ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (12/30/18 - 01/26/19)

Prepared

February 08, 2019

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2019 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		JANI	JARY (12/3	0/18 - 01/26/	/19)			FY 1	7-18]			F	ISCAL YEA	R 2018-201	9			FY 1	7-18
			CURRENT	ГМОМТН				*1	•	1	YTD 6 MONTHS (07/29/18 - 01/26/19)						**			
ACTU	AL	BUDO	SET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET	VARIANCE				LAST YE	AR ACT
				ACT/		ACT/LY	-								ACT/	BUD		Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,681		3,766		(85)	(2.3%)	(73)	(1.9%)	3,754		UCLA Store	23,675		24,892		(1,217)	(4.9%)	(660)	(2.7%)	24,335	
1,257		1,388		(131)	(9.4%)	(3)	(0.2%)	1,260		UCLA Restaurants	8,040		8,694		(654)	(7.5%)	287	3.7%	7,753	
572		406		166	40.9%	280	95.9%	292		Licensing & Services	2,732		2,541		191	7.5%	394	16.9%	2,338	
78		109		(31)	(28.4%)	(16)	(17.0%)	94		UCLA Student Union	694		741		(47)	(6.3%)	19	2.8%	675	
5,588		5,669		(81)	(1.4%)	188	3.5%	5,400		TOTAL	35,141		36,868		(1,727)	(4.7%)	40	0.1%	35,101	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,204	32.7%	1,251	33.2%	(47)	(0.5)	10	0.9	1,194	31.8%	UCLA Store	7,656	32.3%	8,242	33.1%	(586)	(0.8)	(131)	0.3	7,787	32.0%
880	70.0%	988	71.2%	(108)	(1.2)	(21)	(1.5)	901	71.5%	UCLA Restaurants	5,702	70.9%	6,177	71.0%	(475)	(0.1)	183	(0.3)	5,519	71.2%
572	100.0%	406	100.0%	166	0.0	280	0.0	292	100.0%	Licensing & Services	2,730	99.9%	2,540	100.0%	190	(0.1)	394	0.0	2,336	99.9%
2.698	53.8% 48.3%	50 2.695	45.9% 47.5%	(8)	7.9 0.8	(3) 266	5.9 3.3	45 2,432	47.9%	UCLA Student Union TOTAL	406 16,494	58.5% 46.9%	399 17,358	53.8% 47.1%	7 (864)	4.7 (0.2)	53 499	6.2 1.3	353 15,995	52.3% 45.6%
2,098	48.3%	2,695	47.5%	3	0.8	200	3.3	2,432	45.0%		16,494	46.9%	17,358	47.1%	(864)	(0.2)	499	1.3	15,995	45.6%
										WAGES & BENEFITS										
545	14.8%	571	15.2%	26	0.4	(23)	(0.9)	522	13.9%	UCLA Store	3,579	15.1%	3,629	14.6%	50	(0.5)	(238)	(1.4)	3,341	13.7%
686	54.6%	716	51.6%	30	(3.0)	(46)	(3.8)	640	50.8%	UCLA Restaurants	4,326	53.8%	4,492	51.7%	166	(2.1)	(387)	(3.0)	3,939	50.8%
63	11.0%	55	13.5%	(8)	2.5	(8)	7.8	55	18.8%	Licensing & Services	426	15.6%	335	13.2%	(91)	(2.4)	(103)	(1.8)	323	13.8%
64	82.1%	73	67.0%	9 57	(15.1)	1 (70)	(13.0)	65	69.1%	UCLA Student Union	424	61.1%	442	59.6%	18 143	(1.5)	(13)	(0.2)	411	60.9%
1,358	24.3%	1,415	25.0%	5/	0.7	(76)	(0.6)	1,282	23.7%	TOTAL	8,755	24.9%	8,898	24.1%	143	(8.0)	(741)	(2.1)	8,014	22.8%
										OTHER CONTROLLABLES										
145	3.9%	144	3.8%	(1)	(0.1)	0	0.0	145		UCLA Store	1,425	6.0%	1,431	5.7%	6	(0.3)	(8)	(0.2)	1,417	5.8%
167	13.3%	158	11.4%	(9)	(1.9)	(21)	(1.7)	146	11.6%	UCLA Restaurants	891	11.1%	921	10.6%	30	(0.5)	(40)	(0.1)	851	11.0%
166 43	29.0%	135 45	33.3%	(31)	4.3 (13.8)	(76) (3)	1.8	90 40	30.8% 42.6%	Licensing & Services UCLA Student Union	871 272	31.9% 39.2%	884 298	34.8% 40.2%	13 26	2.9 1.0	(31)	4.0 4.8	840 297	35.9% 44.0%
521	55.1% 9.3%	45 482	41.3% 8.5%	(39)	(13.8)	(100)	(12.5) (1.5)	40 421		TOTAL	3,459	9.8%	3,534	9.6%	75	(0.2)	25 (54)	(0.1)	3,405	9.7%
321	9.3%	402	0.5%	(39)	(0.0)	(100)	(1.5)	421	1.0%	1	3,439	9.0%	3,334	9.0%	73	(0.2)	(54)	(0.1)	3,405	9.776
					4					CONTRIBUTION										
514	14.0%	536	14.2%	(22)	(0.2)	(13)	0.0	527		UCLA Store	2,652	11.2%	3,183	12.8%	(531)	(1.6)	(377)	(1.2)	3,029	12.4%
26 342	2.1% 59.8%	114 216	8.2% 53.2%	(88) 126	(6.1) 6.6	(89) 196	(7.0) 9.8	115 146	9.1% 50.0%	UCLA Restaurants Licensing & Services	485 1,434	6.0% 52.5%	764 1,320	8.8% 51.9%	(279) 114	(2.8) 0.6	(244) 261	(3.4) 2.3	729 1.173	9.4% 50.2%
(65)	(83.3%)	(68)	(62.4%)	3	(20.9)	(5)	(19.5)	(60)		UCLA Student Union	(290)	52.5% (41.8%)	(341)	(46.0%)	51	4.2	65	10.8	(355)	(52.6%)
817	14.6%	798	14.1%	19	0.5	89	1.1	728	/	TOTAL	4,281	12.2%	4.926	13.4%	(645)	(1.2)	(295)	(0.8)	4.576	13.0%
017	14.070	730	14.170	13	0.5	03		720	13.370	1	4,201	12.2 /0	4,320	13.470	(043)	(1.2)	(233)	(0.0)	4,570	13.070
	40.00/		44 000							ALLOCATED EXPENSES	0.000	40.000	0.005	40 =01				/2	0 :=-	
577	10.3%	625	11.0%	48	0.7	(113)	(1.7)	464	8.6%	Admin&Support Services	3,619	10.3%	3,865	10.5%	246	0.2	(140)	(0.4)	3,479	9.9%
259 43	4.6%	234	4.1%	(25)	(0.5)	(31)	(0.4)	228	4.2%	Facilities	1,544	4.4%	1,478	4.0%	(66)	(0.4)	(146)	(0.4)	1,398	4.0%
210	0.8% 3.8%	69 216	1.2% 3.8%	26 6	0.4 0.0	14 (16)	0.3 (0.2)	57 194	1.1% 3.6%	Utilities Depreciation	428 1,250	1.2% 3.6%	517 1,295	1.4% 3.5%	89 45	0.2 (0.1)	77 (100)	0.2 (0.3)	505 1,150	1.4% 3.3%
1,089	19.5%	1,144	20.2%	55	0.0	(146)	(2.0)	943		TOTAL	6,841	19.5%	7,155	19.4%	314	(0.1)	(309)	(0.3)	6,532	18.6%
1,009	19.5/0	1,144	20.2/0	33	0.7	(140)	(2.0)	343	17.5/0	1	0,041	13.370	7,133	13.4/0	314	(0.1)	(309)	(0.9)	0,332	10.0 /0
(272)	(4.9%)	(346)	(6.1%)	74	1.2	(57)	(0.9)	(215)	(4.0%)	NET INCOME (LOSS) FROM OPERATIONS	(2,560)	(7.3%)	(2,229)	(6.0%)	(331)	(1.3)	(604)	(1.7)	(1,956)	(5.6%)
(212)	(7.5/0)	(340)	(0.170)	/	1.2	(31)	(0.9)	(213)	(→.∪ /0)	1	(2,300)	(1.370)	(2,223)	(0.0 /0)	(331)	(1.3)	(004)	(1.7)	(1,330)	(3.0 /0)
50	0.9%	2	0.0%	48	0.9	32	0.6	18	0.3%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	174	0.5%	12	0.0%	162	0.5	108	0.3	66	0.2%
35	0.9%	15	0.0%	20	0.9	19	0.8	16	0.3%	Interest Income	174	0.5%	12 87	0.0%	103	0.5	108	0.3	90	0.2%
(29)	(0.5%)	(29)	(0.5%)	0	0.3	3	0.3	(32)	(0.6%)	Interest (Expense)	(174)	(0.5%)	(174)	(0.5%)	0	0.0	100	0.2	(192)	(0.5%)
(29)	0.0%	(29)	0.0%	2	0.0	0	0.0	0	0.0%	Income Taxes	(174)	0.0%	(174)	0.0%	10	0.0	0	0.0	(192)	0.0%
244	4.4%	244	4.3%	0	0.0	10	0.0	234	4.3%	Student Union Fee Income	1,467	4.2%	1,467	4.0%	0	0.2	53	0.2	1,414	4.0%
300	5.4%	230	4.1%	70	1.3	64	1.0	236	4.4%	TOTAL	1,657	4.7%	1,382	3.7%	275	1.0	279	0.8	1,378	3.9%
28	0.5%	(116)	(2.0%)	144	2.5	7	0.1	21		NET INCOME (LOSS)	(903)	(2.6%)	(847)	(2.3%)	(56)	(0.3)	(325)	(1.0)	(578)	(1.6%)
20	0.3%	(110)	(2.0%)	144	۵.5	ı	U. I	21	J.4 ⁻⁷ / ₀	IAL I INCOME (LUSS)	(903)	(2.0%)	(047)	(2.3%)	(56)	(0.3)	(323)	(1.0)	(376)	(1.0%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2019 (\$000's) DIVISIONS FULLY ALLOCATED

		JAN	UARY (12/3	30/18 - 01/26	/19)			FY 1	7-18				F	ISCAL YEA	R 2018-201	9			FY 1	7-18
				T MONTH				*1	k .					MONTHS (0	7/29/18 - 01		**	*		
ACT	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
	01	•	0/	ACT/		ACT/LY		•	0/			0/	•	0.	ACT/			Y ACT	•	0/
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,681		3,766		(85)	(2.3%)	(73)	(1.9%)	3,754		UCLA Store	23,675		24,892		(1,217)	(4.9%)	(660)	(2.7%)	24,335	
1,257 572		1,388 406		(131) 166	(9.4%) 40.9%	(3) 280	(0.2%) 95.9%	1,260 292		UCLA Restaurants Licensing & Services	8,040 2,732		8,694 2,541		(654) 191	(7.5%) 7.5%	287 394	3.7% 16.9%	7,753 2,338	
78		109		(31)	(28.4%)	(16)	(17.0%)	94		UCLA Student Union	694		741		(47)	(6.3%)	19	2.8%	675	
5.588		5.669		(81)	(1.4%)	188	3.5%	5.400		TOTAL	35.141		36.868		(1,727)	(4.7%)	40	0.1%	35.101	
				. ,	Pts.		Pts.			GROSS MARGIN					, , , ,	Pts.		Pts.		
1,204	32.7%	1,251	33.2%	(47)	(0.5)	10	0.9	1,194	31.8%	UCLA Store	7,656	32.3%	8,242	33.1%	(586)	(0.8)	(131)	0.3	7,787	32.0%
880	70.0%	988	71.2%	(108)	(1.2)	(21)	(1.5)	901	71.5%	UCLA Restaurants	5,702	70.9%	6,177	71.0%	(475)	(0.1)	183	(0.3)	5,519	71.2%
572	100.0%	406	100.0%	166	0.0	280	0.0	292	100.0%	Licensing & Services	2,730	99.9%	2,540	100.0%	190	(0.1)	394	0.0	2,336	99.9%
42	53.8%	50	45.9%	(8)	7.9	(3)	5.9	45	47.9%	UCLA Student Union	406	58.5%	399	53.8%	7	4.7	53	6.2	353	52.3%
2,698	48.3%	2,695	47.5%	3	0.8	266	3.3	2,432	45.0%	TOTAL	16,494	46.9%	17,358	47.1%	(864)	(0.2)	499	1.3	15,995	45.6%
										TOTAL CONTROLLABLES										
690	18.7%	715	19.0%	25	0.3	(23)	(0.9)	667	17.8%	UCLA Store	5,005	21.1%	5,059	20.3%	54	(8.0)	(247)	(1.5)	4,758	19.6%
853	67.9%	875	63.0%	22	(4.9)	(67)	(5.5)	786	62.4%	UCLA Restaurants	5,216	64.9%	5,413	62.3%	197	(2.6)	(426)	(3.1)	4,790	61.8%
230	40.2%	190	46.8%	(40)	6.6	(85)	9.5	145	49.7%	Licensing & Services	1,296	47.4%	1,220	48.0%	(76)	0.6	(134)	2.3	1,162	49.7%
106	135.9%	118	108.3%	12	(27.6)	(1)	(24.2)	105	111.7%	UCLA Student Union	696	100.3%	740	99.9%	44	(0.4)	12	4.6	708	104.9%
1,879	33.6%	1,898	33.5%	19	(0.1)	(176)	(2.1)	1,703	31.5%	TOTAL	12,213	34.8%	12,432	33.7%	219	(1.1)	(795)	(2.3)	11,418	32.5%
										CONTRIBUTION										
514	14.0%	536	14.2%	(22)	(0.2)	(13)	0.0	527		UCLA Store	2,652	11.2%	3,183	12.8%	(531)	(1.6)	(377)	(1.2)	3,029	12.4%
26 342	2.1% 59.8%	114 216	8.2% 53.2%	(88) 126	(6.1) 6.6	(89) 196	(7.0) 9.8	115 146	9.1% 50.0%	UCLA Restaurants Licensing & Services	485 1,434	6.0% 52.5%	764 1,320	8.8% 51.9%	(279) 114	(2.8) 0.6	(244) 261	(3.4) 2.3	729 1.173	9.4% 50.2%
(65)	(83.3%)	(68)	(62.4%)	3	(20.9)	(5)	(19.5)	(60)		UCLA Student Union	(290)	(41.8%)	(341)	(46.0%)	51	4.2	65	10.8	(355)	(52.6%)
817	14.6%	798	14.1%	19	0.5	89	1.1	728	. ,	TOTAL	4,281	12.2%	4.926	13.4%	(645)	(1.2)	(295)	(0.8)	4.576	13.0%
										ALLOCATED EXPENSES						` '		` '		
552	15.0%	628	16.7%	76	1.7	(30)	(1.1)	522	13 9%	UCLA Store	3,494	14.8%	3,926	15.8%	432	1.0	(72)	(0.7)	3,422	14.1%
337	26.8%	336	24.2%	(1)	(2.6)	(68)	(5.5)	269	21.3%	UCLA Restaurants	2,132	26.5%	2.088	24.0%	(44)	(2.5)	(111)	(0.4)	2,021	26.1%
112	19.6%	91	22.4%	(21)	2.8	(33)	7.5	79	27.1%	Licensing & Services	638	23.4%	572	22.5%	(66)	(0.9)	(65)	1.1	573	24.5%
88	112.8%	89	81.7%	1	(31.1)	(15)	(35.1)	73	77.7%	UCLA Student Union	577	83.1%	569	76.8%	(8)	(6.3)	(61)	(6.7)	516	76.4%
1,089	19.5%	1,144	20.2%	55	0.7	(146)	(2.0)	943	17.5%	TOTAL	6,841	19.5%	7,155	19.4%	314	(0.1)	(309)	(0.9)	6,532	18.6%
										NET INCOME (LOSS)										
	(0 =0::	(0	// 05:				40.51	_]		FROM OPERATIONS	(0.1	(0.45	/= 4 = ·	(0.00	/a-:	(0		,,	(00-1)	
(39)	(0.7%)	(91)	(1.6%)	52	0.9	(44)	(0.8)	5 (154)		UCLA Store	(842)	(2.4%)	(743)	(2.0%)	(99)	(0.4)	(449)	(1.3)	(393)	(1.1%)
(311) 230	(5.6%) 4.1%	(223) 125	(3.9%) 2.2%	(88) 105	(1.7) 1.9	(157) 163	(2.7) 2.9	(154) 67	(2.9%) 1.2%	UCLA Restaurants Licensing & Services	(1,647) 796	(4.7%) 2.3%	(1,324) 748	(3.6%) 2.0%	(323) 48	(1.1) 0.3	(355) 196	(1.0) 0.6	(1,292) 600	(3.7%) 1.7%
(152)	(2.7%)	(157)	(2.8%)	5	0.1	(19)	(0.2)	(133)		UCLA Student Union	(867)	(2.5%)	(910)	(2.5%)	48	0.3	196	0.0	(871)	(2.5%)
(272)	(4.9%)	(346)	(6.1%)	74	1.2	(57)	(0.2)	(215)	_ , _ ,	TOTAL	(2,560)	(7.3%)	(2,229)	(6.0%)	(331)	(1.3)	(604)	(1.7)	(1,956)	(5.6%)
(=: =)	(,)	()	(,,,,,,)			(/	()	(= : -)	(/0)	OTHER INC/(EXP)	(',3)	,)	, ,,	(3.2.73)	(7)	()	(')	(/	,,,	,,
50	0.9%	2	0.0%	48	0.9	32	0.6	18	0.3%	Non-Recurrent Inc/(Exp)	174	0.5%	12	0.0%	162	0.5	108	0.3	66	0.2%
35	0.6%	15	0.3%	20	0.3	19	0.3	16	0.3%	Interest Income	190	0.5%	87	0.2%	103	0.3	100	0.2	90	0.3%
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)	Interest (Expense)	(174)	(0.5%)	(174)	(0.5%)	0	0.0	18	0.0	(192)	(0.5%)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	(10)	0.0%	10	0.0	0	0.0	0	0.0%
244	4.4%	244	4.3%	0	0.1	10	0.1	234	4.3%	Student Union Fee Income	1,467	4.2%	1,467	4.0%	0	0.2	53	0.2	1,414	4.0%
300	5.4%	230	4.1%	70	1.3	64	1.0	236		TOTAL	1,657	4.7%	1,382	3.7%	275	1.0	279	0.8	1,378	3.9%
28	0.5%	(116)	(2.0%)	144	2.5	7	0.1	21	0.4%	NET INCOME (LOSS)	(903)	(2.6%)	(847)	(2.3%)	(56)	(0.3)	(325)	(1.0)	(578)	(1.6%)

ASUCLA P/L Reconciliation Jan-19

Financial Analysis	\$0	000's
	Ja	n-19
Budgeted Net Income/(Loss)		(116
	 	-
UCLA Store	 	ļ
Gross Margin:	-	-
Bearwear below plan: rain negatively impacted foot traffic and promotional event, and reduced foot traffic due to low attendance at athletic games	(13)	-
Fast Track above plan: strong sales for umbrellas due to weather and continued positive trend for Champion (non-UCLA) branded product	8	<u> </u>
Graduation ETC below plan mostly timing: delay in receipt of 2019 sashes should recover throughout the Spring season	(15)	<u> </u>
Market below plan: negative effect on foot traffic due to extended inclement weather	(5)	
New Text below plan primarily due to shift to Used textbooks and rental programs	(15)	<u> </u>
Used Text above plan: better than anticipated results from the rental program	9	<u> </u>
CRS below plan: mostly timing of department orders, (may be recovered in future months)	(5)	
Bookzone below plan due to shortfall in department orders, (follow-up to be done with campus department customers)	(12)	<u> </u>
LuValle Books above plan due to strong results from the rental program	15	<u> </u>
LuValle General Mdse below plan: negative effect on foot traffic due to extended inclement weather	(5)	<u> </u>
Total Wages below plan	6	<u> </u>
Other, mostly positive controllables	10	<u> </u>
Total Contribution	 	(22)
UCLA Restaurants	↓	<u> </u>
Gross Margin:	—	<u> </u>
Greenhouse below plan due to extensive rain and cold weather negatively impacting sales	(8)	<u> </u>
North Campus Student CTR below plan due to continuing general downward trend of customer traffic, ongoing construction impacts, and rain and cold weather reduced sales	(7)	<u> </u>
Café Synapse below plan due to partial closure for new menu conversion at beginning of month and slow rebound to changes, and average check lower with new menu mix.	(7)	<u> </u>
LuValle Food Servery below plan: impact of rain and cold weather and limited indoor seating	(13)	<u> </u>
Jimmy's below plan due to prior month coffee invoices, (YTD slightly higher than budget but close to expectations with new higher end coffee brand in this area)	(5)	<u> </u>
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of lower customer counts during the weekdays and impact of rain and cold weather	(9)	<u> </u>
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(5)	<u> </u>
Taco Bell below plan: extensive rain and cold weather reduced sales	(6)	<u> </u>
Catering below plan: budget more optimistic than results and included substantial increases each period (period 6 had several events that did not occur this year)	(28)	<u> </u>
Total Wages below plan	13	<u> </u>
Other, positive controllables offset by various negative gross margin variances	(13)	<u> </u>
Total Contribution	<u> </u>	(88)
Licensing & Services	—	<u> </u>
Gross Margin:	↓	<u> </u>
Licensing Domestic below plan: YTD sales trend is down 20% over prior year due to significant decline in Under Armour's performance	(21)	<u> </u>
Licensing International above plan: H&M Q4 royalties of \$189K versus budget of \$60K and Q3 delayed royalties from India of \$33K	161	<u> </u>
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21	<u> </u>
Photography sales above plan due to additional unanticipated projects	2	<u> </u>
Total Wages above plan	(7)	<u> </u>
Other, negative controllables mostly Licensing	(30)	<u> </u>
Total Contribution	<u> </u>	126
UCLA Student Union	<u> </u>	<u> </u>
Gross Margin:	<u> </u>	<u> </u>
Event Services slightly below plan	(4)	<u> </u>
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower than expected visitor traffic and sales during January rain days	(4)	<u> </u>
Total wages below plan	4	<u> </u>
Other, positive controllables	7	<u> </u>
Total Contribution	↓	3
Allocated Expenses and Other	 	<u> </u>
A&SS below plan with savings mostly in wages, benefits and UCPath charges	48	<u> </u>
Facilities higher than plan mostly repairs & maintenance and additional wages for water leaks	(25)	<u> </u>
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	26	<u> </u>
Depreciation below plan due to timing for capital projects	6	<u> </u>
Other: mostly various positive non recurrent income and additional interest income due to higher cash balance and interest rate	70	<u> </u>
Total		125
ctual Net Income/(Loss)		

ASUCLA P/L Reconciliation Year-To-Date Through January, 2019

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)		(84'
UCLA Store		
Gross Margin:		
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(310)	
E-Commerce below plan: overall decline in fan enthusiasm	(115)	
New Text below plan: interaction between New and Used (lower sales impacted by new rental program in Used Text), high Fall rental expense and delayed receivings	(127)	
Used Text above plan: positive impact of new rental program and availability of inventory	49	
Computer Store below plan: weakness in institutional demand for Apple products	(27)	
HSS Dental below plan: timing related to backordered items	(55)	
Total Wages below plan	13	
Other, positive controllables mostly employee benefits, telephone and bank card expense	41	
Total Contribution		(53
UCLA Restaurants		
Gross Margin:		
Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days	31	
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in January	(41)	
North Campus Student CTR below plan due to general downward trend of customer traffic	(32)	
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	42	
Café Synapse below plan due to ongoing customer traffic decline	(29)	
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather in January	(48)	
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather in January	(44)	
Taco Bell below plan: mostly lower average check	(25)	
Music Café below plan due mostly to decline in customer count	(23)	
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(154)	
Concessions below plan due to lower sales at men's and women's soccer events and men's basketball	(38)	
Total Wages lower than plan	79	
Other, various negative gross margin variances offset by positive controllables (mostly employee benefits, paper and commission expense)	3	(27
Total Contribution	+	(27
Licensing & Services	+	
Gross Margin:	(02)	
Licensing Domestic below plan due to downward sales trend (decline in Under Armour sales)	(83)	
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	178	
Licensing Campus Sourcing close to plan	3	
Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October)	(10)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	104	
Total Wages above plan	(56)	
Other, positive controllables mostly Licensing	(22)	1.1
Total Contribution	-	11
UCLA Student Union	+	
Gross Margin:	10	
Event Services above plan mostly due to two unanticipated shoots and other client events	19	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(9)	
Total Wages below plan	6	
Other, positive controllables	35	-
Total Contribution	+	5
Allocated Expenses and Other	246	
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	246	
Facilities above plan due to rental of portable air conditioning units and other repairs	(66)	
Utilities below plan: savings due to lower consumption and energy efficient projects. In addition the budget was based on historical charges reflecting faulty meter readings.	89	
Depreciation lower than plan due to timing of capitals	45	
Other: mostly higher interest income and various positive non-recurrent	275	-
Total	+	58 (90

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

	Current Month	Prior Month	Prior Year
	January 2019	December 2018	July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$19,405	\$16,781	\$13,915
Accounts receivable	4,510	3,856	3,844
Less: Allowance for doubtful accounts	(588)	(595)	(580)
Accounts receivable, net	3,922	3,261	3,264
Student fees receivable	0	0	118
Short term note receivable	0	0	200
Inventories	7,098	7,393	6,248
Prepaid expenses and other current assets	234	241	319
Total current assets	30,659	27,676	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,996	72,914	72,708
Less: Accumulated depreciation	(51,235)	(51,025)	(50,163)
Total long term assets	21,761	21,889	22,545
•	,	,	,
TOTAL ASSETS	\$52,420	\$49,565	\$46,609
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,181	\$5,624	\$7,049
Wages and payroll taxes payable	11,700	9,578	5,551
Sales tax payable & other liabilities	1,028	643	625
Interest payable	70	41	74
Deferred income	1,683	1,939	518
Funds held for others	207	219	338
Current portion of long term debt	867	867	867
Total current liabilities	21,736	18,911	15,022
LONG TERM DEBT:	7.005	7.005	7.005
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
TOTAL LIABILITIES	28,831	26,006	22,117
		-,	, .
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(903)	(933)	(659)
Ending Balance	23,589	23,559	24,492
5 5			, .52
TOTAL LIABILITIES AND RETAINED EARNINGS	\$52,420	\$49,565	\$46,609

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS January 2019 (\$000's)

		Prior
		Year to
Wonth	Date	Date
\$28	(\$003)	(\$578)
ΨΖΟ	(ψ903)	(ψ370)
210	1 250	1,150
	·	(672)
` ′	` '	373
0		0
295		(98)
7	` 85 [^]	102
557	(868)	(488)
385	403	232
2,123	6,148	420
29	(4)	(3)
(256)	1,165	542
(12)	(131)	38
2,706	5,955	1,018
(82)	(447)	(738)
, ,		(736)
	(10)	0
(82)	(465)	(738)
0	0	0
0	0	0
2,624	5,490	280
16,781	13,915	12,191
\$19,405	\$19,405	\$12,471
	295 7 557 385 2,123 29 (256) (12) 2,706 (82) 0 (82) 0 2,624 16,781	Month Date \$28 (\$903) 210 1,250 (660) (658) 0 118 0 200 295 (850) 7 85 557 (868) 385 403 2,123 6,148 29 (4) (256) 1,165 (12) (131) 2,706 5,955 (82) (447) 0 (18) (82) (465) 0 0 0 0 2,624 5,490 16,781 13,915

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION January 2019 (\$000's)

CASH AND CASH EQUIVALENTS	\$19,405
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
Store POS	(250)
AU Freight Elevators Fire and Cab Doors	(200)
Subtotal	(912)
Adjustment for Cash Overdraft Entry	(1,165)
Uncommitted Cash	17,328
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	16,188
RESERVE SURPLUS (DEFICIT)	\$1,140

ASUCLA SERVICES AND ENTERPRISES

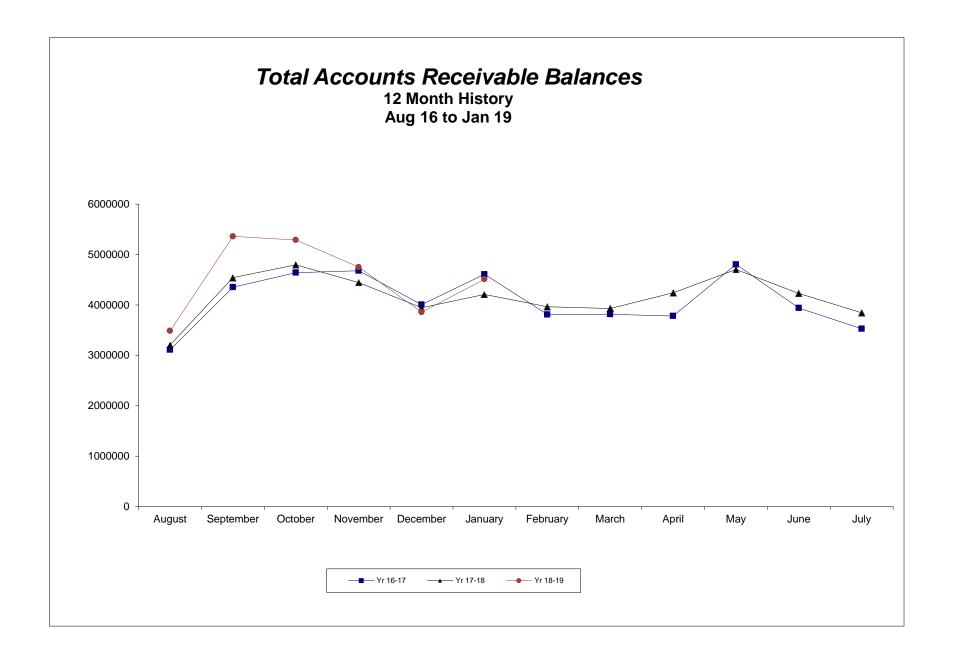
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 January 2019

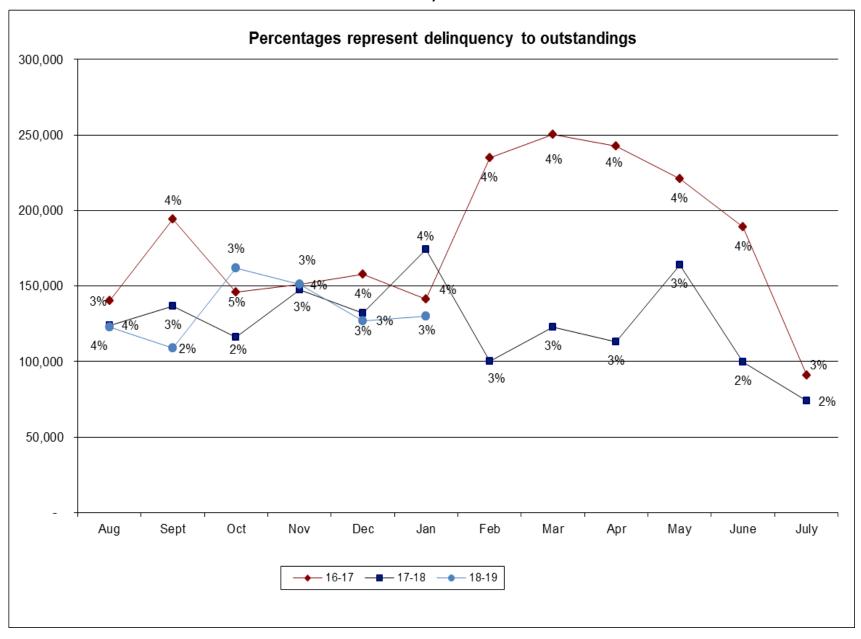
					PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	
		Payments	PO's	Total	Balance	Pending	(Under)	Status
tore/Services								
018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancelled
018-003 AU B-Level Bearwear Update	125.0	77.2	22.1	99.3	25.7		(25.7)	In Progress
018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
018-005 Printer Equipment Replacement	60.0	43.7	(0.0)	43.7	16.3		(16.3)	In Progress
otal Store/Services	410.0	120.9	22.1	143.0	42.0	150.0	(117.0)	
ood Service	ı	ı						
018-006 FS Miscellaneous and Unanticipated	50.0	13.6	8.8	22.4	27.6		(27.6)	In Progress
018-007 Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		0.0	In Progress
018-008 Coffee Equipment	100.0	0.0	0.0	0.0	0.0		(100.0)	Cancelled
018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
otal Food Services	300.0	13.6	28.8	42.4	27.6	130.0	(127.6)	· onang
	•	•			***************************************			
<u>echnology</u>								
018-015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
018-016 Printer Replacement	10.0	0.0	2.7	2.7	0.0	7.3	0.0	Pending
018-017 Store Website Update	50.0	17.3	0.0	17.3	32.7		(32.7)	In Progress
018-018 Store POS	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
018-019 Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.0		(0.9)	Completed Awaiting Invoice
018-032 Mobile Application Development	0.0	43.5	0.0	43.5	11.5		43.5	In Progress
otal Technology	335.0	64.9	2.7	67.6	44.2	277.3	9.9	
thers	1	I						
	50.0	9.6	5.2	44.0	35.2		(25.0)	In Progress
				14.8		404.0	(35.2)	•
018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	65.7	65.7	0.0	134.3	0.0	Pending
018-022 KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
018-023 Restroom Partitions	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
018-024 LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	0.0	7.4	0.0	Pending
018-025 North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5	05.0	(221.5)	In Progress
018-026 KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
018-028 Custodial Replacements	10.0	0.0	3.0	3.0	7.0		(7.0)	In Progress
018-029 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
018-030 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
018-031 Replace DVR	40.0	45.3	0.0	45.3	0.0		5.3	Completed Awaiting Invoice
018-033 LVC Store AC Replacement	0.0	31.5	6.8	38.3	0.0		38.3	Completed Awaiting Invoice
018-034 NC Flooring	0.0	19.2	0.0	19.2	27.0		19.2	Pending
018-035 NC Exterior Wood Replacement	0.0	0.0	8.0	8.0	10.0		8.0	Pending
otal Others	705.0	105.6	134.9	240.5	300.7	271.7	(192.8)	
							1.02.0)	

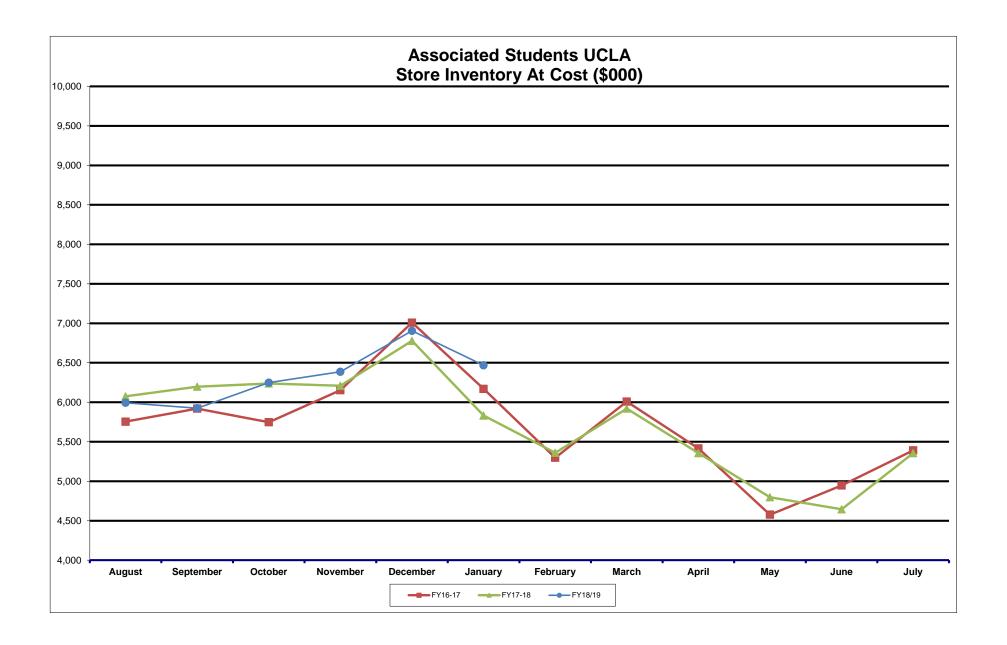
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

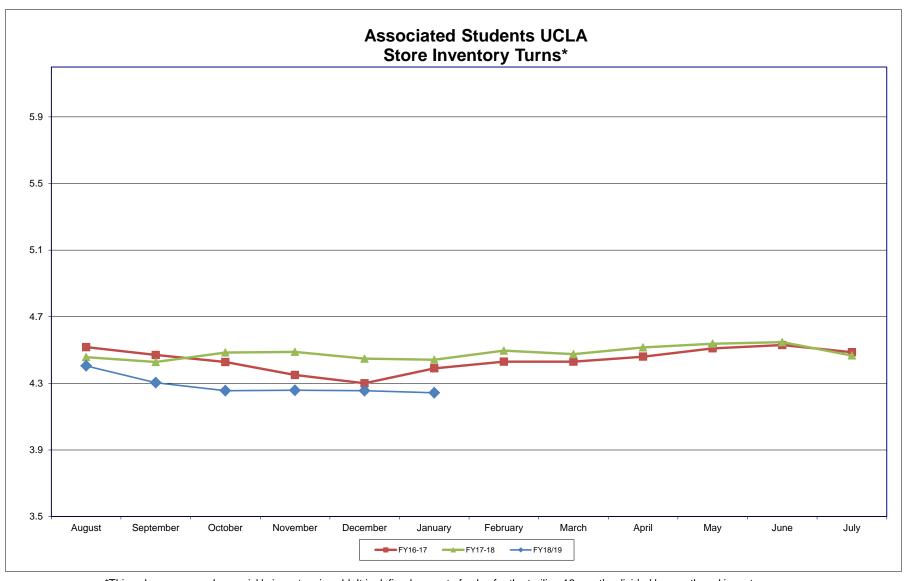
01/26/19 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$987,697	24%	\$136,958	65%	\$16,499	75%	\$5,040	14%	\$31,442	58%	(\$1,559)	-9%	\$1,176,077	26%
ASUCLA PUBLICATIONS	\$77,279	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,279	2%
ASUCLA USA/GSA	\$105,437	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,437	2%
DUE FROM VENDORS	\$178,582	4%	(\$364)	0%	\$1,448	7%	\$16,051	44%	\$21,537	40%	\$14,358	79%	\$231,611	5%
DENTAL KITS	\$366,133	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$366,133	8%
OTHER	\$2,455,345	58%	\$72,930	35%	\$3,885	18%	\$15,029	42%	\$826	2%	\$5,403	30%	\$2,553,418	57%
TOTAL CURRENT MONTH	\$4,170,473	100%	\$209,524	100%	\$21,832	100%	\$36,120	100%	\$53,805	100%	\$18,202	100%	\$4,509,956	100%
	92%		5%		1%		1%		1%		0%		100%	
12/29/18 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$560,396	16%	\$56,967	32%	\$15,325	34%	\$32,059	86%	(\$1,407)	-6%	(\$146)	-1%	\$663,194	17%
ASUCLA PUBLICATIONS	\$81,797	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,797	2%
ASUCLA USA/GSA	\$156,478	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$156,478	4%
DUE FROM VENDORS	\$221,851	6%	\$1,640	1%	\$11,837	26%	\$3,933	11%	\$24,358	99%	\$16,239	82%	\$279,858	7%
DENTAL KITS	\$460,334	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$460,334	12%
OTHER	\$2,068,351	59%	\$121,247	67%	\$18,155	40%	\$1,148	3%	\$1,793	7%	\$3,709	19%	\$2,214,403	57%
TOTAL CURRENT MONTH	\$3,549,207	100%	\$179,854	100%	\$45,317	100%	\$37,140	100%	\$24,744	100%	\$19,802	100%	\$3,856,064	100%
	92%		5%		1%		1%		1%		0%		100%	
									100		450			
11/24/18 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$878,354	21%	\$285,113	68%	\$56,758	70%	\$3,257	35%	\$1,002	3%	\$4,739	17%	\$1,229,223	26%
ASUCLA PUBLICATIONS	\$89,943	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,943	2%
ASUCLA USA/GSA	\$117,414	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$117,414	2%
DUE FROM VENDORS	\$468,872	11%	\$52,662	12%	\$17,055	21%	\$4,362	46%	\$30,622	93%	\$20,414	75%	\$593,987	13%
DENTAL KITS	\$538,895	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$538,895	11%
OTHER	\$2,083,443	50%	\$84,406	20%	\$7,276	9%	\$1,793	19%	\$1,447	4%	\$2,260	8%	\$2,180,625	46%
TOTAL CURRENT MONTH	\$4,176,921	100%	\$422,181	100%	\$81,089	100%	\$9,412	100%	\$33,071	100%	\$27,413	100%	\$4,750,087	100%
	88%		9%		2%		0%		1%		0%		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.

JAN. O	06(12/30/18-01/2	26/19)	1	F	ISCAL YEAR 18-1	9	FISCAL YI	AR 17-18
(CURRENT MONTH	1		YTD 6	MO(07/29/18-01	(26/19)	LAST YEA	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,954,829	1,953,468	1,361	ACADEMIC SUPPORT DIV	9,939,024	10,252,437	<313,413>	2,022,461	10,312,555
826,271	883,692		GENERAL MDSE DIVISION	7,154,400	7,717,611	<563,211>	834,950	7,240,820
105,519 269,325	113,275 313,885		HILLTOP SHOP LU VALLE COMMONS STORE	659,816 1,159,298	681,524 1,229,464	<21,708> <70,166>	109,021 323,560	658,314 1,243,886
47,325 47,321	56,000		E-COMMERCE DIVISION	814,792	1,229,464	<70,166> <201,208>	50,982	943,422
258,135	279,264		HEALTH SCIENCES STORE	3,020,879	3,254,112	<233,233>	276,946	3,289,470
0	0	0	OPERATIONS DIVISION	16,905	0	16,905	0	0
3,461,400	3,599,584	<138,184>	TOTAL SALES	22,765,113	24,151,148	<1,386,035>	3,617,920	23,688,466
2,463,124	2,499,491	36,367	Less: Cost of Sales	15,929,597	16,556,147	626,550	2,543,557	16,453,347
			Less: Shrinkage					
7,142	7,250	108	ACADEMIC SUPPORT DIV	31,584	31,490	<94>	8,353	35,449
4,536	4,730	194	GENERAL MDSE DIVISION	37,049	39,540	2,491	4,523	37,543
474	530	56	HILLTOP SHOP	3,022	3,140	118	497	3,012
1,443 1,185	1,720 1,150	277 <35>	LU VALLE COMMONS STORE HEALTH SCIENCES STORE	6,103 11,171	6,770 12,740	667 1,569	1,863 1,163	6,753 12,088
14,779	15,380	601	SHRINKAGE	88,929	93,680	4,751	16,399	94,844
2,477,903	2,514,871	36,968	TOTAL COST OF SALES	16,018,526	16,649,827	631,301	2,559,956	16,548,191
74.0	(0.4	4.7	COST OF CALES OF	70.0			70.2	, 0.5
71.2 983.497	69.4 1,084,713	<1.7> <101,216>	COST OF SALES % GROSS MARGIN	70.0 6,746,587	68.6 7,501,321	<1.4> <754.734>	70.3 1,057,964	69.5 7,140,275
28.8	30.6		GROSS MARGIN %	30.0	31.5	<1.4>	29.7	30.5
0.4	0.4	0.0	SHRINKAGE %	0.4	0.4	0.0	0.5	0.4
28.4	30.1	-17-	NET GROSS MARGIN %	29.6	31.1	<1.4>	29.2	30.1
20.4	30.1	<1./>	NET GROSS WARGIN 70	24.0	31.1	<1.4>	24.2	30.1
19.0	21.3		ACADEMIC SUPPORT DIV	15.7	17.6	<1.8>	20.7	17.3
49.5	50.2		GENERAL MDSE DIVISION	48.8	49.3	<0.5>	50.0	48.8
43.0 25.2	41.1 26.8	1.9 <1.6>	HILLTOP SHOP LU VALLE COMMONS STORE	41.6 29.4	41.3 31.6	0.3 <2.2>	41.9 26.8	41.7 30.8
52.4	48.7	3.7	E-COMMERCE DIVISION	50.9	50.8	0.1	49.5	50.2
24.9	23.9	1.0	HEALTH SCIENCES STORE	21.5	21.9	<0.4>	23.5	21.2
0.0	0.0	0.0	OPERATIONS DIVISION	100.0	0.0	100.0	0.0	0.0
220,055	166,467	53,588	OTHER INCOME	909,695	741,149	168,546	136,452	646,746
1,203,552	1,251,180	<47,628>	GROSS MARGIN/OTHER	7,656,282	8,242,470	<586,188>	1,194,415	7,787,020
			Lana Cambadhalla Eur					
			Less: Controllable Exp					
258,354	259,873	1,519	Career Wages	1,552,587	1,563,980	11,393	243,539	1,455,912
0	0	0	Limited Appointment	0	0	0	591	8,242
181,593 439,947	185,765 445,638	4,172 5,691	Student Wages TOTAL WAGES	1,302,992 2,855,579	1,304,697 2,868,677	1,705 13,098	170,776 414,906	1,190,859 2,655,012
439,947 12.7	12.4	<0.3>	WAGE % TO SALES	12.5	2,868,677	13,098 <0.7>	414,906	2,655,012
104,802	125,565	20,763	Employee Benefits	723,810	759,830	36,020	106,850	686,129
3,741 6,890	4,523 11,115	782 4,225	Office Supplies Telephone	56,585 41,509	48,812 71,941	<7,773> 30,432	5,798 10,795	52,519 73,199
15	14	<1>	Postage	107	84	<23>	12	117
3,125	4,800	1,675	Trav/Trips/Conference	13,164	10,050	<3,114>	1,047	6,957
299 4,593	1,158 5,330	859 737	Membership Fees Operating Supplies	1,919 35,450	1,408 32,055	<511> <3,395>	0 5,330	1,745 32,270
17,069	14,561	<2,508>	Freight Out	146,388	145,258	<1,130>	14,546	140,778
452	1,050	598	Transportation	4,940	6,300	1,360	1,050	6,300
0	0	0	Merchandise Losses	0	0	0	0	656
0 11,039	0 6,640	0 <4.399>	Postage Stamp O/S Advertising	<5> 175,934	0 135,528	5 <40,406>	<10> 8,618	<10> 136,429
0	<1,500>		Vendor Adv. Allowance	<10,677>	<13,650>	<2,973>	<1,038>	<13,883>
12	25	13	Direct Mail Adv.	273,036	275,150	2,114	12	274,357
2,314	5,200 67,905	2,886	Repairs & Maintenance Bank Card Expense	25,877	24,150 449,647	<1,727>	4,703	27,031 423,433
69,086 813	67,905 0		Overs/Shorts	418,476 5,125	449,647	31,171 <5,125>	68,965 406	423,433 5,119
3,203	0	<3,203>	Credit Card Adjustments	8,516	0	<8,516>	329	7,712
0	0	0	Textbook Rental Exp	0	0	<0>	0	0
0	0	0	Rentals-Truck Taxes & Licenses	2,528 300	3,200 300	672 0	0	3,399 0
10,907	10,550		Professional Services	65,626	62,900	<2,726>	12,083	80,574
0	0	0	Temp Agency Service	3,556	3,340	<216>	0	5,652
6,639	3,800		Commission Expense	12,296	12,300	4	3,727	13,475
100 0	100 1	0	Concession Expense Alloc of Distr Cntr	63,291 0	46,619 6	<16,672> 6	101 0	39,099 0
4,824	8,778	3,954	Payment to UCLA	81,413	115,505	34,092	9,016	99,733
249,924	269,615	19,691	TOTAL CONTROLLARIE EXP	2,149,166	2,190,733	41,567	252,338	2,102,790
689,871	715,253	25,382	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	5,004,745	5,059,410	54,665	667,245	4,757,803
513,681	535,927	<22,246>		2,651,537	3,183,060	<531,523>	527,171	3,029,218
			Less: Allocated Exp					
40,872	42,178	1,306	Allocated ExpHR	244,749	296,195	51,446	<16,084>	218,092
141,450	170,305	28,855	Allocated Exp. Fin	906,963	1,037,977	131,014	147,484	889,289
60,946 37,221	75,488 36,475	14,542	Allocated ExpIS	382,955	464,685	81,730 <30,876	63,823	396,039
37,221 107,587	36,475 131,268	46 23,681	Allocated Exp. Mktg Allocated Exp Othr SA	262,148 669,096	231,272 809,660	<30,876> 140,564	49,079 122,212	212,040 717,899
91,807	82,092		Maintenance	547,296	516,338	<30,958>	79,486	485,110
13,905	22,153	8,248	Utilities	137,368	166,184	28,817	18,329	161,878
58,017	67,180	9,163	Depreciation	344,620	403,080	58,460	56,911	341,303
551,805	627,139	75,334	TOTAL ALLOCATED EXP	3,495,196	3,925,391	430,195	521,240	3,421,650
<38,125>	<91,212>	53,087	NET INCOME (LOSS)	<843,659>	<742,331>	<101,328>	5,931	<392,432>

JAN. 06(12/50)18-01/26/19	ACTUAL YTD 993,666 1,088,102 628,642 1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
150,280	993,666 1,088,102 628,642 1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
162_599	1,088,102 628,642 1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
162,359 183,926 <21,657 NORTH CAMPUS DIVISION 163,461 1,140,416 410,905 179,456 186,802 216,812 472,832 LU VALLE DIVISION 92,777 1,009,456 422,722 233,779 211,747 242,018 430,771 200,6718 211,747 242,018 472,822 119,777 1713,84ES 6,909,021 7,529,48 620,727 1,066,781 1,066,741 1,206,018 1,147,771 1,148,415 1,066,718 1,066,741 1,206,018 1,0777 1,071,84ES 6,909,021 7,529,48 6,207,272 1,066,783 377,006 399,630 22,534 Less Cost of Sales 2,38,127 2,517,399 179,272 359,145 65,3 66,3 67,2 6,600,000 6,500,000	1,088,102 628,642 1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
186,420 158,802 22,832 50UTH DIVISION 926,772 1,009,545 682,773 97,777 242,018 <30,271 > COOPERAGE DIVISION 1,401,962 1,634,064 <142,102 - 235,392 216,631 226,474 246,734 246,734 240,734 2	628,642 1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
198,960	1,276,707 1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
271.747	1,558,089 1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
20,000 1,000,241 240,754 20,200 5PECIAL EVENTS DIVISION 1,000,3567 1,202,249 219,651 1,000,731	1,136,280 6,681,486 2,233,662 33.4 4,447,824 66.6
1.086,241	6,681,486 2,233,662 33.4 4,447,824 66.6
377,096 399,630 22,534 Less: Cost of Sales 33,8 127 2,517,399 179,272 359,145 34,7 33,1 <1.65 COST OF SALES % 33,8 33,4 <0.04 33,1 <0.04 50,1749 <0.04 50,071,749 <0.04 50,071,749 <0.04 50,071,749 <0.04 <0.04 50,071,749 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <0.04 <	2,233,662 33.4 4,447,824 66.6
34.7 33.1 c1.63 OST OF SALES % 33.8 33.4 c.0.4 33.1 C1.63 OST OF SALES % 4.70844 5.70894 5.0117.49 c.440.8555 727.638 CROSS MARCIN % 4.708.94 5.0117.49 c.440.855 727.638 CROSS MARCIN % 4.708.94 5.0117.49 c.440.855 727.638 CROSS MARCIN % 6.6 2 6.6 6 c.0.4 6.7 0 C.0.5 C.0	33.4 4,447,824 66.6 67.2
34.7 33.1 c.1.6-1 COST OF SALES % 33.8 33.4 c.0.4-2 33.1 c.1.6-2 COST OF SALES % 4.70.894 5.011.749 c.440.855-5 727.638 6.6.9 c.1.6-2 COST OF SALES % 4.70.894 5.011.749 c.440.855-5 727.638 6.6.0 c.0.4-2 c.7.0 c.7	33.4 4,447,824 66.6 67.2
65.3 66.9 <1.6- GROSS MARGIN % 66.2 66.6 <0.4> 67.0	66.6
65.0 67.4 < 2.4 CENTRAL DIVISION 66.5 67.3 < 0.8 67.5 67.7 2.0 NORTH CAMPUS DIVISION 66.0 65.5 0.6 63.1 65.8 65.5 0.3 SOUTH DIVISION 67.6 65.7 1.9 68.8 67.5 68.8 < 1.3 LU VALLE DIVISION 67.4 68.3 < 0.9 69.7 69.7 63.1 65.7 < 2.6 COOPERAGE DIVISION 67.4 68.3 < 0.9 69.7 69.7 65.6 66.0 68.0 < 2.0 SPECIAL EVENTS DIVISION 65.1 65.8 < 0.7 5 65.6 66.0 68.0 < 2.0 SPECIAL EVENTS DIVISION 66.4 67.0 < 0.6 5 68.5 65.8 < 0.7 5 65.6 65.0 68.5 65.0 68.5 65.0 66.5 65.0 68.5 65.0 68.5 65.0 66.5 65.0 68.5 65.0 68.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 67.0 < 0.6 5 68.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 65.0 66.5 67.0 < 0.6 5 66.5 65.0 66.5 65.0 65.0 65.0 65.	67.2
67.7 65.7 2.0 NORTH CAMPUS DIVISION 66.0 65.5 0.6 63.1 65.8 66.5 0.3 SOUTH DIVISION 67.6 65.7 1.9 68.8 67.5 68.8 <1.3 LU VALLE DIVISION 67.4 68.3 <0.9 67.7 65.1 65.8 68.8 <1.3 LU VALLE DIVISION 65.1 65.8 0.0 <0.7 65.6 66.0 68.0 <2.0 SPECIAL EVENTS DIVISION 65.1 65.8 <0.7 65.6 66.0 68.0 <2.0 SPECIAL EVENTS DIVISION 66.4 67.0 <0.6 68.5 SPECIAL EVENTS DIVISION 66.4 67.0 SPECIAL EVENTS DIVISION 66.4 SPECIAL EVENTS DIVISION	
67.7 65.7 2.0 NORTH CAMPUS DIVISION 66.0 65.5 0.6 63.1 65.8 66.5 0.3 SOUTH DIVISION 67.6 65.7 1.9 68.8 67.5 68.8 <1.3 LU VALLE DIVISION 67.4 68.3 <0.9 67.7 65.1 65.8 68.8 <1.3 LU VALLE DIVISION 65.1 65.8 0.0 <0.7 65.6 66.0 68.0 <2.0 SPECIAL EVENTS DIVISION 65.1 65.8 <0.7 65.6 66.0 68.0 <2.0 SPECIAL EVENTS DIVISION 66.4 67.0 <0.6 68.5 SPECIAL EVENTS DIVISION 66.4 67.0 SPECIAL EVENTS DIVISION 66.4 SPECIAL EVENTS DIVISION	
6.5.8 6.5.5 6.8 doi.org/10.1508/bit.2015.00 6.5.7 6.6 6.7 1.9 6.8 6.7 6.5 6.6 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0 6.0	
67.5 68.8 4 -1.3 LU VALLE DIVISION 65.1 68.3	64.9
63.1 65.7 <	67.9 69.3
66.0 68.0 <2.0 SPECIAL EVENTS DIVISION 66.4 67.0 <0.6 68.5	66.0
170,476	65.2
B79,621 988,254 <108,633> GROSS MARGIN/OTHER Less: Controllable Exp Less: Controllab	03.2
B79,621 988,254 <108,633> GROSS MARGIN/OTHER Less: Controllable Exp Less: Controllab	1,071,153
295,602 310,311	5,518,977
295,602 310,311	
4,988	
4,988	
274,761 279,123	1,733,257
<36,407> <39,351> <2,944> Labor Recharge <244,338> <248,692> <4,354	5,296
13,8945 552,205 13,260 TOTAL WAGES 3,383,911 3,462,881 78,970 496,044 49.6 45.8 45.8 WAGE % TO SALES 49.0 46.0 <3.0 45.6 45.6 45.8 46.0 <3.0 45.6 46.0 <3.0 45.6 46.0 46.0 46.0 46.0 45.6 45.6 45.6 46.0 45.6 4	1,555,816
49.6	<230,544>
146,978	3,063,826
873	45.9
873	874,755
2,565 4,205 1,640 Telephone 15,386 25,230 9,844 4,142 1,994 2,000 6 Training Programs 8,684 11,000 2,316 1,000 56,195 55,524 6671> Paper 311,886 347,494 35,008 48,742 5.2 4.6 <0.6> Paper % To Sales 4.5 4.6 0.1 4.5 6,228 4,741 <1,487> Cleaning Supplies 39,626 29,800 <9,826> 5,683 4,999 2,435 <2,564> Replacements 37,853 16,750 <21,103	11,469
1,994 2,000 6 Training Programs 8,684 11,000 2,316 1,000 56,195 55,524 <671> Paper 311,886 347,494 35,608 48,742 5.2 4.6 <0.6> Paper % To Sales 4.5 4.6 0.1 4.5 6,228 4,741 <1,487> Cleaning Supplies 39,626 29,800 <9,826> 5,683 <9,539> <14,500> <4,961> Purchasing Rebates <72,558> <87,000> <14,42> <11,537> 4,291 3,754 <537> Laundry 34,822 25,721 <9,101> 1,518 3,018 1,285 <1,733> Uniforms 14,619 9,335 <5,284> 3,945 3,037 1,330 <1,707> Advertising 25,825 25,205 <620> 474 42 0 <42> Dorm Coupons Expense 151 0 <151> 0 10,497 7,275 <3,2222	24,770
56,195 55,524 <671> Paper 311,886 347,494 35,608 48,742 5.2 4.6 <0.6> Paper % To Sales 4.5 4.6 0.1 4.5 6,228 4,741 <1,487> Cleaning Supplies 39,626 29,800 <9,826> 5,683 <9,539> <14,500> <4,961> Purchasing Rebates <72,558> <87,000> <14,442> <11,537> 4,999 2,435 <2,564> Replacements 37,853 16,750 <21,103> 3,456 4,291 3,754 <537> Laundry 34,822 25,721 <9,101> 1,518 3,037 1,330 <1,707> Advertising 25,825 25,205 <620> 474 42 0 <42> Dorm Coupons Expense 151 0 <151> 0 10,497 7,275 <3,222> Repairs & Maintenance 54,046 46,650 <7,396> 8,752 43,538 46,134 2,596 Ascard Expense 228,348 <	8,115
6,228 4,741 <1,487> Cleaning Supplies 39,626 29,800 <9,826> 5,683 <9,539> <14,500> <4,961> Purchasing Rebates <72,558> <87,000> <14,442> <11,537> 4,999 2,435 <2,564> Replacements 37,853 16,750 <21,103> 3,456 4,291 3,754 <537> Laundry 34,822 25,721 <9,101> 1,518 3,018 1,285 <1,733> Uniforms 14,619 9,335 <5,284> 3,945 3,037 1,330 <1,707> Advertising 25,825 25,205 <620> 474 42 0 <42> Dorm Coupons Expense 151 0 <151> 0 10,497 7,275 <3,222> Repairs & Maintenance 54,046 46,650 <7,396> 8,752 43,538 46,134 2,596 Bank Card Expense 12,061 10,837 <1,224> 1,777 <261> 1,077 1,338 Ove	290,954
<9,539> <14,500> <4,961> Purchasing Rebates <72,558> <87,000> <14,442> <11,537> 4,999 2,435 <2,5648	4.4
4,999 2,435 <2,564> Replacements 37,853 16,750 <21,103> 3,456 4,291 3,754 <537> Laundry 34,822 25,721 <9,101> 1,518 3,018 1,285 <1,733> Uniforms 14,619 9,335 <5,284> 3,945 3,037 1,330 <1,707> Advertising 25,825 25,205 <620> 474 42 0 <42> Dorm Coupons Expense 151 0 <151> 0 10,497 7,275 <3,222-	31,688
4,291 3,754 <537> Laundry 34,822 25,721 <9,101> 1,518 3,018 1,285 <1,733-	<79,098>
3,018	16,665
3,037	21,806
10,497	14,145
10,497	32,960
43,538 46,134 2,596 Bank Card Expense 228,348 254,329 25,981 42,590 1,797 1,668 <129-	1
1,797 1,668 <129> Sales Tax Expense 12,061 10,837 <1,224> 1,777 <261> 1,077 1,338 Overs/Shorts 20 6,708 6,688 398 10 0 <10> Credit Card Adjustments 63 0 <63> 0 0 0 0 Rentals 5,139 0 <5,139> 0 0 425 425 Rentals-Truck 0 2,550 2,550 0 0 0 0 Professional Services 8,783 0 <8,783> 0 0 0 0 Temp Agency Service 5,917 1,800 <4,117> 800 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 GROSS CONTRIBUTION TO 5,216,488 5,412,899 <td>65,762 229,048</td>	65,762 229,048
<261> 1,077 1,338 Overs/Shorts 20 6,708 6,688 398 10 0 <10> Credit Card Adjustments 63 0 <63> 0 0 0 0 Rentals 5,139 0 <5,139> 0 0 425 425 Rentals-Truck 0 2,550 2,550 0 559 863 304 Taxes & Licenses 2,399 2,053 <346> 950 0 0 0 0 Professional Services 8,783 0 <8,783> 0 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 GROSS CONTRIBUTION TO 5,216,488 5,412,899 196,411 785,636 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485	11,062
10 0 <10> Credit Card Adjustments 63 0 <63> 0 0 0 0 Rentals 5,139 0 <5,139> 0 0 425 425 Rentals-Truck 0 2,550 2,550 0 559 863 304 Taxes & Licenses 2,399 2,053 <346> 950 0 0 0 Professional Services 8,783 0 <8,783> 0 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 TOTAL CONTROLLABLE EXP 5,216,488 5,412,899 196,411 785,636 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	4,544
0 0 0 Rentals 5,139 0 <5,139> 0 0 425 425 Rentals-Truck 0 2,550 2,550 0 559 863 304 Taxes & Licenses 2,399 2,053 <346> 950 0 0 0 0 Professional Services 8,783 0 <8,783> 0 0 0 0 Temp Agency Service 5,917 1,800 <4,117> 800 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 TOTAL CONTROLLABLE EXP 5,216,488 5,412,899 196,411 785,636 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	17
0 425 425 Rentals-Truck 0 2,550 2,550 0 559 863 304 Taxes & Licenses 2,399 2,053 <346> 950 0 0 0 0 Temp Agency Service 8,783 0 <8,783> 0 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 GROSS CONTRIBUTION TO 5,216,488 5,412,899 196,411 785,636 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	0
559 863 304 Taxes & Licenses 2,399 2,053 <346> 950 0 0 0 0 Professional Services 8,783 0 <8,783> 0 37,466 38,515 1,049 5,917 1,800 <4,117> 800 314,287 322,496 8,209 TOTAL OTHER CONTROL 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 5,216,488 5,412,899 196,411 785,636 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	0
0 0 0 0 Professional Services 8,783 0 <8,783> 0 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 TOTAL CONTROLLABLE EXP 5,216,488 5,412,899 196,411 785,636 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	6,727
0 0 0 Temp Agency Service 5,917 1,800 <4,117> 800 37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 853,232 874,701 21,469 TOTAL CONTROLLABLE EXP 5,216,488 5,412,899 196,411 785,636 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	610
37,466 38,515 1,049 Commission Expense 145,804 181,757 35,953 31,757 314,287 322,496 8,209 TOTAL OTHER CONTROL. 1,832,576 1,950,018 117,442 289,592 324,701 21,469 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	4,167
853,232 874,701 21,469 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	155,664
26,389 113,553 <87,164> GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	1,725,829
26,389 113,553 <87,164> SVCS AND ENTERPRISES 485,416 763,900 <278,484> 115,354	4,789,655
	700
Less: Allocated Exp	729,322
Less. Allotated Exp	
50,070 48,341 <1,729> Allocated ExpHR 289,165 316,298 27,133 <19,230>	249,026
48,286 45,745 <2,541 > Allocated Exp. Fin 324,769 270,574 <54,195 > 49,503	306,157
20,805 20,276 <529> Allocated ExpIS 135,226 120,935 <14,291> 21,422	136,533
12,706 9,797 <2,909> Allocated Exp. Mktg 93,806 60,540 <33,266> 16,473	73,601
36,726 35,259 <1,467> Allocated Exp Othr SA 233,636 207,988 <25,648> 41,020	243,235
80,841 72,301 <8,540> Maintenance 481,924 454,754 <27,170> 69,991	427,166
12,244 19,509 7,265 Utilities 120,959 146,358 25,399 16,140	142,542
75,733 85,042 9,309 Depreciation 452,440 510,252 57,812 73,940	442,957
337,412 336,270 <1,142> TOTAL ALLOCATED EXP 2,131,925 2,087,699 <44,226> 269,259	2,021,216
221 022 222 717 200 20E, NET INCOME (LOSS) 2744 FOO 222 700 222 700	-1 201 004
<311,022> <222,717> <88,305> NET INCOME (LOSS) <1,646,509> <1,323,799> <322,710> <153,905>	<1,291,894>
255,760 277,990 <22,230> TOTAL CUSTOMER COUNT 1,668,446 1,751,096 <82,650> 271,638	1,681,851
255,760 277,990 <22,230> TOTAL CUSTOMER COUNT 1,668,446 1,751,096 <82,650> 271,638 85,964 89,946 <3,982> 3RD PARTY CUST COUNT 574,149 575,407 <1,258> 88,326	548,663
169,796 188,044 <18,248 ASUCIA CUSTOMER COUNT 1,094,297 1,175,689 <18,392 183,312	1,133,188
100,007 100,007 100,007 100,007 1,074,277 1,170,007 101,3722 103,312	1,133,100
7.19 6.95 0.24 TOTAL AVERAGE CHECK 7.07 6.92 0.16 6.62	6.55
9.14 8.78 0.36 3RD PARTY AVG CHECK 9.09 8.83 0.26 8.40	8.43
6.20 6.07 0.13 ASUCLA AVERAGE CHECK 6.02 5.98 0.04 5.76	5.64
25,652 26,038 386 EMPLOYEE HOURS 165,503 165,416 <87> 25,536	162,520
42.35 45.76 <3.42> SALES/LABOR HOUR 41.75 45.03 <3.29> 42.56	41.11

LICENSING & SERVICES INCOME STATEMENT

JAN. C	06(12/30/18-01/2	6/19)			ISCAL YEAR 18-1		FISCAL YE	AR 17-18
(CURRENT MONTH			YTD 6 N	MO(07/29/18-01/	(26/19)	LAST YEAR	RACTUAL
ACTUAL	BUDGET	VARIANCE]	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
12,230	9,730	2,500	PHOTOGRAPHY	84,172	84,895	<723>	9,716	84,559
12,230	9,730	2,500	TOTAL SALES	84,172	84,895	<723>	9,716	84,559
284	104	00	l	1 545	1 (01	14/	99	2 200
11,945	194 9,536	2,409	Less: Cost of Sales GROSS MARGIN	1,545 82,627	1,691 83,204	146 <577>	9,618	2,300 82,259
97.7	98.0	<0.3>	GROSS MARGIN %	98.2	98.0	0.2	99.0	97.3
97.7	98.0	<0.3>	PHOTOGRAPHY	98.2	98.0	0.2	99.0	97.3
425,682	285,261	140,421	TRADEMARKS AND LICENSING	1,884,669	1,786,995	97,674	184,025	1,638,942
113,416	111,123	2,293	LEASED OPS	659,189	669,378	<10,189>	98,102	614,569
20,700	0	20,700	SPONSORSHIPS	103,500	0	103,500	0	0
559,798	396,384	163,414	OTHER INCOME	2,647,358	2,456,373	190,985	282,126	2,253,511
571,744	405,920	165,824	GROSS MARGIN/OTHER	2,729,985	2,539,577	190,408	291,744	2,335,770
			Less: Controllable Exp					
44,887	37,013	<7,874>	Career Wages	283,965	224,580	<59,385>	38,680	224,091
0	345	345	Student Wages	88	3,945	3,857	260	723
44,887	37,358	<7,529>	TOTAL WAGES	284,052	228,525	<55,527>	38,940	224,815
367.0	384.0	16.9	WAGE % TO SALES	337.5	269.2	<68.3>	400.8	265.9
40.570	47.500			444 707	407.404	05.000	44.004	07.004
18,579	17,592		Employee Benefits	141,787	106,694	<35,093>	16,004	97,801
52	515		Office Supplies	2,788	3,085	297	41	4,806
470	450		Telephone	7,951	3,090	<4,861>	365	3,656
7	50		Postage	253	300	47	541	638
2,488 0	2,500 0	12 0	Trav/Trips/Conference Enforcement	15,169 8,381	9,000 9,750	<6,169> 1,369	0	6,519 9,500
4,773	4,375		Business Promotion	16,342	24,275	7,933	36	9,500 21,077
226	4,373		Repairs & Maintenance	226	24,275	<226>	0	466
<11,062>	0		Bad Debt	<11,062>	1,050	12,112	0	0
0	2,083		Professional Services	11,539	12,498	959	2,083	13,538
0	600		Legal	3,658	3,600	<58>	0	0
0	3,200	3,200	Trademark	15,346	19,200	3,854	5,402	19,186
81,349	24,300	<57,049>	Intern'l Agnt Fee/Tax	151,585	110,873	<40,712>	9,416	98,539
19,502	21,592	2,090	Domestic Agency Fee	139,069	147,150	8,081	14,707	137,566
0	0	0	Misc. Bank Charges	0	0	0	30	58
68,429	75,512		Payment to UCLA	509,258	540,600	31,342	57,854	524,183
184,813	152,769		TOTAL OTHER CONTROL.	1,012,290	991,165	<21,125>	106,480	937,531
229,700	190,127	<39,573>	TOTAL CONTROLLABLE EXP	1,296,342	1,219,690	<76,652>	145,420	1,162,346
342,044	215,793	126,251	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,433,643	1,319,887	113,756	146,324	1,173,424
			Less: Allocated Exp	, ,	, , , , , ,	.,		, 2, 2
4,170	3,571	<599>	Allocated ExpHR	24,294	23,365	<929>	<1,510>	17,948
21,289	14,493		Allocated Exp. Fin	106,313	85,743	<20,570>	11,121	87,704
9,470	6,631	<2,839>	Allocated ExpIS	45,664	39,552	<6,112>	4,961	40,504
5,783	3,204	<2,579>	Allocated Exp. Mktg	31,508	19,798	<11,710>	3,815	21,363
16,717	11,532		Allocated Exp Othr SA	79,552	68,025	<11,527>	9,500	72,283
41,411	36,993		Maintenance	246,865	232,683	<14,182>	35,853	218,815
6,272	9,988		Utilities	61,961	74,931	12,970	8,268	73,017
7,382	4,581		Depreciation	41,770	27,486	<14,284>	6,929	41,574
112,494	90,993	<21,501>	TOTAL ALLOCATED EXP	637,927	571,583	<66,344>	78,937	573,208
229,550	124,800	104,750	NET INCOME (LOSS)	795,716	748,304	47,412	67,387	600,217

UCLA STUDENT UNION INCOME STATEMENT

JAN. 0	06(12/30/18-01/2	6/19)	FISCAL YEAR 18-19 FISCAL YEA					
	URRENT MONTH			YTD 6 MO(07/29/18-01/26/19)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
28.870	27, 202	2.5/0	EVENT SERVICES OFFICE	272 / 25	207.077	74.7/0	24 / 10	2/7/22
28,870 29,689	26,302 53,928	2,568	AU POST OFFICE	372,635 199,786	297,867 290,463	74,768 <90,677>	24,618 46,213	267,622 278,029
58,558	80,230		TOTAL SALES	572,421	588,330	<15,909>	70,831	545,651
30,330	00,230	<21,072>	TOTAL SALES	372,421	300,330	<13,7072	70,031	343,031
28,933	52,742	23,809	AU Post Office Cost	196,079	284,073	87,994	44,555	272,690
7,334	5,758	•	Facilities Costs	92,467	57,878	<34,589>	4,614	48,874
36,267	58,500	22,233	Less: Cost of Sales	288,546	341,951	53,405	49,168	321,563
61.9	72.9	11.0	COST OF SALES %	50.4	58.1	7.7	69.4	58.9
22,291	21,730	561	GROSS MARGIN	283,875	246,379	37,496	21,662	224,088
38.1	27.1	11.0	GROSS MARGIN %	49.6	41.9	7.7	30.6	41.1
74.6	78.1		EVENT SERVICES OFFICE	75.2	80.6	<5.4>	81.3	81.7
2.6	2.2	0.4	AU POST OFFICE	1.9	2.2	<0.3>	3.6	1.9
0	575	~575×	STUDENT UNION OPS	0	3,103	<3,103>	593	3,645
675	3,600		EVENT SERVICES OFFICE	12,865	19,800	<6,935>	190	2,525
13,091	14,732		STUDENT PROGRAMMING	64,548	78,701	<14.153>	14,162	74,228
5,526	9,493		AU POST OFFICE	44,396	51,132	<6,736>	8,339	48,565
19,292	28,400		OTHER INCOME	121,809	152,736	<30,927>	23,285	128,962
41,583	50,130		GROSS MARGIN/OTHER	405,684	399,115	6,569	44,947	353,050
11/000	00/100	10/01/7		1007001	07771.10	3,007	,,,	000,000
			Less: Controllable Exp					
			·					
33,825	33,952	127	Career Wages	203,054	203,713	659	32,951	193,186
17,949	22,113	4,164	Student Wages	126,854	137,730	10,876	21,106	133,556
51,773	56,065	4,292	TOTAL WAGES	329,908	341,443	11,535	54,057	326,742
88.4	69.9	<18.5>	WAGE % TO SALES	57.6	58.0	0.4	76.3	59.9
36.7	44.3	7.6	EVENT SERVICES OFFICE	18.4	22.9	4.6	43.6	24.4
11,832	16,841	5,009	Employee Benefits	94,164	100,955	6,791	10,556	83,855
3,003	644		Office Supplies	7,369	4,511	<2,858>	269	6,460
1,773	2,900	1,127	Telephone	11,067	20,475	9,408	2,522	17,930
0	2,700	0	Trav/Trips/Conference	1,461	1,175	<286>	40	1,550
0	0	0	24 Hour Study Lounge	3,083	3,159	76	0	2,974
0	0	0	Student Comm Art	54	464	410	250	964
170	930	760	Training Programs	5,650	5,330	<320>	237	4,593
0	614	614	Annual ASUCLA Events	28,285	25,126	<3,159>	249	25,984
7,449	11,182	3,733	Student Event Exp	47,065	59,732	12,667	11,334	61,082
0	0	0	Operating Supplies	<0>	0	0	0	0
974	1,400	426	Uniforms	974	2,000	1,026	1,400	1,570
0	375	375	Advertising	1,731	1,704	<27>	0	305
252	250		Business Promotion	1,602	1,500	<102>	250	1,360
2,665	1,965		Repairs & Maintenance	18,830	17,666	<1,164>	1,504	19,718
975	1,266		Bank Card Expense	5,535	6,826	1,291	1,133	6,373
<101>	0	101	Overs/Shorts	289	0	<289>	<117>	585
0	0	0	Board of Directors	0	0	0	0	840
<2,787> 15,417	0 15 417	2,787 0	Student Support Svcs Interaction Fund	0 92,500	2,787 92,502	2,787	0 15 417	2,787 92,500
15,417	15,417 8,000	<4,740>		92,500 46,373	92,502 52,750	2 6,377	15,417 5,557	92,500 49,855
54,362	61,784	7,422	TOTAL OTHER CONTROL.	366,030	398,662	32,632	50,600	381,284
106,135	117,849	11,714	TOTAL CONTROLLABLE EXP	695,937	740,105	44,168	104,657	708,026
32,123	.,	,,	GROSS CONTRIBUTION TO	,	,	,.23	,	,,,,,,
<64,552>	<67,719>	3,167	SVCS AND ENTERPRISES	<290,254>	<340,990>	50,736	<59,710>	<354,976>
]					
			Less: Allocated Exp					
4,811	5,141	330	Allocated ExpHR	28,310	33,639	5,329	<2,095>	26,440
2,897	5,244	2,347	Allocated Exp. Fin	27,553	31,024	3,471	3,586	25,875
1,289	2,399	1,110	Allocated ExpIS	11,828	14,311	2,483	1,600	11,960
787	1,159	372	Allocated Exp. Mktg	8,291	7,162	<1,129>	1,230	6,348
2,275	4,173		Allocated Exp Othr SA	20,524	24,614	4,090	3,064	21,294
50,219 7,606	44,879 12,110		Maintenance	299,374 75,141	282,280	<17,094>	43,479	265,358
7,606 17,716	12,110 14,257	4,504	Utilities Depreciation	75,141 105,753	90,850 85,542	15,709 -20,211 >	10,026 12,128	88,548 70,366
87,601	14,257 89,362	<3,459> 1,761	Depreciation TOTAL ALLOCATED EXP	576,774	85,542 569,422	<20,211> <7,352>	12,128 73,019	70,366 516,189
07,001	07,302	1,701	TO THE HELOURIED EAF	370,774	307,422	\1,30Z>	13,017	310,107
<152,153>	<157,081>	4,928	NET INCOME (LOSS)	<867,027>	<910,412>	43,385	<132,728>	<871,165>
	•		i ' '				·	

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

ACTUAL 328,429	URRENT MONTH BUDGET	VARIANCE		YTD 6 I	иO(07/29/18-01/	(26/19)	I AST YFAI	
	BUDGET		1	YTD 6 MO(07/29/18-01/26/19)		LAST YEAR ACTUAL		
220 420		VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
	334,069	5,640	Career Wages	1,931,360	2,043,959	112,599	314,305	1,884,534
0	815	815	Limited Appointment	7,875	5,490	<2,385>	10,783	30,314
28,237	36,764	8,528	Student Wages	192,170	222,083	29,913	31,400	203,344
356,665	371,648	14,983	TOTAL WAGES	2,131,405	2,271,532	140,127	356,489	2,118,191
6.4	6.6	0.2	WAGE % TO TOTAL SALES	6.1	6.2	0.1	6.6	6.0
0	0	0	Emp Awards, Profess.	10,700	15,177	4,477	0	14,735
2,000	0	<2,000>	Emp Awards, Students	4,000	2,060	<1,940>	0	2,000
120,928	160,181	39,253	Employee Benefits	880,902	981,886	100,984	131,026	827,587
6,413	6,612	199	Office Supplies	39,836	42,241	2,405	4,883	39,650
4,853	6,440	1,587	Telephone	29,992	50,746	20,754	4,400	48,507
539	718	179	Postage	4,081	4,248	167	492	3,827
66	645	579	Trav/Trips/Conference	4,968	4,622	<346>	0	8,584
0 5,543	50	50	Expense Allowance	216	255	39	78	1,847
0,543	1,208 54	<4,335> 54	Employee Relations Tuition Assistance	12,821 0	7,180 324	<5,641> 324	1,149 0	6,826 0
229	0		Training Programs	2,474	324 0	<2,474>	0	0
171	0		Fingerprinting	1,065	505	<560>	0	490
11,691	15		Recruitment	12,701	3,585	<9,116>	15	3,480
337	478	141	Operating Supplies	733	2,868	2,135	0	742
235	275	40	Uniforms	2,009	1,650	<359>	329	1,663
<350>	<200>	150	Security Expense	<637>	<1,600>	<963>	51	<441>
130	50		Security Equipment	462	300	<162>	0	0
5,062	2,500	<2,562>	Alarm Monitoring	15,525	15,000	<525>	2,496	12,689
402	1,250	848	Advertising	8,691	10,645	1,954	1,500	9,237
0	1,000	1,000	Benefits U Adv	10,478	6,000	<4,478>	1,150	6,900
5,168	4,849	<319>	Repairs & Maintenance	37,797	35,328	<2,469>	7,464	37,994
761	1,113	352	Repair-Mtce Computer	4,617	7,541	2,924	723	5,292
16,850	12,376	<4,474>	Repairs & Mtce-Equip	76,535	75,611	<924>	7,961	61,216
0	0	0	Printing	0	1,388	1,388	0	1,348
3,095	3,095	0	Bruin One Card Exp	19,982	19,982	0	3,490	22,312
1	41	41	Overs/Shorts	4	241	238	5	<2>
23,061	22,795	<266>	Insurance Expense	138,366	136,770	<1,596>	20,723	124,338
7,620	4,855		Professional Services	141,499	48,225	<93,274>	25,700	64,243
1,218	1,536	318	Legal	7,306	9,211	1,905	1,396	8,375
11,667	11,460		External Audit Temp Agency Service	69,504	69,258	<246>	11,126 543	67,245 4,391
2,982 6,250	2,500 10,756	<482> 4,506	Internal Audit	10,303 58,464	13,400 64,536	3,097 6,072	10,443	4,391 62,656
0,230	10,750	4,500	Tax Consulting	3,956	3,956	0,072	0	3,841
2,699	734	<1,965>	PROFESSIONAL FEES PCI	16,715	4,904	<11,811>	913	4,179
11,054	11,254	200	Board of Directors	81,930	72,703	<9,227>	10,926	70,586
131	46		Special Projects	2,986	3,409	423	45	3,310
4,050	4,625		Misc. Bank Charges	22,337	26,383	4,046	4,490	25,616
3,836	4,135		Armored Carrier Expense	21,407	24,810	3,403	3,240	19,789
0	0	0	UCOP Payroll Services	0	0	0	6,917	41,500
7,250	25,250	18,000	UC PATH CHARGES	43,500	151,500	108,000	<119,583>	608
455	0	<455>	PENALTIES	1,308	0	<1,308>	0	0
8,541	8,541	0	Student Med Supp Fund	50,873	50,869	<4>	8,292	49,510
18,048	16,924		UCLA Recharge Expense	108,288	101,543	<6,745>	16,431	98,588
6,557	7,591	1,034	Special Events	25,472	25,600	128	7,370	24,855
299,543	335,752	36,209	TOTAL OTHER CONTROL.	1,984,165	2,094,860	110,695	176,184	1,790,113
656,209	707,400	51,191	TOTAL CONTROLLABLE EXP	4,115,570	4,366,392	250,822	532,673	3,908,304
[]			Loss, Allogated Fun					
[]			Less: Allocated Exp					
21,961	19,262	_2 600s	Maintenance	130,921	121,154	<9,767>	19,014	116,045
3,326	5,197	<2,699> 1,871	Utilities	32,860	38,990	<9,767> 6,130	4,385	38,724
24,294	23,091		Depreciation	143,128	138,546	<4,582>	23,952	139,582
49,582	47,550	<2,032>	TOTAL ALLOCATED EXP	306,909	298,690	<8,219>	47,351	294,351
705,790	754,950	49,160	NET EXPENSE	4,422,479	4,665,082	242,603	580,023	4,202,655
. 55,7 75	, 5 ., , 50	.,,100		.,,,,,	.,000,002	2.2,000	555,020	.,202,000
<626,159>	<672,690>	<46,531>	Allocated-Svs and Ent	<3,926,350>	<4,163,410>	<237,060>	<510,976>	<3,773,627>
<41,059>	<41,059>	0	Allocated-USAC	<247,519>	<247,519>	0	<33,061>	<199,294>
<3,469>	<3,469>	0	Allocated-GSA	<20,930>	<20,930>	0	<3,304>	<19,932>
<35,103>	<37,732>	<2,629>	Allocated-Comm Board	<227,680>	<233,223>	<5,543>	<32,683>	<209,802>
<705,790>	<754,950>		TOTAL OTHER	<4,422,479>	<4,665,082>	<242,603>	<580,023>	<4,202,655>
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES EXPENSE STATEMENT

ΙΔΝΙ (06(12/30/18-01/2	26/19)	1
	CURRENT MONTH	1	
ACTUAL	BUDGET	VARIANCE	1
ACTUAL	DUDGET	VARIANCE	1
116,209	119,621	3,412	Career Wages
5.569	5,855	286	Limited Appointment
		974	
0	974		Student Wages
<92>	<545>		Labor Recharge
<9,413>	<9,352>	61	Billed Labor Costs
<2,619>	<3,250>	<631>	, ,
109,654	113,303	3,649	TOTAL WAGES
73.654	69,963	-2 401 >	Employee Benefits
188	220	32	
518	809	32 291	Office Supplies
			Telephone
128	0	<128>	
5,097	5,377	280	Paper
8.7	6.7		Paper % To Sales
5,215	5,594	379	Cleaning Supplies
872	839		Replacements
512	385	<127>	Laundry
43,963	27,375	<16,588>	Repairs & Maintenance
4,097	5,450	1,353	Repairs & Mtce-Elevator
0	250	250	Repairs & Mtce-Equip
0	800	800	Painting Program
0	300	300	Incidental Proj Exp
6,575	7,300	725	Air Conditioning-Maint
9,872	10,264	392	Rub Remvl/Hauling
6,936	3,256	<3,680>	Rodent & Pest Control
1,392	1,600	208	Rentals-Truck
11,179	0	<11,179>	Janitorial
170,198	139,782	<30,416>	
279,852	253,085	<26,767>	TOTAL CONTROLLABLE EX
			1
			Less: Allocated Exp
27.045	21,607	∠E 420-	Depreciation
27,045 27,045	21,607	<5,438> <5,438>	TOTAL ALLOCATED EXP
306,898	274,692	<32,206>	
300,676	274,092	<32,200>	INCT EXPENSE
<264,277>	<236,266>	28,011	Allocated-Svs and Ent
<8,138>	<8,138>	0	Allocated-USAC
<3,181>	<3,181>	0	Allocated-GSA
<9,340>	<7,845>	1,495	Allocated-Comm Board
<21,961>	<19,262>	2,699	Allocated-A & SS
<306,898>	<274,692>	32,206	TOTAL OTHER
	·		1
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
	MO(07/29/18-01/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
AOTOAL	DODGET	VARIANCE	WONTH	110
789,275	765,835	<23,440>	114,056	740,321
36,749	36,645	<23,440>	5,684	35,576
1,108	5,712	4,604	5,664 0	35,576
		•	<92>	-
<1,503>	<1,305>	198		<2,721>
<67,423>	<57,123>	10,300	<9,352>	<57,123>
<18,603> 739,602	<19,500> 730,264	<897> <9,338>	<7,130> 103,167	<26,841> 689,212
739,002	730,204	<9,338>	103,167	089,212
455.454	440.050	.7 404.	/E 000	411 001
455,454	448,050	<7,404>	65,908	411,891
803	1,153	350	172	1,212
3,363	4,817	1,454	548	4,741
1,298	3,000	1,702	0	0
28,277	30,948	2,671	5,272	30,341
4.9	5.3	0.3	7.4	5.6
32,564	36,556	3,992	5,431	35,491
9,274	5,588	<3,686>	839	5,587
2,553	2,560	7	365	2,473
181,357	172,994	<8,363>	38,758	180,631
23,590	32,700	9,110	5,055	35,042
28	1,500	1,472	0	0
10,533	4,800	<5,733>	189	1,337
1,243	1,800	557	2,429	2,429
76,505	24,900	<51,605>	5,204	21,075
62,646	63,973	1,327	9,775	60,926
23,018	19,773	<3,245>	3,161	19,196
4,613	9,600	4,987	342	5,224
11,179	0	<11,179>	500	6,100
928,299	864,712	<63,587>	143,946	823,695
1,667,901	1,594,976	<72,925>	247,113	1,512,907
162,074	129,642	<32,432>	19,717	114,462
162,074	129,642	<32,432>	19,717	114,462
1,829,976	1,724,618	<105,358>	266,830	1,627,369
			_	_
<1,575,459>	<1,486,062>	89,397	<228,809>	<1,396,449>
<48,828>	<48,828>	0	<7,851>	<47,106>
<19,086>	<19,086>	0	<3,069>	<18,414>
<55,681>	<49,488>	6,193	<8,087>	<49,354>
<130,921>	<121,154>	9,767	<19,014>	<116,045>
<1,829,976>	<1,724,618>	105,358	<266,830>	<1,627,369>
_ 	_	_		
0	0	<0>	0	<0>

UTILITIES EXPENSE STATEMENT

			1
	06(12/30/18-01/2		
	CURRENT MONTH	1	
ACTUAL	BUDGET	VARIANCE	
2,405	9,821	7,416	Chiller Water
37,319	46,414	9,095	Elec-Non Air Cond.
1,310	7,880	6,570	Water-Non Air Cond.
6,216	6,980	764	Steam-Non Air Cond.
<138>	2,457	2,595	Gas
1,550	1,551	1	Energy Management
48,662	75,103	26,441	TOTAL OTHER CONTROL.
48,662	75,103	26,441	TOTAL CONTROLLABLE EXP
<40,028>	<63,761>	<23,733>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<1,415>	<2,252>	<837>	Allocated-Comm Board
<3,326>	<5,197>	<1,871>	Allocated-A & SS
<48,663>	<75,103>	<26,441>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
YTD 6 I	MO(07/29/18-01/	LAST YEAR ACTUAL		
ACTUAL	ACTUAL BUDGET		MONTH	YTD
103,753	116,881	13,128	6,680	105,278
268,046	329,808	61,762	43,335	346,688
40,362	55,621	15,259	5,250	43,299
29,414	30,148	734	4,770	28,245
14,745	15,811	1,066	1,468	12,617
9,303	9,306	3	1,551	9,303
465,623	557,575	91,952	63,054	545,430
465,623	557,575	91,952	63,054	545,430
<395,429>	<478,330>	<82,901>	<52,762>	<465,985>
<16,794>	<16,794>	0	<2,906>	<17,436>
<6,564>	<6,564>	0	<1,136>	<6,816>
<13,976>	<16,897>	<2,921>	<1,865>	<16,469>
<32,860>	<38,990>	<6,130>	<4,385>	<38,724>
<465,623>	<557,575>	<91,952>	<63,054>	<545,430>
	·	·	·	
<0>	0	0	0	0