# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

May (04/28/19 - 05/25/19)

Prepared

June 10, 2019

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

## **TABLE OF CONTENTS**

Income and Loss Summary Statement – Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

**Balance Sheet** 

Statement of Cash Flows

**Cash Reserve Computation** 

**Capital Expenditures** 

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

**Utilities Operating Summary Statement** 

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

		7-18	FY 17			)		IAY (04/28/1	M		
			LAST YE		NCE	VARIA	WUNTH	CURRENT	BUD		ACT
			LASTIL	Y ACT	ACT/L		ACT/	GLI	800	UAL	ACT
\$		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
38,2	UCLA Store		3,639	6.8%	246	(0.3%)	(13)		3,898		3,885
14,9	UCLA Restaurants		1,663	10.5%	174	4.0%	71		1,766		1,837
4,0	Licensing & Services		277	27.4%	76	(4.6%)	(17)		370		353
1,1	UCLA Student Union		134	(18.7%)	(25)	(36.6%)	(63)		172		109
58,4	TOTAL		5,713	8.2%	471	(0.4%)	(22)		6,206		6,184
	GROSS MARGIN			Pts.		Pts.					
12,7	UCLA Store	33.3%	1,213	(1.6)	17	(0.8)	(35)	32.5%	1,265	31.7%	1,230
10,5	UCLA Restaurants		1,171	(0.2)	119	(0.6)	39	70.8%	1,251	70.2%	1,290
4,0	Licensing & Services		275	0.7	78	0.3	(16)	99.7%	369	100.0%	353
7	UCLA Student Union		82	4.9	(10)	1.6	(39)	64.5%	111	66.1%	72
28,1	TOTAL	48.0%	2,741	(0.4)	204	(0.7)	(51)	48.3%	2,996	47.6%	2,945
	WAGES & BENEFITS										
6,0	UCLA Store		581	0.0	(39)	(0.5)	(15)	15.5%	605	16.0%	620
7,4	UCLA Restaurants		729	2.3	(34)	1.6	(2)	43.1%	761	41.5%	763
6	Licensing & Services		57	6.2	6	0.5	4	14.9%	55	14.4%	51
7 14,8	UCLA Student Union	53.7% <b>25.2%</b>	72 1,439	(12.4) 0.8	0 (67)	(22.5) (0.3)	3 (10)	43.6% <b>24.1%</b>	75 1,496	66.1% <b>24.4%</b>	72 1,506
14,0		23.2%	1,439	0.0	(67)	(0.3)	(10)	24.1%	1,490	24.4%	1,300
	OTHER CONTROLLABLES			(0.0)	(2.2)	(0.0)	(0.0)				
2,0	UCLA Store		157 184	(0.3) 1.0	(20)	(0.8)	(30)	3.8% 9.4%	147	4.6% 10.1%	177
1,6 1,1	UCLA Restaurants Licensing & Services		75	(1.2)	(2) (25)	(0.7) 2.8	(20) 15	9.4% 31.1%	166 115	28.3%	186 100
5	UCLA Student Union	51.5%	69	(21.9)	(25)	(22.8)	7	50.6%	87	73.4%	80
5,4	TOTAL		485	(0.3)	(58)	(0.5)	(28)	8.3%	515	8.8%	543
				( /	()	( /	( - )				
4,6	CONTRIBUTION UCLA Store	13.1%	475	(1.9)	(41)	(1.9)	(78)	13.1%	512	11.2%	434
4,6	UCLA Store UCLA Restaurants		475 258	(1.9)	(41) 84	(1.9)	(78)	13.1%	324	11.2%	434 342
2,2	Licensing & Services		144	5.2	58	3.4	3	53.8%	199	57.2%	202
2,2	UCLA Student Union		(59)	(29.4)	(21)	(43.7)	(29)	(29.7%)	(51)	(73.4%)	(80)
7,8	TOTAL		818	0.2	80	(1.4)	(86)	15.9%	984	14.5%	898
- ,-						(,	()				
6,1	ALLOCATED EXPENSES Admin&Support Services	10.8%	618	0.1	(42)	(0.2)	(9)	10.5%	651	10.7%	660
2,5	Facilities		227	0.1	(42)	(0.2)	(9)	3.7%	232	3.8%	232
2,5	Utilities		72	0.2	(3)	0.2	12	1.4%	87	1.2%	75
2,0	Depreciation		204	0.3	(0)	0.2	13	3.5%	216	3.3%	203
11,4	TOTAL		1,121	0.7	(49)	0.2	16	19.1%	1,186	18.9%	1,170
	NET INCOME (LOSS)										
(3,6	FROM OPERATIONS	(5.3%)	(303)	0.9	31	(1.1)	(70)	(3.3%)	(202)	(4.4%)	(272)
	OTHER INC/(EXP)										
3	Non-Recurrent Inc/(Exp)	0.4%	22	(0.3)	(16)	0.1	4	0.0%	2	0.1%	6
3	Interest Income		22	(0.3)	(10)	0.1	14	0.0%	12	0.1%	26
(2	Interest (Expense)		(32)	0.1	3	0.0	0	(0.5%)	(29)	(0.5%)	(29)
	Income Taxes	` '	0	0.0	0	0.0	2	0.0%	(2)	0.0%	0
2,4	Student Union Fee Income		234	(0.1)	15	0.1	5	3.9%	244	4.0%	249
2,8	TOTAL	4.4%	253	(0.3)	(1)	0.4	25	3.7%	227	4.1%	252
(8	NET INCOME (LOSS)	(0.9%)	(50)	0.6	30	(0.7)	(45)	0.4%	25	(0.3%)	(20)

				R 2018-2019				FY 17	7-18
				07/29/18 - 05				**	
ACTU	JAL	BUDO	GET			ANCE		LAST YE	AR ACT
				ACT/	-	ACT/L		•	
\$	%	\$	%	\$	%	\$	%	\$	%
38,264		38,888		(624)	(1.6%)	(46)	(0.1%)	38,310	
14,926		16,095		(1,169)	(7.3%)	579	4.0%	14,347	
4,085		3,925		160	4.1%	584	16.7%	3,501	
1,175		1,329		(154)	(11.6%)	(84)	(6.7%)	1,259	
58,450		60,237		(1,787)	(3.0%)	1,033	1.8%	57,417	
					Pts.		Pts.		
12,740	33.3%	13,275	34.1%	(535)	(0.8)	24	0.1	12,716	33.2
10,588	70.9%	11,432	71.0%	(844)	(0.0)	360	(0.4)	10,228	71.3
4,083	100.0%	3,922	99.9%	(844)	0.1	587	0.1	3,496	99.9
4,083		743			4.6			5,496 690	99.9 54.8
	60.5%	-	55.9%	(32)	-	21	5.7		
28,122	48.1%	29,372	48.8%	(1,250)	(0.7)	992	0.8	27,130	47.3
6,049	15.8%	6,060	15.6%	11	(0.2)	(441)	(1.2)	5,608	14.6
7,461	50.0%	7,658	47.6%	197	(2.4)	(594)	(2.1)	6,867	47.9
654	16.0%	559	14.2%	(95)	(1.8)	(110)	(0.5)	544	15.5
716	60.9%	745	56.1%	29	(4.8)	(26)	(6.1)	690	54.8
14,880	25.5%	15,022	24.9%	142	(0.6)	(1,171)	(1.6)	13,709	23.9
2,062	5.4%	1,987	5.1%	(75)	(0.3)	(113)	(0.3)	1,949	5.1
1,614	10.8%	1,648	10.2%	34	(0.6)	(61)	0.0	1,553	10.8
1,195	29.3%	1,299	33.1%	104	3.8	(01)	4.8	1,195	34.1
566	48.2%	581	43.7%	15	(4.5)	(26)	(5.3)	540	42.9
5,437	9.3%	5,515	9.2%	78	(0.1)	(200)	(0.2)	5,237	9.1
3,437	3.370	3,313	3.2 /0	70	(0.1)	(200)	(0.2)	5,251	3.1
4 000	10.10/	5 000	10.494	(500)	(1.0)	(500)	(4.0)	5 450	13.5
4,629	12.1%	5,228	13.4%	(599)	(1.3)	(530)	(1.4)	5,159	
1,512	10.1%	2,126	13.2%	(614)	(3.1)	(296)	(2.5)	1,808	12.6
2,234	54.7%	2,064	52.6%	170	2.1	477	4.5	1,757	50.2
(571)	(48.6%)	(583)	(43.9%)	12	(4.7)	(31)	(5.7)	(540)	(42.9
7,804	13.4%	8,835	14.7%	(1,031)	(1.3)	(380)	(0.9)	8,184	14.3
6,146	10.5%	6,446	10.7%	300	0.2	(233)	(0.2)	5,913	10.3
2,577	4.4%	2,432	4.0%	(145)	(0.4)	(258)	(0.4)	2,319	4.0
697	1.2%	840	1.4%	143	0.2	74	0.1	771	1.3
2,052	3.5%	2,158	3.6%	106	0.1	(129)	(0.2)	1,923	3.3
11,472	19.6%	11,876	19.7%	404	0.1	(546)	(0.6)	10,926	19.0
(3,668)	(6.3%)	(3,041)	(5.0%)	(627)	(1.3)	(926)	(1.5)	(2,742)	(4.8
347	0.6%	20	0.0%	327	0.6	161	0.3	186	0.3
313	0.5%	137	0.2%	176	0.3	140	0.2	173	0.3
(289)	(0.5%)	(289)	(0.5%)	0	0.0	31	0.1	(320)	(0.6
0	0.0%	(17)	0.0%	17	0.0	0	0.0	0	0.0
2,459	4.2%	2,444	4.1%	15	0.1	108	0.1	2,351	4.1
2,830	4.8%	2,295	3.8%	535	1.0	440	0.6	2,390	4.2
			(1.2%)	(92)	(0.2)	(486)	(0.8)	(352)	(0.6

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

s         y         y         S         V         S			M	AY (04/28/1	19 - 05/25/19	)			FY 1	7-18	]			F	ISCAL YEA	R 2018-201	9			FY 1	7-18
s         s         %         S         %				CURREN	T MONTH				*	*				YTD 10	MONTHS (	07/29/18 - 0	5/25/19)			*	*
S         %         S	ACTU	JAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT		ACT	UAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT
1885         3.98         (13)         0.24         6.95         3.50         0.0053 MOOIE         3.254         2.855         (12)         0.10         0.11							ACT/L														
38.88         38.88         (13)         (0.30)         246         6.46%         3.830         UCLA Stror         38.264         38.88         (116)	\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
38.88         38.88         (13)         (0.30)         246         6.46%         3.830         UCLA Stror         38.264         38.88         (116)											GROSS INCOME										
15.87         17.86         71         4.6%         76         102.4         Bastaurans         14.28         15.065         (118)         (7.30)         578         4.0%         15.33           333         370         (17)         (13)         (26)         (16.74)         344         10.05         10.05         (178)         13.02         (160)         11.15         64.06         (178)         1.030	3 885		3 898		(13)	(0.3%)	246	6.8%	3 639			38 264		38 888		(624)	(1.6%)	(46)	(0.1%)	38,310	
333         370         (17)         (480)         76         27.4%         277         Licening & Services         4.065         3.225         (160)         4.1%         694         (167%)         3.55           100         172         (66)         (175)         (64)         (175)         (64)         (175)         (64)         (178)         (64)         (178)         (64)         (178)         (64)         (178)         (64)         (178)         (64)         (178)         (64)         (178)         (64)         (67%)         3.55           1230         77.7%         1280         77.0%         (36)         (16)         (17)         (177)         (16)         (17)         (17)         (16)         (17)         (17)         (16)         (17)         (17)         (17)         (16)         (17)         (17)         (16)         (17)         (17)         (16)         (17)         (17)         (16)         (17)         (17)         (17)         (17)         (16)         (17)         (17)         (17)         (18)         (16)         (17)         (17)         (16)         (17)         (17)         (17)         (17)         (17)         (17)         (17)         (17) <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>14,347</td><td></td></th<>																				14,347	
109         172         (63)         (26, 64/5)         (27)         (17, 7)         1.28         (17, 5)         1.28         (17, 63)         (12, 64/5)         (27)         (17, 7)         (12, 64/5)         (27)         (17, 7)         (12, 64/5)         (17, 7)         (12, 64/5)         (12, 7)<																				3,501	
130         317%         1.26         325%         63         PE         123         317%         1.26         327%         41.85         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%         77.85%         1.25%	109		172		(63)	(36.6%)	(25)	(18.7%)	134		UCLA Student Union	1,175		1,329		(154)	(11.6%)	(84)		1,259	
	6,184		6,206		(22)	(0.4%)	471	8.2%	5,713		TOTAL	58,450		60,237		(1,787)	(3.0%)	1,033	1.8%	57,417	
						Pts		Pts			GROSS MARGIN						Pts		Pts		
12.90       70.2%       1.251       70.8%       39       (0.06)       119       (0.2)       1.171       70.4%       UCLA Staturants.       10.888       70.9%       11.422       71.0%       (0.4)       0.21       35.3         22       66.1%       111       64.5%       (39)       16       (10)       4.9       8.2       61.2%       UCLA Staturants.       40.00%       5.87%       (3.2)       4.6       2.7       5.87%       (3.2)       4.6       2.7       5.87%       (3.2)       4.6       2.7       5.87%       (3.2)       4.6       2.7       5.87%       7.99       2.6.6       7.99       2.6.6       7.99       2.6.6       7.99       2.6.6       7.99       2.6.6       7.99       2.6.7	1,230	31.7%	1.265	32.5%	(35)		17		1.213			12,740	33.3%	13.275	34.1%	(535)		24		12,716	33.2%
333         100.0%         389         99.7%         (16)         0.3         78         0.7         275         99.3%         Locasing & Services           2.845         47.6%         2.996         48.4%         (12)         0.07         204         62.7         63.82         99.3%         (12)         63.7         66.8           2.845         47.6%         2.996         48.4%         (12)         0.07         204         0.04         2.741         48.0%         TOTAL         28.12         48.1%         29.372         48.8%         (120)         0.07         99.2         0.8         27.15           948         51.5%         027         62.3%         (21)         0.3         (33.3         013         54.3%         UCA Structure         81.11         21.2%         8.047         20.7%         62.4         0.07         49.8         (23.8)         44.93         33.3         013         43.3%         UCA Structure         90.76         60.5%         0.30         67.8%         20.3         0.00         (23.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)         (21.8)	,		1			. ,								- / -		`` '				10,228	71.3%
2.945         47.6%         2.986         48.3%         (51)         (0.7)         204         (0.4)         2.741         48.0%         TOTAL           796         20.5%         752         19.3%         (44)         (1.2)         (59)         (0.7)         992         0.8         27.13           945         51.0%         927         52.5%         (21)         0.9         (35)         3.3         913         54.3%         ULL Store         9.076         60.6%         9.006         57.7%         (20)         (4.1)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (21)         (4.1)         (22)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23)         (23) <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>3,496</td><td>99.9%</td></t<>																				3,496	99.9%
Total CONTROLLABLES         Total CONTROLLABLES           798         20.5%         752         19.3%         (44)         (1.2)         (59)         (2.2)         737         20.3%         (1.2)         (59)         (2.2)         737         20.3%         (1.2)         (59)         (2.3)         (1.5)         7.55           946         51.6%         927         52.5%         (2)         0.4         (2)         1.4         7.75         (2)         (4)         (4)         (1.5)         7.55           152         13.9.4%         162         13.4         7.75%         (20)         (4)         (1.1)         (1.4) <td< td=""><td>72</td><td>66.1%</td><td>111</td><td>64.5%</td><td>(39)</td><td>1.6</td><td>(10)</td><td>4.9</td><td>82</td><td>61.2%</td><td>UCLA Student Union</td><td>711</td><td>60.5%</td><td>743</td><td>55.9%</td><td>(32)</td><td>4.6</td><td>21</td><td>5.7</td><td>690</td><td>54.8%</td></td<>	72	66.1%	111	64.5%	(39)	1.6	(10)	4.9	82	61.2%	UCLA Student Union	711	60.5%	743	55.9%	(32)	4.6	21	5.7	690	54.8%
PF6         0.2.5%         752         19.3%         (44)         (12)         (59)         0.2.7         737         20.3%         ULA Restaurants         9.076         6.05%         9.23         (64)         0.5         (55)         (44)         (15)         7.52           151         13.2%         152         13.34%         162         0.45         131         47.3%         ULA Staturants         10.076         60.3%         9.36         47.3%         9         2.0         (11)         4.4         1.71         46.2%         10.45         (14)         1.22         0.36         4.63         4.63         4.63         4.63         4.63         4.63         4.63         4.63         6.66         6.65         4.65         1.44         6.65         1.44         6.65         1.44         1.22         10.7%         1.3.1%         1.22         10.7%         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.22         1.3.1%         1.2.2         1.3.1%	2,945	47.6%	2,996	48.3%	(51)	(0.7)	204	(0.4)	2,741	48.0%	TOTAL	28,122	48.1%	29,372	48.8%	(1,250)	(0.7)	992	0.8	27,130	47.3%
948         51 6%         927         52.5%         (21)         0.9         (33)         54.3%         (12)         0.42.8%         77.9%         230         (3.0)         (esc)         (2.1)         8.42           151         132.4%         17         46.2%         10         (45.2)         111         102.3%         104.45         131.47.3%         (Locaniza Services         9         2.00         (10)         (52)         (11.4)         12.2%           2.047         33.1%         2.012         32.4%         (55)         (0.7)         (122)         0.5         19.22         33.8%         TOTAL         20.318         34.4%         20.9         (614)         (13.1)         (268)         (11.4)         (13.1)         (268)         (11.4)         (13.1)         (268)         (13.1)         (268)         (13.1)         (268)         (13.1)         (268)         (13.1)         (269)         (1.3)         (263)         (1.4)         (1.5)         (1.4)         (1.5)         (1.4)         (1.5)         (1.4)         (1.5)         (1.4)         (1.5)         (1.4)         (1.5)         (1.4)         (1.5)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)<											TOTAL CONTROLLABLES										
151         1428%         171         4428%         120         3.4         (20)         4.5         131         47.3%         (140)         47.3%         9         2.0         (110)         4.4         17.2           152         1324%         162         94.2%         (13)         (142)         11         105.2%         UCLA Moder Union         1226         99.6%         44         (93)         (52)         (114)         12.2           2.047         33.1%         2.012         32.4%         (35)         (0.7)         (125)         0.5         1.922         33.6%         TOTAL         20.318         34.8%         20.57         34.1%         219         (0.7)         (1,3)         (53)         (14)         15.1%         UCLA Store         4.5%         15.1%         UCLA Store         4.5%         15.2%         (614)         (3.1)         (250)         (1.6)         (1.7)         (4.4)         1.5%         (15)         (1.3)         (3.0)         (1.4)         5.7%         (1.6)         (1.3)         (3.0)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)         (1.6)	796	20.5%	752	19.3%	(44)	(1.2)	(59)	(0.2)	737	20.3%	UCLA Store	8,111	21.2%	8,047	20.7%	(64)	(0.5)	(554)	(1.5)	7,557	19.7%
152         139.4%         162         94.2%         10         (45.2)         (11)         (04.2)         13.00         UCA Student Union           2.047         33.1%         2.012         32.4%         (35)         (0.7)         (125)         0.5         1.922         33.6%         TOTAL           4.4         11.2%         5.013         3.4%         12.28         10.9%         1.236         99.8%         4.4         (9.3)         (5.2)         (11.4)         12.28           4.4         1.2%         0.316         3.4.8%         20.316         34.8%         20.377         34.1%         21.28         (10.9)         (1.3)         (5.0)         (1.4)         15.28           3.42         18.3%         18         0.3         84         5.2         14.4         52.0%         12.28         10.9%         12.28         10.9%         12.38         (1.3)         (2.007)         (1.31)         (2.107)         (1.4)         15.2%         (1.4)         10.25         10.26         10.25         10.3         5.4         10.26         10.26         10.3         5.4         10.26         10.26         10.26         10.3         5.4         10.26 <th10.27< th=""> <th10.3< th="">         10.3</th10.3<></th10.27<>	948	51.6%	927	52.5%	(21)	0.9	(35)	3.3	913	54.9%	UCLA Restaurants	9,076	60.8%	9,306	57.8%	230	(3.0)	(656)	(2.1)	8,420	58.7%
2.047         33.1%         2.012         32.4%         (35)         (0.7)         (125)         0.5         1.922         33.6%         TOTAL           44         11.2%         512         13.1%         (78)         (78)         (71)         (137)         (14)         11.8%           342         11.8%         324         18.3%         18         0.3         84         3.1         228         15.5%         (124)         5.228         13.4%         (614)         (3.1)         (226)         1.512         10.1%         2.126         13.2%         (614)         (3.1)         (226)         1.512         10.1%         2.245         5.72%         10.1%         2.266%         170         2.1         4.77         4.51         1.77         (25)         (24)         (59)         (44.3%)         UCL Attracturants         1.512         10.1%         2.266%         170         2.1         4.77         (31)         (28)         1.5.7%         6.63         16.9%         (96)         1.7         (25)         0.3         5.64         15.3%         UCL Astroke         5.71         15.1%         6.43         16.6%         6.62         1.5         (18)         0.0.5         5.68         1.6% <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td>1,739</td><td>49.7%</td></td<>																-				1,739	49.7%
Add         11.2%         512         13.1%         (1.9)         (4.1)         (1.9)         475         13.1%         (CNTRIBUTION           342         11.2%         512         13.1%         (7.8)         (1.9)         (4.1)         (1.9)         475         13.1%         (ULA Restaurants)         (1.5)         (1.5)         (1.5)         (1.5)         (1.6)         (2.5)         (1.8)         (3.3)         (5.30)         (1.4)         (2.5)         1.8%           202         57.2%         199         65.8%         3         3.4         58         5.2         (1.4)         Restructures         (2.5)         1.8%         (2.6)         (1.6)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.7)         (2.6)         (2.5)         1.8%           202         57.2%         199         6.3.7%         (2.9)         (2.8)         (2.8)         (2.8)         (2.8)         (2.8)         (2.6)         (2.5)         1.8%           (80)         (7.3)         (2.2)         (1.4)         80         0.2         88         2.0%         (2.8)         (2.8)         (2.8)         (2.8)         (2.8) <td>-</td> <td></td> <td></td> <td></td> <td></td> <td>, ,</td> <td>( )</td> <td>· /</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>. ,</td> <td>( )</td> <td>1,230</td> <td>97.7%</td>	-					, ,	( )	· /										. ,	( )	1,230	97.7%
434       11.2%       512       13.1%       (19)       (41)       (19)       475       13.1%       UCLA Store       4.282       12.1%       5.228       13.4%       (59)       (1.3)       (530)       (1.4)       5.12         202       57.2%       199       53.8%       3       3.4       58       5.2       144       52.0%       Licensing & Services       1.512       10.1%       2.224       51.5%       (614)       (3.1)       (27,4%)       (21)       (22,7%)       (29)       (43.7)       (21)       (22,4)       (55)       (44.0%)       UCLA Student Union       (57)       (24,6%)       (1.3)       (30)       (1.4)       (57)       (25,7%)       (204)       (57)       (25,7%)       (204)       (57)       (25,7%)       (204)       (30)       (7,7)       (45)       (1.3)       (30)       (1.4)       (57)       (57)       (57)       (1.3)       (30)       (1.4)       (50)       (1.4)       (57)       (58)       (42,6%)       (41,6%)       (55)       (22,6%)       (1.3)       (57)       (57)       (5.6%)       (1.3)       (50)       (1.4)       (50)       (1.4)       (50)       (1.4)       (50)       (1.6)       (56)       (1.4)	2,047	33.1%	2,012	32.4%	(35)	(0.7)	(125)	0.5	1,922	33.6%	TOTAL	20,318	34.8%	20,537	34.1%	219	(0.7)	(1,372)	(1.8)	18,946	33.0%
342         18.8%         324         18.3%         118         0.3         34         3.1         258         UCL Restaurants         1.512         1.14%         2.228         (614)         (3.1)         (29)         (2.2)         1.77         4.5         1.75         6.16         6.62         1.5         1.6         6.62         1.5         1.5         1.5         1.5         1.5         1.5         1.5         1.6         6.473         1.6.6%         6.82         1.5         1.8         0.3         1.7         1.25         0.3<											CONTRIBUTION										
202         57.2%         199         53.8%         3         3.4         58         5.2         144         52.0%         Licensing & Services         2.234         54.7%         2.064         52.8%         170         2.1         477         4.5         177          680         14.5%         984         15.9%         (66)         (1.4)         80         0.2         818         14.3%         TOTA         7.804         13.4%         6.835         14.7%         (1.31)         (1.3)         (30)         (0.9)         8.1           589         15.2%         658         16.9%         69         1.7         (25)         0.3         564         15.5%         UCLA Store         5.791         15.1%         6.473         16.6%         662         1.5         (189)         (0.5)         5.66           387         22.8%         3.4         3.3         4.64         3.3%         1.68%         3.50         21.7%         (20)         3.5%           88         24.9%         94         25.5%         (4)         5.4         8.3%         3.34         1.68%         3.50         21.7%         (40)         (1.16)         (8.3%         1.4.3%         (1.30)         0.3         <	434	11.2%	512	13.1%	(78)	(1.9)	(41)	(1.9)	475	13.1%	UCLA Store	4,629	12.1%	5,228	13.4%	(599)	(1.3)	(530)	(1.4)	5,159	13.5%
(80)       (73.4%)       (51)       (29.7%)       (29)       (43.7)       (21)       (29.4)       (59)       (44.0%)       UCLA Student Union       (571)       (48.6%)       (583)       (4.3.9%)       12       (4.7)       (31)       (5.7)       (58)         886       14.5%       984       15.9%       (66)       (1.4)       80       0.2       818       14.3%       TOTAL       7,804       13.4%       (8,83)       (1.33)       (1.3)       (380)       (0.9)       8.1         589       15.2%       655       16.9%       69       1.7       (25)       0.3       564       15.5%       UCLA Store       5.791       15.1%       6.473       16.6%       682       1.5       (1.8)       (0.2)       3.56         387       21.6%       342       19.4%       (65)       (2.2)       (10)       1.1       378       22.7%       UCLA Store       5.791       15.1%       6.473       16.6%       682       1.5       (1.0)       (8.8)       1.7       99       24.8%       35.00       21.7%       (209)       (1.1)       (3.1)       (7.0)       (3.1)       (7.0)       (3.1)       (7.0)       (3.1)       (7.0)       (3.1)       (7.0) <td>342</td> <td>18.6%</td> <td>324</td> <td>18.3%</td> <td>18</td> <td>0.3</td> <td>84</td> <td>3.1</td> <td>258</td> <td>15.5%</td> <td>UCLA Restaurants</td> <td>1,512</td> <td>10.1%</td> <td>2,126</td> <td>13.2%</td> <td>(614)</td> <td>(3.1)</td> <td>(296)</td> <td>(2.5)</td> <td>1,808</td> <td>12.6%</td>	342	18.6%	324	18.3%	18	0.3	84	3.1	258	15.5%	UCLA Restaurants	1,512	10.1%	2,126	13.2%	(614)	(3.1)	(296)	(2.5)	1,808	12.6%
898         14.5%         984         15.9%         (86)         (1.4)         80         0.2         818         14.3%         TOTAL         7,804         13.4%         8,835         14.7%         (1,031)         (1.3)         (380)         (0.9)         8,18           589         15.2%         658         16.9%         69         1.7         (25)         0.3         564         15.5%         UCL A Store         5,791         15.1%         6,473         0,473         (209)         (3.1)         (170)         (0.2)         3,370         24.8%         3,500         24.8%         3,500         24.8%         3,500         24.8%         3,500         24.4%         (40)         (0.1)         (83)         1.7         99           96         88.1%         92         53.5%         (4)         (34.6)         (1)         (17.2)         95         70.9%         UCLA Student Union         973         82.8%         944         71.0%         (209)         (1.1)         (1.83)         (1.3)         (830)         (0.1)         (646)         (0.6)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)         (6.0)	202	57.2%	199	53.8%	3	3.4	58	5.2	144	52.0%	Licensing & Services	2,234	54.7%	2,064	52.6%	170	2.1	477	4.5	1,757	50.2%
589         15.2%         668         16.9%         69         1.7         (25)         0.3         564         15.8%         UCLA Store         3.709         24.6%         6.473         16.6%         682         1.5         (189)         (0.5)         5.60           397         21.6%         342         19.4%         (55)         (2.2)         (19)         1.1         378         22.7%         UCLA Store         3.709         24.5%         5595         24.7%         (209)         (3.1)         (176)         (0.2)         3.564         15.8%         UCLA Store         3.709         24.5%         5595         24.7%         (209)         (3.1)         (177)         (0.2)         3.564           1,170         18.9%         1,186         19.1%         16         0.2         (49)         0.7         1,121         19.8%         TAL         11.472         19.6%         11.876         19.7%         404         0.1         (56)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)         (0.6)		· /	· · ·	(29.7%)		· /	· · ·	· /	(59)			(571)	· · · ·		· · ·	12		· · /	· · /	(540)	(42.9%)
589         15.2%         658         16.9%         69         1.7         (25)         0.3         564         15.5%         UCLA Store         5,791         15.1%         6,473         16.6%         682         1.5         (189)         (0.5)         5,60           397         21.6%         342         19.4%         (55)         (2.2)         (19)         1.1         378         22.7%         UCLA Restaurants         3,709         24.8%         3,600         21.4%         (40)         (0.1)         (63)         1.7         99           96         88.1%         92         53.5%         (4)         (34.6)         (1)         (17.2)         95         70.9%         UCLA Student Union         973         82.8%         944         71.0%         (29)         (11.8)         (98)         (13.3)         87           (155)         (2.5%)         (146)         (2.4%)         (9)         (0.1)         (67)         (1.0)         (88)         (1.5%)         UCLA Store         (1,162)         (2.0%)         (1,246)         (2.1%)         84         0.1         (719)         (1.2)         (44)           (55)         (0.9%)         (18)         (0.33)         (0.5)         (22)	898	14.5%	984	15.9%	(86)	(1.4)	80	0.2	818	14.3%	TOTAL	7,804	13.4%	8,835	14.7%	(1,031)	(1.3)	(380)	(0.9)	8,184	14.3%
397       21.6%       342       19.4%       (55)       (2.2)       (19)       1.1       378       22.7%       UCLA Restaurants       3,709       24.8%       3,500       21.7%       (209)       (3.1)       (176)       (0.2)       3,550         88       24.9%       94       25.5%       (4)       (34.6)       (1)       (17.2)       95       70.3%       UCLA Restaurants       999       24.8%       959       24.4%       (40)       (0.1)       (83)       1.7       96         96       88.1%       92       55.5%       (4)       (34.6)       (1)       (17.2)       95       70.3%       UCLA Student Union       973       82.8%       999       24.8%       944       71.0%       (29)       (1.1.8)       (98)       (1.33)       87         11,170       18.9%       11.86       19.1%       16       0.2       (49)       0.7       1,121       19.6%       NET INCOME (LOSS) FROM OPERATIONS       11.472       19.8%       11.876       19.7%       404       0.1       (54)       (2,1%)       84       0.1       (719)       (1.2)       (44         (155)       (2.5%)       (118)       (0.3%)       (37)       0.65       65											ALLOCATED EXPENSES										
88         24.9%         94         25.4%         6         0.5         (4)         54         84         30.3%         Licensing & Services         999         24.5%         959         24.4%         (40)         (0.1)         (83)         1.7         91           96         88.1%         92         53.5%         (4)         (34.6)         (1)         (17.2)         95         70.9%         UCL A Student Union         973         82.8%         944         71.0%         (29)         (11.8)         (98)         (13.3)         67           1,170         18.9%         1,186         19.1%         16         0.2         (49)         0.7         1,121         19.6%         TOTAL         11,472         19.6%         11,876         19.7%         404         0.1         (546)         (0.6)         10.92           (155)         (2.5%)         (146)         (2.4%)         (9)         (0.1)         (67)         (1.0)         (88)         (1.5%)         UCLA Store         (1.162)         (2.0%)         (1.246)         (2.1%)         84         0.1         (719)         (1.2)         (44           (55)         (0.9%)         (143)         (2.3%)         (33)         (0.5)																				5,602	14.6%
96         88.1%         92         53.5%         (4)         (34.6)         (1)         (17.2)         95         70.9%         UCLA Student Union         973         82.8%         944         71.0%         (29)         (11.8)         (98)         (13.3)         87           1,170         18.9%         1,186         19.1%         16         0.2         (49)         0.7         1,121         19.6%         TOTAL         11,472         19.6%         11,876         19.7%         404         0.1         (546)         (0.6)         10.93           (155)         (2.5%)         (14.6)         (2.4%)         (9)         (0.1)         (67)         (1.0)         (88)         (1.5%)         UCLA Store         (1,162)         (2.0%)         (1,246)         (2.1%)         84         0.1         (719)         (1.2)         (44)           (55)         (0.9%)         (18)         (0.3%)         (37)         (0.6)         65         1.2         (120)         (2.1%)         UCLA Store         (1,52)         (2.1%)         84         0.1         (719)         (1.2)         (44)           (176)         (2.8%)         (141)         (2.3%)         (33)         (0.5)         (2.1%)         UCLA																				3,533	24.6%
1,170         18.9%         1,186         19.1%         16         0.2         (49)         0.7         1,121         19.6%         TOTAL         11,472         19.6%         11,876         19.7%         404         0.1         (546)         (0.6)         10.92           (155)         (2.5%)         (146)         (2.4%)         (9)         (0.1)         (67)         (1.0)         (88)         (1.5%)         UCLA Store         (1.162)         (2.0%)         (1,246)         (2.1%)         84         0.1         (719)         (1.2)         (44           (55)         (0.9%)         (18)         (0.3%)         (37)         (0.6)         65         1.2         (120)         (2.1%)         UCLA Restaurants         (2.197)         (3.8%)         (1.733)         (2.3%)         (824)         (1.5)         (472)         (0.8)         (1.74)           114         1.8%         105         1.7%         9         0.1         (55)         0.8         59         1.0%         UCLA Student Union         (1.541)         (2.6%)         (1.162)         (2.6%)         (1.17)         0.1         (2.49)         (0.1)         (1.42)         (2.1%)         (3.44)         0.5         (1.42)         (2.6%)         (1																				916	26.2%
Image: constraint of the constratex of the constraint of the constraint of the constraint of the								, ,									. ,	. ,	( )	875	69.5%
Image: Constraint of the state of	1,170	18.9%	1,186	19.1%	16	0.2	(49)	0.7	1,121	19.6%	TOTAL	11,472	19.6%	11,876	19.7%	404	0.1	(546)	(0.6)	10,926	19.0%
(155)       (2.5%)       (146)       (2.4%)       (9)       (0.1)       (67)       (1.0)       (88)       (1.5%)       UCLA Store       (1,162)       (2.0%)       (1,246)       (2.1%)       84       0.1       (719)       (1.2)       (44         (55)       (0.9%)       (18)       (0.3%)       (37)       (0.6)       65       1.2       (120)       (2.1%)       UCLA Restaurants       (2.197)       (3.8%)       (1.373)       (2.3%)       (824)       (1.5)       (442)       (0.8)       (1.72)         114       1.8%       105       1.7%       9       0.1       55       0.8       59       1.0%       Licestaurants       (2.197)       (3.8%)       (1.373)       (2.3%)       (824)       (1.5)       (442)       (0.8)       (1.72)         (144)       12.3%       (33)       (0.5)       (22)       (0.1)       (141)       (2.7%)       UCLA Student Union       (1.544)       (2.6%)       (1.527)       (2.6%)       (1.7)       (1.1)       (1.6)       (2.7%)       UCLA Student Union       (1.544)       (5.0%)       (627)       (1.3)       (926)       (1.5)       (2.7%)         (272)       (4.4%)       2       0.0%       4       0.1																					
(55)       (0.9%)       (18)       (0.3%)       (37)       (0.6)       65       1.2       (120)       (2.1%)       UCLA Restaurants       (2.197)       (3.8%)       (1,373)       (2.3%)       (824)       (1.5)       (472)       (0.8)       (1,72)         114       1.8%       105       1.7%       9       0.1       55       0.8       59       1.0%       Licensing & Services       1,235       2.1%       1,105       1.8%       130       0.3       394       0.6       84         (176)       (2.8%)       (143)       (2.3%)       (33)       (0.5)       (22)       (0.1)       (154)       (2.7%)       UCLA Restaurants       (1,544)       (2.6%)       (1,577)       (2.5%)       (17)       (0.1)       (149)       (0.3)       394       0.6       84         (176)       (2.8%)       (143)       (2.3%)       (30)       (0.5)       (22)       (0.1)       (154)       (2.7%)       UCLA Restaurants       (1,54)       (2.6%)       (1,577)       (2.5%)       (17)       (0.1)       (14)       (0.5)       (23)       (0.5)       (1.5)       (2,74)       (1.4)       (15.0)       (1.5)       (1.5)       (1.72)       (0.8)       (1.5)       (1.4)	(( ==)	(0.50()	(1.10)	(0.40())	(0)	(2,4)	(07)	(1.0)	(0.0)	(4 = 0 ()		(1.100)	(0.00()	(1.0.10)	(0.404)			(7.1.0)	(1.0)	(	(0.00()
114       1.8%       105       1.7%       9       0.1       55       0.8       59       1.0%       Licensing & Services       1,235       2.1%       1,105       1.8%       130       0.3       394       0.6       84         (176)       (2.8%)       (143)       (2.3%)       (33)       (0.5)       (22)       (0.1)       (154)       (2.7%)       UCLA Student Union       (1,544)       (2.6%)       (1,527)       (2.5%)       (17)       (0.1)       (129)       (0.1)       (1,44         (272)       (4.4%)       (202)       (3.3%)       (70)       (1.1)       31       0.9       (303)       (5.3%)       TOTAL       (3,668)       (6.3%)       (3,041)       (5.0%)       (627)       (1.3)       (926)       (1.5)       (2,74)         6       0.1%       2       0.0%       4       0.1       (16)       (0.3)       22       0.4%       Non-Recurrent Inc/(EXP)       347       0.6%       20       0.0%       327       0.6       161       0.3       18         26       0.4%       12       0.2%       14       0.2       (3)       (0.1)       29       0.5%       Interest Income       313       0.5%       137																				(443)	(0.8%)
(176)       (2.8%)       (143)       (2.3%)       (33)       (0.5)       (22)       (0.1)       (154)       (2.7%)       UCLA Student Union       (1.544)       (2.6%)       (1.527)       (2.5%)       (17)       (0.1)       (129)       (0.1)       (1.41)         (272)       (4.4%)       (202)       (3.3%)       (70)       (1.1)       31       0.9       (303)       (5.3%)       TOTAL       (3.668)       (6.3%)       (3.041)       (5.0%)       (627)       (1.3)       (926)       (1.5)       (2.74)         6       0.1%       2       0.0%       4       0.1       (16)       (0.3)       22       0.4%       Non-Recurrent Inc/(EXP)       347       0.6%       20       0.0%       327       0.6       161       0.3       188         26       0.4%       12       0.2%       14       0.2       (3)       (0.1)       29       0.5%       Interest Income       313       0.5%       137       0.2%       176       0.3       140       0.2       173         26       0.4%       12       0.5%       0       0.0       3       0.1       (32)       (0.6%)       Interest Income       313       0.5%       137       0	· · ·	. ,		· · ·		. ,				· · ·		,	· · ·	,	. ,	`` '	· · ·	· · ·	· · ·	(1,725) 841	(3.0%) 1.5%
(272)         (4.4%)         (202)         (3.3%)         (70)         (1.1)         31         0.9         (303)         (5.3%)         TOTAL         (3,668)         (6.3%)         (3,041)         (5.0%)         (627)         (1.3)         (926)         (1.5)         (2,74)           6         0.1%         2         0.0%         4         0.1         (16)         (0.3)         22         0.4%         Non-Recurrent Inc/(EXP)         347         0.6%         20         0.0%         327         0.6         161         0.3         18           26         0.4%         12         0.2%         14         0.2         (3)         (0.1)         29         0.5%         Interest Income         313         0.5%         137         0.2%         176         0.3         140         0.2         177           (29)         (0.5%)         (29)         0.5%         0         0.0         3         0.1         (32)         (0.6%)         Interest (Expense)         (289)         (0.5%)         0         0.0         31         0.1         (32)           0         0.0%         244         3.9%         5         0.1         15         (0.1)         234         4.1%         <						-														-	(2.5%)
6         0.1%         2         0.0%         4         0.1         (16)         (0.3)         22         0.4%         Non-Recurrent Inc/(Exp)         347         0.6%         20         0.0%         327         0.6         161         0.3         182           26         0.4%         12         0.2%         14         0.2         (3)         (0.1)         29         0.5%         Interest Income         313         0.5%         137         0.2%         176         0.3         140         0.2         177           (29)         (0.5%)         (29)         (0.5%)         0         0.0         3         0.1         (32)         (0.6%)         Interest Income         (289)         (0.5%)         (289)         (0.5%)         0         0.0         31         0.1         (32)           0         0.0%         (2)         0.0%         2         0.0         0         0.0%         Income Taxes         0         0.0%         (17)         0.0%         17         0.0         0         0.0           249         4.0%         244         3.9%         5         0.1         15         (0.1)         234         4.1%         Student Union Fee Income         2,459 <td></td> <td></td> <td>· · /</td> <td></td> <td></td> <td>( /</td> <td></td> <td>· · /</td> <td></td> <td>( )</td> <td></td> <td>· · · · · ·</td> <td></td> <td></td> <td></td> <td>· · /</td> <td>· · · · ·</td> <td>· · /</td> <td></td> <td>(2,742)</td> <td>(4.8%)</td>			· · /			( /		· · /		( )		· · · · · ·				· · /	· · · · ·	· · /		(2,742)	(4.8%)
6         0.1%         2         0.0%         4         0.1         (16)         (0.3)         22         0.4%         Non-Recurrent Inc/(Exp)         347         0.6%         20         0.0%         327         0.6         161         0.3         18           26         0.4%         12         0.2%         14         0.2         (3)         (0.1)         29         0.5%         Interest Income         313         0.5%         137         0.2%         176         0.3         140         0.2         17           (29)         (0.5%)         (29)         (0.5%)         0         0.0         0.3         10.1         (32)         (0.6%)         Interest (Expense)         (289)         (0.5%)         0         0.0         31         0.1         (32)         (32)         0.0%         Income Taxes         0         0.0%         (17)         0.0%         17         0.0         0         0         0         0         0.4%         3.4%         3.4%         3.4%         Student Union Fee Income         2,459         4.2%         2,444         4.1%         15         0.1         108         0.1         2,35%	(212)	(4.470)	(101)	(0.070)	(10)	()	01	0.0	(000)			(0,000)	(0.070)	(0,041)	(0.070)	(021)	(1.0)	(020)	(1.0)	(2,142)	(4.070)
26         0.4%         12         0.2%         14         0.2         (3)         (0,1)         29         0.5%         Interest Income         313         0.5%         137         0.2%         176         0.3         140         0.2         177           (29)         (0.5%)         (29)         (0.5%)         0         0.0         3         0.1         (32)         (0.6%)         Interest (Expense)         (289)         (0.5%)         (289)         (0.5%)         0         0.0         31         0.1         (32           0         0.0%         (2)         0.0%         2         0.0         0         0         0.0%         Income Taxes         0         0.0%         (17)         0.0%         17         0.0         0         0.0           249         4.0%         244         3.9%         5         0.1         15         (0.1)         234         4.1%         Student Union Fee Income         2,459         4.2%         2,444         4.1%         15         0.1         108         0.1         2,355	6	0.1%	2	0.0%	л	0.1	(16)	(0.3)	22			3/17	0.6%	20	0.0%	327	0.6	161	03	186	0.3%
(29)       (0.5%)       (29)       (0.5%)       0       0.0       3       0.1       (32)       (0.6%)       Interest (Expense)       (289)       (0.5%)       (289)       (0.5%)       0       0.0       31       0.1       (32)         0       0.0%       (2)       0.0%       2       0.0       0       0.0       0.0%       Income Taxes       0       0.0%       (17)       0.0%       17       0.0       0       0.0         249       4.0%       244       3.9%       5       0.1       15       (0.1)       234       4.1%       Student Union Fee Income       2,459       4.2%       2,444       4.1%       15       0.1       108       0.1       2,355							. ,				8 1 <i>7</i>									173	0.3%
0         0.0%         (2)         0.0%         2         0.0         0         0.0%         Income Taxes         0         0.0%         (17)         0.0%         17         0.0         0         0.0           249         4.0%         244         3.9%         5         0.1         15         (0.1)         234         4.1%         Student Union Fee Income         2,459         4.2%         2,444         4.1%         15         0.1         108         0.1         2,359																				(320)	(0.6%)
249         4.0%         244         3.9%         5         0.1         15         (0.1)         234         4.1%         Student Union Fee Income         2,459         4.2%         2,444         4.1%         15         0.1         108         0.1         2,359																				(020)	0.0%
							-					-						108		2,351	4.1%
252 4.1% 227 3.7% 25 0.4 (1) (0.3) 253 4.4% TOTAL 2,830 4.8% 2,295 3.8% 535 1.0 440 0.6 2,35	252	4.1%	227	3.7%	25	0.4	(1)	(0.3)	253	4.4%	TOTAL	2,830	4.8%	2,295	3.8%	535	1.0	440	0.6	2,390	4.2%
(20) (0.3%) 25 0.4% (45) (0.7) 30 0.6 (50) (0.9%) NET INCOME (LOSS) (838) (1.4%) (746) (1.2%) (92) (0.2) (486) (0.8) (35	(20)	(0.3%)	25	0.4%	(45)	(0.7)	30	0.6	(50)	(0.9%)	NET INCOME (LOSS)	(838)	(1.4%)	(746)	(1.2%)	(92)	(0.2)	(486)	(0.8)	(352)	(0.6%)

#### ASUCLA P/L Reconciliation May-19

Financial Analysis	\$0	)00's
	Ma	ay-19
Budgeted Net Income/(Loss)		25
UCLA Store		
Gross Margin:		
Bearwear above plan: strong event sales as related to Transfer Day, One Day Sale and Centennial Celebration/Alumni Day	90	
Graduation ETC below plan: mostly timing as sales of sashes occurred earlier in the season Campus Portrait Studio below plan: earlier than planned vearbook deadline negatively impacted sittings/orders	(68)	
E-Commerce above plan due to positive response to Centennial Celebration collection and May Flash Sale	(20)	
New Text below plan due to change in costing method (YTD close to plan) and continued down pricing pressure in New Text Markets	(10)	
CRS above plan due to strong Print Station services and higher than expected department purchases	12	
Bookzone below plan due to weaker than anticipated sales from the library	(14)	
Computer Store below plan: lower demand for Apple product for the One Day Sale, (new product launches announced at the end of May), and timing for some sales shifted to June	(14)	
LuValle Books below plan: mostly change in costing method (YTD close to plan)	(24)	
Total Wages above plan	(13)	
Other, various negative controllables	(33)	
Total Contribution	(55)	(78
UCLA Restaurants		(,,
Gross Margin:		1
Wetzel's/RX below plan: a few variances throughout the month (sales exceeded last year, some of the variance due to average check below plan)	(6)	
Greenhouse below plan: some shortfall to budget but overall month showing 13% increase over last year results	(9)	
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(7)	
North Campus Student CTR below plan: continuing general downward trend of customer traffic and possibly ongoing construction impacts	(16)	
CSSC above plan due to higher average check and some sales increases during the AFSME strike day	6	
Café Synapse below plan: lower average check with new menu mix (customer count has reversed declining trend and is now slightly exceeding last year results)	(5)	
LuValle Food Servery below plan: some shortfall to budget (overall month showing 5% increase over last year results)	(11)	
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (working with staff retraining and new marketing initiatives)	(12)	
Taco Bell below plan: some shortfall of customer count as well as continuing challenge of average check error (budgeted for a significant increase)	(7)	
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(7)	
Catering above plan due to two significant high income unbudgeted events, National Signing Day and Alumni Day	104	
Concessions above plan: good attendance for Softball Regionals and Super Regionals (neither of these events were budgeted)	19	
Total Wages above plan	(7)	
Other, negative controllables and various negative gross margin variances	(24)	
Total Contribution	( /	18
Licensing & Services		
Gross Margin:		
Licensing Domestic below plan: optimistic plan of sideline partnership dollars (first year spike followed by second year normalization) and impact of team performance	(34)	
Licensing Promotional Royalties below plan due in part to budget set an increase in the royalty rate to 8% however it has been maintained at 6%	(9)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21	
Photography above plan: received 2 large unanticipated projects from UCLA Anderson and BioScience	7	
Total Wages below plan	1	
Other, positive controllables mostly Licensing	17	1
Total Contribution		3
UCLA Student Union		
Gross Margin:		
Event Services below plan: mostly decrease in number of University events	(33)	1
AU Post Office below plan: month of May slower than expected plus a technical issue with the meter machines for one week	(5)	1
Total wages below plan	3	
Other, positive controllables	6	1
Total Contribution		(29
Allocated Expenses and Other		
A&SS above plan: various negative controllables variances (mostly Advertising expense for the Centennial)	(9)	1
Utilities below plan due to overall lower consumption, and positive results for elec-non air cond. as the budget was based on historical false meter readings	12	1
Depreciation below plan due to timing for capital projects	13	1
Other: Interest Income positive due to higher cash balance and positive student union fee due to higher enrollment	19	1
Other: mostly non-recurrent positive variance	6	
Total		41
Actual Net Income/(Loss)		(20

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

Financial Analysis	\$00	00's
Budgeted Net Income/(Loss)		(746
		(710
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	(176)	
Graduation ETC below plan	(49)	
Essentials below plan due to lower sales trend in binders and paper products and specifically Spring Rush items	(27)	
E-Commerce below plan: overall decline in fan enthusiasm	(89)	
New Text below plan: interaction between New and Used (impact of new rental program in Used Text), high Fall rental expense and decline in course book requests	(193)	
Used Text above plan: positive impact of new rental program and availability of inventory	69	
CRS above plan: department orders greater than planned and strong sales of spring titles	52	
Computer Store below plan: weakness in institutional demand for Apple products	(43)	
Total Wages above plan	(9)	
Other, negative controllables (\$55K) and various negative gross margin variances	(134)	
Total Contribution		(599
UCLA Restaurants		
Gross Margin:	$\rightarrow$	
Panda above plan due to positive interest compared to prior years and sales increases during the AFSCME strike days	51	
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(95)	
Untitled below plan based on Stage Canteen closure which has not occurred	(41)	
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(28)	
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather negatively impacted sales	(93)	
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	77	
Café Synapse below plan due to ongoing customer traffic decline	(49)	
LuValle Food Servery below plan: less customers than expected and negative impact of extensive rain and cold weather	(95)	
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(97)	
Taco Bell below plan: mostly lower average check	(53)	
Music Café below plan due mostly to decline in customer count Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(162)	
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(23)	
Total Wages lower than plan	74	
Other, positive controllables (\$156K, mostly employee benefits) offset by various negative gross margin variances	(35)	
Total Contribution	(00)	(614
Licensing & Services		<u> </u>
Gross Margin:		
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(231)	
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	227	
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(35)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	186	
Photography above plan: additional bookings	20	
Total Wages above plan	(56)	
Other, positive controllables mostly Licensing	59	
Total Contribution		170
UCLA Student Union		
Gross Margin:		
Event Services below plan	(7)	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(19)	
Total Wages below plan	23	
Other, positive controllables	15	
Total Contribution		12
Allocated Expenses and Other		
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	300	
Facilities above plan due to painting NCSC exterior, rental of portable air conditioning units and other repairs	(145)	
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	143	
Depreciation lower than plan due to timing of capitals	106	
Other: mostly higher interest income and various positive non-recurrent	535	
Total		939
Actual Net Income/(Loss)		(8,

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES **BALANCE SHEETS**

(\$000)

	Current Month	Prior Month April 2019	Prior Year
ASSETS	May 2019	April 2019	July 2018
CURRENT ASSETS:	¢12.104	¢16 000	¢12.015
Cash and cash equivalents Accounts receivable	\$13,194 4,546	\$16,230 4,332	\$13,915 3,844
Less: Allowance for doubtful accounts	(603)	(596)	(580)
Accounts receivable, net	3,943	3,736	3,264
Student fees receivable	649	400	118
Short term note receivable	0	0	200
Inventories	5,991	6,285	6,248
Prepaid expenses and other current assets	259	196	319
Total current assets	24,036	26,847	24,064
LONG TERM ASSETS	70.040	70.444	70 700
Property, equipment and improvements	72,242	72,141	72,708
Less: Accumulated depreciation	(50,979)	(50,782)	(50,163)
Total long term assets	21,263	21,359	22,545
TOTAL ASSETS	\$45,299	\$48,206	\$46,609
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$7,454	\$6,536	\$7,049
Wages and payroll taxes payable	4,606	7,866	5,551
Sales tax payable & other liabilities	750	1,078	625
Interest payable	185	157	74
Deferred income	438	675	518
Funds held for others	250	259	338
Current portion of long term debt	867	867	867
Total current liabilities	14,550	17,437	15,022
LONG TERM DEBT:			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
TOTAL LIABILITIES	21 645	24 522	00 117
TOTAL LIABILITIES	21,645	24,532	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(838)	(818)	(659)
Ending Balance	23,654	23,674	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,299	\$48,206	\$46,609

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

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:	wonth	Date	Date
Net income/(loss)	(\$20)	(\$838)	(\$352)
Adjustments to reconcile net income/(loss) to net	(ψ20)	(\$000)	(\$002)
cash provided/(used) by operating activities:			
Depreciation	203	2,052	1,923
Loss (Gain) on disposal of fixed assets	0	0	15
Accounts receivable	(207)	(679)	(1,172)
Student fees receivable	(249)	(531)	(305)
Short term note receivable	Û Û	200	Û Û
Inventories	294	257	978
Prepaid expenses and other current assets	(63)	60	136
Increase/(decrease) in current liabilities:			
Accounts payable	918	405	322
Sales tax payable & other liabilities	(328)	125	(11)
Wages and payroll taxes payable	(3,261)	(946)	3,057
Interest payable	28	111	124
Deferred Income	(237)	(80)	(83)
Funds held for others	(9)	(88)	134
Net cash provided/(used) by operating activities	(2,931)	48	4,766
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:	(105)	(751)	(2.211)
Purchase of property, equipment and improvements Change in capital projects in progress	(105)	(751) (18)	(2,211) 0
	0	(10)	0
Net cash used in investing activities	(105)	(769)	(2,211)
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	(3,036)	(721)	2,555
CASH AND CASH EQUIVALENTS, Beginning	16,230	13,915	12,191
CASH AND CASH EQUIVALENTS, Ending	\$13,194	\$13,194	\$14,746

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

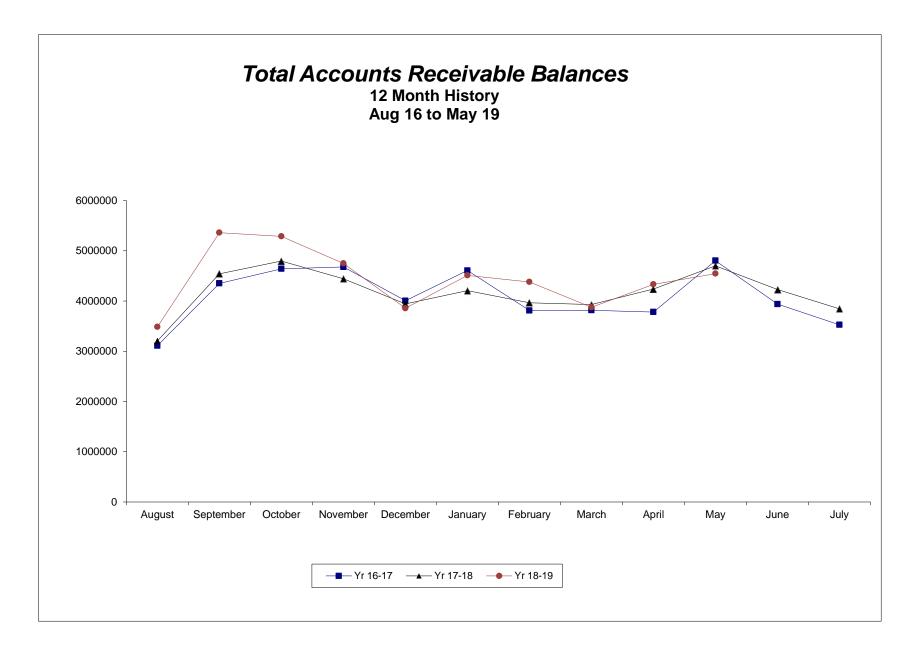
	Current Month May 2019	Prior Month April 2019
CASH AND CASH EQUIVALENTS	\$13,194	\$16,230
BOARD REQUIRED CASH RESERVE	4,862	4,958_
<b>RESERVE SURPLUS (DEFICIT)</b>	\$8,332	\$11,272

#### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2018-2019 May 2019

			FT 2010	-2019 May 2	2019				
	E NAME	PUPAET				PROJECTED		0	
PROJEC		BUDGET	Boumanta	DO!a	Tetal	Remaining	Donding	Over (Under)	Status
Storo/Sc-	ioon		Payments	PO's	Total	Balance	Pending	(Under)	Status
Store/Serv 2018-001	Ices Store General Replacement	75.0	50.0	6.8	56.8	18.2		(18.2)	In Progress
2018-001	HTS Air Conditioning	75.0	0.0	0.0	0.0	75.0		(75.0)	Cancelled
2018-002	AU B-Level Bearwear Update	125.0	82.0	20.9	103.0	22.0		(22.0)	In Progress
2018-004	Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2018-005	Printer Equipment Replacement	60.0	43.7	14.3	58.0	2.0	10.0	(2.0)	In Progress
Total Store		410.0	175.8	42.0	217.7	192.3	75.0	(117.3)	
Food Serv									
2018-006	FS Miscellaneous and Unanticipated	50.0	27.9	18.6	46.5	3.5		(3.5)	In Progress
2018-007	Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		(0.0)	In Progress
2018-008	Coffee Equipment	100.0	0.0	0.0	0.0	100.0		(100.0)	Cancelled
2018-009	NCSC Kitchen Equipment	15.0	0.0	13.1	13.1	1.9		(1.9)	In Progress
2018-010	Concessions Holding Equipment	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2018-011	Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-012	Commissary Floor Replacement	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-013	Vehicle replacement	45.0	0.0	0.0	0.0	45.0	45.0	0.0	Pending
2018-014 Total Food	CSSC Dining room furniture replacement	20.0 <b>300.0</b>	0.0 27.9	0.0 <b>51.7</b>	0.0 <b>79.6</b>	20.0 220.4	20.0 115.0	0.0 (105.4)	Pending
101411000	i Jel Vices	500.0	21.5	31.7	73.0	220.4	115.0	(105.4)	
Technolog	IV								
2018-015	Network Infrastructure Upgrade	20.0	2.8	0.0	2.8	17.2		(17.2)	In Progress
2018-016	Printer Replacement	10.0	2.7	1.8	4.4	5.6		(5.6)	In Progress
2018-017	Store Website Update	50.0	17.3	0.0	17.3	32.8		(32.8)	In Progress
2018-018	Store POS	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2018-019	Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.9		(0.9)	Completed
2018-032	Mobile Application Development	0.0	63.5	0.0	63.5	(8.5)		63.5	In Progress
Total Tech	nology	335.0	90.4	1.8	92.2	297.8	250.0	7.2	
Others			1						
2018-020	Foo Mico and Domodolo	50.0	26.0	17.7	44.6	5.4		(E 4)	In Progress
2018-020	Fac. Misc. and Remodels	200.0	26.9 0.0	65.7	44.6 65.7	5.4 134.3		(5.4) (134.3)	In Progress
2018-021	AU Freight Elevators Fire and Cab Doors KH Grand Salon AC Upgrade	200.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-022	Restroom Partitions	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2018-023	LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	7.4	30.0	(7.4)	In Progress
2018-025	North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5		(221.5)	In Progress
2018-026	KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2018-020	Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2018-027	Custodial Replacements	10.0	0.0	3.0	3.0	7.0	20.0	(7.0)	In Progress
2018-028		15.0	0.0	3.0 0.0	3.0 0.0	15.0	15.0	(7.0) 0.0	Pending
2018-029	SUO General Replacement Finance Misc. Replacements	15.0	4.2	0.0	0.0 4.2	10.8	15.0	(10.8)	In Progress
	•							· · · · · · · · · · · · · · · · · · ·	6
2018-031	Replace DVR	40.0	45.3	0.0	45.3	(5.3)		5.3	Completed
2018-033	LVC Store AC Replacement	0.0	31.6	6.7	38.3	1.7		38.3	Completed Awaiting Invoice
2018-034	NC Flooring	0.0	19.2	0.0	19.2	7.8		19.2	In Progress
2018-035	NC Exterior Wood Replacement	0.0	17.2	0.0	17.2	(7.2)		17.2	In Progress
2018-036	Financial Dashboard	0.0	0.0	9.3	9.3	2.7		9.3	In Progress
2018-037	Oculus Lighting	0.0	6.5	2.5	9.0	0.0		9.0	In Progress
2018-038	Anderson Café	0.0	0.0	0.0	0.0	300.0		0.0	Pending
Total Othe	rs	705.0	150.9	151.2	302.1	800.9	115.0	(287.9)	
I otal Curre	ent Year Projects	1,750.0	445.0	246.6	691.6	1,511.4	555.0	(503.4)	

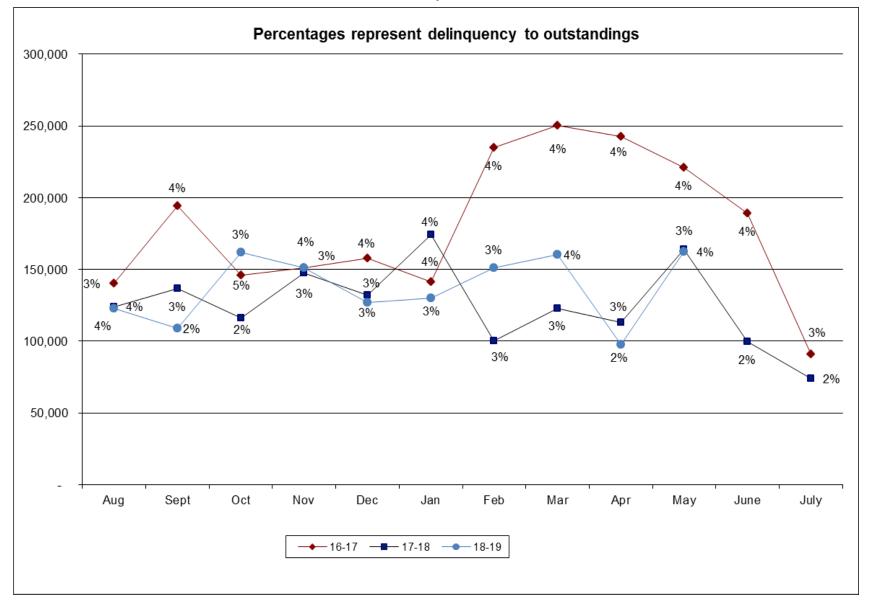
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

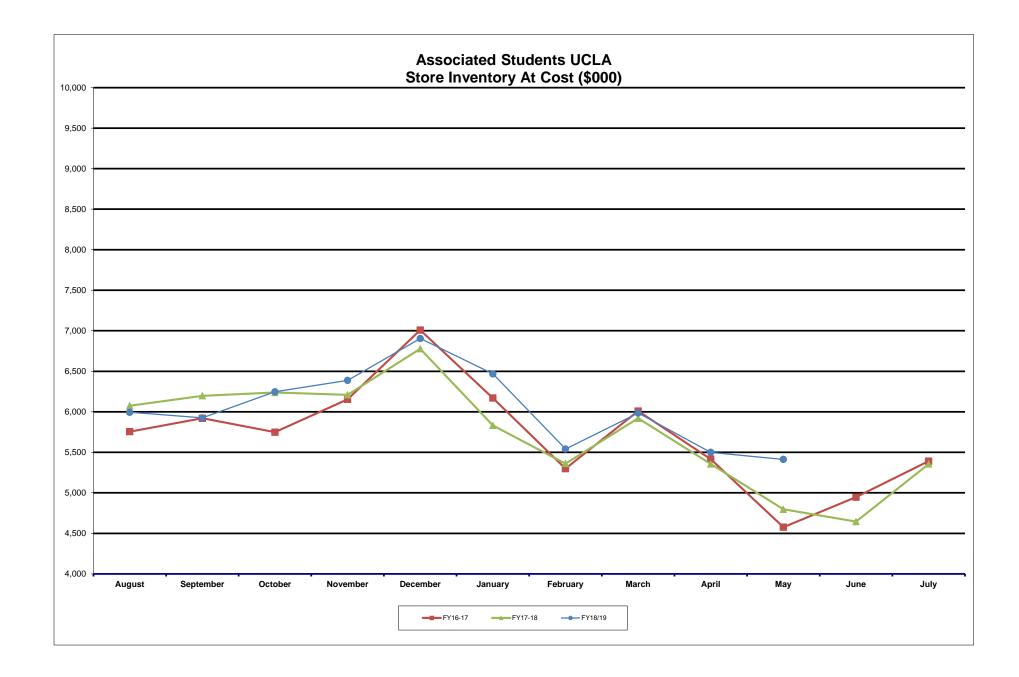
05/25/19	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,002,046	24%	\$156,022	69%	\$72,434	69%	\$859	9%	\$2,890	10%	\$400	2%	\$1,234,651	27%
ASUCLA PUBLICATIONS		\$90,102	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$90,102	2%
ASUCLA USA/GSA		\$165,663	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$165,663	4%
DUE FROM VENDORS		\$549,873	13%	\$21,427	9%	\$6,154	6%	\$4,676	47%	\$23,372	77%	\$15,582	92%	\$621,084	14%
DENTAL KITS		\$294,067	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$294,067	6%
OTHER		\$2,054,591	50%	\$49,638	22%	\$26,378	25%	\$4,335	44%	\$4,054	13%	\$1,049	6%	\$2,140,045	47%
TOTAL CURRENT MONTH		\$4,156,342	100%	\$227,087	100%	\$104,966	100%	\$9,870	100%	\$30,316	100%	\$17,031	100%	\$4,545,612	1 <b>00</b> %
	ļ	91%		5%		2%		0%		1%		1%		100%	
04/27/19	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,111,950	28%	\$100,006	49%	\$8,415	24%	\$3,398	25%	\$12	0%	\$440	2%	\$1,224,221	28%
ASUCLA PUBLICATIONS	Ē	\$76,677	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,677	2%
ASUCLA USA/GSA	ſ	\$126,349	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,349	3%
DUE FROM VENDORS	Г	\$209,877	5%	\$9,148	4%	\$11,237	32%	\$3,236	24%	\$24,267	100%	\$16,177	67%	\$273,942	6%
DENTAL KITS	Г	\$139,062	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$139,062	3%
OTHER	F	\$2,364,608	59%	\$96,799	47%	\$15,947	44%	\$6,941	51%	(\$21)	0%	\$7,428	31%	\$2,491,702	58%
TOTAL CURRENT MONTH		\$4,028,523	100%	\$205,953	100%	\$35,599	100%	\$13,575	100%	\$24,258	100%	\$24,045	100%	\$4,331,953	100%
		93%		5%		1%		0%		1%		0%		100%	
03/30/19	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$818,653	23%	\$46,429	55%	\$33,386	63%	\$176	1%	\$564	2%	\$28,156	47%	\$927,364	24%
ASUCLA PUBLICATIONS	Γ	\$77,325	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,325	2%
ASUCLA USA/GSA	Γ	\$137,971	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$137,971	4%
DUE FROM VENDORS	F	\$266,311	7%	\$16,213	19%	\$4,485	8%	\$375	2%	\$24,593	98%	\$16,395	27%	\$328,372	8%
DENTAL KITS	Γ	\$234,139	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,139	6%
OTHER	Γ	\$2,095,355	58%	\$22,181	26%	\$15,388	29%	\$20,980	97%	(\$1)	0%	\$15,908	26%	\$2,169,811	56%
TOTAL CURRENT MONTH		\$3,629,754	100%	\$84,823	100%	\$53,259	100%	\$21,531	100%	\$25,156	100%	\$60,459	100%	\$3,874,982	100%
		94%		2%		1%		1%		1%		1%		100%	

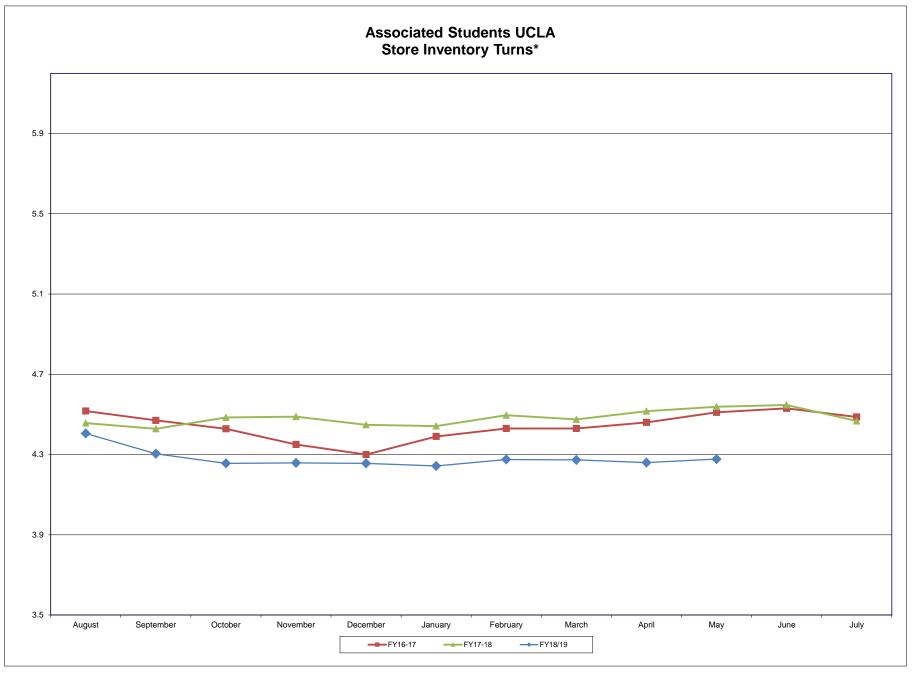


## Aged Accounts Receivable Balances

> 60 Days Past Due







<sup>\*</sup>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

MAY	10(04/28/19-05/2	05/10)	1	Г
	CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE		
1,145,278 1,498,096	1,317,616 1,464,303	<172,338> 33,793	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	
173,459	169,165	4,294	HILLTOP SHOP	
156,748	155,912	836	LU VALLE COMMONS STORE	
116,561	91,000	25,561	E-COMMERCE DIVISION	
715,996	633,525	82,471	HEALTH SCIENCES STORE	
0	0	0	OPERATIONS DIVISION	
3,806,138	3,831,521	<25,383>	TOTAL SALES	
2,641,569	2,620,367	<21,202>	Less: Cost of Sales	
			Less: Shrinkage	
0.047	0.000	22	ACADEMIC SUPPORT DIV	
2,847 6,464	2,880 6,190	33	GENERAL MDSE DIVISION	
801	780		HILLTOP SHOP	
972	850		LU VALLE COMMONS STORE	
2,570	2,070	<500>	HEALTH SCIENCES STORE	
13,655	12,770	<885>	SHRINKAGE	
2,655,224	2,633,137	<22,087>	TOTAL COST OF SALES	⊢
69.4	68.4	<1.0>	COST OF SALES %	
1,150,914	1,198,384	<47,471>	GROSS MARGIN	
30.6	31.6	<1.0>	GROSS MARGIN %	
0.4	0.3	<0.0>	SHRINKAGE %	F
30.2	31.3	<1.0>	NET GROSS MARGIN %	
30.2	31.3	< 1.0>	INE I URUSS INIARUIN 70	┢
11.3	11.6	<0.2>	ACADEMIC SUPPORT DIV	1
47.7	48.7	<1.0>	GENERAL MDSE DIVISION	
41.4	40.8	0.5	HILLTOP SHOP	1
21.5 50.6	42.1 52.5	<20.6>	LU VALLE COMMONS STORE E-COMMERCE DIVISION	
19.8	23.7		HEALTH SCIENCES STORE	
0.0	0.0	0.0	OPERATIONS DIVISION	
79,164	66,161	13,003	OTHER INCOME	
1,230,077	1,264,545	<34,468>	GROSS MARGIN/OTHER	_
			Less: Controllable Exp	
			Lossi controllable Exp	
257,689	259,873	2,184	Career Wages	
2,007	1,200	<807>	Limited Appointment	
231,226	216,956	<14,270>	Student Wages	
490,922 12.9	478,029 12.5	<12,893> <0.4>	TOTAL WAGES WAGE % TO SALES	
12.7	12.5	<0.42	WAGE NO TO SALES	
128,635	126,845	<1,790>	Employee Benefits	
6,428	3,813	<2,615>		
13,764	11,710		Telephone	
16 799	3 500	<13> <299>	Postage Trav/Trips/Conference	
299	50		Membership Fees	
4,683	4,710	27	Operating Supplies	
14,576	16,235	1,659	Freight Out	
950	950	0	Transportation	
0	0	0	Merchandise Losses Postage Stamp O/S	
37,096	17,033		Advertising	
<2,474>	<2,150>	324	Vendor Adv. Allowance	1
340	25		Direct Mail Adv.	
1,996	3,225	1,229	Repairs & Maintenance	1
79,010 836	77,606 0	<1,404>	Bank Card Expense Overs/Shorts	1
426	0	<836> <426>		
0	0	0	Textbook Rental Exp	
1,253	0	<1,253>	Rentals-Truck	1
0	0	0	Taxes & Licenses	1
10,124	10,250	126	Professional Services	1
0 949	0 500	0 <449>	Temp Agency Service Commission Expense	
100	100	<449>	Concession Expense	1
0	2	2	Alloc of Distr Cntr	1
5,611	2,651	<2,960>	Payment to UCLA	L
305,431	274,058	<31,373>	TOTAL OTHER CONTROL.	F
796,354	752,087	<44,267>	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	$\vdash$
433,724	512,458	<78,734>	SVCS AND ENTERPRISES	1
				F
			Less: Allocated Exp	1
			Allowed E UD	1
39,602 149,736	44,769 181 157	5,167 31 421	Allocated ExpHR Allocated Exp. Fin	1
149,736 68,950	181,157 80,625	31,421 11,675	Allocated Exp. Fin Allocated ExpIS	
53,185	37,649	<15,536>	Allocated Exp. Mktg	
113,367	136,229	22,862	Allocated Exp Othr SA	1
81,472	81,342	<130>	Maintenance	1
24,177	27,940	3,763	Utilities	
59,172	67,180	8,008	Depreciation TOTAL ALLOCATED EXP	$\vdash$
580 440	656 201			1
589,660	656,891	67,231	TOTAL ALLOCATED EXT	
589,660 <155,936>	656,891 <144,433>	<11,503>	NET INCOME (LOSS)	

	ISCAL YEAR 18-1		FISCAL YE	
ACTUAL	MO(07/29/18-05 BUDGET	/25/19) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
14,861,896	15,311,182	<449,286>	1,181,549	15,474,386
12,908,162 1,351,327	13,324,538 1,358,996	<416,376> <7,669>	1,403,164 169,015	12,701,555 1,316,968
1,787,242	1,929,793	<142,551>	153,620	1,909,061
1,141,785	1,311,000	<169,215>	97,864	1,259,438
4,831,872	4,539,843	292,029	550,082	4,624,461
16,905 36,899,189	0 37,775,352	16,905 <876,163>	0 3,555,294	0 37,285,868
00,077,107	0777707002	(0) 0,1007	0,000,271	07,200,000
25,377,232	25,465,338	88,106	2,413,092	25,439,554
46,447	47,160	713	2,957	52,487
63,340	65,315	1,975	6,156	62,805
6,232 9,435	6,280 10,550	48 1,115	785 797	6,045 10,166
21,301	17,860	<3,441>	2,809	22,069
146,755	147,165	410	13,503	153,572
25,523,987	25,612,503	88,516	2,426,596	25,593,127
68.8	67.4	<1.4>	67.9	68.2
11,375,202	12,162,849	<787,647>	1,128,698	11,692,742
31.2	32.6	<1.4>	32.1	31.8
0.4	0.4	<0.0>	0.4	0.4
30.8	32.2	<1.4>	31.8	31.4
30.0	32.2	×1.42	51.0	31.4
15.3	17.1	<1.8>	11.5	16.8
49.0	49.3	<0.4>	48.8	48.9
41.4 30.9	41.2 34.6	0.1 <3.7>	40.9 39.0	41.6 33.3
51.2	50.9	< 3.7>	52.2	50.9
22.2	23.8	<1.6>	23.4	22.8
100.0	0.0	100.0	0.0	0.0
1 244 511	1,112,406	252 105	02 000	1,023,665
1,364,511 12,739,713	13,275,255	252,105 <535,542>	83,898 1,212,596	12,716,407
2,582,500	2,605,843	23,343	249,655	2,445,540
4,888	2,003,045	<2,488>	2,185	10,427
2,214,495	2,184,436	<30,059>	201,486	1,966,342
4,801,883	4,792,679	<9,204>	453,326	4,422,309
13.0	12.7	<0.3>	12.8	11.9
1,247,153	1,267,439	20,286	127,201	1,185,620
81,738	65,914	<15,824>	9,325	77,122
88,918	118,333	29,415	6,448	101,157
167	96	<71>	21	180
42,914 5,568	37,550 4,008	<5,364> <1,560>	1,085 2,300	27,152 5,095
55,142	50,395	<4,747>	5,803	53,222
205,312	203,113	<2,199>	20,161	201,259
8,740	10,100	1,360	950	10,063
0 7	0	0	0	656
/ 258,367	0 188,915	<7> <69,452>	0 24,788	8 200,337
<91,680>	<98,900>	<7,220>	<8,587>	<108,795>
283,894	284,750	856	9	279,493
40,256	38,750	<1,506>	2,060	42,315
693,056 6,440	719,005 0	25,949 <6,440>	73,828 242	679,876 6,265
7,835	0	<7,835>	1,382	10,542
0	0	<0>	30	30
3,780	3,200	<580>	0	4,356
300	300	0	0	0
			10 05 4	112 222
111,199	103,900	<7,299>	10,054 0	113,332 6.682
				113,332 6,682 65,221
111,199 4,008 64,644 63,691	103,900 3,340 60,200 47,019	<7,299> <668> <4,444> <16,672>	0 757 11	6,682 65,221 40,053
111,199 4,008 64,644 63,691 0	103,900 3,340 60,200 47,019 13	<7,299> <668> <4,444> <16,672> 13	0 757 11 0	6,682 65,221 40,053 0
111,199 4,008 64,644 63,691	103,900 3,340 60,200 47,019	<7,299> <668> <4,444> <16,672>	0 757 11	6,682 65,221 40,053
111,199 4,008 64,644 63,691 0 127,419	103,900 3,340 60,200 47,019 13 146,910	<7,299> <668> <4,444> <16,672> 13 19,491	0 757 11 0 5,914	6,682 65,221 40,053 0 133,615
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029	<7,299> <668> <4,444> <16,672> 13,19,491 <54,516> <63,721>	0 757 11 0 5,914 283,782 737,109	6,682 65,221 40,053 0 133,615 3,134,853 7,557,163
111,199 4,008 64,644 63,691 0 127,419 3,308,866	103,900 3,340 60,200 47,019 13 146,910 3,254,350	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516>	0 757 11 0 5,914 283,782	6,682 65,221 40,053 0 133,615 3,134,853
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029	<7,299> <668> <4,444> <16,672> 13,19,491 <54,516> <63,721>	0 757 11 0 5,914 283,782 737,109	6,682 65,221 40,053 0 133,615 3,134,853 7,557,163
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <63,721> <599,263>	0 757 11 0 5,914 283,782 737,109 475,487	6,682 65,221 40,053 0 133,615 3,134,853 7,557,163 5,159,244
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226 484,097	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <53,721> <599,263> 82,523	0 757 11 0 5,914 283,782 737,109 475,487 37,303	6,682 65,221 40,053 0 133,615 3,134,853 7,557,163 5,159,244 370,086
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 401,574 1,475,736	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226 484,097 1,718,512	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <63,721> <599,263> 82,523 242,776	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964	6,682 65,221 40,053 0 3,134,853 7,557,163 5,159,244 370,086 1,449,387
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 4,628,963	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226 484,097 1,718,512 775,698	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <63,721> <599,263> 82,523 242,776 119,189	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964 63,370	6,682 65,221 40,053 3,133,615 3,134,853 7,557,163 5,159,244 370,086 1,449,387 653,093
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 401,574 1,475,736	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226 484,097 1,718,512	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <63,721> <599,263> 82,523 242,776	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964	6,682 65,221 40,053 0 3,134,853 7,557,163 5,159,244 370,086 1,449,387
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 4,628,963 401,574 1,475,736 656,509 456,184 1,093,912 907,759	103,900 3,340 60,200 47,019 13 146,910 8,047,029 5,228,226 484,097 1,718,512 775,698 383,837 1,317,664 850,700	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <63,721> <599,263> 82,523 242,776 119,189 <72,347> 223,752 <57,059>	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964 63,370 48,183 104,859 81,436	6,682 65,221 40,053 3,134,853 7,557,163 5,159,244 370,086 1,449,387 653,093 355,264 1,149,278 809,721
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 4,628,963 401,574 1,475,736 656,509 456,184 1,093,912 907,759 9223,460	103,900 3,340 60,200 47,019 13 3,254,350 8,047,029 5,228,226 5,228,226 484,097 1,718,512 775,698 383,837 1,317,664 850,700 269,775	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <599,263> 82,523 242,776 119,189 <72,347> 223,752 <57,059> 46,315	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964 63,370 48,183 104,859 81,436 23,100	6,682 65,221 40,053 0 3,134,853 7,557,163 5,159,244 370,086 1,449,387 653,093 355,264 1,149,278 809,721 247,188
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 4,628,963 401,574 1,475,736 656,509 456,184 1,093,912 907,759 223,460 575,732	103,900 3,340 60,200 47,019 13 146,910 3,254,350 8,047,029 5,228,226 484,097 1,718,512 775,698 383,837 1,317,664 850,700 269,775 671,800	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <599,263> 82,523 242,776 119,189 <72,347> 223,752 <57,059> 46,315 96,068	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964 63,370 48,183 104,859 81,436 23,100 23,100 56,962	6,682 65,221 40,053 0 133,615 3,134,65 5,159,244 370,086 1,449,387 653,093 3355,264 1,149,278 809,721 247,188 567,121
111,199 4,008 64,644 63,691 0 127,419 3,308,866 8,110,750 4,628,963 4,628,963 401,574 1,475,736 656,509 456,184 1,093,912 907,759 9223,460	103,900 3,340 60,200 47,019 13 3,254,350 8,047,029 5,228,226 5,228,226 484,097 1,718,512 775,698 383,837 1,317,664 850,760 850,760	<7,299> <668> <4,444> <16,672> 13 19,491 <54,516> <599,263> 82,523 242,776 119,189 <72,347> 223,752 <57,059> 46,315	0 757 11 0 5,914 283,782 737,109 475,487 37,303 147,964 63,370 48,183 104,859 81,436 23,100	6,682 65,221 40,053 0 3,134,853 7,557,163 5,159,244 370,086 1,449,387 653,093 355,264 1,149,278 809,721 247,188

#### UCLA RESTAURANTS INCOME STATEMENT

MAY.	10(04/28/19-05/2	25/19)	]	FISCAL YEAR 18-19		FISCAL YEAR 17-18		
	CURRENT MONTH				MO(07/29/18-05		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
206,111	220,541	<14 420>	CENTRAL DIVISION	1,851,080	1,984,284	<133,204>	187,348	1,814,731
208,111	264,295		NORTH CAMPUS DIVISION	1,936,983	2,198,703	<261,720>	237,604	2,042,359
186,041	204,295		SOUTH DIVISION	1,681,027	1,835,865	<154,838>	198,164	1,246,570
279,798	283,664		LU VALLE DIVISION	2,517,244	2,596,727	<79,483>	258,112	2,376,531
301,958	354,054		COOPERAGE DIVISION	2,717,875	3,055,466	<337,591>	325,266	2,877,150
384,581	212,348	172,233	SPECIAL EVENTS DIVISION	2,154,641	2,295,608	<140,967>	242,573	2,045,681
1,590,632	1,537,728	52,904	TOTAL SALES	12,858,849	13,966,653	<1,107,804>	1,449,067	12,403,022
546,802	515,321		Less: Cost of Sales	4,338,120	4,663,001	324,881	492,454	4,119,468
34.4	33.5	<0.9>	COST OF SALES %	33.7	33.4	< 0.4 >	34.0	33.2
1,043,830	1,022,407	21,423	GROSS MARGIN	8,520,729	9,303,652	<782,923>	956,613	8,283,554
65.6	66.5	<0.9>	GROSS MARGIN %	66.3	66.6	<0.4>	66.0	66.8
65.2	67.4	<2.3>	CENTRAL DIVISION	65.7	67.2	<1.6>	68.6	67.6
66.3	65.8	0.6	NORTH CAMPUS DIVISION	66.1	65.6	0.5	64.3	65.3
65.5	65.6		SOUTH DIVISION	67.4	65.6	1.8	64.3	67.2
66.9	68.7	<1.8>	LU VALLE DIVISION	67.9	68.5	<0.7>	68.2	69.5
67.1	66.1	1.0	COOPERAGE DIVISION	65.7	66.0	<0.3>	65.3	66.3
63.6	65.4	<1.8>	SPECIAL EVENTS DIVISION	66.1	66.9	<0.8>	66.9	66.0
246,504	228,706	17,798	OTHER INCOME	2,066,859	2,128,234	<61,375>	214,248	1,944,385
1,290,334	1,251,113	39,221	GROSS MARGIN/OTHER	10,587,588	11,431,886	<844,298>	1,170,862	10,227,939
			Less: Controllable Exp					
000 570	045 004	07.00-	0	0.000 1/5	0.000.000	040.050	070 044	0.000.17-
288,573	315,880	27,307	Career Wages	3,028,160	3,238,218	210,058	270,846	2,893,179
5,495	2,122		Limited Appointment	44,521	22,671	<21,850>	2,999 351,505	12,544
349,799 <40,486>	324,646 <46,610>		Student Wages Labor Recharge	3,216,352 <420,175>	3,124,496 <442,379>	<91,856> <22,204>	351,505 <44,128>	2,872,556 <406,953>
<40,486> 603,381	<46,610> 596,038	<6,124>	Labor Recharge	<420,175>	<442,379> 5,943,006	<22,204> 74,148	<44,128> 581,222	<406,953> 5,371,326
37.9	38.8	0.8	WAGE % TO SALES	45.6	42.6	<3.1>	40.1	43.3
159,568	165,226	5,658	Employee Benefits	1,592,480	1,714,658	122,178	147,576	1,495,447
1,377	2,050	673	Office Supplies	18,287	17,405	<882>	1,378	18,084
4,511	4,215	<296>	Telephone	31,502	42,090	10,588	2,258	34,116
2,000	2,000	0	Training Programs	13,655	18,000	4,345	1,000	13,317
72,223	69,745	<2,478>	Paper	585,466	638,484	53,018	63,720	541,689
4.5	4.5	0.0	Paper % To Sales	4.6	4.6	0.0	4.4	4.4
8,218	5,320		Cleaning Supplies	69,829	51,286	<18,543>	10,386	64,046
<13,914>	<15,000>		Purchasing Rebates	<121,209>	<147,000>	<25,791>	<13,372>	<127,416>
5,656	2,395		Replacements	59,138	27,175	<31,963>	7,240	41,040
6,781	4,880	<1,901>	Laundry	58,420	44,900	<13,520>	6,458	41,801
2,739	2,065		Uniforms	25,286	15,195	<10,091>	1,301	22,636
1,134 163	1,909 0	775 <163>	Advertising	35,805 632	32,279 0	<3,526> <632>	1,232 0	38,260 3
10,193	8,259		Dorm Coupons Expense Repairs & Maintenance	94,847	78,385	<16,462>	11,438	3 120,637
51,676	50,997		Bank Card Expense	421,215	471,336	50,121	54,081	427,555
2,537	2,340		Sales Tax Expense	22,237	20,406	<1,831>	2,578	21,136
185	1,259	1,074	Overs/Shorts	<2,732>	11,806	14,538	<190>	6,584
5	0		Credit Card Adjustments	166	0	<166>	11	28
2,467	0	<2,467>	Rentals	9,288	0	<9,288>	<33>	763
141	435	294	Rentals-Truck	141	4,290	4,149	0	0
238	240	2	Taxes & Licenses	3,572	3,013	<559>	3,363	10,804
0	0	0	Professional Services	11,804	0	<11,804>	0	610
3,576	0		Temp Agency Service	11,869	2,300	<9,569>	0	5,013
23,601	22,848	<753>	Commission Expense	265,053	316,616	51,563	31,381	272,595
345,075	331,183	<13,892>	TOTAL OTHER CONTROL.	3,206,751	3,362,624	155,873	331,806	3,048,749
948,455	927,221	<21,234>	TOTAL CONTROLLABLE EXP	9,075,609	9,305,630	230,021	913,028	8,420,074
341,879	323,892	17,987	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,511,978	2,126,256	<614,278>	257,834	1,807,865
341,019	323,092	17,707	SVUS AND LIVIEKEKISES	1,311,978	2,120,230	<u14,270></u14,270>	237,034	1,007,005
			Less: Allocated Exp					
48,674	47,833	<841>	Allocated ExpHR	489,267	515,641	26,374	47,828	446,395
70,802	47,016		Allocated Exp. Fin	595,616	470,924	<124,692>	67,628	574,147
32,602	20,925		Allocated ExpIS	264,296	212,645	<51,651>	28,964	260,220
25,148	9,771	<15,377>	Allocated Exp. Mktg	186,422	105,662	<80,760>	22,022	141,875
53,605	35,356		Allocated Exp Othr SA	435,692	357,501	<78,191>	47,927	452,064
71,740	71,641	<99>	Maintenance	799,330	749,238	<50,092>	71,709	713,003
21,289	24,608	3,319	Utilities	196,769	237,591	40,823	20,341	217,662
72,646	85,042	12,396	Depreciation	741,586	850,420	108,834	71,228	727,835
396,506	342,192	<54,314>	TOTAL ALLOCATED EXP	3,708,978	3,499,622	<209,356>	377,647	3,533,201
<54,628>	<18,300>	~ 36 328 ~	NET INCOME (LOSS)	<2,197,000>	<1,373,366>	<823,634>	<119,813>	<1,725,337>
~ 37,020>	< 10,300>	~30,320>	LUCIONE (LUCIO)	~2,177,000>	< 1,373,300>	~023,0342	\$117,0132	~1,123,331,
334,417	361,907	< 27 490~	TOTAL CUSTOMER COUNT	3,042,128	3,265,902	<223,774>	352,354	3,109,072
110,373	116,510			1,034,996	1,064,531	<29,535>	113,470	1,009,256
224,044	245,397		ASUCLA CUSTOMER COUNT	2,007,132	2,201,371	<194,239>	238,884	2,099,816
,	,	,0007		,,	,,0,,	,2077	,001	, ,
6.91	6.79	0.13	TOTAL AVERAGE CHECK	7.07	6.88	0.19	6.67	6.56
9.00	8.89	0.11	3RD PARTY AVG CHECK	9.12	8.86	0.26	8.72	8.08
5.89	5.79	0.10	ASUCLA AVERAGE CHECK	6.01	5.93	0.09	5.70	5.64
				000 475	007.050	F 117	22.00/	292,347
30,606 51.97	28,984 52.34		EMPLOYEE HOURS SALES/LABOR HOUR	292,475 43.97	287,358 48.04	<5,117> <4.08>	32,986 43.93	42.43

## LICENSING & SERVICES INCOME STATEMENT

	0(04/28/19-05/2		]		SCAL YEAR 18-1		FISCAL YE	
	URRENT MONTH				MO(07/29/18-05	•	LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
32,203	26,000	6,203	PHOTOGRAPHY	167,877	148,715	19,162	33,481	158,577
32,203	26,000	6,203	TOTAL SALES	167,877	148,715	19,162	33,481	158,577
0	520	520	Less: Cost of Sales	1,972	2,983	1,011	2,180	4,580
32,203	25,480	6,723	GROSS MARGIN	165,905	145,732	20,173	31,301	153,997
100.0	98.0	2.0	GROSS MARGIN %	98.8	98.0	0.8	93.5	97.1
100.0	98.0	2.0	PHOTOGRAPHY	98.8	98.0	0.8	93.5	97.1
186,208	230,119	<43,911>	TRADEMARKS AND LICENSING	2,615,933	2,655,968	<40,035>	138,807	2,322,279
113,734	113,476	258	LEASED OPS	1,114,713	1,120,211	<5,498>	104,956	1,019,906
20,700	0	20,700	SPONSORSHIPS	186,300	0	186,300	0	0
320,642	343,595	<22,953>	OTHER INCOME	3,916,946	3,776,179	140,767	243,763	3,342,185
352,845	369,075	<16,230>	GROSS MARGIN/OTHER	4,082,851	3,921,911	160,940	275,065	3,496,182
			Less: Controllable Exp					
35,776	37,014	1,238	Career Wages	435,161	374,335	<60.826>	37,151	369,249
678	720		Student Wages	2,367	6,825	4,458	146	1,371
36,454	37,734	1,280	TOTAL WAGES	437,529	381,160	<56,369>	37,297	370,619
113.2	145.1	31.9	WAGE % TO SALES	260.6	256.3	<4.3>	111.4	233.7
14,881	17,592	2,711	Employee Benefits	216,251	177,841	<38,410>	19,343	173,530
52	515		Office Supplies	3,057	5,145	2,088	17,343	6,613
726	470		Telephone	10,803	4,935	<5,868>	481	5,762
369	50		Postage	1,349	500	<849>	85	866
4,226	3,000		Trav/Trips/Conference	20,481	13,000	<7,481>	<0>	8,499
0	0	0	Enforcement	8,381	10,750	2,369	0	9,500
14,724	4,275	<10,449>	Business Promotion	36,402	40,223	3,821	<0>	28,206
0	0	0	Repairs & Maintenance	226	0	<226>	0	466
0	850	850	Bad Debt	<11,062>	2,900	13,962	0	11,420
600	2,083	1,483	Professional Services	12,139	20,830	8,691	4,255	24,042
0	350	350	Legal	3,658	5,150	1,492	0	0
0	3,200	3,200	Trademark	21,064	32,000	10,936	3,644	28,924
34,707	38,550	3,843	Intern'l Agnt Fee/Tax	273,247	225,608	<47,639>	33,003	201,476
10,876	15,229		Domestic Agency Fee	180,143	207,066	26,923	8,500	184,685
0 33,322	0 46,673		Misc. Bank Charges Payment to UCLA	0 635,525	0 730,743	0 95,218	0	83 684,322
114,483	132,837	18,351	TOTAL OTHER CONTROL.	1,411,664	1,476,691	65,028	24,588 93,915	1,368,394
150,937	170,571	19,634	TOTAL CONTROLLABLE EXP	1,849,192	1,857,851	8,659	131,212	1,739,013
100,707	170,071	17,001	GROSS CONTRIBUTION TO	1,017,172	1,007,001	0,007	101,212	1,707,010
201,909	198,504	3,405	SVCS AND ENTERPRISES	2,233,659	2,064,060	169,599	143,852	1,757,169
			Less: Allocated Exp					
2,941	3,533	592	Allocated ExpHR	36,655	38,090	1,435	3,069	30,530
13,188	14,922		Allocated Exp. Fin	157,798	149,255	<8,543>	10,941	134,098
6,262	6,844		Allocated ExpIS	71,098	69,546	<1,552>	4,828	62,670
4,830	3,195		Allocated Exp. Mktg	49,677	34,554	<15,123>	3,671	33,474
10,295	11,563		Allocated Exp Othr SA	119,081	116,924	<2,157>	7,988	109,908
36,749	36,655		Maintenance	409,456	383,358	<26,098>	36,733	365,235
10,905	12,599	1,694	Utilities	100,794	121,640	20,846	10,420	111,497
3,043	4,580	1,537	Depreciation	53,942	45,809	<8,133>	6,750	68,575
88,213	93,891	5,678	TOTAL ALLOCATED EXP	998,502	959,176	<39,326>	84,400	915,988
113,696	104,613	9,083	NET INCOME (LOSS)	1,235,157	1,104,884	130,273	59,453	841,181

## UCLA STUDENT UNION INCOME STATEMENT

	10(04/28/19-05/2		
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
04 504	54 440	22.022	
26,586	56,619		EVENT SERVICES OFFICE AU POST OFFICE
31,278 57,864	49,726 106,345		TOTAL SALES
57,004	100,345	<40,401>	TOTAL SALES
32,122	48,632	16,510	AU Post Office Cost
4,902	11,793	6,891	Facilities Costs
37,024	60,425	23,401	Less: Cost of Sales
64.0	56.8		COST OF SALES %
20,839	45,920	<25,081>	GROSS MARGIN
36.0	43.2	<7.2>	GROSS MARGIN %
81.6	79.2	2.4	EVENT SERVICES OFFICE
<2.7>	2.2	<4.9>	AU POST OFFICE
0	500		STUDENT UNION OPS
1,780	2,800		EVENT SERVICES OFFICE
44,024	53,209		STUDENT PROGRAMMING
5,407	8,754		AU POST OFFICE
51,211	65,263		OTHER INCOME
72,050	111,183	<39,133>	GROSS MARGIN/OTHER
			Loss: Controllable Exp
			Less: Controllable Exp
33,825	33,952	127	Career Wages
21,182	24,021	2,839	Student Wages
55,007	57,973	2,037	TOTAL WAGES
95.1	54.5	<40.6>	
,0.1	01.0	(10.07	
39.6	20.8	<18.9>	EVENT SERVICES OFFICE
16,856	16,862	6	Employee Benefits
1,207	582	<625>	Office Supplies
3,260	2,995	<265>	Telephone
0	0	0	Trav/Trips/Conference
0	0	0	24 Hour Study Lounge
1,192	0		Student Comm Art
1,824	130		Training Programs
6,917	886		Annual ASUCLA Events
31,114	40,386	9,272	Student Event Exp
0	0	0	Operating Supplies
0	0	0	Uniforms
<193>	500	693	Advertising
0	250	250	Business Promotion
1,071	1,150	79 106	Repairs & Maintenance
1,063 <71>	1,169 0	106 71	Bank Card Expense Overs/Shorts
1	0	0	Rentals
0	0	0	Student Support Svcs
15,417	15,417	0	Interaction Fund
17,233	24,000	6,768	STUDENT UNION EVENT F
96,888	104,327	7,439	TOTAL OTHER CONTROL.
151,895	162,300	10,405	TOTAL CONTROLLABLE EXP
			GROSS CONTRIBUTION TO
<79,845>	<51,117>	<28,728>	SVCS AND ENTERPRISES
			Less: Allocated Exp
4,438	5,087	649	Allocated ExpHR
4,077	5,399	1,322	Allocated Exp. Fin
1,936	2,476	540	Allocated ExpIS
1,493	1,156	<337>	Allocated Exp. Mktg
3,183	4,184	1,001	Allocated Exp Othr SA
44,565	44,470	<95>	Maintenance
13,225	15,275	2,050	Utilities
22,838	14,258	<8,580>	Depreciation
95,754	92,305	<3,449>	TOTAL ALLOCATED EXP
<175,600>	<143,422>	<32,178>	NET INCOME (LOSS)

F	ISCAL YEAR 18-1	9	FISCAL YEAR 17-18			
YTD 10	MO(07/29/18-05	/25/19)	LAST YEA	R ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
519,731	481,662	38,069	54,317	515,804		
351,115	502,170	<151,055>	39,939	471,133		
870,846	983,832	<112,986>	94,256	986,937		
0707010	,00,002	1112//00/	, 1,200	,00,,01		
343,339	491,122	147,783	40,059	463,382		
120,615	94,537	<26,078>	11,306	105,282		
463,954	585,659	121,705	51,365	568,664		
53.3	59.5	6.3	54.5	57.6		
406,893	398,173	8,720	42,891	418,273		
46.7	40.5	6.3	45.5	42.4		
76.8	80.4	<3.6>	79.2	79.6		
2.2	2.2	0.0	<0.3>	1.7		
0	5,128	<5,128>	488	5,373		
19,609	36,550	<16,941>	460	11,257		
212,313	214,926	<2,613>	31,108	171,902		
72,297	88,401	<16,104>	7,189	83,290		
304,219	345,005	<40,786>	39,245	271,822		
711,111	743,178	<32,067>	82,136	690,094		
338,352	339,522	1,170	30,092	307,653		
215,314	236,658	21,344	25,301	235,085		
553,666	576,180	22,514	55,393	542,738		
63.6	576,180		58.8	542,738		
03.0	0.ŏC	<5.0>	0ŏ.ŏ	55.0		
01 /	24.0	2.4	20.0	01.4		
21.6	24.0	2.4	20.8	21.4		
162,581	168,439	5,858	16,858	147,419		
11,058	7,130	<3,928>	546	9,207		
22,707	32,445	9,738	2,075	26,403		
2,192	2,025	<167>	0	2,175		
5,890	6,318	428	0	5,249		
6,266	6,556	290	18	6,294		
8,498	6,600	<1,898>	640	5,874		
39,758	28,506	<11,252>	92	26,489		
	163,127		23,954	138,808		
152,267		10,860		-		
<0>	0	0	0	908		
974	2,000	1,026	0	1,856		
3,190	2,939	<251>	0	457		
2,995	2,500	<495>	537	3,323		
24,686	27,616	2,930	3,826	30,223		
9,979	11,802	1,823	1,110	11,080		
534	0	<534>	306	1,160		
66	0	<66>	0	0		
2,787	2,787	<00> 0	0	2,787		
154,167	154,170	3	15,417	154,167		
117,698	124,750	7,052	20,566	113,571		
728,291	749,710	21,419	85,945	687,449		
1,281,958	1,325,890	43,932	141,339	1,230,187		
<570,846>	<582,712>	11,866	<59,203>	<540,093>		
46,341	54,839	8,498	4,559	45,059		
45,858	54,005	8,147	5,268	49,029		
20,868	25,163	4,295	2,325	22,978		
14,750	12,500	<2,250>	1,768	12,371		
34,636	42,308	7,672	3,847	39,962		
496,549	465,075	<31,474>	44,546	442,922		
122,234	147,482	25,248	12,636	135,213		
191,421	142,571	<48,850>	19,780	127,854		
972,657	943,943	<28,714>	94,729	875,389		
1 5 40 500	1 50/ /55		150.000	1 445 400		
<1,543,503>	<1,526,655>	<16,848>	<153,932>	<1,415,482>		

## ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAY.	MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18		
(	CURRENT MONTH			YTD 10	MO(07/29/18-05	/25/19)	LAST YEAF	R ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
338,904	334,070		Career Wages	3,261,020	3,380,238	119,218	306,941	3,183,823	
2,959	815		Limited Appointment	14,775	20,183	5,408	3,567	54,498	
40,989	39,926		Student Wages	339,038	381,053	42,015	35,804	337,716	
382,852	374,811		TOTAL WAGES	3,614,833	3,781,474	166,641	346,312	3,576,037	
6.2	6.0	<0.2>	WAGE % TO TOTAL SALES	6.2	6.3	0.1	6.1	6.2	
272	2 ( 70	2 407	Emp Awards, Profess.	10.072	17.055	6 004	0	14 725	
272 9,519	2,678 3,090	2,407	Emp Awards, Students	10,972 13,519	17,855 5,150	6,884 <8,369>	5,700	14,735 9,700	
161,800	159,955		Employee Benefits	1,531,377	1,621,697	90,320	144,921	1,435,880	
7,481	10,273	2,792	Office Supplies	62,076	77,426	15,350	12,951	74,863	
10,610	8,580	<2,030>	Telephone	65,387	85,344	19,957	5,290	75,629	
559	767	208	Postage	6,464	7,189	725	662	10,030	
2,275	3,375	1,100	Trav/Trips/Conference	13,044	11,532	<1,512>	0	12,877	
144	50		Expense Allowance	1,070	455	<615>	<105>	2,375	
3,884	546		Employee Relations	26,979	16,825	<10,154>	585	21,130	
0	55	55	Tuition Assistance	0	544	544	0	0	
0	0	0	Training Programs	2,474	0	<2,474>	57	86	
1,201	309	<892>	Fingerprinting	4,432	1,741	<2,691>	0	735	
60	690	630	Recruitment	17,012	5,989	<11,023>	190	3,993	
1	479	479	Operating Supplies	2,167	4,784	2,617	<28>	1,247	
248	275	27	Uniforms	3,048	2,750	<298>	477	3,606	
19	<300>		Security Expense	<1,749>	<2,800>	<1,051>	<109>	<461>	
162	52		Security Equipment	1,671	502	<1,169>	0	1,761	
2,555	2,550		Alarm Monitoring	25,616	25,200	<416>	2,734	23,226	
13,029	1,765		Advertising	30,733	17,705	<13,028>	1,775	15,512	
0	1,000	1,000	Benefits U Adv	10,714	10,000	<714>	1,150	11,500	
5,913	5,526		Repairs & Maintenance	63,928	63,391	<537>	4,004	57,204	
761	1,113		Repair-Mtce Computer	7,661	11,993	4,332	734	8,228	
14,272 0	12,376 25	< 1,896>	Repairs & Mtce-Equip Printing	132,896 0	125,115 1,489	<7,781> 1,489	5,306 0	103,696 1,348	
2,647	25 2,647	25	Bruin One Card Exp	31,113	31,113	1,489	3,055	35,061	
2,047	2,047	41	Overs/Shorts	31,113	405	370	3,055	478	
23,061	22,795	<266>	Insurance Expense	230,610	227,950	<2,660>	20,723	207,230	
10,713	5,069		Professional Services	224,412	78,902	<145,510>	50,577	158,030	
922	1,536	614	Legal	10,994	15,355	4,361	1,396	13,958	
11,667	11,460		External Audit	116,173	115,098	<1,075>	11,126	111,750	
1,065	3,000	1,935	Temp Agency Service	21,289	25,400	4,111	1,149	9,337	
6,250	10,756	4,506	Internal Audit	83,464	107,560	24,096	10,443	104,427	
6,410	6,937	527	Tax Consulting	14,079	14,606	527	7,976	15,422	
4,699	4,734	35	PROFESSIONAL FEES PCI	29,342	24,340	<5,002>	9,084	18,856	
17,436	15,450	<1,986>	Board of Directors	129,900	130,383	483	14,903	119,072	
446	206	<240>	Special Projects	10,097	4,233	<5,864>	0	3,436	
3,850	4,949	1,099	Misc. Bank Charges	36,339	47,136	10,797	3,839	40,423	
3,827	4,017		Armored Carrier Expense	36,754	40,878	4,124	3,788	33,282	
0	0		UCOP Payroll Services	0	0	0	0	37,083	
7,250	25,250		UC PATH CHARGES	72,500	252,500	180,000	0	608	
0	0	0	PENALTIES	1,308	0	<1,308>	0	0	
8,541	8,541		Student Med Supp Fund	85,037	85,033	<4>	8,292	82,678	
18,048 2,101	16,924 1,648		UCLA Recharge Expense Special Events	180,480 30,016	169,239 28,949	<11,241> <1,067>	16,431 404	164,313 26,944	
363,696	361,189		TOTAL OTHER CONTROL.	30,016	28,949 3,510,956	<1,067> 135,524	404 349,958	26,944 3,071,288	
746,548	736,000		TOTAL CONTROLLABLE EXP	6,990,265	7,292,430	302,165	696,269	6,647,325	
740,546	730,000	<10,546>	TOTAL CONTROLLABLE EXP	0,770,205	7,272,430	302,105	090,209	0,047,325	
			Less: Allocated Exp						
19,489	19,087	<402>	Maintenance	217,149	199,611	<17,538>	19,481	193,697	
5,783	6,556		Utilities	53,455	63,295	9,840	5,526	59,131	
23,188	23,090		Depreciation	235,736	230,909	<4,827>	21,701	225,669	
48,460	48,733	273	TOTAL ALLOCATED EXP	506,340	493,815	<12,525>	46,708	478,496	
795,008	784,733	<10,275>	NET EXPENSE	7,496,605	7,786,245	289,640	742,977	7,125,821	
<708,313>	<699,700>	8,613	Allocated-Svs and Ent	<6,651,968>	<6,939,461>	<287,493>	<664,312>	<6,391,890>	
<41,971>		0	Allocated-USAC	<420,066>	<420,066>	0	<33,786>	<338,141>	
<3,554>	<3,554>	0	Allocated-GSA	<35,581>	<35,581>	0	<3,385>	<33,885>	
<41,170>	<39,508>	1,662	Allocated-Comm Board	<388,989>	<391,137>	<2,148>	<41,494>	<361,906>	
<795,008>	<784,733>	10,275	TOTAL OTHER	<7,496,605>	<7,786,245>	<289,640>	<742,977>	<7,125,821>	
	~	2		~	~	-	~	~	
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0	

## FACILITIES EXPENSE STATEMENT

MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18		
	CURRENT MONTH				MO(07/29/18-05/		LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
120,346	119,621	<725>	Career Wages	1,288,386	1,259,804	<28,582>	114,318	1,217,7
6,350	6,333		Limited Appointment	60,091	59,947	<144>	5,723	60,4
749	1,018	269	Student Wages	3,470	9,564	6,094	1,643	0071
<162>	<545>		Labor Recharge	<3,281>	<3,675>	<394>	<46>	<3,3
<12,200>	<9,398>		Billed Labor Costs	<111,932>	<94,557>	17,375	<9,394>	<96,1
0	<3,250>		Capitalized Wages	<21,141>	<32,500>	<11,359>	<3,201>	<32,3
115,082	113,779	<1,303>	TOTAL WAGES	1,215,592	1,198,583	<17,009>	109,043	1,146,3
72,315	70,049		Employee Benefits	749,750	737,788	<11,962>	64,073	688,7
399	100	<299>	Office Supplies	1,687	1,906	219	82	3,6
748	803	55	Telephone	6,422	8,029	1,607	844	7,4
824	0	<824>	Trav/Trips/Conference	2,872	3,000	128	0	
5,632	5,432	<200>	Paper	49,791	52,422	2,631	4,352	49,6
9.7	5.1	<4.6>	Paper % To Sales	5.7	5.3	<0.4>	4.6	
5,223	5,111	<112>	Cleaning Supplies	54,075	59,726	5,651	7,901	58,1
1,023	1,259	236	Replacements	14,008	10,415	<3,593>	1,469	9,3
412	461	49	Laundry	5,201	5,649	448	790	5,3
28,990	27,575	<1,415>	Repairs & Maintenance	349,301	283,294	<66,007>	23,297	284,0
3,694	4,950	1,256	Repairs & Mtce-Elevator	30,598	52,500	21,902	4,619	50,2
0	250	250	Repairs & Mtce-Equip	801	2,500	1,699	633	
119	800		Painting Program	41,637	8,000	<33,637>	387	6,0
0	300	300	Incidental Proj Exp	2,209	3,000	791	0	2,6
1,769	2,575	806	Air Conditioning-Maint	82,711	39,925	<42,786>	4,398	38,2
11,600	12,386		Rub Remvl/Hauling	106,985	111,094	4,109	13,038	106,
2,475	3,246		Rodent & Pest Control	35,378	32,759	<2,619>	3,300	32,
1,153	1,600		Rentals-Truck	8,898	16,000	7,102	869	6,4
36	0	<36>	Janitorial	24,159	0	<24,159>	6,725	15,0
136,412	136,897	485	TOTAL OTHER CONTROL.	1,566,484	1,428,007	<138,477>	136,777	1,364,3
251,494	250,676	<818>	TOTAL CONTROLLABLE EXP	2,782,076	2,626,590	<155,486>	245,821	2,510,
			Less: Allocated Exp					
22,128	21,607	-521	Depreciation	253,710	216,070	<37,640>	27,289	205,4
22,128	21,607	<521>		253,710	216,070	<37,640>	27,289	205,4
273,622	272,283	<1,339>	NET EXPENSE	3,035,786	2,842,660	<193,126>	273,109	2,716,7
<234,526>	<234,109>	-	Allocated-Svs and Ent	<2,613,094>	<2,448,383>	164,711	<234,424>	<2,330,8
<8,138>	<8,138>	0	Allocated-USAC	<81,380>	<81,380>	0	<7,851>	<78,5
<3,180>	<3,180>	0	Allocated-GSA	<31,808>	<31,808>	0	<3,068>	<30,6
<8,289>	<7,769>		Allocated-Comm Board	<92,354>	<81,478>	10,876	<8,285>	<82,3
<19,489>	<19,087>	402	Allocated-A & SS	<217,149>	<199,611>	17,538	<19,481>	<193,6
<273,622>	<272,283>	1,339	TOTAL OTHER	<3,035,785>	<2,842,660>	193,125	<273,109>	<2,716,1
0	0	0	TOTAL EXPENSE	0	0	<0>	0	

### UTILITIES EXPENSE STATEMENT

MAY.	MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18		
(	CURRENT MONTH			YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
11,339	12,316	977	Chiller Water	129,519	156,411	26,892	10,513	137,566	
51,873	58,601	6,728	Elec-Non Air Cond.	459,262	549,046	89,784	50,196	529,129	
10,342	11,202	860	Water-Non Air Cond.	75,784	99,101	23,317	8,744	81,362	
5,511	6,640	1,129	Steam-Non Air Cond.	55,642	56,697	1,055	4,671	49,205	
2,665	3,401	736	Gas	28,862	29,388	526	2,739	23,489	
0	1,551	1,551	Energy Management	9,303	15,510	6,207	1,550	15,505	
81,730	93,711	11,981	TOTAL OTHER CONTROL.	758,372	906,153	147,781	78,413	836,256	
81,730	93,711	11,981	TOTAL CONTROLLABLE EXP	758,372	906,153	147,781	78,413	836,256	
<69,596>	<80,423>	<10,827>	Allocated-Svs and Ent	<643,257>	<776,502>	<133,245>	<66,497>	<711,561>	
<2,798>	<2,798>	0	Allocated-USAC	<27,988>	<27,988>	0	<2,905>	<29,058>	
<1,093>	<1,093>	0	Allocated-GSA	<10,938>	<10,938>	0	<1,135>	<11,358>	
<2,460>	<2,841>	<381>	Allocated-Comm Board	<22,735>	<27,430>	<4,696>	<2,350>	<25,149>	
<5,783>	<6,556>	<773>	Allocated-A & SS	<53,455>	<63,295>	<9,840>	<5,526>	<59,131>	
<81,730>	<93,711>	<11,981>	TOTAL OTHER	<758,372>	<906,153>	<147,781>	<78,414>	<836,256>	
0	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>	