ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

November (10/28/18 - 11/24/18)

Prepared

December 11, 2018

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2018 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		NOVE	MBER (10/	28/18 - 11/24	4/18)			FY 1	7-18]	FISCAL YEAR 2018-2019				FY 1	7-18				
			CURRENT	ГМОМТН				*	k	1			YTD 4	MONTHS (0	7/29/18 - 11	/24/18)			**	
ACTU	AL	BUD	SET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARI	ANCE		LAST YE	AR ACT
				ACT/I	BUD	ACT/LY	-								ACT/BUD			ACT/LY ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,629		2,939		(310)	(10.5%)	170	6.9%	2,459		UCLA Store	16,395		17,734		(1,339)	(7.6%)	(949)	(5.5%)	17,344	
1,518		1,645		(127)	(7.7%)	13	0.9%	1,505		UCLA Restaurants	5,482		5,874		(392)	(6.7%)	177	3.3%	5,305	
523		536		(13)	(2.4%)	110	26.6%	413		Services Division	1,788		1,767		21	1.2%	88	5.2%	1,700	
139		143		(4)	(2.8%)	18	14.9%	121		UCLA Student Union	506		524		(18)	(3.4%)	43	9.3%	463	
4,809		5,263		(454)	(8.6%)	311	6.9%	4,498		TOTAL	24,171		25,899		(1,728)	(6.7%)	(641)	(2.6%)	24,812	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
978	37.2%	1,119	38.1%	(141)	(0.9)	35	(1.1)	943		UCLA Store	5,374	32.8%	5,838	32.9%	(464)	(0.1)	(182)	0.8	5,556	32.0%
1,083	71.3%	1,176	71.5%	(93)	(0.2)	6	(0.3)	1,077	71.6%	UCLA Restaurants	3,899	71.1%	4,175	71.1%	(276)	0.0	119	(0.2)	3,780	71.3%
522	99.8%	535	99.8%	(13)	0.0	109	(0.2)	413	100.0%	Services Division	1,787	99.9%	1,766	99.9%	21	0.0	89	0.0	1,698	99.9%
81	58.3%	86	60.1%	(5)	(1.8)	13	2.1	68	56.2%	UCLA Student Union	320	63.2%	307	58.6%	13	4.6	62	7.5	258	55.7%
2,664	55.4%	2,916	55.4%	(252)	0.0	163	(0.2)	2,501	55.6%	TOTAL	11,380	47.1%	12,086	46.7%	(706)	0.4	88	1.6	11,292	45.5%
										WAGES & BENEFITS										
598	22.7%	586	19.9%	(12)	(2.8)	(58)	(0.7)	540		UCLA Store	2,446	14.9%	2,463	13.9%	17	(1.0)	(168)	(1.8)	2,278	13.1%
744	49.0%	736	44.7%	(8)	(4.3)	(81)	(4.9)	663	44.1%	UCLA Restaurants	2,857	52.1%	2,974	50.6%	117	(1.5)	(245)	(2.9)	2,612	49.2%
74	14.1%	55	10.3%	(19)	(3.8)	(21)	(1.3)	53	12.8%	Services Division	286	16.0%	222	12.6%	(64)	(3.4)	(73)	(3.5)	213	12.5%
72	51.8%	73	51.0%	1	(8.0)	0	7.7	72	59.5%	UCLA Student Union	289	57.1%	298	56.9%	9	(0.2)	(12)	2.7	277	59.8%
1,488	30.9%	1,450	27.6%	(38)	(3.3)	(160)	(1.4)	1,328	29.5%	TOTAL	5,878	24.3%	5,957	23.0%	79	(1.3)	(498)	(2.6)	5,380	21.7%
										OTHER CONTROLLABLES										
240	9.1%	249	8.5%	9	(0.6)	(23)	(0.3)	217		UCLA Store	1,098	6.7%	1,108	6.2%	10	(0.5)	(13)	(0.4)	1,085	6.3%
184	12.1%	179	10.9%	(5)	(1.2)	(11)	(0.6)	173	11.5%	UCLA Restaurants	588	10.7%	607	10.3%	19	(0.4)	(14)	0.1	574	10.8%
185	35.4%	205	38.2%	20	2.8	(16)	5.5	169	40.9%	Services Division	604	33.8%	626	35.4%	22	1.6	28	3.4	632	37.2%
48	34.5%	63	44.1%	15 39	9.6	13	15.9	61	50.4%	UCLA Student Union	189	37.4%	213	40.6%	24 75	3.2	24	8.6	213	46.0%
657	13.7%	696	13.2%	39	(0.5)	(37)	0.1	620	13.8%	TOTAL	2,479	10.3%	2,554	9.9%	/5	(0.4)	25	(0.2)	2,504	10.1%
										CONTRIBUTION										
141	5.4%	285	9.7%	(144)	(4.3)	(45)	(2.2)	186		UCLA Store	1,830	11.2%	2,266	12.8%	(436)	(1.6)	(363)	(1.4)	2,193	12.6%
155	10.2%	261	15.9%	(106)	(5.7)	(86)	(5.8)	241		UCLA Restaurants	454	8.3%	595	10.1%	(141)	(1.8)	(140)	(2.9)	594	11.2%
264 (39)	50.5% (28.1%)	275 (50)	51.3% (35.0%)	(11) 11	(0.8) 6.9	73 26	4.3 25.6	191 (65)		Services Division UCLA Student Union	897 (158)	50.2% (31.2%)	917 (204)	51.9% (38.9%)	(20) 46	(1.7) 7.7	45 73	0.1 18.7	852 (231)	50.1% (49.9%)
521	10.8%	771	14.6%	(250)	(3.8)	(32)	(1.5)	553		TOTAL	3.023	12.5%	3.574	13.8%	(551)	(1.3)	(385)	(1.2)	3.408	13.7%
321	10.6%	771	14.0%	(230)	(3.0)	(32)	(1.5)	333	12.3%	1	3,023	12.5%	3,374	13.0%	(551)	(1.3)	(303)	(1.2)	3,400	13.7%
										ALLOCATED EXPENSES										
593	12.3%	643	12.2%	50	(0.1)	5	1.0	598		Admin&Support Services	2,419	10.0%	2,602	10.0%	183	0.0	(16)	(0.3)	2,403	9.7%
222	4.6%	227	4.3%	5	(0.3)	7	0.5	229		Facilities Division	1,028	4.3%	955	3.7%	(73)	(0.6)	(123)	(0.7)	905	3.6%
80 208	1.7% 4.3%	87	1.7%	7	0.0	6	0.2	86	1.9%	Utilities	325	1.3%	377	1.5%	52 33	0.2	49	0.2	374 764	1.5%
1,103	4.3% 22.9%	216 1,173	4.1% 22.3%	8 70	(0.2) (0.6)	(16) 2	0.0 1.7	192 1,105	4.3%	Depreciation TOTAL	830 4,602	3.4% 19.0%	863 4,797	3.3% 18.5%	33 195	(0.1) (0.5)	(66) (156)	(0.3) (1.1)	4,446	3.1% 17.9%
1,103	22.3/0	1,173	22.3/0	70	(0.0)	- 2	1.7	1,105	24.070	1	4,002	13.0%	4,131	10.5%	193	(0.5)	(130)	(1.1)	4,440	17.5%
(582)	(12.1%)	(402)	(7.6%)	(180)	(4.5)	(30)	0.2	(552)	(12.3%)	NET INCOME (LOSS) FROM OPERATIONS	(1,579)	(6.5%)	(1,223)	(4.7%)	(356)	(1.8)	(541)	(2.3)	(1,038)	(4.2%)
(302)	(12.170)	(+02)	(7.070)	(100)	(+.5)	(30)	0.2	(332)	(12.370)	1	(1,579)	(0.070)	(1,223)	(7.7 /0)	(330)	(1.0)	(3+1)	(2.3)	(1,050)	(₹.4 /0)
27	0.6%	2	0.0%	25	0.6	18	0.4	9	0.2%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	40	0.2%	8	0.0%	32	0.2	(4)	0.0	44	0.2%
32	0.6%	16	0.0%	25 16	0.6	17	0.4	15	0.2%	Interest Income	123	0.2%	59	0.0%	32 64	0.2	(4) 65	0.0	58	0.2%
(29)	(0.6%)	(29)	(0.6%)	0	0.4	3	0.4	(32)	(0.7%)	Interest (Expense)	(116)	(0.5%)	(116)	(0.4%)	0	(0.1)	12	0.3	(128)	(0.5%)
(29)	0.0%	(29)	0.0%	2	0.0	0	0.1	(32)	0.0%	Income Taxes	(116)	0.0%	(7)	0.0%	7	0.0	0	0.0	(120)	0.0%
244	5.1%	244	4.6%	0	0.5	8	(0.1)	236	5.2%	Student Union Fee Income	978	4.0%	978	3.8%	0	0.0	33	0.0	945	3.8%
274	5.7%	231	4.4%	43	1.3	46	0.6	228	5.1%	TOTAL	1,025	4.2%	922	3.6%	103	0.6	106	0.5	919	3.7%
(308)	(6.4%)	(171)	(3.2%)	(137)	(3.2)	16	0.8	(324)		NET INCOME (LOSS)	(554)	(2.3%)	(301)	(1.2%)	(253)	(1.1)	(435)	(1.8)	(119)	(0.5%)
(308)	(0.4%)	(171)	(3.2%)	(137)	(3.2)	10	υ.8	(324)	(1.2%)	INCLINICONE (LUSS)	(554)	(2.3%)	(301)	(1.2%)	(203)	(1.1)	(435)	(1.8)	(119)	(0.5%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - NOVEMBER 2018 (\$000's) DIVISIONS FULLY ALLOCATED

		NOVE	MBER (10	/28/18 - 11/2	4/18)			FY 17	7-18]			F	ISCAL YEA	R 2018-201	9			FY 1	7-18
				T MONTH	,			**		1					7/29/18 - 11				*1	
ACTU	AL	BUDO	GET		VARIA	ANCE		LAST YE	AR ACT		ACTI	JAL	BUD	GET		VARI	ANCE		LAST YE	AR ACT
				ACT/		ACT/LY										ACT/BUD		D ACT/LY ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,629		2,939		(310)	(10.5%)	170	6.9%	2,459		UCLA Store	16,395		17,734		(1,339)	(7.6%)	(949)	(5.5%)	17,344	
1,518		1,645		(127)	(7.7%)	13	0.9%	1,505		UCLA Restaurants	5,482		5,874		(392)	(6.7%)	177	3.3%	5,305	
523 139		536 143		(13) (4)	(2.4%) (2.8%)	110 18	26.6% 14.9%	413 121		Services Division UCLA Student Union	1,788 506		1,767 524		21 (18)	1.2% (3.4%)	88 43	5.2% 9.3%	1,700 463	
4.809		5.263		(454)	(8.6%)	311	6.9%	4,498		TOTAL	24,171		25,899		(1,728)	(6.7%)	(641)	(2.6%)	24,812	
4,000		0,200		(404)	, ,,	011		4,450			2-1,111		20,000		(1,720)		(0+1)	` '	24,012	
978	37.2%	1,119	38.1%	(141)	Pts. (0.9)	35	Pts. (1.1)	943	38 3%	GROSS MARGIN UCLA Store	5,374	32.8%	5,838	32.9%	(464)	Pts. (0.1)	(182)	Pts. 0.8	5,556	32.0%
1,083	71.3%	1,176	71.5%	(93)	(0.9)	6	(0.3)	1,077		UCLA Restaurants	3,899	71.1%	4,175	71.1%	(276)	0.0	119	(0.2)	3,780	71.3%
522	99.8%	535	99.8%	(13)	0.0	109	(0.2)	413	100.0%	Services Division	1,787	99.9%	1,766	99.9%	21	0.0	89	0.0	1,698	99.9%
81	58.3%	86	60.1%	(5)	(1.8)	13	2.1	68	56.2%	UCLA Student Union	320	63.2%	307	58.6%	13	4.6	62	7.5	258	55.7%
2,664	55.4%	2,916	55.4%	(252)	0.0	163	(0.2)	2,501	55.6%	TOTAL	11,380	47.1%	12,086	46.7%	(706)	0.4	88	1.6	11,292	45.5%
										TOTAL CONTROLLABLES										
838	31.9%	835	28.4%	(3)	(3.5)	(81)	(1.1)	757	30.8%	UCLA Store	3,544	21.6%	3,572	20.1%	28	(1.5)	(181)	(2.2)	3,363	19.4%
928	61.1%	915	55.6%	(13)	(5.5)	(92)	(5.6)	836	55.5%	UCLA Restaurants	3,445	62.8%	3,580	60.9%	135	(1.9)	(259)	(2.7)	3,186	60.1%
258	49.3%	260	48.5%	2	(8.0)	(36)	4.5	222	53.8%	Services Division	890	49.8%	849	48.0%	(41)	(1.8)	(44)	0.0	846	49.8%
120	86.3%	136	95.1%	16	8.8	13	23.6	133	109.9%	UCLA Student Union	478	94.5%	511	97.5%	33	3.0	12	11.3	490	105.8%
2,144	44.6%	2,146	40.8%	2	(3.8)	(196)	(1.3)	1,948	43.3%	TOTAL	8,357	34.6%	8,512	32.9%	155	(1.7)	(472)	(2.8)	7,885	31.8%
										CONTRIBUTION										
141	5.4%	285	9.7%	(144)	(4.3)	(45)	(2.2)	186		UCLA Store	1,830	11.2%	2,266	12.8%	(436)	(1.6)	(363)	(1.4)	2,193	12.6%
155 264	10.2% 50.5%	261 275	15.9% 51.3%	(106)	(5.7)	(86) 73	(5.8)	241 191	16.0%	UCLA Restaurants	454 897	8.3% 50.2%	595 917	10.1% 51.9%	(141)	(1.8)	(140) 45	(2.9) 0.1	594 852	11.2% 50.1%
(39)	(28.1%)	(50)	(35.0%)	(11) 11	(0.8) 6.9	26	4.3 25.6	(65)	46.2% (53.7%)	Services Division UCLA Student Union	(158)	(31.2%)	(204)	(38.9%)	(20) 46	(1.7) 7.7	45 73	18.7	(231)	(49.9%)
521	10.8%	771	14.6%	(250)	(3.8)	(32)	(1.5)	553	(/	TOTAL	3,023	12.5%	3,574	13.8%	(551)	(1.3)	(385)	(1.2)	3,408	13.7%
İ				(1 1)	(/	(-)	(-/,			ALLOCATED EXPENSES	,		-,-		(/	(- /	(,	,	,	
502	19.1%	611	20.8%	109	1.7	2	1.4	504	20.5%	UCLA Store	2.348	14.3%	2.655	15.0%	307	0.7	(32)	(0.9)	2,316	13.4%
389	25.6%	367	22.3%	(22)	(3.3)	14	1.2	403	26.8%	UCLA Restaurants	1,434	26.2%	1,385	23.6%	(49)	(2.6)	(47)	(0.1)	1,387	26.1%
117	22.4%	100	18.7%	(17)	(3.7)	(9)	3.8	108	26.2%	Services Division	425	23.8%	378	21.4%	(47)	(2.4)	(32)	(0.7)	393	23.1%
95	68.3%	95	66.4%	0	(1.9)	(5)	6.1	90	74.4%	UCLA Student Union	395	78.1%	379	72.3%	(16)	(5.8)	(45)	(2.5)	350	75.6%
1,103	22.9%	1,173	22.3%	70	(0.6)	2	1.7	1,105	24.6%	TOTAL	4,602	19.0%	4,797	18.5%	195	(0.5)	(156)	(1.1)	4,446	17.9%
										NET INCOME (LOSS) FROM OPERATIONS										
(361)	(7.5%)	(326)	(6.2%)	(35)	(1.3)	(42)	(0.4)	(319)	(7.1%)	UCLA Store	(518)	(2.1%)	(389)	(1.5%)	(129)	(0.6)	(394)	(1.6)	(124)	(0.5%)
(233)	(4.8%)	(107)	(2.0%)	(126)	(2.8)	(72)	(1.2)	(161)	(3.6%)	UCLA Restaurants	(980)	(4.1%)	(790)	(3.1%)	(190)	(1.0)	(187)	(0.9)	(793)	(3.2%)
147	3.1%	175	3.3%	(28)	(0.2)	64	1.3	83	1.8%	Services Division	472	2.0%	539	2.1%	(67)	(0.1)	12	0.1	460	1.9%
(135)	(2.8%)	(144)	(2.7%)	9	(0.1)	20	0.6	(155)	(/	UCLA Student Union	(553)	(2.3%)	(583)	(2.3%)	30	0.0	28	0.0	(581)	(2.3%)
(582)	(12.1%)	(402)	(7.6%)	(180)	(4.5)	(30)	0.2	(552)	(12.3%)	TOTAL	(1,579)	(6.5%)	(1,223)	(4.7%)	(356)	(1.8)	(541)	(2.3)	(1,038)	(4.2%)
										OTHER INC/(EXP)										
27	0.6%	2	0.0%	25	0.6	18	0.4	9		Non-Recurrent Inc/(Exp)	40	0.2%	8	0.0%	32	0.2	(4)	0.0	44	0.2%
32	0.7%	16	0.3%	16 0	0.4	17	0.4	15	0.3%	Interest Income	123	0.5%	59	0.2%	64	0.3	65 12	0.3	58	0.2%
(29)	(0.6%) 0.0%	(29)	(0.6%) 0.0%	2	0.0	3	0.1 0.0	(32)	(0.7%) 0.0%	Interest (Expense) Income Taxes	(116)	(0.5%) 0.0%	(116) (7)	(0.4%) 0.0%	0 7	(0.1) 0.0	12	0.0 0.0	(128) 0	(0.5%) 0.0%
244	5.1%	244	4.6%	0	0.0	8	(0.1)	236	5.2%	Student Union Fee Income	978	4.0%	978	3.8%	0	0.0	33	0.0	945	3.8%
274	5.7%	231	4.4%	43	1.3	46	0.6	228		TOTAL	1,025	4.2%	922	3.6%	103	0.6	106	0.5	919	3.7%
(308)	(6.4%)	(171)	(3.2%)	(137)	(3.2)	16	0.8	(324)	(7.2%)	NET INCOME (LOSS)	(554)	(2.3%)	(301)	(1.2%)	(253)	(1.1)	(435)	(1.8)	(119)	(0.5%)
(300)	(0.4 /0)	(171)	(3.2 %)	(137)	(3.2)	10	0.0	(324)	(1.270)	INC. INCOME (LOSS)	(334)	(2.3 %)	(301)	(1.270)	(233)	(1.1)	(433)	(1.0)	(119)	(0.5%)

ASUCLA P/L Reconciliation Nov-18

Financial Analysis	\$0	00's
	No	v-18
Budgeted Net Income/(Loss)		(17)
von . a.		
UCLA Store Gross Margin:	\vdash	
•	(107)	-
Bearwear below plan due to a general lack of enthusiasm resulting in lower demand for product and lower than anticipated sales at the Rose Bowl due to low fan attendance	8	\vdash
Fast Track above plan: timing issue as Monster Sale was budgeted in October, rather than when occurred in November	(11)	\vdash
E-Commerce below plan: Score Big promotions were not as expected as the percentages based on touchdowns were lower than prior year New Text below plan: mostly timing, as there were fewer late requisitions as compared to prior years and sales were captured in October	(8)	
CRS above plan due to securing three new clients as a result of outreach efforts	10	
LuValle Books below plan due mostly to a change in the costing method (year-end results will even out to budget targets)	(8)	
Total Wages above plan	(10)	
Other, various gross margin negative variances with slight offset by positive controllables	(18)	
Total Contribution	(10)	(14
UCLA Restaurants		(1.
Gross Margin:	\vdash	
Northern Lights below plan: continued traffic decline to the general area and budgeted sales overstatement for the Friday before Veteran's Day holiday	(5)	
North Campus Student CTR below plan due to unplanned closure for two days, general traffic decline and budget overstatement	(17)	
CSSC above plan: Blaze & Peet's coffee sales higher than anticipated	15	
LuValle Food Servery below plan: customer and sales variances every Monday (possible changes with Law School schedule or surrounding areas), and new menu program not initiated yet	(7)	
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day (working with staff to reverse the trend)	(12)	
Taco Bell below plan: customer count met planned targets however average check was erroneously budgeted for a significant increase	(6)	
Music Café below plan due to decline in customer count (working with staff to reverse the trend)	(5)	
Catering below plan due to less various weekend events	(8)	
Concessions below plan: new soccer venue has significantly decreased sales at men's and women's events, and men's basketball attendance is very low in pre-season due to schedule	(24)	
Total Wages above plan	(16)	
Other, various gross margin negative variances with slight offset from positive controllables	(21)	
Total Contribution		(106
Services		
Gross Margin:		
Licensing Domestic below plan: delay in receiving sales/royalty reports (agent's system conversion issues), thus estimates made based on the current 3% downward trend over prior year	(31)	
Licensing Campus Sourcing below plan: partly due to decision to maintain an applicable royalty rate of 6% rather than the planned escalation to 8% and estimates as noted in Domestic	(6)	1
Licensing International above plan: mostly lower results from Japan and India offset by stronger results from H&M	6	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21	
Photography below plan due to a decrease in bookings from the Athletic Department	(2)	
Total Wages above plan	(10)	
Other, positive controllables mostly Licensing	11	
Total Contribution		(1)
UCLA Student Union		
Gross Margin:		
Event Services below plan mostly due to decrease in number of spaces reserved by student groups	(5)	
Total wages below plan	3	<u> </u>
Other, positive controllables (mostly student event expense which offsets the student programming income reduction)	13	<u> </u>
Total Contribution		1
Allocated Expenses and Other		
A&SS below plan with savings mostly in wages, employee benefits and UCPath charges	50	
Facilities lower than plan mostly wages for capital projects	5	
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	7	<u> </u>
Depreciation below plan due to timing for capital projects	8	
Other: positive interest income due to higher cash balance and interest rate in addition to receipt of insurance payment related to prior year water leak	43	
Total		11
Actual Net Income/(Loss)		(30

ASUCLA P/L Reconciliation Year-To-Date Through November, 2018

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)	-	(30)
UCLA Store		
Gross Margin:	4	
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	(236)	
E-Commerce below plan: overall decline in fan enthusiasm	(102)	
New Text below plan: interaction between New and Used as lower sales were impacted by new rental program in Used Text	(48)	ļ
Used Text above plan: positive impact of new rental program and availability of inventory	32	
CRS above plan mostly due to securing new clients	22	<u> </u>
Computer Store below plan: significant weakness in institutional demand for Apple products	(39)	
HSS Dental below plan: timing related to backordered items	(93)	
Total Wages above plan	(4)	<u> </u>
Other, positive controllables mostly employee benefits, telephone and bank card expense	32	<u> </u>
Total Contribution	+	(43
UCLA Restaurants	+	1
Gross Margin:	+	
Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days	27	
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated	(32)	
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	32	
Café Synapse below plan due to ongoing customer traffic decline	(19)	1
LuValle Food Servery below plan: less customers than expected and new menu program not initiated yet	(20)	1
Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day	(27)	
Taco Bell below plan: mostly lower average check	(13)	
Music Café below plan due mostly to decline in customer count	(15)	1
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(28)	
Concessions below plan due to lower sales at men's and women's soccer events and men's basketball Total Wages lower than plan	52	
Other, various gross margin negative variances offset by positive controllables (mostly employee benefits, paper and commission expense)	10	
Total Contribution	10	(14
Services		(
Gross Margin:		
Licensing Domestic below plan due to downward sales trend	(38)	
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	12	
Licensing Campus Sourcing close to plan	2	
Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October)	(14)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	62	
Photography slightly below plan due to reduced Athletic bookings	(3)	
Total Wages above plan	(38)	
Other, negative controllables mostly Licensing	(3)	
Total Contribution		(2
UCLA Student Union		
Gross Margin:		
Event Services above plan mostly due to two unanticipated shoots and other client events	18	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(3)	
Total Wages below plan	6	
Other, positive controllables	25	
Total Contribution		4
Allocated Expenses and Other		<u> </u>
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	183	
Facilities above plan due to rental of portable air conditioning units and other repairs	(73)	<u> </u>
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.	52	
Depreciation lower than plan due to timing of capitals	33	
Other- mostly higher interest income and non-recurrent	103	
Total	\bot	29
Actual Net Income/(Loss)		(55

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

	Current Month	Prior Month	Prior Year
	November 2018	October 2018	July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$14,032	\$12,596	\$13,915
Accounts receivable	4,750	5,288	3,844
Less: Allowance for doubtful accounts	(594)	(592)	(580)
Accounts receivable, net	4,156	4,696	3,264
Student fees receivable	1,096	851	118
Short term note receivable	0	0	200
Inventories	7,172	7,020	6,248
Prepaid expenses and other current assets	241	288	319
Total current assets	26,697	25,451	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,978	72,902	72,708
Less: Accumulated depreciation	(50,984)	(50,781)	(50,163)
Total long term assets	21,994	22,121	22,545
TOTAL ASSETS	\$48,691	47,572	\$46,609
101AL ASSE13	\$40,091	47,372	\$40,009
LIABILITIES AND RETAINED EARNINGS CURRENT LIABILITIES:			
Accounts payable	\$6,637	\$7,168	\$7,049
Wages and payroll taxes payable	7,224	4,891	5,551
Sales tax payable & other liabilities	934	1,314	625
Interest payable	190	161	74
Deferred income	1,621	1,581	518
Funds held for others	185	249	338
Current portion of long term debt	867	867	867
Total current liabilities	17,658	16,231	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	24,753	23,326	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(554)	(246)	(659)
Ending Balance	23,938	24,246	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$48,691	47,572	\$46,609

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS November 2018 (\$000's)

			Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$308)	(\$554)	(\$119)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	208	830	764
(Increase)/decrease in current assets:			
Accounts receivable	540	(892)	(912)
Student fees receivable	(245)	(978)	(750)
Short term note receivable	0	200	0
Inventories	(152)	(924)	(493)
Prepaid expenses and other current assets	47	78	114
Increase/(decrease) in current liabilities:			
Accounts payable	(531)	(412)	626
Sales tax payable & other liabilities	(380)	309	135
Wages and payroll taxes payable	2,334	1,673	(342)
Interest payable	29	116	(67)
Deferred Income	40	1,103	419
Funds held for others	(64)	(153)	27
Net cash provided/(used) by operating activities	1,518	396	(598)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(82)	(261)	(559)
Change in capital projects in progress	0	(18)	0
ananga masapatan projessa mprogram		(10)	
Net cash used in investing activities	(82)	(279)	(559)
	(=-/	(=: 0)	(333)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
	,		<u> </u>
Net cash provided/(used) by financing activities	0	0	0
,	-	-	-
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	1,436	117	(1,157)
, , , , , , , , , , , , , , , , , , , ,	, , , , ,		(,,,,,,,
CASH AND CASH EQUIVALENTS, Beginning	12,596	13,915	12,191
. 3	,	,	· · · · · ·
CASH AND CASH EQUIVALENTS, Ending	\$14,032	\$14,032	\$11,034

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION November 2018 (\$000's)

CASH AND CASH EQUIVALENTS	\$14,032
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
Store POS	(250)
North Campus Restroom Remodel	(250)
AU Freight Elevators Fire and Cab Doors	(200)
AU 1st Floor Restrooms	(193)
TFC Dining Room Remodel	(153)
Subtotal	(1,762)
Adjustment for Cash Overdraft Entry	(903)
Uncommitted Cash	11,367
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	15,105
RESERVE SURPLUS (DEFICIT)	(\$3,738)

ASUCLA SERVICES AND ENTERPRISES

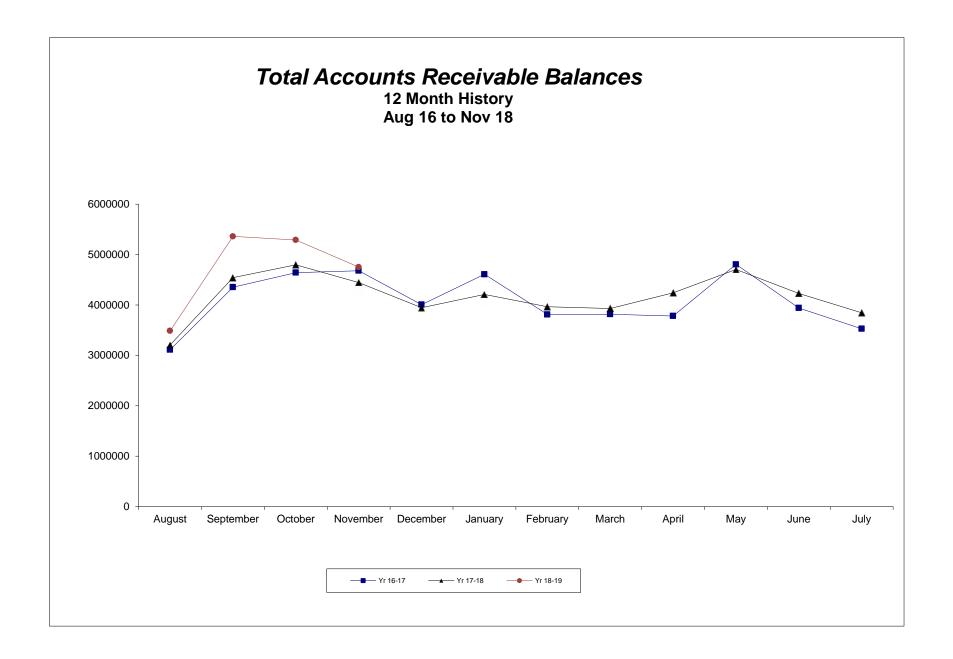
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 November 2018

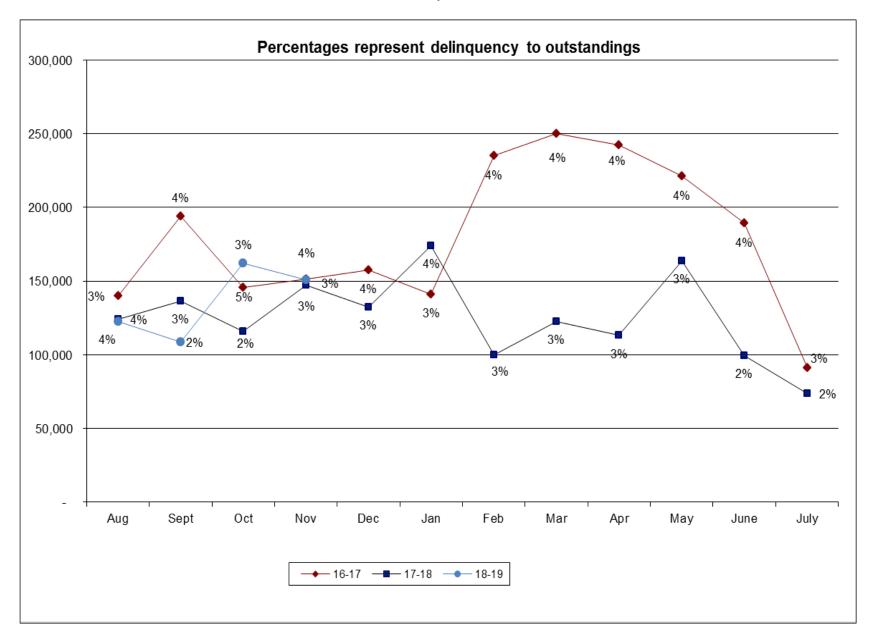
			-2019 Novemb		PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	
		Payments	PO's	Total	Balance	Pending	(Under)	Status
Store/Services								
2018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-003 AU B-Level Bearwear Update	125.0	73.4	23.6	97.0	28.0		0.0	In Progress
2018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-005 Printer Equipment Replacement	60.0	5.8	38.0	43.8	16.2		0.0	In Progress
Total Store/Services	410.0	79.2	61.6	140.8	44.2	225.0	0.0	
Food Service		ı						
2018-006 FS Miscellaneous and Unanticipated	50.0	0.0	22.4	22.4	27.6		0.0	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	0.0	100.0	0.0	Pending
2018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
Total Food Services	300.0	0.0	42.4	42.4	27.6	230.0	0.0	
Technology								
2018-015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-016 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2018-017 Store Website Update	50.0	17.3	0.0	17.3	32.7		0.0	In Progress
2018-018 Store POS	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2018-019 Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.0		(0.9)	Completed Awaiting Invoice
2018-032 Mobile Application Development	0.0	25.2	0.0	25.2	29.8		55.0	In Progress
Total Technology	335.0	46.6	0.0	46.6	62.5	280.0	54.1	
<u>Others</u>								
2018-020 Fac. Misc. and Remodels	50.0	9.6	0.0	9.6	40.4		0.0	In Progress
2018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2018-022 KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-023 Restroom Partitions	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2018-024 LVC Kitchen Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2018-025 North Campus Restroom Remodel	250.0	0.0	3.5	3.5	246.5		0.0	In Progress
2018-026 KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2018-028 Custodial Replacements	10.0	0.0	3.0	3.0	7.0		0.0	In Progress
2018-029 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2018-030 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2018-031 Replace DVR	40.0	0.0	44.8	44.8	0.0		4.8	Completed Awaiting Invoice
2018-033 LVC Store AC Replacement	0.0	19.1	19.2	38.3	0.0		38.3	Completed Awaiting Invoice
2018-034 NC Flooring	0.0	0.0	0.0	0.0	27.0		27.0	Pending
2018-035 NC Exterior Wood Replacement	0.0	0.0	0.0	0.0	10.0		10.0	Pending
Total Others	705.0	28.7	70.5	99.2	330.9	355.0	80.1	Ŭ
Total Current Year Projects	1,750.0	154.5	174.5	329.0	465.2	1,090.0	134.2	

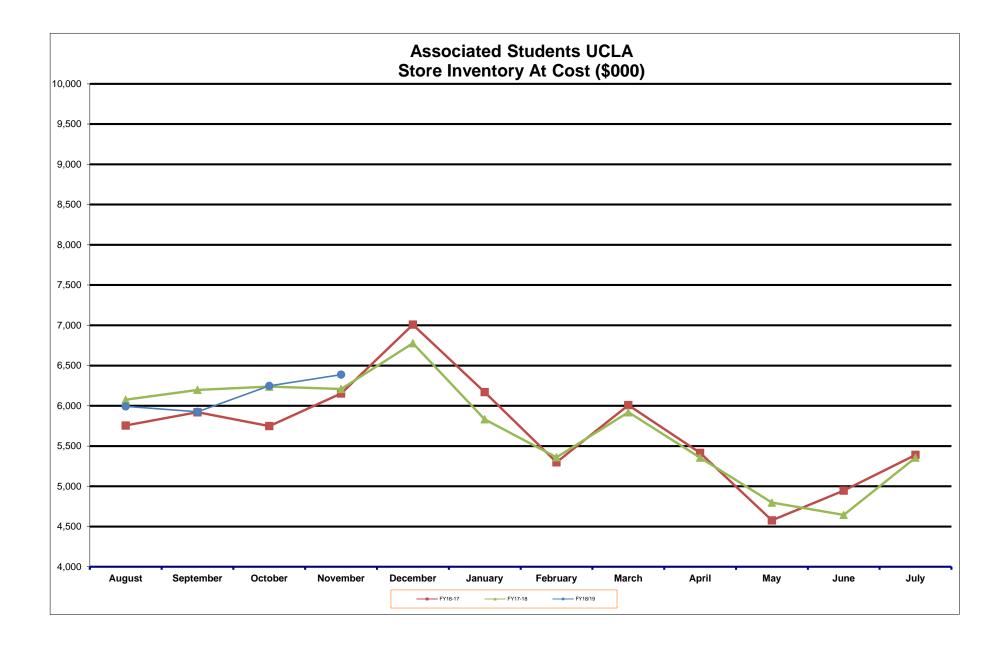
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

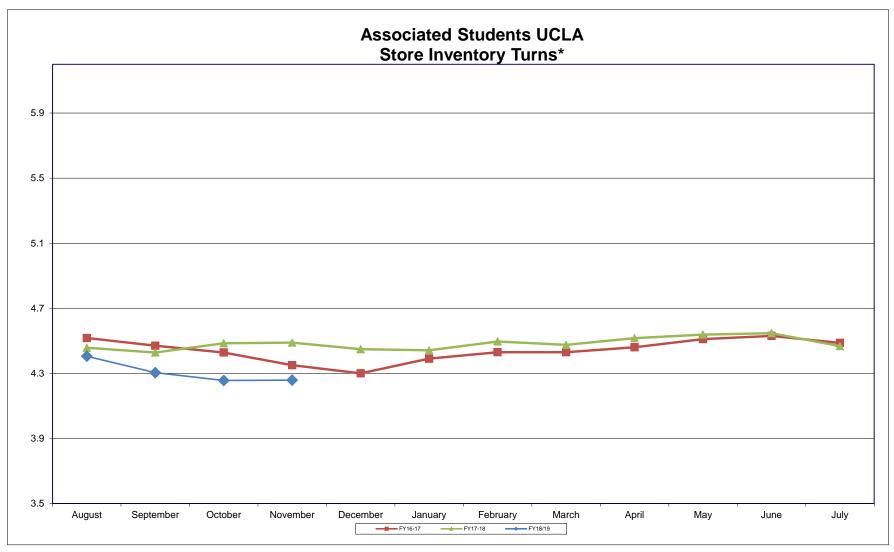
11/24/18 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$878,354	21%	\$285,113	68%	\$56,758	70%	\$3,257	35%	\$1,002	3%	\$4,739	17%	\$1,229,223	26%
ASUCLA PUBLICATIONS	\$89,943	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,943	2%
ASUCLA USA/GSA	\$117,414	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$117,414	2%
DUE FROM VENDORS	\$468,872	11%	\$52,662	12%	\$17,055	21%	\$4,362	46%	\$30,622	93%	\$20,414	75%	\$593,987	13%
DENTAL KITS	\$538,895	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$538,895	11%
OTHER	\$2,083,443	50%	\$84,406	20%	\$7,276	9%	\$1,793	19%	\$1,447	4%	\$2,260	8%	\$2,180,625	46%
TOTAL CURRENT MONTH	\$4,176,921	100%	\$422,181	100%	\$81,089	100%	\$9,412	100%	\$33,071	100%	\$27,413	100%	\$4,750,087	100%
	88%		9%		2%		0%		1%		0%		100%	
10/27/18 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$900,102	18%	\$189,894	73%	\$36,858	43%	\$4,140	22%	\$788	3%	\$7,411	27%	\$1,139,193	22%
ASUCLA PUBLICATIONS	\$87,491	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,491	2%
ASUCLA USA/GSA	\$87,249	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,249	2%
DUE FROM VENDORS	\$280,305	6%	\$16,840	7%	\$11,421	13%	\$13,068	70%	\$27,161	93%	\$18,108	64%	\$366,903	7%
DENTAL KITS	\$627,929	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$627,929	12%
OTHER	\$2,884,030	59%	\$51,972	20%	\$37,995	44%	\$1,449	8%	\$1,153	4%	\$2,443	9%	\$2,979,042	55%
TOTAL CURRENT MONTH	\$4,867,106	100%	\$258,706	100%	\$86,274	100%	\$18,657	100%	\$29,102	100%	\$27,962	100%	\$5,287,807	100%
	92%		5%		2%		0%		1%		0%		100%	
09/29/18 Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,040,738	20%	\$69,102	49%	\$20,829	55%	\$795	6%	\$4,003	12%	\$3,950	16%	\$1,139,417	21%
ASUCLA PUBLICATIONS	\$53,656	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,656	1%
ASUCLA USA/GSA	\$75,646	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,646	1%
DUE FROM VENDORS	\$424,907	8%	\$10,792	8%	\$9,788	26%	\$11,920	85%	\$27,957	88%	\$18,638	75%	\$504,002	9%
DENTAL KITS	\$955,543	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$955,543	18%
OTHER	\$2,560,308	51%	\$60,812	43%	\$7,385	19%	\$1,250	9%	\$112	0%	\$2,215	9%	\$2,632,082	50%
TOTAL CURRENT MONTH	\$5,110,798	100%	\$140,706	100%	\$38,002	100%	\$13,965	100%	\$32,072	100%	\$24,803	100%	\$5,360,346	100%
	95%		3%		1%		0%		1%		0%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







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

UCLA STORE INCOME STATEMENT

NOV	04(10/28/18-11/	24/10)	1		ISCAL YEAR 18-1	o I	FISCAL YE	AD 17 10
	CURRENT MONTH				MO(07/29/18-11/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
782,563	782,381	182	ACADEMIC SUPPORT DIV	6,465,530	6,910,793	<445,263>	695,645	6,937,330
1,227,839	1,381,494		GENERAL MDSE DIVISION	5,261,026	5,677,950	<416,924>	1,030,558	5,335,656
131,561	139,577		HILLTOP SHOP	430,974	441,200	<10,226>	134,539	425,943
122,660	131,185		LU VALLE COMMONS STORE E-COMMERCE DIVISION	753,113	786,652 659,000	<33,539>	116,787	792,585
135,767 155,480	161,000 273,482		HEALTH SCIENCES STORE	476,087 2,430,566	2,790,509	<182,913> <359,943>	151,661 256,714	611,743 2,830,475
0	0	0	OPERATIONS DIVISION	16,905	0	16,905	0	0
2,555,870	2,869,119	<313,249>	TOTAL SALES	15,834,201	17,266,104	<1,431,903>	2,385,904	16,933,733
1,640,075	1.807.285	167,210	Less: Cost of Sales	10,958,512	11,828,501	869.989	1,506,976	11,721,391
1,040,073	1,007,203	107,210	Less. Cost of Sales	10,730,312	11,020,301	007,707	1,300,770	11,721,371
			Less: Shrinkage					
2,190 6,430	2,410 6,725	220 295	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	20,717 27,013	20,940 29,020	223 2,007	2,230 5,286	23,740 27,565
616	640	24	HILLTOP SHOP	1,981	2,020	39	626	1,945
637	700	63	LU VALLE COMMONS STORE	3,973	4,310	337	548	4,265
784	2,170	1,386	HEALTH SCIENCES STORE	8,857	10,710	1,853	1,043	10,018
10,657 1,650,732	12,645 1,819,930	1,988 169,198	SHRINKAGE TOTAL COST OF SALES	62,541 11,021,053	67,000 11,895,501	4,459 874,448	9,733 1,516,708	67,533 11,788,924
1,050,732	1,619,930	109,190	TOTAL COST OF SALES	11,021,053	11,695,501	674,446	1,516,706	11,700,924
64.2	63.0	<1.2>	COST OF SALES %	69.2	68.5	<0.7>	63.2	69.2
905,138	1,049,189	<144,051>	GROSS MARGIN	4,813,148	5,370,603	<557,455>	869,196	5,144,809
35.8 0.4	37.0 0.4	<1.2>	GROSS MARGIN % SHRINKAGE %	30.8 0.4	31.5 0.4	<0.7> <0.0>	36.8 0.4	30.8 0.4
0.4	U.4	0.0	JIIKIINKAGÉ 70	0.4	0.4	<0.0>	0.4	0.4
35.4	36.6	<1.2>	NET GROSS MARGIN %	30.4	31.1	<0.7>	36.4	30.4
14.8	16.4		ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	16.8	17.6	<0.8>	18.3	17.9
46.0 40.3	47.8 41.7		GENERAL MDSE DIVISION HILLTOP SHOP	48.9 41.4	49.2 41.5	<0.4> <0.0>	48.3 40.9	48.7 41.9
34.4	41.5		LU VALLE COMMONS STORE	30.5	32.4	<1.9>	42.0	31.4
49.1	48.7	0.4	E-COMMERCE DIVISION	51.1	50.5	0.6	48.9	49.8
40.6	25.5	15.1	HEALTH SCIENCES STORE	20.1	21.1	<1.1>	25.6	20.5
0.0	0.0	0.0	OPERATIONS DIVISION	100.0	0.0	100.0	0.0	0.0
73,300	70,208	3,092	OTHER INCOME	560,494	467,703	92,791	73,444	410,696
978,438	1,119,397	<140,959>	GROSS MARGIN/OTHER	5,373,642	5,838,306	<464,664>	942,640	5,555,505
			Less: Controllable Exp					
259,461	259,873	412	Career Wages	1,034,735	1,041,863	7,128	240,057	970,733
0	0	0	Limited Appointment	0	0	0	2,415	4,718
210,357	200,306	<10,051>	Student Wages	925,786	914,510	<11,276>	181,375	831,199
469,817 18.4	460,179 16.0	<9,638> <2.3>	TOTAL WAGES WAGE % TO SALES	1,960,521 12.4	1,956,373 11.3	<4,148> <1.1>	423,847 17.8	1,806,649 10.7
10.4	10.0	(2.5)	WAGE 70 TO SALES	12.4	11.5	(1.17	17.0	10.7
128,197	125,862		Employee Benefits	485,222	507,056	21,834	115,760	471,474
4,732	5,230	498	Office Supplies	39,132	30,936	<8,196>	4,599	34,283
7,128 25	12,720 14	5,592 <11>	Telephone Postage	27,497 77	48,061 56	20,564 <21>	13,205 31	49,311 90
515	1,800	1,285	Trav/Trips/Conference	7,036	5,000	<2,036>	1,677	4,301
299	50	<249>	Membership Fees	1,022	200	<822>	0	1,745
3,807	3,940	133	Operating Supplies	26,922	22,270	<4,652>	3,929	22,509
17,756 1,050	17,520 1,050		Freight Out Transportation	86,253 4,150	88,297 4,200	2,044 50	15,086 1,050	83,883 4,200
0	0	0	Merchandise Losses	4,130	4,200	0	656	656
27,017	15,570	<11,447>	Advertising	141,739	116,988	<24,751>	15,473	115,960
<5,089>	<2,750>	2,339	Vendor Adv. Allowance	<10,677>	<11,850>	<1,173>	<1,070>	<11,599>
65,003 <341>	65,025 2,050	22 2,391	Direct Mail Adv. Repairs & Maintenance	275,044 19,745	275,100 12,600	56 <7,145>	64,310 1,890	274,344 16,232
64,291	79,110	14,819	Bank Card Expense	296,073	327,778	31,705	63,420	304,592
339	0	<339>	Overs/Shorts	3,974	0	<3,974>	<1,402>	4,164
2,446	0		Credit Card Adjustments	3,222	0	<3,222>	2,793	8,341
0	0	0	Textbook Rental Exp Rentals-Truck	0 2,248	0 3,200	<0> 952	0 259	0 3,399
11,259	10,550	<709>		41,023	41,800	752 777	11,884	48,334
0	0	0	Temp Agency Service	348	0	<348>	244	1,339
671	600	<71>	Commission Expense	4,086	6,200	2,114	395	7,539
19,870 0	13,234 0	<6,636> 0	Concession Expense Alloc of Distr Cntr	63,091 0	46,419 4	<16,672> 4	100 0	38,759 0
18,947	23,020	4,073	Payment to UCLA	65,903	91,170	25,267	18,389	72,311
367,922	374,595	6,673	TOTAL OTHER CONTROL.	1,583,132	1,615,485	32,353	332,675	1,556,166
837,739	834,774	<2,965>		3,543,652	3,571,858	28,206	756,522	3,362,815
140,699	284,623	<143,924>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,829,990	2,266,448	<436,458>	186,118	2,192,690
140,077	204,023	(143,724)	SVOS AND ENTERNINGES	1,027,770	2,200,440	(430,430)	100,110	2,172,070
			Less: Allocated Exp					
24 740	40 140	11 400	Allocated Even LID	140 510	205 27/	25.050	42.074	100 / 22
36,719 131,230	48,142 161,855	11,423 30,625	Allocated ExpHR Allocated Exp. Fin	169,518 610,737	205,376 703,605	35,858 92,868	42,961 121,438	189,622 597,324
47,909	70,941	23,032	Allocated ExpIS	254,726	314,465	59,739	53,648	264,143
37,139	35,533	<1,606>	Allocated Exp. Mktg	169,379	159,330	<10,049>	27,903	128,576
86,005	119,571	33,566	Allocated Exp Othr SA	446,050	548,111	102,061	94,137	474,519
79,871 25,635	80,003 27,937	132 2,302	Maintenance Utilities	364,350 104,287	334,668 120,987	<29,682> 16,700	79,447 27,639	314,667 120,018
25,635 57,496	27,937 67,180	2,302 9,684	Depreciation	228,745	268,720	39,975	27,639 56,870	227,481
502,004	611,162	109,158	TOTAL ALLOCATED EXP	2,347,791	2,655,262	307,471	504,043	2,316,350
2/4 225	.007.500	24.777	NET INCOME (LOCC)	.547.004	.200.011	.400.007	.047.005	.100 //6
<361,305>	<326,539>	< 34,/06>	NET INCOME (LOSS)	<517,801>	<388,814>	<128,987>	<317,925>	<123,660>

NOV.	04(10/28/18-11/2	24/18)]	F	ISCAL YEAR 18-1	9	FISCAL Y	AR 17-18
	CURRENT MONTH				MO(07/29/18-11		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
407 (07	101.007	4.400	OFNEDAL DIVIGION	747 404	750.077	40.407	100.000	700.0/7
187,637 189,240	191,826 231,759	<4,189>	CENTRAL DIVISION NORTH CAMPUS DIVISION	717,491 711,897	759,977 770,244	<42,486> <58,347>	189,902 225,706	722,067 748,275
174,292	183,331		SOUTH DIVISION	636,280	690,458	<54,178>	112,399	437,570
270,026	272,868		LU VALLE DIVISION	934,985	936,534	<1,549>	256,140	870,562
281,563	312,260		COOPERAGE DIVISION	1,048,420	1,130,468	<82,048>	306,333	1,089,674
207,353	240,391	<33,038>	SPECIAL EVENTS DIVISION	652,812	795,989	<143,177>	217,219	706,249
1,310,110	1,432,435	<122,325>	TOTAL SALES	4,701,884	5,083,670	<381,786>	1,307,698	4,574,396
424.017	4/0.000	24.002	Lance Control Solon	1 502 500	1 (00 001	117, 202	407.057	1 505 17/
434,917 33.2	469,000 32.7	34,083 <0.5>	Less: Cost of Sales COST OF SALES %	1,582,589 33.7	1,698,881 33.4	116,292 <0.2>	427,257 32.7	1,525,176 33.3
875,194	963,435	<88,241>	GROSS MARGIN	3,119,295	3,384,789	<265,494>	880,441	3,049,220
66.8	67.3	<0.5>	GROSS MARGIN %	66.3	66.6	<0.2>	67.3	66.7
67.6	67.7	<0.1>		67.0	67.5	<0.5>	67.6	67.4
67.0	65.6	1.4	NORTH CAMPUS DIVISION	65.9	65.4	0.5	64.4	65.1
69.7 68.8	65.4 68.7	4.3 0.1	SOUTH DIVISION LU VALLE DIVISION	68.2 68.1	65.7 68.5	2.5 <0.4>	65.5 69.6	67.3 69.5
66.0	66.8		COOPERAGE DIVISION	65.3	66.0	<0.4>	67.8	66.3
66.9	69.2	<2.3>	SPECIAL EVENTS DIVISION	65.5	66.6	<1.1>	67.9	64.7
208,305	212,238	<3,933>	OTHER INCOME	779,669	790,050	<10,381>	196,939	731,100
1,083,499	1,175,673	<92,174>	GROSS MARGIN/OTHER	3,898,965	4,174,839	<275,874>	1,077,380	3,780,320
			Lace Controllable Fun					
			Less: Controllable Exp					
299,517	313,999	14,482	Career Wages	1,198,217	1,275,309	77,092	277,990	1,140,366
1,733	2,122	389	Limited Appointment	8,058	8,879	821	3,438	3,438
329,073	301,020	<28,053>		1,207,849	1,183,982	<23,867>	280,454	1,046,985
<43,173>	<46,198>	<3,025>	Labor Recharge	<168,993>	<170,568>	<1,575>	<43,192>	<159,489>
587,150	570,943	<16,207>		2,245,131	2,297,602	52,471	518,689	2,031,299
44.8	39.9	<5.0>	WAGE % TO SALES	47.8	45.2	<2.6>	39.7	44.4
157,309	164,739	7,430	Employee Benefits	611,851	676,029	64,178	144,242	581,049
3,974	1,430	<2,544>	Office Supplies	8,667	8,045	<622>	1,098	8,762
2,693	4,205	1,512	Telephone	10,194	16,820	6,626	4,443	16,475
1,000	2,000	1,000	Training Programs	6,996	8,000	1,004	0	6,115
55,300	64,536	9,236	Paper	204,348	235,057	30,709	55,964	200,547
4.2	4.5	0.3	Paper % To Sales	4.4	4.6	0.3	4.3	4.4
4,702	4,954	252	Cleaning Supplies	25,733	20,287	<5,446>	6,319	22,555
<11,115>	<14,500>	<3,385>	9	<47,536>	<58,000>	<10,464>	<12,862>	<54,600>
9,037	2,390	<6,647>		27,745	11,405	<16,340>	3,207	10,778
8,056 2,080	3,906 910	<4,150>		24,268	17,930	<6,338>	4,672 172	16,352 9,876
2,080	1,330	<1,170> <1,171>	Uniforms Advertising	11,078 21,529	6,740 22,595	<4,338> 1,066	1,441	32,055
36	0	<36>	Dorm Coupons Expense	51	22,343	<51>	<1>	32,033
8,916	7,230	<1,686>		35,856	30,769	<5,087>	15,467	45,934
50,210	54,770	4,560	Bank Card Expense	155,217	172,125	16,908	51,354	157,235
2,330	2,101	<229>	Sales Tax Expense	8,353	7,420	<933>	2,224	7,608
812	1,194	382	Overs/Shorts	487	4,533	4,046	478	3,286
18	0	<18>	,	30	0	<30>	9	9
274	0	<274>	Rentals	4,869	0	<4,869>	0	0
0	425	425	Rentals-Truck	0	1,700	1,700	0	0
238 8,158	238 0	<0>	Taxes & Licenses Professional Services	952 8,158	952 0	<0> <8,158>	238 0	4,564 0
1,092	0		Temp Agency Service	5,217	1,300	<8,158> <3,917>	957	2,667
33,385	42,359	8,974	Commission Expense	75,327	98,960	23,633	38,116	83,870
341,007	344,217	3,210	TOTAL OTHER CONTROL.	1,199,391	1,282,667	83,276	317,538	1,155,136
928,158	915,160	<12,998>		3,444,522	3,580,269	135,747	836,227	3,186,435
455	2/2 - : -	405 :	GROSS CONTRIBUTION TO					=00
155,341	260,513	<105,172>	SVCS AND ENTERPRISES	454,443	594,570	<140,127>	241,152	593,885
			Less: Allocated Exp					
45,890	53,432	7,542	Allocated ExpHR	193,810	214,722	20,912	52,574	213,112
75,789	55,703	<20,086>		220,489	175,906	<44,583>	74,297	203,664
27,669	24,414		Allocated ExpIS	90,081	78,375	<11,706>	32,822	90,144
21,449	12,229		Allocated Exp. Mktg	61,005	40,167	<20,838>	17,071	44,517
49,670 70,330	41,151 70,460	<8,519> 130	Allocated Exp Othr SA Maintenance	155,140 320,829	133,881 294,751	<21,259> <26,078>	57,593 69,958	157,775 277,081
22,573	24,605	2,032	Utilities	91,830	106,555	<26,078> 14,725	24,338	105,683
75,447	85,042	9,595	Depreciation	301,206	340,168	38,962	73,884	295,100
388,817	367,036	<21,781>	1 .	1,434,391	1,384,525	<49,866>	402,536	1,387,073
<233,476>	<106,523>	<126,953>	NET INCOME (LOSS)	<979,948>	<789,955>	<189,993>	<161,384>	<793,188>
21/ 204	220 202	-24 OO4 ·	TOTAL CUSTOMED COUNT	1 1/5 025	1 106 447	×40 040:	220 211	1 154 054
314,306 104,078	339,292 108,222	<24,986> <4,144>	TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	1,145,825 397,622	1,186,667 389,939	<40,842> 7,683	330,211 105,004	1,154,954 378,357
210,228	231,070		ASUCLA CUSTOMER COUNT	748,203	796,728	<48,525>	225,207	776,597
_ : 5,225					,,,25	,020>	,,	
7.02	6.86	0.16	TOTAL AVERAGE CHECK	7.04	6.88	0.16	6.56	6.54
9.07	8.85	0.23	3RD PARTY AVG CHECK	9.06	8.86	0.20	8.43	8.47
6.01	5.93	0.08	ASUCLA AVERAGE CHECK	5.97	5.92	0.05	5.69	5.60
20.070	27.7/7	.4 400	EMBLOVEE HOURS	110 514	110 115	-20/	27.024	100 207
28,870 45.38	27,767 50.99		EMPLOYEE HOURS SALES/LABOR HOUR	110,511 42.55	110,115 45.69	<396> <3.15>	27,834 46.98	109,297 41.85
13.30	50.77	\0.01>	S. LES/ENDOR HOUR	1 72.55	I 75.07	\J.1J>	70.70	71.00

SERVICES DIVISION INCOME STATEMENT

	04(10/28/18-11/2				ISCAL YEAR 18-1		FISCAL YE	
	CURRENT MONTH				MO(07/29/18-11/		LAST YEAR	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,838	13,755	<1.917>	PHOTOGRAPHY	63,566	66,380	<2,814>	13,731	66,075
11,838	13,755		TOTAL SALES	63,566	66,380	<2,814>	13,731	66,075
142	275	133	Less: Cost of Sales	1,211	1,322	111	127	2,102
11,696	13,480	<1,784>	GROSS MARGIN	62,356	65,058	<2,702>	13,604	63,973
98.8	98.0	0.8	GROSS MARGIN %	98.1	98.0	0.1	99.1	96.8
98.8	98.0	0.8	PHOTOGRAPHY	98.1	98.0	0.1	99.1	96.8
380,440	412,190	<31,750>	TRADEMARKS AND LICENSING	1,232,224	1,256,259	<24,035>	299,531	1,218,324
109,647	109,647	<0>	LEASED OPS	430,402	444,691	<14,289>	100,011	415,653
20,700	0	20,700	SPONSORSHIPS	62,100	0	62,100	0	0
510,787	521,837	<11,050>	OTHER INCOME	1,724,726	1,700,950	23,776	399,542	1,633,977
522,483	535,317	<12,834>	GROSS MARGIN/OTHER	1,787,081	1,766,008	21,073	413,146	1,697,950
			Less: Controllable Exp					
47,668	37,013	<10,655>	Career Wages	189,249	148,853	<40,396>	36,792	146,785
23	720		Student Wages	88	2,880	2,792	194	271
47,691	37,733	<9,958>	TOTAL WAGES	189,336	151,733	<37,603>	36,986	147,056
402.9	274.3	<128.5>	WAGE % TO SALES	297.9	228.6	<69.3>	269.4	222.6
27.040	17 500	0.440	Facilities Devention	07.070	70 721	27.240	17, 402	// 022
26,040 1,767	17,592		Employee Benefits Office Supplies	97,079	70,731	<26,348> <590>	16,403	66,033
4,136	515 515		Telephone	2,645 6,810	2,055 2,115	<4,695>	2,250 671	4,606 2,609
4,136	50		Postage	225	2,115	<4,695 <i>></i> <25>	0	2,609 53
0	0		Trav/Trips/Conference	10,463	6,500	<3,963>	0	6,519
2,250	2,250		Enforcement	6,688	6,750	62	2,500	7,246
237	4,375	4,138	Business Promotion	11,162	15,525	4,363	1,980	19,225
0	0	0	Repairs & Maintenance	0	0	0	0	466
0	1,050	1,050	Bad Debt	0	1,050	1,050	0	0
2,083	2,083	0	Professional Services	9,456	8,332	<1,124>	2,084	9,371
3,658	600	<3,058>		3,658	2,400	<1,258>	0	0
0	3,200		Trademark	2,940	12,800	9,860	6,371	12,071
66,798	69,773		Intern'l Agnt Fee/Tax	86,448	86,573	125	46,664	84,016
22,075	25,836		Domestic Agency Fee	98,203	101,844	3,641	22,057	101,282
0	0		Misc. Bank Charges	0	0	0	28	28
81,721 210,797	94,730 222,569	13,009 11,772	Payment to UCLA TOTAL OTHER CONTROL.	365,203 700,981	380,280 697,155	15,077 <3,826>	84,005 185,013	384,956 698,482
258,488	260,302	1,814	TOTAL CONTROLLABLE EXP	890,317	848,888	<41,429>	221,999	845,538
200,100	200,002	1,011	GROSS CONTRIBUTION TO	070,017	010,000	(11,1277	221,777	010,000
263,995	275,015	<11,020>	SVCS AND ENTERPRISES	896,764	917,120	<20,356>	191,147	852,412
			Less: Allocated Exp					
3,727	3,947	220	Allocated ExpHR	16,362	15,862	<500>	3,749	15,467
25,259	17,652		Allocated Exp. Fin	69,538	55,757	<13,781>	19,661	61,641
9,523	7,985		Allocated ExpIS	29,253	25,633	<3,620>	9,015	28,262
7,382	3,999	<3,383>	Allocated Exp. Mktg	19,994	13,135	<6,859>	4,689	13,870
17,096	13,459		Allocated Exp Othr SA	50,924	43,787	<7,137>	15,819	49,822
36,027	36,050		Maintenance	164,344	150,812	<13,532>	35,836	141,934
11,563	12,597		Utilities	47,040	54,553	7,513	12,467	54,136
6,807	4,581		Depreciation	27,230	18,324	<8,906>	6,929	27,716
117,385	100,270		TOTAL ALLOCATED EXP	424,685	377,863	<46,822>	108,164	392,848
146,610	174,745	<28,135>	NET INCOME (LOSS)	472,078	539,257	<67,179>	82,983	459,565

UCLA STUDENT UNION INCOME STATEMENT

NOV. 04(10/28/18-11/24/18)		FISCAL YEAR 18-19			9	FISCAL YEAR 17-18		
	CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
72,290	48,179	24,111	EVENT SERVICES OFFICE	300,248	239,900	60,348	40,382	207,164
28,888	46,730	<17,842>		119,303	176,254	<56,951>	44,664	171,253
101,179	94,909	6,270	TOTAL SALES	419,551	416,154	3,397	85,046	378,416
	45 700	47.450		444.040	470.077		10 751	4/0/00
28,043	45,702	17,659	AU Post Office Cost	116,912	172,376	55,464	43,751	168,609
29,937	10,724		Facilities Costs	69,531	44,807	<24,724>	9,137	36,337
57,980 57.3	56,426 59.5	<1,554>	Less: Cost of Sales COST OF SALES %	186,443 44.4	217,183 52.2	30,740 7.8	52,888 62.2	204,946 54.2
43,199	38,483	2.2 4,716	GROSS MARGIN	233,108	198,971	34,137	32,158	173,470
43,177	40.6	2.2	GROSS MARGIN %	55.6	47.8	7.8	37.8	45.8
12.7	10.0	2.2	Chess Whiteht 76	00.0	17.0	7.0	07.0	10.0
58.6	77.7	<19.2>	EVENT SERVICES OFFICE	76.9	81.3	<4.5>	77.4	82.5
2.9	2.2	0.7	AU POST OFFICE	2.0	2.2	<0.2>	2.0	1.5
			1					
0	600	<600>	STUDENT UNION OPS	0	2,003	<2,003>	1,062	2,626
7,645	6,700	945	EVENT SERVICES OFFICE	11,440	15,950	<4,510>	585	1,725
22,096	32,256		STUDENT PROGRAMMING	45,622	58,732	<13,110>	26,065	51,343
7,950	8,226		AU POST OFFICE	29,372	31,028	<1,656>	7,932	29,309
37,691	47,782		OTHER INCOME	86,434	107,713	<21,279>	35,645	85,003
80,890	86,265	<5,375>	GROSS MARGIN/OTHER	319,542	306,684	12,858	67,802	258,473
			Land Cambrallable From					
			Less: Controllable Exp					
31,628	33,952	2,324	Career Wages	135,404	135,808	404	34,832	127,285
22,083	22,286	203	Student Wages	88,880	94,742	5,862	21,941	92,548
53,711	56,238	2,527	TOTAL WAGES	224,285	230,550	6,265	56,774	219,833
53.1	59.3	6.2	WAGE % TO SALES	53.5	55.4	1.9	66.8	58.1
		-						
16.3	23.9	7.6	EVENT SERVICES OFFICE	15.5	19.0	3.5	27.7	21.2
18,264	16,840	<1,424>		64,484	67,316	2,832	14,758	57,100
273	768	495	Office Supplies	3,051	3,135	84	1,032	3,262
1,873	2,976	1,103	Telephone	7,087	11,958	4,871	3,333	12,106
0	0	0	Trav/Trips/Conference	970	1,175	205	0	653
0	0	0	24 Hour Study Lounge	0	0	0	120	120
0	0	0	Student Comm Art	54	464	410	0	464
403 212	355 992	<48> 780	Training Programs Annual ASUCLA Events	5,480 28,047	4,270	<1,210>	279	4,218
14,992	24,482	9,490	Student Event Exp	33,039	24,423 44,575	<3,624> 11,536	1,100 21,842	25,207 41,201
14,992 <0>	24,462	9,490	Operating Supplies	33,039	44,575	11,556	21,642	41,201
0	0	0	Uniforms	0	600	600	0	0
813	40	ŭ	Advertising	1,731	1,289	<442>	246	283
252	250		Business Promotion	1,036	1,000	<36>	102	856
2,360	1,815		Repairs & Maintenance	14,931	14,016	<915>	2,409	14,068
899	1,098		Bank Card Expense	3,500	4,143	643	1,038	4,073
202	0	<202>	•	281	0	<281>	297	374
0	0	0	Student Support Svcs	0	0	0	0	2,787
15,417	15,417	0	Interaction Fund	61,667	61,668	1	15,417	61,667
10,461	14,500	4,039	STUDENT UNION EVENT F	28,111	40,000	11,889	13,816	41,405
66,419	79,533	13,114	TOTAL OTHER CONTROL.	253,469	280,032	26,563	75,789	269,844
120,130	135,771	15,641	TOTAL CONTROLLABLE EXP	477,753	510,582	32,829	132,563	489,678
-20.240	<49,506>	10.277	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	J1E0 011	~202 000	45,687	- LA 7/1	<231,205>
<39,240>	<47,000>	10,266	SACS WIND CINIEKLK19E9	<158,211>	<203,898>	43,087	<64,761>	<231,205>
			Less: Allocated Exp					
			·					
4,199	5,683	1,484	Allocated ExpHR	19,433	22,836	3,403	5,756	23,101
6,712	6,387		Allocated Exp. Fin	20,050	20,174	124	5,742	17,235
2,531	2,889		Allocated ExpIS	8,475	9,275	800	2,633	7,897
1,962	1,447		Allocated Exp. Mktg	5,800	4,752	<1,048>	1,369	3,874
4,543	4,870	327	Allocated Exp Othr SA	14,707	15,844	1,137	4,620	13,847
43,690	43,737	47	Maintenance	199,301	182,962	<16,339>	43,458	172,124
14,022	15,273	1,251	Utilities	57,046	66,143	9,097	15,119	65,651
17,716 95,373	14,257 94,543	<3,459> <830>	Depreciation TOTAL ALLOCATED EXP	70,320 395,132	57,028 379,014	<13,292> <16,118>	11,528 90,223	46,110 349,840
90,513	74,043	<030>	TOTAL ALLOCATED EXP	373,132	3/7,014	<10,110>	70,223	347,040
<134,613>	<144,049>	9,436	NET INCOME (LOSS)	<553,343>	<582,912>	29,569	<154,984>	<581,044>
	/ =	10	i ` · · · · ·	, =		1	,	, ,

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

NOV. 04(10/28/18-11/24/18)				ISCAL YEAR 18-1	FISCAL YEAR 17-18			
	CURRENT MONTH		YTD 4 MO(07/29/18-11/24/18)			LAST YEAR		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
330,731	341,551	10.020	Career Wages	1 2/0 105	1,368,339	99,234	210.015	1 252 027
330,731	341,551 815	10,820 815	Limited Appointment	1,269,105 7,875	3,860	<4,015>	318,015 3,574	1,252,936 14,407
38,910	39,549	639	Student Wages	130,793	3,660 149,072	18,279	3,374 36,820	134,275
369,641	381,915	12,274	TOTAL WAGES	1,407,773	1,521,271	113,498	358,410	1,401,618
7.7	7.3	<0.4>	WAGE % TO TOTAL SALES	5.8	5.9	0.1	8.0	5.7
0	0	0	Emp Awards, Profess.	10,700	15,177	4,477	0	14,735
0	2,060	2,060	Emp Awards, Students	2,000	2,060	60	2,000	2,000
152,642	163,595	10,953	Employee Benefits	598,432	657,033	58,601	132,004	538,748
6,800	6,955	155	Office Supplies	28,288	29,180	892	6,034	30,295
5,424	9,078	3,654	Telephone	19,984	34,780	14,796	9,059	34,763
909	714		Postage	2,875	2,857	<18>	666	2,693
2,298	720		Trav/Trips/Conference	3,747	3,221	<526>	1,151	8,500
0	50		Expense Allowance	216	155	<61>	949	1,768
807	308		Employee Relations	5,935	4,226	<1,709>	275	4,006
0	54	54	Tuition Assistance	0	216	216	0	0
0 279	0	0	Training Programs	2,245	0	<2,245>	0	0
0	329 0	50 0	Fingerprinting	598 690	505 3,338	<93>	319 0	490
145	478	333	Recruitment Operating Supplies	374	3,338 1,912	2,648 1,538	0	3,240 576
0	476 275	275	Uniforms	1,244	1,912	<144>	314	1,335
<181>	<300>		Security Expense	<332>	<1,100	<768>	<209>	<816>
0	50	50	Security Expense Security Equipment	0	200	200	0	0
49	2,500	2,451	Alarm Monitoring	8,041	10,000	1,959	5,032	10,193
1,250	2,272	1,022	Advertising	5,000	8,145	3,145	2,492	6,237
1,000	1,000	0	Benefits U Adv	4,000	4,000	0	1,150	4,600
7,009	6,417	_	Repairs & Maintenance	28,089	25,531	<2,558>	6,271	25,893
734	1,113	379	Repair-Mtce Computer	3,095	5,315	2,220	723	3,846
10,826	12,376	1,550	Repairs & Mtce-Equip	45,258	50,859	5,601	11,136	42,805
0	0	0	Printing	0	1,388	1,388	0	1,348
4,185	4,185	0	Bruin One Card Exp	15,033	15,033	0	4,549	16,537
0	40	40	Overs/Shorts	3	160	157	<4>	<6>
23,061	22,795		Insurance Expense	92,244	91,180	<1,064>	20,723	82,892
4,829	4,855	26	Professional Services	114,304	38,515	<75,789>	3,700	34,842
1,218	1,535	317	Legal	4,871	6,140	1,269	1,396	5,583
11,916	11,627		External Audit	46,169	46,338	169	11,288	44,992
1,665	3,000	1,335	Temp Agency Service	5,777	9,400	3,623	1,972	2,142
10,443	10,756	313	Internal Audit	41,771	43,024	1,253	10,443	41,771
3,956	3,956	0	Tax Consulting	3,956	3,956	0	3,841	3,841
3,223 11,737	734 11,662		PROFESSIONAL FEES PCI Board of Directors	9,317 55,093	3,436 44,642	<5,881> <10,451>	932 11,322	2,811 43,342
1,007	702		Special Projects	2,741	1,375	<1,366>	682	43,342 1,335
4,050	4,429		Misc. Bank Charges	15,699	17,452	1,753	4,300	16,944
3,679	4,135		Armored Carrier Expense	13,541	16,540	2,999	3,417	13,038
0	0		UCOP Payroll Services	0	0,540	0	6,917	27,667
7,250	25,250		UC PATH CHARGES	29,000	101,000	72,000	23,917	95,667
0	0		PENALTIES	854	0	<854>	0	0
8,541	8,540		Student Med Supp Fund	33,666	33,788	122	8,293	32,926
18,048	16,924		UCLA Recharge Expense	72,192	67,695	<4,497>	16,431	65,725
114	286	172	Special Events	18,628	17,616	<1,012>	278	17,103
308,913	345,455	36,542	TOTAL OTHER CONTROL.	1,345,337	1,417,388	72,051	313,764	1,286,406
678,554	727,370	48,816	TOTAL CONTROLLABLE EXP	2,753,110	2,938,659	185,549	672,173	2,688,024
			Less: Allocated Exp					
19,106	10 772	-224-	Maintenance	07 150	70 527	,0 <u>4</u> 21.	19,005	75,273
6,132	18,772 6,555		Utilities	87,158 24,947	78,527 28,387	<8,631> 3,440	6,612	75,273 28,710
23,727	23,091		Depreciation	24,947 94,540	92,364	<2,176>	23,792	91,838
48,965	48,418		TOTAL ALLOCATED EXP	206,645	199,278	<2,176> <7,367>	49,409	195,821
727,519	775,788	48,269	NET EXPENSE	2,959,755	3,137,937	178,182	721,582	2,883,844
,2,,517	,,,,,,,,	10,207	2,	2,707,100	5,107,707	170,102	721,002	2,000,044
<642,402>	<691,299>	<48.897>	Allocated-Svs and Ent	<2,625,470>	<2,801,026>	<175,556>	<647,494>	<2,598,410>
<41,398>	<41,398>	0	Allocated-USAC	<165,564>	<165,564>	0	<33,331>	<133,301>
<3,503>	<3,503>	0	Allocated-GSA	<14,006>	<14,006>	0	<3,336>	<13,338>
<40,216>	<39,588>	628	Allocated-Comm Board	<154,714>	<157,341>	<2,627>	<37,421>	<138,795>
<727,519>	<775,788>	<48,269>	TOTAL OTHER	<2,959,755>	<3,137,937>	<178,182>	<721,582>	<2,883,844>
			TOTAL EVENING					
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES DIVISION EXPENSE STATEMENT

NOV	04(10/28/18-11/2	24/18)	
	CURRENT MONTH		
		VARIANCE	
7.0.07.12	505021	77.11.11.102	
117,880	119,621	1,741	Career Wages
6,949	5,175	<1,774>	Ÿ
630	974	344	Student Wages
<108>	<95>	13	Labor Recharge
<10,857>	<9,630>	1,227	Billed Labor Costs
<7,749>	<3,250>	4,499	Capitalized Wages
106,746	112,795	6,049	TOTAL WAGES
10077.10	112/170	0,017	TOTAL WASES
68,770	69,840	1,070	Employee Benefits
192	100	<92>	. ,
588	800	212	Telephone
0	0	0	Trav/Trips/Conference
4,557	5,247	690	Paper
4.5	5.5	1.0	Paper % To Sales
4,482	4,853	371	Cleaning Supplies
990	551	-	Replacements
566	442		Laundry
20,862	27,572	6,710	Repairs & Maintenance
4,104	5,450	1,347	Repairs & Mtce-Elevator
0	250	250	Repairs & Mtce-Equip
0	800	800	Painting Program
0	300	300	Incidental Proj Exp
13,614	2,575		Air Conditioning-Maint
11,100	9,937		Rub Remvl/Hauling
3,161	3,256	95	Rodent & Pest Control
1,692	1,600		Rentals-Truck
1,072	0 1,000	0	Janitorial
134,677	133,573	<1,104>	TOTAL OTHER CONTROL.
241,423	246,368	4,945	TOTAL OTHER CONTROL.
241,423	240,300	4,745	TOTAL CONTROLLABLE EXI
			Less: Allocated Exp
			LC33. Allocated Exp
27,045	21,607	<5.438>	Depreciation
27,045	21,607	<5,438>	TOTAL ALLOCATED EXP
268,468	267,975	<493>	
·			
<229,917>	<230,252>	<335>	Allocated-Svs and Ent
<8,138>	<8,138>	0	Allocated-USAC
<3,181>	<3,181>	0	Allocated-GSA
<8,126>	<7,632>	494	Allocated-Comm Board
<19,106>	<18,772>	334	Allocated-A & SS
<268,468>	<267,975>	493	TOTAL OTHER
		_	
0	0	0	TOTAL EXPENSE
			-

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
	MO(07/29/18-11/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
HOTOKE	DODGET	WINITOL	WONTH	110
520,011	489,911	<30,100>	118,700	475,261
24,275	21,940	<2,335>	5,024	21,299
517	3,896	3,379	0,024	0
<1,303>	<570>	733	<138>	<2,537>
<46,062>	<38,767>	7,295	<9,630>	<38,767>
<13,554>	<13,000>	554	<5,106>	<13,133>
483,883	463,410	<20,473>	108,849	442,123
403,003	403,410	<20,4732	100,047	442,123
295,100	286,894	<8,206>	66,560	268,730
496	578	82	302	710
2,281	3,200	919	752	2,928
2,261	3,000	2,979	752	2,928
18,473	20,961	2,488	5,144	20,550
4.4	-	-		· ·
23.228	5.0	0.6	6.1	5.4
- ,	25,588	2,360	4,712	24,843
7,156	3,874	<3,282>	551	3,874
1,583	1,766	183	432	1,720
129,745	116,941	<12,804>	35,558	116,535
18,556	21,800	3,244	4,993	18,580
28	1,000	972	0	0
9,458	3,200	<6,258>	279	1,148
651	1,200	549	0	0
60,232	15,025	<45,207>	4,246	13,935
44,095	44,493	398	9,464	42,374
13,242	13,262	20	3,161	12,874
2,115	6,400	4,285	1,439	5,368
0	0	0	1,200	4,800
626,459	569,182	<57,277>	138,793	538,969
1,110,343	1,032,592	<77,751>	247,642	981,092
107.05	0, 45-	04.55	40.04	75.45
107,984	86,428	<21,556>	19,064	75,681
107,984	86,428	<21,556>	19,064	75,681
1,218,327	1,119,020	<99,307>	266,706	1,056,773
-1 049 925	٠٥٤٥ ١٥٦٠	05 420	2220 400s	400E 9045
<1,048,825>	<963,197>	85,628	<228,699>	<905,806>
<32,552>	<32,552>	0	<7,851>	<31,404>
<12,724>	<12,724>	0	<3,069>	<12,276>
<37,068>	<32,020>	5,048	<8,083>	<32,014>
<87,158>	<78,527>	8,631	<19,005>	<75,273>
<1,218,327>	<1,119,020>	99,307	<266,706>	<1,056,773>
0	0	0	<0>	<0>

UTILITIES EXPENSE STATEMENT

NOV.	04(10/28/18-11/	24/18)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
15,408	17,539	2,131	Chiller Water
47,721	57,603	9,882	Elec-Non Air Cond.
11,107	9,473	<1,634>	Water-Non Air Cond.
8,934	4,940	<3,994>	Steam-Non Air Cond.
1,705	2,597	892	Gas
1,550	1,551	1	Energy Management
86,425	93,703	7,278	TOTAL OTHER CONTROL.
86,425	93,703	7,278	TOTAL CONTROLLABLE EXP
<73,792>	<80,414>	<6,622>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,608>	<2,841>	<233>	Allocated-Comm Board
<6,132>	<6,555>	<423>	Allocated-A & SS
<86,425>	<93,703>	<7,278>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
YTD 4 I	MO(07/29/18-11/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
94,248	94,231	<17>	19,293	96,794
191,600	236,165	44,565	56,735	243,804
29,439	39,125	9,686	8,265	30,577
19,668	18,162	<1,506>	4,890	16,459
10,175	10,617	442	2,294	8,740
6,202	6,204	2	1,550	6,202
351,332	404,504	53,172	93,027	402,576
351,332	404,504	53,172	93,027	402,576
<300,203>	<348,243>	<48,040>	<79,562>	<345,487>
<11,196>	<11,196>	0	<2,906>	<11,624>
<4,376>	<4,376>	0	<1,136>	<4,544>
<10,610>	<12,302>	<1,692>	<2,812>	<12,210>
<24,947>	<28,387>	<3,440>	<6,612>	<28,710>
<351,332>	<404,504>	<53,172>	<93,027>	<402,576>
		·		
<0>	0	0	0	0