 3,500 42,985 1,333 1,382 Legal 6113 6,913 6,913 6,913 6,910 4,33 1,608 4,33 9,976 10,558 582 External Audit 50,272	294	350	56		1,790		<40>	0	1,359
0 51 Security Equipment 1384 255 < < 129> 238 44 2,525 2,750 225 Advertising 6,438 6,880 442 1,545 7,800 1,500 1,500 0 Benefits UAV 7,500 7,500 0 2,100 10,500 7,685 6,019 <1,660> Repair Mice Computer 2,600 7,620 5,220 479 4,437 11,736 12,433 697 Repair Mice Equip 57,871 62,165 4,294 15,85 46,41 0 33 33,80 0 Bruin One Card Exp 2,341 24,341 0 3,500 42,985 4,285 4,280 2,431 24,341 0 3,500 42,985 1,333 1,382 Legal 6113 6,913 6,913 6,913 6,910 4,33 1,608 4,33 9,976 10,558 582 External Audit 50,272	<50>	<400>	<350>	Security Expense	<2,407>		407	<54>	<1,219>
2,525 2,750 225 Alarm Monitoring 13,592 13,570 158 200 10,98 1,150 1,500 1,500 0 Benefits U Av 7,500 7,500 0 2,100 10,507 7,685 6,019 -4,660> Repairs & Maintenance 29,222 32,2466 3,624 4,387 23,44 11,736 12,433 6697 Repairs & MtcrEquip 57,871 62,165 4,294 15,585 46,01 0 34 9 Printing 0 259 0 259 0 259 0 259 0 259 0 24,341 24,341 0 3,500 4,285 14,303 17,700 3,397 Insurance Expense 71,517 88,500 16,983 16,081 80,433 9,976 10,588 512 Fiernal Audit 45,533 49,950 3,515 9,583 47,919 0 0 0 140 5,500 16,000 50 0 22,001	0	51	51	Security Equipment		255	<129>	238	498
1.150 1.425 225 Advertsing 6.438 6.880 442 1.545 7.86 1.500 1.500 0 Benefits U Adv 7,500 0,01 2,100 10,500 7,685 6,019 <1,666-	2,525								10,987
1,500 1,500 0 Benefits LAdv 7,500 0 2,100 10,55 7,685 6,019 <1,665				5					7,809
7,685 6,019 <1,666- Repairs & Maintenance 29,222 32,846 3,624 4,387 23,48 581 1,564 9933 Repairs & Mitze-Equip 57,671 62,165 4,224 15,585 46,611 0 34 44 Printing 0 259 259 0 -2> 40 42 Overs/Shorts -344 20 234 45 27 -2> 40 42 Overs/Shorts -34-2 20 234 45 27 -2> 40 42 Overs/Shorts -34-2 200 234 45 27 -4,835 4,280 -50 Professional Services 27,837 19,841 <7,996-2				5					
581 1,564 983 Repair-Mice Computer Repairs & Mice-Equip 57,871 62,165 4,224 479 479 11,736 12,433 697 Repairs & Mice-Equip 57,871 62,165 4,224 15,585 46,41 0 34 34 Printing 0 259 0 0 3,380 0 Bruin One Card Exp 24,341 24,341 0 3,500 42,93 14,303 17,700 3,397 Insurance Expense 71,517 88,500 16,983 16,081 80,43 9,976 10,558 582 External Audit 50,727 52,787 2,060 10,342 52,15 9,976 10,588 582 External Audit 45,835 49,350 3,515 9,583 47,91 0 0 0 703 Internal Audit 45,835 49,350 3,515 9,583 47,91 1,001 1,000 0 0 0 0 3,44 1,000<			-						
11,736 12,433 697 Repairs & Mtce-Equip 57,871 62,165 4,294 15,585 46,41 0 3,380 3,380 0 Bruin One Card Exp 24,341 24,341 0 3,500 42,95 <									479
0 34 9rinting 0 259 259 0 3,380 3,380 0 Bruin One Card Exp 24,341 24,341 0 3,500 42,991 <2> 40 42 Overs/Shorts <34> 200 234 45 2 14,303 17,700 3,397 Insurance Expense 71,517 88,500 16,983 16,081 80,04 4,285 42,800 <5> Professional Services 27,837 19,9841 <7,996> 2,568 13,65 10,342 52,15 9,976 10,558 582 External Audit 45,835 49,350 3,515 9,583 47,99 0 0 0 Tax consulting 3,620 3,620 0 0 3,44 1,000 1,000 <0									
3,380 3,380 0 Bruin one Card Exp 24,341 20 3,500 42,99 < 2> 40 42 Overs/Shorts <34> 200 224 45 22 14,303 17,700 3,397 Insurance Expense 77,517 88,500 16,983 16,081 80,473 4,285 4,280 <5> Professional Services 27,837 19,841 <7,996> 2,568 13,66 1,383 1,382 <1> Legal 6,913 6,910 <3> 880 4,33 9,976 10,558 582 External Audit 50,727 52,787 2,060 10,342 52,15 9,167 9,870 703 Internal Audit 45,835 49,9350 3,515 9,583 47,91 0 0 0 13x consulting 3,620 3,620 0 0 3,47,91 1,000 1,000 <239									
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$		-	-	5	-			-	0
14,303 17,700 3,397 Insurance Expense 71,517 88,500 16,983 16,081 80,402 4,285 4,280 <5> Professional Services 27,837 19,841 <7,996-			-						
4,285 4,280 <5> Professional Services 27,837 19,941 <7,996> 2,568 13,65 1,383 1,382 <1> Legal 6,913 6,910 <3> 860 4,365 9,976 10,558 582 External Audit 50,727 52,787 2,060 10,342 52,15 2,985 1,000 <1,985> Tem p Agency Service 9,453 5,000 <4,453> 1,140 5,57 9,167 9,870 703 Internal Audit 45,835 49,350 3,515 9,583 47,91 0 0 0 Tax Consulting 3,620 3,620 0 0 3,44 1,000 1,000 <239> Special Projects 6,328 2,500 <3,828				·					26
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$			3,397	Insurance Expense				16,081	80,405
9,976 10,558 582 External Audit 50,727 52,787 2,060 10,342 52,114 2,985 1,000 <1,985> Tem Agency Service 9,453 5,000 <4,453> 1,140 5,57 9,167 9,870 703 Internal Audit 45,835 49,350 3,515 9,583 47,91 0 0 0 0 17x Consulting 3,620 3,620 0 0 3,44 1,000 1,000 <0			<5>	Professional Services			<7,996>	2,568	13,659
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	1,383	1,382	<1>		6,913	6,910	<3>	880	4,398
9,167 9,870 703 Internal Audit 45,835 49,350 3,515 9,583 47,91 0 0 0 0 Tax Consulting 3,620 3,620 0 0 3,44 1,000 1,000 <> PROFESSIONAL FEES PCI 15,950 16,000 50 0 22,00 10,914 11,500 586 Board of Directors 62,917 62,800 <117> 10,879 58,58 339 100 <239> Special Projects 6,328 2,500 <3,828> 100 2,05 3,629 3,500 <122> Armored Carrier Expense 16,191 16,900 709 2,996 15,526 7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,77 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 300,401 302,527 2,126 TOTAL ONTROLL 1,431,104 </td <td>9,976</td> <td>10,558</td> <td>582</td> <td>External Audit</td> <td>50,727</td> <td>52,787</td> <td>2,060</td> <td>10,342</td> <td>52,159</td>	9,976	10,558	582	External Audit	50,727	52,787	2,060	10,342	52,159
9,167 9,870 703 Internal Audit 45,835 49,350 3,515 9,583 47,91 0 0 0 0 Tax Consulting 3,620 3,620 0 0 3,44 1,000 1,000 <> PROFESSIONAL FEES PCI 15,950 16,000 50 0 22,00 10,914 11,500 586 Board of Directors 62,917 62,800 <117> 10,879 58,58 339 100 <239> Special Projects 6,328 2,500 <3,828> 100 2,05 3,629 3,500 <122> Armored Carrier Expense 16,191 16,900 709 2,996 15,526 7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,77 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 300,401 302,527 2,126 TOTAL ONTROLL 1,431,104 </td <td>2,985</td> <td>1,000</td> <td><1,985></td> <td>Temp Agency Service</td> <td>9,453</td> <td>5,000</td> <td><4,453></td> <td>1,140</td> <td>5,574</td>	2,985	1,000	<1,985>	Temp Agency Service	9,453	5,000	<4,453>	1,140	5,574
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$		9,870	703	Internal Audit	45,835	49,350	3,515	9,583	47,917
1,000 1,000 <0> PROFESSIONAL FEES PCI 15,950 16,000 50 0 22,00 10,914 11,500 586 Board of Directors 62,917 62,800 <117> 10,879 58,58 339 100 <239> Special Projects 6,328 2,500 <3,828			0	Tax Consulting					3,448
10,914 11,500 586 Board of Directors 62,917 62,800 <117> 10,879 58,58 339 100 <239> Special Projects 6,328 2,500 <3,828> 100 2,05 3,629 3,604 321 Misc. Bank Charges 19,227 18,777 <450> 2,800 15,90 7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,73 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 258 1,350 1,092 Special Events 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,373 12,363 <td></td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td>		-	-	-					
339 100 <239> Special Projects 6,328 2,500 <3,828> 100 2,09 3,163 3,484 321 Misc. Bank Charges 19,227 18,777 <450> 2,800 15,90 3,629 3,500 <129> Armored Carrier Expense 16,191 16,900 709 2,996 15,26 7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,73 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 258 1,350 1,092 Special Events 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,416,18 637,448 639,203 1,755 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,313,81 18,055 17,585 <470> <td< td=""><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td></td<>			-						
3,163 3,484 321 Misc. Bank Charges 19,227 18,777 < 450> 2,800 15,90 3,629 3,500 <129> Armored Carrier Expense 16,191 16,900 709 2,996 15,26 7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,73 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 258 1,350 1,092 Special Events 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,416,18 637,448 639,203 1,755 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873									
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7,635 7,864 229 UCOP Payroll Services 38,175 39,320 1,145 7,635 37,73 13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 258 1,350 1,092 Special Events 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,416,18 637,448 639,203 1,755 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TO				•					
13,401 14,374 973 UCLA Recharge Expense 67,005 73,422 6,417 13,955 69,75 258 1,350 1,092 Special Events TOTAL OTHER CONTROL. 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,416,18 637,448 639,203 1,755 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427>									
258 1,350 1,092 Special Events 17,844 20,700 2,856 862 15,51 300,401 302,527 2,126 TOTAL OTHER CONTROL. 1,431,104 1,489,951 58,847 284,529 1,416,18 637,448 639,203 1,755 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Less: Allocated Exp 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <33,080> <30,921> 2,159 Allocated-USAC <153,967> <133,967> 0 <29,776> <149,01									
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637,448 639,203 1,755 TOTAL CONTROLLABLE EXP 3,057,216 3,195,013 137,797 624,257 3,133,81 18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <33,080									15,513
18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96									1,416,188
18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,200 <593,165> <594,480> <1,315> Allocated-Sys and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96	637,448	639,203	1,755	TOTAL CONTROLLABLE EXP	3,057,216	3,195,013	137,797	624,257	3,133,818
18,055 17,585 <470> Maintenance 92,021 86,439 <5,582> 18,123 85,46 5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,200 <593,165> <594,480> <1,315> Allocated-Sys and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96									
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5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96									
5,399 8,272 2,873 Utilities 36,995 41,325 4,330 6,143 39,37 12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96	18,055	17,585	<470>	Maintenance	92,021	86,439	<5,582>	18,123	85,467
12,363 12,193 <170> Depreciation 57,398 60,965 3,567 12,378 61,54 35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,38 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,96									39,377
35,817 38,050 2,233 TOTAL ALLOCATED EXP 186,415 188,729 2,315 36,644 186,385 673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,966									61,544
673,265 677,253 3,988 NET EXPENSE 3,243,631 3,383,742 140,111 660,901 3,320,20 <593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,966									
<593,165> <594,480> <1,315> Allocated-Svs and Ent <2,851,365> <2,970,427> <119,062> <584,763> <2,933,960									
<33,080> <30,921> 2,159 Allocated-USAC <153,967> <153,967> 0 <29,776> <149,01	075,205	077,200	2,200		ונט,נדג,נ	5,505,742	170,111	000,901	5,520,205
<33,080> <30,921> 2,159 Allocated-USAC <153,967> <153,967> 0 <29,776> <149,01	4E02 1CE	ZE04 400	-1.015	Allocated Gue and Est	20 0E1 20E	<2 070 427	-110.002	×E04 7C2	2022 OCE
<3,698> <3,145> 553 Allocated-GSA <14,375> <14,375> 0 <3,167> <14,49									
<43,322> <48,707> <5,385> Allocated-Comm Board <223,924> <244,973> <21,049> <43,195> <222,73									
<673,265> <677,253> <3,988> TOTAL OTHER <3,243,631> <3,383,742> <140,111> <660,901> <3,320,20							-		<14,491>
									<222,733>
0 0 <0> TOTAL EXPENSE 0 0 <0> 0	<673,265>	<677,253>	<3,988>	TOTAL OTHER	<3,243,631>	<3,383,742>	<140,111>	<660,901>	<3,320,205>
0 0 <0>TOTAL EXPENSE 0 0 0 <0> 0									
	0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

DEC. 05(11/22/15-12/26/15)		1	FISCAL YEAR 15-16			FISCAL YEAR 14-15		
CURRENT MONTH			YTD 5 MO(07/26/15-12/26/15)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1010/12	505021	17 a d2 a to2		71010712	565621	that a top		
115,740	119,009	3,269	Career Wages	558,521	565,602	7,081	101,207	549,261
2,933	1,099		Limited Appointment	15,682	5,495	<10,187>	5,859	23,353
0	872	872	Student Wages	209	4,412	4,203	689	3,534
<1,009>	<610>	399	Labor Recharge	<3,747>	<3,090>	657	<1,771>	<3,563>
<7,274>	<5,770>	1,504	Billed Labor Costs	<33,574>	<27,876>	5,698	<5,643>	<27,239>
0	<6,300>	<6,300>	Capitalized Wages	<4,520>	<31,500>	<26,980>	0	<26,995>
110,390	108,300	<2,090>	TOTAL WAGES	532,571	513,043	<19,528>	100,342	518,351
110,550	100,500	<2,0502	TOTAL WAGES	552,571	515,015	(1),5202	100,512	510,551
69,744	71,613	1,869	Employee Benefits	346,796	353,891	7,095	64,005	329,951
311	78	,	Office Supplies	675	620	<55>	167	658
609	677	68	Telephone	3,420	3,385	<35>	670	3,581
286	0		Trav/Trips/Conference	286	1,600	1,314	0/0	432
4,426	3,645	<781>		24,941	24,758	<183>	4,540	24,650
5,103	5,191		Cleaning Supplies	26,397	27,945	1,548	4,337	24,030
1,505	1,093		Replacements	4,967	6,088	1,121	735	7,681
810	454		Laundry	2,606	2,527	<79>	275	2,013
19,914	19,350		Repairs & Maintenance	156,005	99,575	<56,430>	43,323	109,510
8,221	3,190		Repairs & Mtce-Elevator	25,129	15,950	<9,179>	5,125	11,240
0,221	3,190 175	,		25,129	15,950 525	293	5,125	11,240
-	900		Repairs & Mtce-Equip	-			-	Ũ
48 0	900 250		Painting Program	2,071	4,500	2,429	29 0	1,278
-			Incidental Proj Exp	0	1,250	1,250	ů	2,880
3,345	3,495		Air Conditioning-Maint	21,435	17,475	<3,960>	2,178	17,724
4,246	7,026	2,780	Rub Remvl/Hauling	31,418	33,966	2,548	5,674	33,065
6,339	3,428		Rodent & Pest Control	20,403	17,140	<3,263>	3,944	20,108
1,050	780	-	Rentals-Truck	5,679	3,900	<1,779>	465	3,401
125,957	121,345	1	TOTAL OTHER CONTROL.	672,460	615,095	<57,365>	135,467	592,394
236,347	229,645	<6,702>	TOTAL CONTROLLABLE EXP	1,205,031	1,128,138	<76,893>	235,809	1,110,745
			Less: Allocated Exp					
14,124	16,946	2,822	Depreciation	70,602	84,730	14,128	14,933	74,294
14,124	16,946	2,822	TOTAL ALLOCATED EXP	70,602	84,730	14,128	14,933	74,294
250,471	246,591	<3,880>	NET EXPENSE	1,275,632	1,212,868	<62,764>	250,742	1,185,039
2007.02	210/051			1/2/0/002	1/212/000	102/1011	20077.12	1/100/000
<213,652>	<211,127>	2,525	Allocated-Svs and Ent	<1,088,920>	<1,037,771>	51,149	<214,460>	<1,011,354>
<6,994>	<6,994>	2,525	Allocated-USAC	<34,970>	<34,970>	0	<6,535>	<32,675>
<2,742>	<2,742>	0	Allocated-GSA	<13,710>	<13,710>	ů 0	<2,562>	<12,810>
<9,028>	<8,143>	-	Allocated-Comm Board	<46,011>	<39,978>	6,033	<9,062>	<42,733>
<18,055>	<17,585>	470	Allocated-A & SS	<92,021>	<86,439>	5,582	<18,123>	<85,467>
<250,471>	<246,591>	3,880	TOTAL OTHER	<1,275,632>	<1,212,868>	62,764	<250,742>	<1,185,039>
.2007.717		5,000		· _ / _ / 0 / 0 / 2 / 2 /		5_,. 51	-2007. 127	2,200,0007
0	0	0	TOTAL EXPENSE	0	0	0	0	0

UTILITIES EXPENSE STATEMENT

DEC. 05(11/22/15-12/26/15)			FISCAL YEAR 15-16			FISCAL YEAR 14-15		
(CURRENT MONTH			YTD 5 MO(07/26/15-12/26/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
4,731	19,503	14,772	Chiller Water	101,450	142,954	41,504	191	132,008
47,529	68,943	21,414	Elec-Non Air Cond.	318,275	322,910	4,635	61,237	313,218
10,032	10,795	763	Water-Non Air Cond.	50,212	52,513	2,301	8,900	46,768
11,503	12,191	688	Steam-Non Air Cond.	28,212	39,023	10,811	14,811	40,738
1,704	3,535	1,831	Gas	12,707	16,931	4,224	1,338	15,140
1,292	1,551	259	Energy Management	6,460	7,755	1,295	0	0
76,791	116,518	39,727	TOTAL OTHER CONTROL.	517,316	582,086	64,770	86,477	547,872
76,791	116,518	39,727	TOTAL CONTROLLABLE EXP	517,316	582,086	64,770	86,477	547,872
<63,883>	<99,329>	<35,446>	Allocated-Svs and Ent	<437,774>	<496,193>	<58,419>	<72,692>	<465,957>
<3,455>	<3,455>	0	Allocated-USAC	<17,275>	<17,275>	0	<3,283>	<16,415>
<1,355>	<1,355>	0	Allocated-GSA	<6,775>	<6,775>	0	<1,287>	<6,435>
<2,699>	<4,107>	<1,408>	Allocated-Comm Board	<18,497>	<20,518>	<2,021>	<3,072>	<19,688>
<5,399>	<8,272>	<2,873>	Allocated-A & SS	<36,995>	<41,325>	<4,330>	<6,143>	<39,377>
<76,791>	<116,518>	<39,727>	TOTAL OTHER	<517,316>	<582,086>	<64,770>	<86,477>	<547,872>
0	0	0	TOTAL EXPENSE	0	0	0	<0>	<0>