# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

September (08/26/18 - 09/29/18)

**Prepared** 

October 17, 2018

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

|                   |                | SEPTE             | MBER (08/           | /26/18 - 09/2  | 9/18)             |                |                   | FY 1         | 7-18                | FISCAL YEAR 2018-2019                 |                   |                | FY 17-18          |                |                |                   |                 |                   |                |                |
|-------------------|----------------|-------------------|---------------------|----------------|-------------------|----------------|-------------------|--------------|---------------------|---------------------------------------|-------------------|----------------|-------------------|----------------|----------------|-------------------|-----------------|-------------------|----------------|----------------|
|                   |                |                   | CURRENT             | MONTH          |                   |                |                   | *1           | *                   |                                       |                   |                | YTD 2             | MONTHS (0      | 7/29/18 - 09   | /29/18)           |                 |                   | **             |                |
| ACTU              | AL             | BUD               | <b>SET</b>          |                | VARIA             |                |                   | LAST YE      | AR ACT              |                                       | ACT               | UAL            | BUD               | GET            | VARIANCE       |                   |                 |                   | LAST YE        | AR ACT         |
|                   |                |                   |                     | ACT/I          |                   | ACT/LY         | -                 |              |                     |                                       |                   |                |                   |                |                | BUD .             |                 | Y ACT             |                |                |
| \$                | %              | \$                | %                   | \$             | %                 | \$             | %                 | \$           | %                   |                                       | \$                | %              | \$                | %              | \$             | %                 | \$              | %                 | \$             | %              |
|                   |                |                   |                     |                |                   |                |                   |              |                     | GROSS INCOME                          |                   |                |                   |                |                |                   |                 |                   |                |                |
| 6,531             |                | 7,273             |                     | (742)          | (10.2%)           | (885)          | (11.9%)           | 7,416        |                     | UCLA Store                            | 9,948             |                | 10,816            |                | (868)          | (8.0%)            | (934)           | (8.6%)            | 10,882         |                |
| 1,171             |                | 1,283             |                     | (112)          | (8.7%)            | 18             | 1.6%              | 1,153        |                     | UCLA Restaurants                      | 2,098             |                | 2,295             |                | (197)          | (8.6%)            | 27              | 1.3%              | 2,071          |                |
| 460               |                | 446               |                     | 14             | 3.1%              | (14)           | (3.0%)            | 474          |                     | Services Division                     | 797               |                | 777               |                | 20             | 2.6%              | (41)            | (4.9%)            | 838            |                |
| 107               |                | 115               |                     | (8)            | (7.0%)            | (3)            | (2.7%)            | 110          |                     | UCLA Student Union                    | 228               |                | 234               |                | (6)            | (2.6%)            | 8               | 3.6%              | 220            |                |
| 8,269             |                | 9,117             |                     | (848)          | (9.3%)            | (884)          | (9.7%)            | 9,153        |                     | TOTAL                                 | 13,071            |                | 14,122            |                | (1,051)        | (7.4%)            | (940)           | (6.7%)            | 14,011         |                |
|                   |                |                   |                     | (0=0)          | Pts.              | (0.47)         | Pts.              |              |                     | GROSS MARGIN                          |                   |                |                   |                | (000)          | Pts.              | (000)           | Pts.              |                |                |
| 1,852<br>824      | 28.4%<br>70.4% | 2,122<br>906      | 29.2%<br>70.6%      | (270)          | (8.0)             | (247)<br>9     | 0.1               | 2,099<br>815 |                     | UCLA Store<br>UCLA Restaurants        | 2,974<br>1,465    | 29.9%<br>69.8% | 3,274<br>1,622    | 30.3%<br>70.7% | (300)<br>(157) | (0.4)             | (229)<br>6      | 0.5               | 3,203<br>1,459 | 29.4%<br>70.4% |
| 824<br>459        | 70.4%<br>99.8% | 906<br>445        | 99.8%               | (82)<br>14     | (0.2)<br>0.0      | (14)           | (0.3)<br>0.0      | 473          |                     | Services Division                     | 796               | 69.8%<br>99.9% | 776               | 70.7%<br>99.9% | (157)          | (0.9)<br>0.0      | (40)            | (0.6)<br>0.1      | 1,459<br>836   | 70.4%<br>99.8% |
| 66                | 61.7%          | 63                | 54.8%               | 3              | 6.9               | 2              | 3.5               | 64           | 58.2%               | UCLA Student Union                    | 154               | 67.5%          | 137               | 58.5%          | 17             | 9.0               | 23              | 8.0               | 131            | 59.5%          |
| 3.201             | 38.7%          | 3.536             | 38.8%               | (335)          | (0.1)             | (250)          | 1.0               | 3,451        |                     | TOTAL                                 | 5.389             | 41.2%          | 5,809             | 41.1%          | (420)          | 0.1               | (240)           | 1.0               | 5,629          | 40.2%          |
| 0,201             | 00.1.70        | 0,000             | 00.070              | (000)          | (0)               | (200)          |                   | 0,.0.        | 011170              | 1                                     | 0,000             |                | 0,000             | 111170         | (120)          |                   | (= .0)          |                   | 0,020          | .0.270         |
|                   | 40.00/         |                   |                     |                | (0.0)             | (0.0)          |                   |              |                     | WAGES & BENEFITS                      |                   |                |                   | 44 =0/         |                | (0.7)             | (=0)            | (4.5)             |                | 40 =0/         |
| 652               | 10.0%          | 669               | 9.2%<br>62.5%       | 17<br>58       | (8.0)             | (36)           | (1.7)             | 616          |                     | UCLA Store                            | 1,214             | 12.2%          | 1,245<br>1,473    | 11.5%          | 31             | (0.7)             | (52)<br>(97)    | (1.5)             | 1,162          | 10.7%          |
| 744<br>69         | 63.5%<br>15.0% | 802<br>56         | 12.6%               | (13)           | (1.0)<br>(2.4)    | (73)<br>(16)   | (5.3)<br>(3.8)    | 671<br>53    |                     | UCLA Restaurants<br>Services Division | 1,361<br>140      | 64.9%<br>17.6% | 1,473             | 64.2%<br>14.4% | 112<br>(28)    | (0.7)             | (33)            | (3.9)<br>(4.8)    | 1,264<br>107   | 61.0%<br>12.8% |
| 69                | 64.5%          | 76                | 66.1%               | 7              | 1.6               | 0              | (3.6)             | 69           | 62.7%               | UCLA Student Union                    | 137               | 60.1%          | 147               | 62.8%          | 10             | 2.7               | (1)             | 1.7               | 136            | 61.8%          |
| 1,534             | 18.6%          | 1,603             | 17.6%               | 69             | (1.0)             | (125)          | (3.2)             | 1,409        |                     | TOTAL                                 | 2,852             | 21.8%          | 2,977             | 21.1%          | 125            | (0.7)             | (183)           | (2.8)             | 2,669          | 19.0%          |
| 1,001             |                | 1,000             |                     |                | (114)             | ()             | ()                | 1,100        |                     | 1                                     |                   |                | _,                |                |                | (411)             | (100)           | (=.5)             | _,,,,,         | 1010,0         |
| 315               | 4.8%           | 335               | 4.6%                | 20             | (0.2)             | 26             | (0.2)             | 341          | 4.6%                | OTHER CONTROLLABLES UCLA Store        | 636               | 6.4%           | 655               | 6.1%           | 19             | (0.2)             | 48              | (0.1)             | 684            | 6.3%           |
| 118               | 10.1%          | 124               | 9.7%                | 6              | (0.2)             | (2)            | 0.0               | 116          | 10.1%               | UCLA Store UCLA Restaurants           | 218               | 10.4%          | 228               | 9.9%           | 19             | (0.3)<br>(0.5)    | 2               | (0.1)<br>0.2      | 220            | 10.6%          |
| 184               | 40.0%          | 158               | 35.4%               | (26)           | (4.6)             | (4)            | (2.0)             | 180          |                     | Services Division                     | 279               | 35.0%          | 264               | 34.0%          | (15)           | (1.0)             | 28              | 1.6               | 307            | 36.6%          |
| 47                | 43.9%          | 52                | 45.2%               | 5              | 1.3               | 15             | 12.5              | 62           |                     | UCLA Student Union                    | 98                | 43.0%          | 101               | 43.2%          | 3              | 0.2               | 4               | 3.4               | 102            | 46.4%          |
| 664               | 8.0%           | 669               | 7.3%                | 5              | (0.7)             | 35             | (0.4)             | 699          |                     | TOTAL                                 | 1,231             | 9.4%           | 1,248             | 8.8%           | 17             | (0.6)             | 82              | 0.0               | 1,313          | 9.4%           |
|                   |                |                   |                     |                |                   |                |                   |              |                     | CONTRIBUTION                          |                   |                |                   |                |                |                   |                 |                   | ·              |                |
| 885               | 13.6%          | 1,117             | 15.4%               | (232)          | (1.8)             | (257)          | (1.8)             | 1,142        | 15 /1%              | UCLA Store                            | 1,124             | 11.3%          | 1,374             | 12.7%          | (250)          | (1.4)             | (233)           | (1.2)             | 1,357          | 12.5%          |
| (39)              | (3.3%)         | (20)              | (1.6%)              | (19)           | (1.7)             | (67)           | (5.7)             | 28           |                     | UCLA Restaurants                      | (115)             | (5.5%)         | (80)              | (3.5%)         | (35)           | (2.0)             | (90)            | (4.3)             | (25)           | (1.2%)         |
| 206               | 44.8%          | 231               | 51.8%               | (25)           | (7.0)             | (34)           | (5.8)             | 240          |                     | Services Division                     | 376               | 47.2%          | 400               | 51.5%          | (24)           | (4.3)             | (46)            | (3.2)             | 422            | 50.4%          |
| (50)              | (46.7%)        | (66)              | (57.4%)             | 16             | 10.7              | 17             | 14.2              | (67)         | (60.9%)             | UCLA Student Union                    | (81)              | (35.5%)        | (112)             | (47.9%)        | 31             | 12.4              | 26              | 13.1              | (107)          | (48.6%)        |
| 1,002             | 12.1%          | 1,262             | 13.8%               | (260)          | (1.7)             | (341)          | (2.6)             | 1,343        | 14.7%               | TOTAL                                 | 1,304             | 10.0%          | 1,582             | 11.2%          | (278)          | (1.2)             | (343)           | (1.8)             | 1,647          | 11.8%          |
|                   |                |                   |                     |                |                   |                |                   |              |                     | ALLOCATED EXPENSES                    |                   |                |                   |                |                |                   |                 |                   |                |                |
| 608               | 7.4%           | 668               | 7.3%                | 60             | (0.1)             | 21             | (0.5)             | 629          | 6.9%                | Admin&Support Services                | 1,215             | 9.3%           | 1,301             | 9.2%           | 86             | (0.1)             | (4)             | (0.7)             | 1,211          | 8.6%           |
| 263               | 3.2%           | 255               | 2.8%                | (8)            | (0.4)             | (26)           | (0.6)             | 237          |                     | Facilities Division                   | 509               | 3.9%           | 489               | 3.5%           | (20)           | (0.4)             | (51)            | (0.6)             | 458            | 3.3%           |
| 76                | 0.9%           | 87                | 1.0%                | 11             | 0.1               | 22             | 0.2               | 98           | 1.1%                | Utilities                             | 171               | 1.3%           | 187               | 1.3%           | 16             | 0.0               | 24              | 0.1               | 195            | 1.4%           |
| 207               | 2.5%           | 216               | 2.4%                | 9              | (0.1)             | (16)           | (0.4)             | 191          | 2.1%                | Depreciation                          | 414               | 3.2%           | 432               | 3.1%           | 18             | (0.1)             | (33)            | (0.5)             | 381            | 2.7%           |
| 1,154             | 14.0%          | 1,226             | 13.4%               | 72             | (0.6)             | 1              | (1.4)             | 1,155        | 12.6%               | TOTAL                                 | 2,309             | 17.7%          | 2,409             | 17.1%          | 100            | (0.6)             | (64)            | (1.7)             | 2,245          | 16.0%          |
|                   |                |                   |                     |                |                   |                |                   |              |                     | NET INCOME (LOSS)                     |                   |                |                   |                |                |                   |                 |                   |                |                |
| (152)             | (1.8%)         | 36                | 0.4%                | (188)          | (2.2)             | (340)          | (3.9)             | 188          | 2.1%                | FROM OPERATIONS                       | (1,005)           | (7.7%)         | (827)             | (5.9%)         | (178)          | (1.8)             | (407)           | (3.4)             | (598)          | (4.3%)         |
|                   |                |                   |                     |                |                   |                |                   |              |                     | OTHER INC/(EXP)                       |                   |                |                   |                |                |                   |                 |                   |                |                |
| 5                 | 0.1%           | 2                 | 0.0%                | 3              | 0.1               | (11)           | (0.1)             | 16           |                     | Non-Recurrent Inc/(Exp)               | 11                | 0.1%           | 4                 | 0.0%           | 7              | 0.1               | (15)            | (0.1)             | 26             | 0.2%           |
| 29                | 0.4%           | 13                | 0.1%                | 16             | 0.3               | 15             | 0.2               | 14           |                     | Interest Income                       | 56                | 0.4%           | 27                | 0.2%           | 29             | 0.2               | 29              | 0.2               | 27             | 0.2%           |
| (29)              | (0.4%)         | (29)              | (0.3%)              | 0              | (0.1)             | 3              | (0.1)             | (32)         | , ,                 | Interest (Expense)                    | (58)              | (0.4%)         | (58)              | (0.4%)         | 0              | 0.0               | 6               | 0.1               | (64)           | (0.5%)         |
| 0                 | 0.0%<br>3.0%   | (2)               | 0.0%                | 2              | 0.0               | 0              | 0.0               | 0<br>236     | 0.0%                | Income Taxes                          | 0                 | 0.0%           | (3)<br>489        | 0.0%           | 3              | 0.0               | 0               | 0.0               | 0<br>473       | 0.0%           |
| 244<br><b>249</b> | 3.0%           | 244<br><b>228</b> | 2.7%<br><b>2.5%</b> | 0<br><b>21</b> | 0.3<br><b>0.5</b> | 8<br><b>15</b> | 0.4<br><b>0.4</b> | 236          | 2.6%<br><b>2.6%</b> | Student Union Fee Income TOTAL        | 489<br><b>498</b> | 3.7%           | 489<br><b>459</b> | 3.5%<br>3.3%   | 0<br><b>39</b> | 0.2<br><b>0.5</b> | 16<br><b>36</b> | 0.3<br><b>0.5</b> | 4/3<br>462     | 3.4%<br>3.3%   |
|                   |                |                   |                     |                |                   |                |                   |              |                     | 1 -                                   |                   |                |                   |                |                |                   |                 |                   |                |                |
| 97                | 1.2%           | 264               | 2.9%                | (167)          | (1.7)             | (325)          | (3.4)             | 422          | 4.6%                | NET INCOME (LOSS)                     | (507)             | (3.9%)         | (368)             | (2.6%)         | (139)          | (1.3)             | (371)           | (2.9)             | (136)          | (1.0%)         |

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

|                   |                        | SEPTI               | EMBER (08              | 3/26/18 - 09/2  | 9/18)             |                   | 1               | FY 1                | 7-18           | FISCAL YEAR 2018-2019                 |                     |                        | FY 17-18            |                        |                  |                   |                 |                   |                     |                        |
|-------------------|------------------------|---------------------|------------------------|-----------------|-------------------|-------------------|-----------------|---------------------|----------------|---------------------------------------|---------------------|------------------------|---------------------|------------------------|------------------|-------------------|-----------------|-------------------|---------------------|------------------------|
|                   |                        |                     | CURREN                 | T MONTH         |                   |                   |                 | *                   | ٠              |                                       |                     |                        | YTD 2 I             | MONTHS (0              | 7/29/18 - 09     | /29/18)           |                 |                   | **                  |                        |
| ACTU              | JAL                    | BUD                 | GET                    |                 | VARIA             | _                 |                 | LAST YE             | AR ACT         |                                       | ACT                 | UAL                    | BUD                 | GET                    |                  |                   | ANCE            |                   | LAST YEAR ACT       |                        |
|                   | .,                     |                     |                        | ACT/            |                   | ACT/LY            |                 | _                   |                |                                       |                     | •                      |                     |                        | ACT/             |                   | ACT/L           |                   |                     |                        |
| \$                | %                      | \$                  | %                      | \$              | %                 | \$                | %               | \$                  | %              |                                       | \$                  | %                      | \$                  | %                      | \$               | %                 | \$              | %                 | \$                  | %                      |
|                   |                        |                     |                        |                 |                   | 4                 |                 |                     |                | GROSS INCOME                          |                     |                        |                     |                        |                  |                   |                 |                   |                     |                        |
| 6,531             |                        | 7,273<br>1,283      |                        | (742)<br>(112)  | (10.2%)           | (885)<br>18       | (11.9%)<br>1.6% | 7,416<br>1,153      |                | UCLA Store<br>UCLA Restaurants        | 9,948<br>2,098      |                        | 10,816<br>2,295     |                        | (868)<br>(197)   | (8.0%)<br>(8.6%)  | (934)<br>27     | (8.6%)<br>1.3%    | 10,882<br>2,071     |                        |
| 1,171<br>460      |                        | 446                 |                        | 14              | (8.7%)<br>3.1%    | (14)              | (3.0%)          | 474                 |                | Services Division                     | 797                 |                        | 2,295<br>777        |                        | 20               | 2.6%              | (41)            | (4.9%)            | 838                 |                        |
| 107               |                        | 115                 |                        | (8)             | (7.0%)            | (3)               | (2.7%)          | 110                 |                | UCLA Student Union                    | 228                 |                        | 234                 |                        | (6)              | (2.6%)            | (41)            | 3.6%              | 220                 |                        |
| 8.269             |                        | 9.117               |                        | (848)           | (9.3%)            | (884)             | (9.7%)          | 9.153               |                | TOTAL                                 | 13.071              |                        | 14.122              |                        | (1.051)          | (7.4%)            | (940)           | (6.7%)            | 14.011              |                        |
|                   |                        |                     |                        | (/              | Die               | ,,,               | ` '             |                     |                | GROSS MARGIN                          | ,                   |                        | ,                   |                        | ( / /            | Die               | ( )             | ` ,               | ,-                  |                        |
| 1,852             | 28.4%                  | 2,122               | 29.2%                  | (270)           | Pts. (0.8)        | (247)             | Pts. 0.1        | 2,099               | 28.3%          | UCLA Store                            | 2,974               | 29.9%                  | 3,274               | 30.3%                  | (300)            | Pts. (0.4)        | (229)           | Pts. 0.5          | 3,203               | 29.4%                  |
| 824               | 70.4%                  | 906                 | 70.6%                  | (82)            | (0.2)             | 9                 | (0.3)           | 815                 | 70.7%          | UCLA Restaurants                      | 1,465               | 69.8%                  | 1,622               | 70.7%                  | (157)            | (0.9)             | 6               | (0.6)             | 1,459               | 70.4%                  |
| 459               | 99.8%                  | 445                 | 99.8%                  | 14              | 0.0               | (14)              | 0.0             | 473                 | 99.8%          | Services Division                     | 796                 | 99.9%                  | 776                 | 99.9%                  | 20               | 0.0               | (40)            | 0.1               | 836                 | 99.8%                  |
| 66                | 61.7%                  | 63                  | 54.8%                  | 3               | 6.9               | 2                 | 3.5             | 64                  | 58.2%          | UCLA Student Union                    | 154                 | 67.5%                  | 137                 | 58.5%                  | 17               | 9.0               | 23              | 8.0               | 131                 | 59.5%                  |
| 3,201             | 38.7%                  | 3,536               | 38.8%                  | (335)           | (0.1)             | (250)             | 1.0             | 3,451               | 37.7%          | TOTAL                                 | 5,389               | 41.2%                  | 5,809               | 41.1%                  | (420)            | 0.1               | (240)           | 1.0               | 5,629               | 40.2%                  |
|                   |                        |                     |                        |                 |                   |                   |                 |                     |                | TOTAL CONTROLLABLES                   |                     |                        |                     |                        |                  |                   |                 |                   |                     |                        |
| 967               | 14.8%                  | 1,005               | 13.8%                  | 38              | (1.0)             | (10)              | (1.9)           | 957                 | 12.9%          | UCLA Store                            | 1,850               | 18.6%                  | 1,900               | 17.6%                  | 50               | (1.0)             | (4)             | (1.6)             | 1,846               | 17.0%                  |
| 863               | 73.7%                  | 926                 | 72.2%                  | 63              | (1.5)             | (76)              | (5.4)           | 787                 | 68.3%          | UCLA Restaurants                      | 1,580               | 75.3%                  | 1,702               | 74.2%                  | 122              | (1.1)             | (96)            | (3.6)             | 1,484               | 71.7%                  |
| 254<br>116        | 55.2%                  | 214                 | 48.0%                  | (40)            | (7.2)             | (21)              | (6.0)           | 233                 | 49.2%          | Services Division                     | 419                 | 52.6%                  | 376                 | 48.4%                  | (43)             | (4.2)             | (5)             | (3.2)             | 414                 | 49.4%                  |
| 2.200             | 108.4%<br><b>26.6%</b> | 129<br><b>2.274</b> | 112.2%<br><b>24.9%</b> | 13<br><b>74</b> | 3.8               | 15<br><b>(92)</b> | 10.7<br>(3.6)   | 131<br><b>2,108</b> | 119.1%         | UCLA Student Union TOTAL              | 235<br><b>4.084</b> | 103.1%<br><b>31.2%</b> | 249<br><b>4,227</b> | 106.4%<br><b>29.9%</b> | 14<br><b>143</b> | 3.3<br>(1.3)      | (1 <b>02</b> )  | 5.1<br>(2.8)      | 238<br><b>3,982</b> | 108.2%<br><b>28.4%</b> |
| 2,200             | 20.0%                  | 2,214               | 24.9%                  | 74              | (1.7)             | (92)              | (3.0)           | 2,100               | 23.0%          | 1                                     | 4,004               | 31.2%                  | 4,221               | 29.9%                  | 143              | (1.3)             | (102)           | (2.0)             | 3,962               | 20.4%                  |
|                   |                        |                     |                        |                 |                   | 4                 |                 |                     |                | CONTRIBUTION                          |                     |                        |                     |                        |                  |                   |                 |                   |                     |                        |
| 885               | 13.6%                  | 1,117               | 15.4%                  | (232)           | (1.8)             | (257)             | (1.8)           | 1,142<br>28         | 15.4%<br>2.4%  | UCLA Store                            | 1,124               | 11.3%                  | 1,374               | 12.7%                  | (250)            | (1.4)             | (233)           | (1.2)             | 1,357               | 12.5%                  |
| (39)<br>206       | (3.3%)<br>44.8%        | (20)<br>231         | (1.6%)<br>51.8%        | (19)<br>(25)    | (1.7)<br>(7.0)    | (67)<br>(34)      | (5.7)<br>(5.8)  | 240                 | 50.6%          | UCLA Restaurants<br>Services Division | (115)<br>376        | (5.5%)<br>47.2%        | (80)<br>400         | (3.5%)<br>51.5%        | (35)<br>(24)     | (2.0)<br>(4.3)    | (90)<br>(46)    | (4.3)<br>(3.2)    | (25)<br>422         | (1.2%)<br>50.4%        |
| (50)              | (46.7%)                | (66)                | (57.4%)                | 16              | 10.7              | 17                | 14.2            | (67)                |                | UCLA Student Union                    | (81)                | (35.5%)                | (112)               | (47.9%)                | 31               | 12.4              | 26              | 13.1              | (107)               | (48.6%)                |
| 1,002             | 12.1%                  | 1,262               | 13.8%                  | (260)           | (1.7)             | (341)             | (2.6)           | 1,343               |                | TOTAL                                 | 1,304               | 10.0%                  | 1,582               | 11.2%                  | (278)            | (1.2)             | (343)           | (1.8)             | 1,647               | 11.8%                  |
|                   |                        |                     |                        |                 |                   |                   |                 |                     |                | ALLOCATED EXPENSES                    |                     |                        |                     |                        |                  |                   |                 |                   |                     |                        |
| 660               | 10.1%                  | 741                 | 10.2%                  | 81              | 0.1               | 21                | (0.9)           | 681                 | 9.2%           | UCLA Store                            | 1.279               | 12.9%                  | 1,375               | 12.7%                  | 96               | (0.2)             | (12)            | (1.3)             | 1,267               | 11.6%                  |
| 306               | 26.1%                  | 309                 | 24.1%                  | 3               | (2.0)             | (9)               | (0.3)           | 297                 | 25.8%          | UCLA Restaurants                      | 638                 | 30.4%                  | 665                 | 29.0%                  | 27               | (1.4)             | (23)            | (0.7)             | 615                 | 29.7%                  |
| 94                | 20.4%                  | 84                  | 18.8%                  | (10)            | (1.6)             | (3)               | (1.2)           | 91                  | 19.2%          | Services Division                     | 198                 | 24.8%                  | 181                 | 23.3%                  | (17)             | (1.5)             | (9)             | (2.2)             | 189                 | 22.6%                  |
| 94                | 87.9%                  | 92                  | 80.0%                  | (2)             | (7.9)             | (8)               | (9.7)           | 86                  | 78.2%          | UCLA Student Union                    | 194                 | 85.1%                  | 188                 | 80.3%                  | (6)              | (4.8)             | (20)            | (6.0)             | 174                 | 79.1%                  |
| 1,154             | 14.0%                  | 1,226               | 13.4%                  | 72              | (0.6)             | 1                 | (1.4)           | 1,155               | 12.6%          | TOTAL                                 | 2,309               | 17.7%                  | 2,409               | 17.1%                  | 100              | (0.6)             | (64)            | (1.7)             | 2,245               | 16.0%                  |
|                   |                        |                     |                        |                 |                   |                   |                 |                     |                | NET INCOME (LOSS)                     |                     |                        |                     |                        |                  |                   |                 |                   |                     |                        |
| 200               | 0.70/                  | 075                 | 4.40/                  | (4.46)          | /4.45             | (00.4)            | (0.0)           | 400                 | F 00'          | FROM OPERATIONS                       | (450)               | (4.00()                | (6)                 | 0.007                  | 450              | (4.6)             | (0.10)          | (4.6)             |                     | 0.007                  |
| 226<br>(346)      | 2.7%<br>(4.2%)         | 375<br>(329)        | 4.1%<br>(3.6%)         | (149)<br>(17)   | (1.4)<br>(0.6)    | (234)<br>(77)     | (2.3)<br>(1.3)  | 460<br>(269)        |                | UCLA Store<br>UCLA Restaurants        | (156)<br>(753)      | (1.2%)<br>(5.8%)       | (2)<br>(744)        | 0.0%<br>(5.3%)         | (154)<br>(9)     | (1.2)<br>(0.5)    | (246)<br>(113)  | (1.8)<br>(1.2)    | 90<br>(640)         | 0.6%<br>(4.6%)         |
| (346)             | 1.3%                   | 147                 | (3.6%)                 | (36)            | (0.6)             | (38)              | (0.3)           | 149                 | (2.9%)<br>1.6% | Services Division                     | 179                 | (5.8%)                 | 219                 | (5.3%)                 | (40)             | (0.5)             | (54)            | (0.3)             | 233                 | 1.7%                   |
| (143)             | (1.7%)                 | (157)               | (1.7%)                 | 14              | 0.0               | 9                 | 0.0             | (152)               |                | UCLA Student Union                    | (275)               | (2.1%)                 | (300)               | (2.1%)                 | 25               | 0.0               | 6               | (0.3)             | (281)               | (2.0%)                 |
| (152)             | (1.8%)                 | 36                  | 0.4%                   | (188)           | (2.2)             | (340)             | (3.9)           | 188                 |                | TOTAL                                 | (1,005)             | (7.7%)                 | (827)               | (5.9%)                 | (178)            | (1.8)             | (407)           | (3.4)             | (598)               | (4.3%)                 |
|                   |                        |                     |                        |                 |                   |                   | . /             |                     |                | OTHER INC/(EXP)                       |                     |                        |                     | • 1                    | . ,              | . ,               | • •             |                   |                     | • 1                    |
| 5                 | 0.1%                   | 2                   | 0.0%                   | 3               | 0.1               | (11)              | (0.1)           | 16                  | 0.2%           | Non-Recurrent Inc/(Exp)               | 11                  | 0.1%                   | 4                   | 0.0%                   | 7                | 0.1               | (15)            | (0.1)             | 26                  | 0.2%                   |
| 29                | 0.4%                   | 13                  | 0.1%                   | 16              | 0.3               | 15                | 0.2             | 14                  | 0.2%           | Interest Income                       | 56                  | 0.4%                   | 27                  | 0.2%                   | 29               | 0.2               | 29              | 0.2               | 27                  | 0.2%                   |
| (29)              | (0.4%)                 | (29)                | (0.3%)                 | 0               | (0.1)             | 3                 | (0.1)           | (32)                | (0.3%)         | Interest (Expense)                    | (58)                | (0.4%)                 | (58)                | (0.4%)                 | 0                | 0.0               | 6               | 0.1               | (64)                | (0.5%)                 |
| 0                 | 0.0%                   | (2)                 | 0.0%                   | 2               | 0.0               | 0                 | 0.0             | 0                   |                | Income Taxes                          | 0                   | 0.0%                   | (3)                 | 0.0%                   | 3                | 0.0               | 0               | 0.0               | 0                   | 0.0%                   |
| 244<br><b>249</b> | 3.0%                   | 244<br><b>228</b>   | 2.7%                   | 0<br><b>21</b>  | 0.3<br><b>0.5</b> | 8<br><b>15</b>    | 0.4             | 236<br><b>234</b>   | 2.6%           | Student Union Fee Income TOTAL        | 489                 | 3.7%                   | 489<br><b>459</b>   | 3.5%                   | 0<br><b>39</b>   | 0.2<br><b>0.5</b> | 16<br><b>36</b> | 0.3<br><b>0.5</b> | 473<br><b>462</b>   | 3.4%<br><b>3.3%</b>    |
|                   | 3.0%                   |                     | 2.5%                   |                 |                   |                   | 0.4             |                     |                | 1                                     | 498                 | 3.8%                   |                     | 3.3%                   |                  |                   |                 |                   |                     |                        |
| 97                | 1.2%                   | 264                 | 2.9%                   | (167)           | (1.7)             | (325)             | (3.4)           | 422                 | 4.6%           | NET INCOME (LOSS)                     | (507)               | (3.9%)                 | (368)               | (2.6%)                 | (139)            | (1.3)             | (371)           | (2.9)             | (136)               | (1.0%)                 |

#### ASUCLA P/L Reconciliation Sep-18

| Financial Analysis  | \$0         | 00's        |
|---|-------------|-------------|
|   | Se          | p-18        |
| Budgeted Net Income/(Loss)  | -           | 264         |
|   | ₩           |             |
| UCLA Store  | <del></del> |             |
| Gross Margin:   | <del></del> |             |
| Bearwear below plan: sales negatively impacted by concessions sales at football, low percentage score big promotions and sales of UA merchandise as it relates to fan enthusiasm            | (79)        |             |
| E-Commerce below plan as sales were negatively impacted by low percentage score big promotions and sales of UA merchandise  | (73)        |             |
| New Text below plan due to a transfer to Rental Program Income and increase in Used Text sales  | (36)        |             |
| Used Text above plan due to mostly to better than anticipated reception to the Rental Program   | 15          |             |
| Computer Store below plan due to significant year over year decrease in individual purchases of Mac Computers (partly due to reduced availability of funds for summer scholarship students) | (13)        |             |
| LuValle Books above plan mostly timing related to UCLA Extension  | 8           |             |
| HSS Dental below plan due mostly to timing as backordered items were greater than anticipated   | (97)        |             |
| Total Wages below plan  | 5           |             |
| Other, positive controllables (mostly employee benefits)  | 38          |             |
| Total Contribution  |             | (232)       |
| UCLA Restaurants  |             | <u> </u>    |
| Gross Margin:   | $\perp$     | <u> </u>    |
| Panda above plan due to positive customer interest in this product line (much higher than past trend of last few years)   | 6           |             |
| Greenhouse below plan: more cannibalization from Veggie Grill than anticipated  | (13)        |             |
| Veggie Grill above plan: average check and customer count higher than plan  | 5           |             |
| Untitled below plan: adjustment to budgeted sales for week before classes plus sales plan based on Stage Canteen closure (remains open)   | (4)         |             |
| CSSC below plan: adjustment to budgeted sales related to the week before classes plus Southern Lights closure for 5 days for Peet's coffee conversion                                       | (6)         |             |
| Café Synapse below plan due to ongoing customer traffic decline (aggressive marketing and menu changes in process to revitalize area)   | (5)         |             |
| LuValle Food Servery below plan: less customers than expected (may have shifted to Jimmy's due to great customer response to new coffee brand)  | (5)         |             |
| Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day  | (4)         |             |
| Taco Bell below plan: customer count is positive to plan however the actual average check is significantly lower (buying choices may be based on price sensitivity)                         | (5)         |             |
| Catering below plan: several UCLA Admissions events did not occur   | (28)        |             |
| Concessions below plan due to budget alignment of events (budgeted 9 events but only 7 actually scheduled)  | (5)         |             |
| Total Wages below plan  | 42          |             |
| Other, various gross margin negative variances offset by positive controllables   | 3           |             |
| Total Contribution  |             | (19)        |
|   | +           | (19)        |
| Services  Cross Marsin.   | +           |             |
| Gross Margin:   | 26          |             |
| Licensing Domestic above plan: timing for sales from prior month and to Costco which are consignment based  | 36          |             |
| Licensing Campus Sourcing below plan: timing related as more sales posted in prior month  | (9)         |             |
| Leased Ops below plan: space previously leased by Kaplan is not currently leased  | (7)         |             |
| Photography below plan due to overall decrease in Athletic related bookings (some of this is timing and will be realized next month)  | (5)         |             |
| Total Wages above plan  | (8)         | <del></del> |
| Other, negative controllables mostly Licensing  | (32)        | <del></del> |
| Total Contribution  | +           | (25)        |
| UCLA Student Union  | +           |             |
| Gross Margin:   | +-          | $\vdash$    |
| Event Services above plan due to an increase in event sales for New Student Orientations (scheduling adjustment for additional session) and an additional off campus event                  | 6           | $\vdash$    |
| AU Post Office below plan due to lower consignment commission and reduced summer student sales activity   | (2)         | <u> </u>    |
| Total wages below plan  | 2           |             |
| Other, positive contollables  | 10          | —           |
| Total Contribution  | +-          | 16          |
| Allocated Expenses and Other  | +-          | -           |
| A&SS below plan due mostly to positive career wages and employee benefits   | 60          | <u> </u>    |
| Facilities higher than plan due to rental of portable air conditioning units  | (8)         | <u> </u>    |
| Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings   | 11          | <u> </u>    |
| Depreciation below plan due to timing for capital projects  | 9           |             |
| Other positive: mostly interest income due to higher cash balance and interest rate   | 21          |             |
| Total   |             | 93          |
| Actual Net Income/(Loss)  |             | 97          |

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

| Financial Analysis   | \$0   | 000's  |
|--|-------|--|
| Budgeted Net Income/(Loss)   | -     | (36  |
|  |       |  |
| UCLA Store   |       |  |
| Gross Margin:  | '     | ļ  |
| Bearwear below plan: reduced visitor traffic and low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm                                | (110) |  |
| E-Commerce below plan: overall decline in fan enthusiasm   | (75)  |  |
| New Text below plan: interaction between New and Used as lower sales were impacted by new rental program in Used Text  | (37)  |  |
| Used Text above plan: positive impact of new rental program  | 24    |  |
| Computer Store below plan: significant weakness in institutional demand for Apple products   | (29)  |  |
| LuValle Books above plan due to strong inaugural Fall law school rental options  | 20    |  |
| HSS Dental below plan: timing related to backordered items   | (89)  |  |
| Total Wages lower than plan  | 1     |  |
| Other, positive controllables mostly employee benefits and bank card expense   | 45    |  |
| Total Contribution   |       | (25  |
| UCLA Restaurants   |       |  |
| Gross Margin:  |       |  |
| Panda above plan due to positive interest in this product line compared to prior years   | 8     |  |
| Greenhouse below plan: more cannibalization from Veggie Grill than anticipated   | (22)  |  |
| Café Synapse below plan due to ongoing customer traffic decline  | (11)  |  |
| LuValle Food Servery below plan: less customers than expected  | (8)   |  |
| Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day   | (9)   |  |
| Taco Bell below plan: mostly lower average check   | (9)   |  |
| Catering below plan: aggressive budget, large unanticipated discount for and event and several UCLA Admissions events did not occue  | (63)  |  |
| Concessions below plan: less events than planned   | (10)  |  |
| Total Wages lower than plan  | 68    |  |
| Other, various gross margin negative variances offset by positive controllables (mostly employee benefits)   | 21    |  |
| Total Contribution   | 21    | (3   |
|  | _     | (-   |
| Services Cross Marsin  | _     |  |
| Gross Margin:  | 11    | -  |
| Licensing Domestic above plan: timing for sales from prior month and to Costco which are consignment based   | 11    |  |
| Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized  | 10    | -  |
| Licensing Campus Sourcing above plan (some timing related)   | 18    | <del>                                     </del> |
| Leased Ops below plan due to delay in leases for space previously leased by Kaplan   | (15)  |  |
| Photography below plan due to reduced Athletic bookings  | (4)   |  |
| Total Wages above plan   | (18)  |  |
| Other, negative controllables mostly Licensing   | (26)  | <u> </u>   |
| Total Contribution   |       | (2   |
| UCLA Student Union   | _     |  |
| Gross Margin:  | _     |  |
| Event Services above plan mostly due to two anticipated shoots   | 22    |  |
| AU Post Office below plan due mostly to lower consignment commission   | (4)   |  |
| Total Wages below plan   | 6     |  |
| Other, positive controllables  | 7     |  |
| Total Contribution   |       |  |
| 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                                      | 86    |  |
| Facilities above plan mostly rental of portable air conditioning units   | (20)  |  |
| 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. | 16    |  |
| Depreciation lower than plan due to timing of capitals   | 18    |  |
| Other- mostly higher interest income and non-recurrent   | 39    |  |
| Total  |       | 1.   |
| Actual Net Income/(Loss)   |       | (5   |

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

|   | Current Month  | Prior Month | Prior Year |
|---|----------------|-------------|------------|
|   | September 2018 | August 2018 | July 2018  |
| ASSETS  |                |             |            |
| CURRENT ASSETS:   |                |             |            |
| Cash and cash equivalents                               | \$13,975       | \$14,243    | \$13,915   |
| Accounts receivable                                     | 5,360          | 3,468       | 3,844      |
| Less: Allowance for doubtful accounts                   | (587)          | (579)       | (580)      |
| Accounts receivable, net                                | 4,773          | 2,907       | 3,264      |
| Student fees receivable                                 | 607            | 362         | 118        |
| Short term note receivable                              | 0              | 0           | 200        |
| Inventories   | 6,586          | 6,488       | 6,248      |
| Prepaid expenses and other current assets               | 255            | 258         | 319        |
| Total current assets                                    | 26,196         | 24,258      | 24,064     |
| LONG TERM ASSETS  |                |             |            |
| Property, equipment and improvements                    | 72,819         | 72,732      | 72,708     |
| Less: Accumulated depreciation                          | (50,577)       | (50,370)    | (50,163)   |
| Total long term assets                                  | 22,242         | 22,362      | 22,545     |
| •   |                |             | ·          |
| TOTAL ASSETS  | \$48,438       | \$46,620    | \$46,609   |
|   |                |             |            |
| LIABILITIES AND RETAINED EARNINGS                       |                |             |            |
| CURRENT LIABILITIES:                                    |                |             |            |
| Accounts payable  | \$8,440        | \$6,969     | \$7,049    |
| Wages and payroll taxes payable                         | 5,193          | 6,065       | 5,551      |
| Sales tax payable & other liabilities                   | 928            | 698         | 625        |
| Interest payable  | 131            | 103         | 74         |
| Deferred income   | 1,542          | 707         | 518        |
| Funds held for others Current portion of long term debt | 257<br>867     | 228<br>867  | 338<br>867 |
| Total current liabilities                               | 17,358         | 15,637      | 15,022     |
| Total current habilities                                | 17,550         | 10,007      | 10,022     |
| LONG TERM DEBT:   |                |             |            |
| AU expansion loan                                       | 7,095          | 7,095       | 7,095      |
| Total long term debt                                    | 7,095          | 7,095       | 7,095      |
|   |                |             |            |
| TOTAL LIABILITIES                                       | 24,453         | 22,732      | 22,117     |
| RETAINED EARNINGS:                                      |                |             |            |
| Beginning Balance                                       | 24,492         | 24,492      | 25,151     |
| Year-to-date net income/(loss)                          | (507)          | (604)       | (659)      |
|   | (531)          | (551)       | (333)      |
| Ending Balance  | 23,985         | 23,888      | 24,492     |
| TOTAL LIABILITIES AND RETAINED EARNINGS                 | \$48,438       | \$46,620    | \$46,609   |

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

|  | Current<br>Month  | Year to<br>Date   | Prior<br>Year to<br>Date |
|--|-------------------|-------------------|--------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES:                |                   |                   |                          |
| Net income/(loss)                                    | \$97              | (\$507)           | (\$136)                  |
| Adjustments to reconcile net income/(loss) to net    |                   | `                 | ` ,                      |
| cash provided/(used) by operating activities:        |                   |                   |                          |
| Depreciation   | 207               | 414               | 381                      |
| (Increase)/decrease in current assets:               |                   |                   |                          |
| Accounts receivable                                  | (1,866)           | (1,508)           | (1,008)                  |
| Student fees receivable                              | (245)             | (489)             | (473)                    |
| Short term note receivable                           | ) O               | 200               | 0                        |
| Inventories  | (98)              | (338)             | (442)                    |
| Prepaid expenses and other current assets            | 3                 | 64                | `80 <sup>°</sup>         |
| Increase/(decrease) in current liabilities:          |                   |                   |                          |
| Accounts payable                                     | 1,471             | 1,390             | 2,067                    |
| Sales tax payable & other liabilities                | 230               | 303               | 190                      |
| Wages and payroll taxes payable                      | (872)             | (358)             | (576)                    |
| Interest payable                                     | ` 28 <sup>′</sup> | ` 57 <sup>′</sup> | ` 64 <sup>′</sup>        |
| Deferred Income                                      | 835               | 1,024             | 172                      |
| Funds held for others                                | 29                | (81)              | 95                       |
| Net cash provided/(used) by operating activities     | (181)             | 171               | 414                      |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:        |                   |                   |                          |
| Purchase of property, equipment and improvements     | (87)              | (102)             | (265)                    |
| Change in capital projects in progress               | 0                 | (9)               | 0                        |
| Change in capital projects in progress               | Ü                 | (5)               | 0                        |
| Net cash used in investing activities                | (87)              | (111)             | (265)                    |
| 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 | (268)             | 60                | 149                      |
| CASH AND CASH EQUIVALENTS, Beginning                 | 14,243            | 13,915            | 12,191                   |
| CASH AND CASH EQUIVALENTS, Ending                    | \$13,975          | \$13,975          | \$12,340                 |

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

| CASH AND CASH EQUIVALENTS                       | \$13,975  |
|---|-----------|
| 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)     |
| Engineering 6 Café                              | (150)     |
| Subtotal  | (1,912)   |
| Adjustment for Cash Overdraft Entry             | (1,360)   |
| Uncommitted Cash                                | 10,703    |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 14,707    |
| RESERVE SURPLUS (DEFICIT)                       | (\$4,004) |

#### ASUCLA SERVICES AND ENTERPRISES

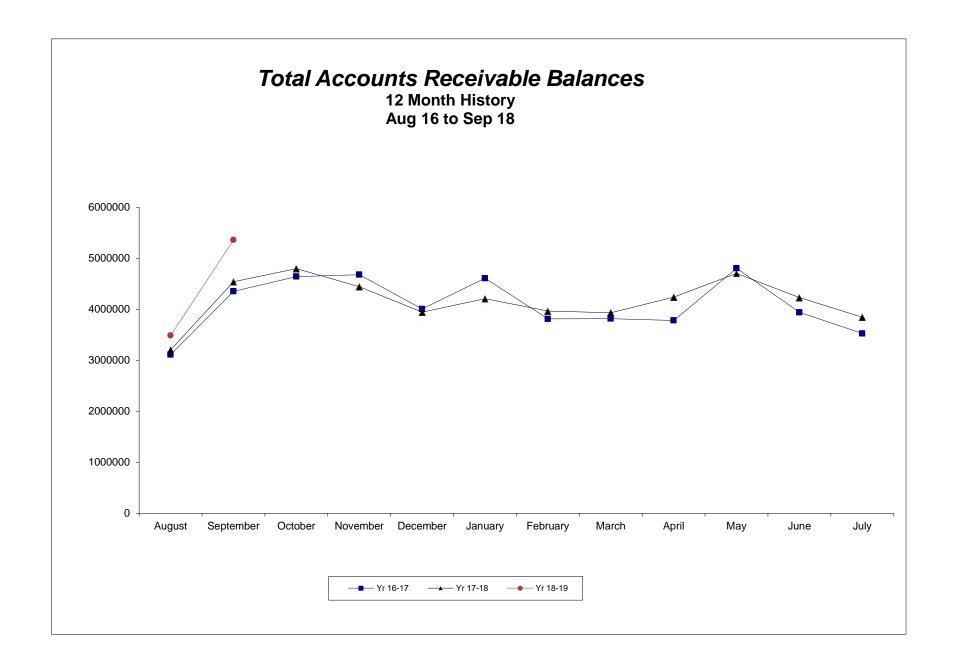
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 September 2018

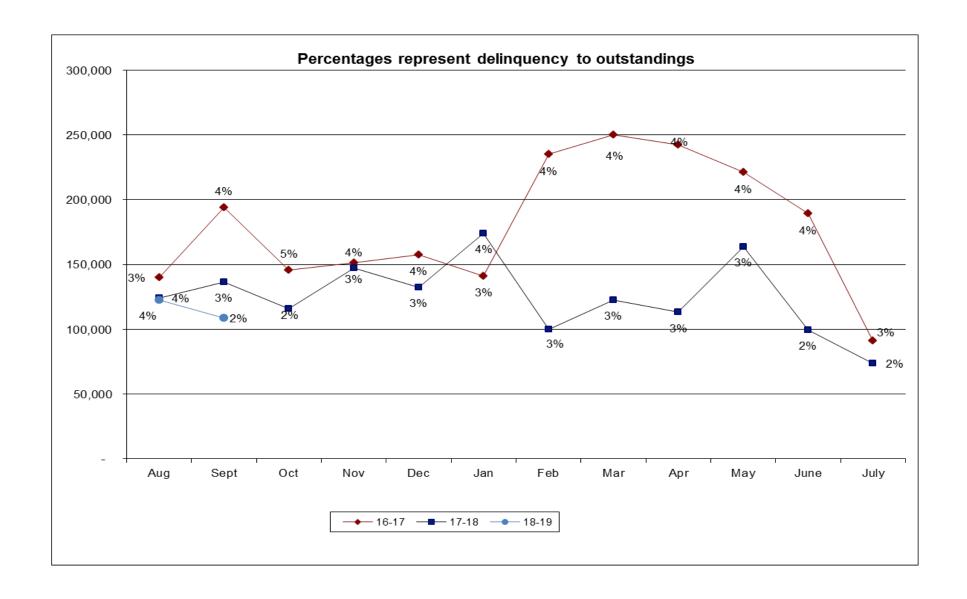
| PROJECTED PROJECTED   |  |                              |          |       |  |           |              |         |                            |  |
|-----------------------|--|------------------------------|----------|-------|--|-----------|--------------|---------|----------------------------|--|
| <b>PROJEC</b>         | T NAME                                     | BUDGET                       |          |       |  | Remaining |              | Over    |                            |  |
| 0110                  |  |                              | Pavments | PO's  | Total                                    | Balance   | Pendina      | (Under) | Status                     |  |
| Store/Ser<br>2018-001 | Store General Replacement                  | 75.0                         | 0.0      | 0.0   | 0.0                                      | 0.0       | 75.0         | 0.0     | Pending                    |  |
| 2018-001              |  | 75.0<br>75.0                 | 0.0      | 0.0   | 0.0                                      | 0.0       | 75.0<br>75.0 | 0.0     | Pending                    |  |
| 2018-002              | AU B-Level Bearwear Update                 | 125.0                        | 68.5     | 26.5  | 95.0                                     | 30.0      | 75.0         | 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                    |  |
| Food Serv             |  | 70.0                         | 0.0      | 0.0   | 0.0                                      | 0.0       | 70.0         | 0.0     | 1 chang                    |  |
| 2018-006              | FS Miscellaneous and Unanticipated         | 50.0                         | 0.0      | 19.1  | 19.1                                     | 30.9      |              | 0.0     | In Progress                |  |
| 2018-007              | Patio Furniture Upgrade                    | 20.0                         | 0.0      | 0.0   | 0.0                                      | 0.0       | 20.0         | 0.0     | Pending                    |  |
| 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                    |  |
|                       | 3  |                              |          |       |  |           |              |         | <b>.</b>                   |  |
| 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                         | 0.0      | 20.0  | 20.0                                     | 30.0      |              | 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                          | 0.0      | 4.1   | 4.1                                      | 0.0       |              | (0.9)   | Completed Awaiting Invoice |  |
| 2018-032              | Mobile Application Development             | 0.0                          | 12.6     | 0.0   | 12.6                                     | 42.4      |              | 55.0    | In Progress                |  |
| Total Tecl            | nology                                     | 335.0                        | 12.6     | 24.1  | 36.7                                     | 72.4      | 280.0        | 54.1    |                            |  |
| 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      | 0.0   | 0.0                                      | 0.0       | 10.0         | 0.0     | Pending                    |  |
| 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                          | 0.0      | 38.3  | 38.3                                     | 0.0       |              | 38.3    | Completed Awaiting Invoice |  |
| Total Othe            | ers  | 705.0                        | 0.0      | 96.1  | 96.1                                     | 287.0     | 365.0        | 43.1    |                            |  |
|                       |  | **************************** |          |       | 0 20 20 20 20 20 20 20 20 20 20 20 20 20 |           |              |         |                            |  |
| Total Curi            | ent Year Projects                          | 1,750.0                      | 81.1     | 209.6 | 290.7                                    | 436.5     | 1,120.0      | 97.2    |                            |  |

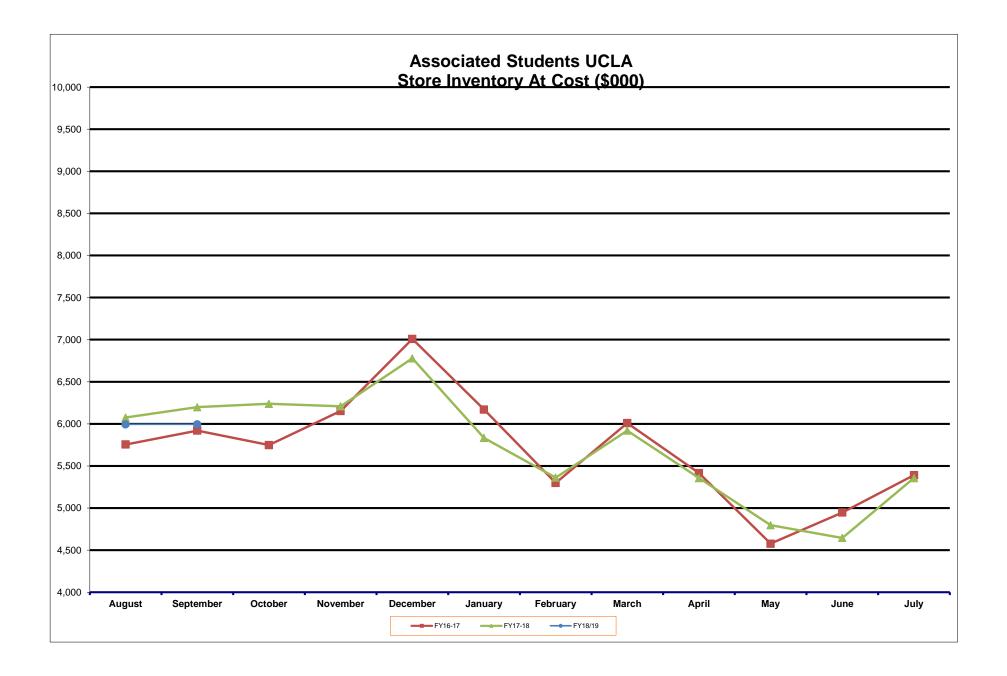
# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

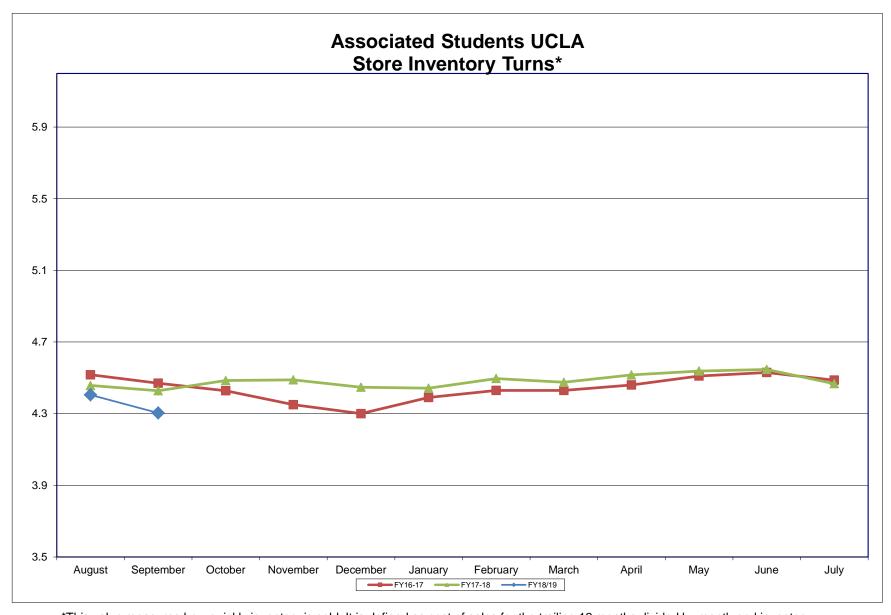
| 09/29/18            | Sep | Current     | %    | 30+       | %    | 60+      | %    | 90+      | %    | 120+     | %    | 150+     | %    | Total       | %    |
|---------------------|-----|-------------|------|-----------|------|----------|------|----------|------|----------|------|----------|------|-------------|------|
| 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      | L   | \$75,646    | 1%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$75,646    | 1%   |
| DUE FROM VENDORS    | L   | \$424,907   | 8%   | \$10,792  | 8%   | \$9,788  | 26%  | \$11,920 | 85%  | \$27,957 | 88%  | \$18,638 | 75%  | \$504,002   | 9%   |
| DENTAL KITS         | L   | \$955,543   | 19%  | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$955,543   | 18%  |
| OTHER               | L   | \$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 | ı L | \$5,110,798 | 100% | \$140,706 | 100% | \$38,002 | 100% | \$13,965 | 100% | \$32,072 | 100% | \$24,803 | 100% | \$5,360,346 | 100% |
|                     | L   | 95%         |      | 3%        |      | 1%       |      | 0%       |      | 1%       |      | 0%       |      | 100%        |      |
| 08/25/18            | Aug | Current     | %    | 30+       | %    | 60+      | %    | 90+      | %    | 120+     | %    | 150+     | %    | Total       | %    |
| UNIVERSITY          | 9   | \$746,089   | 24%  | \$172,201 | 66%  | \$37,984 | 62%  | \$5,166  | 42%  | \$193    | 1%   | \$5,132  | 23%  | \$966,765   | 28%  |
| ASUCLA PUBLICATIONS | ŀ   | \$52.003    | 2%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$52.003    | 1%   |
| ASUCLA USA/GSA      | Ī   | \$68,119    | 2%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$68,119    | 2%   |
| DUE FROM VENDORS    | Ī   | \$349,876   | 11%  | \$10,934  | 4%   | \$4,124  | 7%   | \$6,669  | 54%  | \$25.072 | 91%  | \$16,715 | 77%  | \$413,390   | 12%  |
| DENTAL KITS         | Ī   | \$41,762    | 1%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$41,762    | 1%   |
| OTHER               | Ī   | \$1,844,345 | 60%  | \$77,656  | 30%  | \$18,867 | 31%  | \$531    | 4%   | \$2,337  | 8%   | \$19     | 0%   | \$1,943,755 | 56%  |
| TOTAL CURRENT MONTH |     | \$3,102,194 | 100% | \$260,791 | 100% | \$60,975 | 100% | \$12,366 | 100% | \$27,602 | 100% | \$21,866 | 100% | \$3,485,794 | 100% |
|                     |     | 89%         |      | 7%        |      | 2%       |      | 0%       |      | 1%       |      | 1%       |      | 100%        |      |
| 07/28/18            | Jul | Current     | %    | 30+       | %    | 60+      | %    | 90+      | %    | 120+     | %    | 150+     | %    | Total       | %    |
| UNIVERSITY          |     | \$880,543   | 24%  | \$86,978  | 44%  | \$8,411  | 61%  | \$200    | 3%   | \$0      | 0%   | \$5,886  | 24%  | \$982,018   | 26%  |
| ASUCLA PUBLICATIONS | Ī   | \$54,849    | 2%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$54,849    | 1%   |
| ASUCLA USA/GSA      | Ī   | \$76,702    | 2%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$76,702    | 2%   |
| DUE FROM VENDORS    | Ī   | \$495,723   | 14%  | \$6,717   | 3%   | \$612    | 4%   | \$4,498  | 58%  | \$27,812 | 100% | \$18,542 | 76%  | \$553,904   | 14%  |
| DENTAL KITS         | Ī   | \$45,876    | 1%   | \$0       | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$0      | 0%   | \$45,876    | 1%   |
| OTHER               | Ī   | \$2,018,754 | 57%  | \$104,489 | 53%  | \$4,787  | 35%  | \$2,998  | 39%  | \$123    | 0%   | (\$66)   | 0%   | \$2,131,085 | 55%  |
| TOTAL CURRENT MONTH |     | \$3,572,447 | 100% | \$198,184 | 100% | \$13,810 | 100% | \$7,696  | 100% | \$27,935 | 100% | \$24,362 | 100% | \$3,844,434 | 100% |
|                     |     | 93%         |      | 5%        |      | 0%       |      | 0%       |      | 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

| CED /                | 02(08/26/18-09/2     | 29/18)   | Ī  | г                    | ISCAL YEAR 18-1      | o I                 | EISCAL VI            | EAR 17-18              |
|----------------------|----------------------|--|--|----------------------|----------------------|---------------------|----------------------|------------------------|
|                      | CURRENT MONTH        |  | †  |                      | MO(07/29/18-09/      |                     |                      | R ACTUAL               |
| ACTUAL               | BUDGET               | VARIANCE   |  | ACTUAL               | BUDGET               | VARIANCE            | MONTH                | YTD                    |
|                      |                      |  |  |                      |                      |                     |                      |                        |
| 2,708,902            | 2,971,116            |  | ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION   | 4,038,774            | 4,474,756            | <435,982>           | 3,117,354            | 4,575,707              |
| 1,516,643<br>86,142  | 1,678,034<br>82,888  | <161,391><br>3,254   | HILLTOP SHOP                                 | 2,661,191<br>144,098 | 2,857,118<br>144,318 | <195,927><br><220>  | 1,650,054<br>79,661  | 2,809,329<br>139,545   |
| 216,357              | 206,105              | 10,252   | LU VALLE COMMONS STORE                       | 468,488              | 480,730              | <12,242>            | 209,686              | 496,112                |
| 135,707              | 271,000              |  | E-COMMERCE DIVISION                          | 249,006              | 387,000              | <137,994>           | 266,301              | 378,241                |
| 1,670,975            | 1,893,372            |  | HEALTH SCIENCES STORE                        | 2,091,881            | 2,236,686            | <144,805>           | 1,948,931            | 2,287,617              |
| 6,334,726            | 7,102,515            | <767,789>  | TOTAL SALES                                  | 9,653,439            | 10,580,608           | <927,169>           | 7,271,987            | 10,686,551             |
| 4,654,686            | 5,125,735            | 471,049  | Less: Cost of Sales                          | 6.938.049            | 7,503,977            | 565,928             | 5,290,363            | 7,638,763              |
| 4,034,000            | 5,125,735            | 471,049  | Less. Cost of Sales                          | 6,936,049            | 7,503,977            | 363,926             | 5,290,363            | 7,030,703              |
|                      |                      |  | Less: Shrinkage                              |                      |                      |                     |                      |                        |
|                      |                      |  |  |                      |                      |                     |                      |                        |
| 9,247                | 9,700                | 453  | ACADEMIC SUPPORT DIV                         | 12,647               | 13,090               | 443                 | 11,494               | 14,995                 |
| 7,588<br>387         | 8,410<br>380         | 822<br><7>   | GENERAL MDSE DIVISION<br>HILLTOP SHOP        | 13,394               | 14,350<br>660        | 956<br>16           | 8,266<br>353         | 14, <u>2</u> 14<br>618 |
| 1,103                | 1,150                | <td>LU VALLE COMMONS STORE</td> <td>644<br/>2,501</td> <td>2,670</td> <td>169</td> <td>353<br/>1,161</td> <td>2,795</td> | LU VALLE COMMONS STORE                       | 644<br>2,501         | 2,670                | 169                 | 353<br>1,161         | 2,795                  |
| 5,484                | 5,620                | 136  | HEALTH SCIENCES STORE                        | 7,192                | 7,310                | 118                 | 5,976                | 7,696                  |
| 23,810               | 25,260               | 1,450  | SHRINKAGE                                    | 36,378               | 38,080               | 1,702               | 27,250               | 40,318                 |
| 4,678,496            | 5,150,995            | 472,499  | TOTAL COST OF SALES                          | 6,974,427            | 7,542,057            | 567,630             | 5,317,613            | 7,679,082              |
|                      |                      |  |  | =                    |                      |                     |                      |                        |
| 73.5<br>1,656,230    | 72.2<br>1,951,520    | <1.3><br><295,290>   | COST OF SALES %<br>GROSS MARGIN              | 71.9<br>2,679,012    | 70.9<br>3,038,551    | <1.0><br><359,539>  | 72.8<br>1.954.374    | 71.5<br>3,007,469      |
| 26.5                 | 27.8                 | <295,290 <i>&gt;</i><br><1.3>  | GROSS MARGIN %                               | 2,679,012            | 29.1                 | <359,539>           | 27.3                 | 28.5                   |
| 0.4                  | 0.4                  | <0.0>  | SHRINKAGE %                                  | 0.4                  | 0.4                  | <0.0>               | 0.4                  | 0.4                    |
|                      |                      |  |  |                      |                      |                     |                      |                        |
| 26.2                 | 27.5                 | <1.3>  | NET GROSS MARGIN %                           | 27.8                 | 28.7                 | <1.0>               | 26.9                 | 28.1                   |
| 4                    | 47.5                 | 2.0  | ACADEMIC CURRORT DUV                         |                      | 47.6                 | 0.4                 | 47.5                 | 47.0                   |
| 16.7<br>50.6         | 17.5<br>50.5         | <0.8>  | ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION   | 16.4<br>50.8         | 17.0<br>50.9         | <0.6><br><0.1>      | 17.5<br>50.3         | 17.2<br>50.3           |
| 42.8                 | 40.8                 | 2.0  | HILLTOP SHOP                                 | 43.0                 | 40.9                 | <0.1><br>2.1        | 43.4                 | 43.4                   |
| 30.3                 | 30.8                 |  | LU VALLE COMMONS STORE                       | 26.7                 | 27.1                 | <0.5>               | 30.3                 | 26.2                   |
| 53.1                 | 49.8                 | 3.3  | E-COMMERCE DIVISION                          | 53.1                 | 51.3                 | 1.8                 | 47.1                 | 49.4                   |
| 15.7                 | 18.6                 | <2.9>  | HEALTH SCIENCES STORE                        | 16.6                 | 19.5                 | <2.9>               | 18.2                 | 18.8                   |
| 105.015              | 170 202              | 25 / 22  | OTHER INCOME                                 | 204.040              | 225 504              | E0 2/F              | 144.4/2              | 105 424                |
| 195,915<br>1,852,145 | 170,282<br>2,121,802 | 25,633<br><269,657>  | OTHER INCOME<br>GROSS MARGIN/OTHER           | 294,949<br>2,973,961 | 235,584<br>3,274,135 | 59,365<br><300,174> | 144,462<br>2,098,835 | 195,424<br>3,202,894   |
| 1,032,143            | 2,121,002            | <207,037>  | GROSS WARGIN/OTTER                           | 2,773,701            | 3,274,133            | <300,174>           | 2,070,033            | 3,202,074              |
|                      |                      |  | Less: Controllable Exp                       |                      |                      |                     |                      |                        |
|                      |                      |  |  |                      |                      |                     |                      |                        |
| 258,630              | 262,244              | 3,614  | Career Wages                                 | 516,446              | 522,117              | 5,671               | 242,901              | 490,628                |
| 277,172<br>535,802   | 278,348<br>540,592   | 1,176<br>4,790   | Student Wages TOTAL WAGES                    | 473,719<br>990,166   | 468,912<br>991,029   | <4,807><br>863      | 255,437<br>498,338   | 432,569<br>923,197     |
| 8.5                  | 7.6                  | 4,790<br><0.9>   | WAGE % TO SALES                              | 10.3                 | 991,029              | <0.9>               | 490,330              | 923,197                |
|                      |                      |  |  |                      |                      |                     |                      |                        |
| 116,508              | 128,735              | 12,227   | Employee Benefits                            | 224,053              | 254,398              | 30,345              | 117,817              | 238,647                |
| 6,095                | 5,920                | <175>  | Office Supplies                              | 23,473               | 21,073               | <2,400>             | 7,269                | 22,542                 |
| 6,575                | 11,700               | 5,125  | Telephone                                    | 13,878               | 23,350               | 9,472               | 12,250               | 23,617                 |
| 20<br>3,480          | 14<br>1,700          | <6><br><1,780>   | Postage<br>Trav/Trips/Conference             | 37<br>5,610          | 28<br>2,800          | <9><br><2,810>      | 23<br>1,735          | 43<br>2,545            |
| 299                  | 50                   | <249>  | Membership Fees                              | 598                  | 100                  | <498>               | 0                    | 1,195                  |
| 7,853                | 10,350               | 2,497  | Operating Supplies                           | 12,313               | 13,730               | 1,417               | 10,425               | 14,125                 |
| 28,007               | 37,025               | 9,018  | Freight Out                                  | 50,620               | 52,832               | 2,212               | 37,791               | 54,685                 |
| 1,000                | 1,050                | 50   | Transportation                               | 2,050                | 2,100                | 50                  | 1,050                | 2,100                  |
| 51,700               | 44,950               |  | Advertising                                  | 88,764               | 84,753               | <4,011>             | 45,229               | 82,938                 |
| <3,229>              | <5,000>              |  | Vendor Adv. Allowance                        | <4,581>              | <8,000>              | <3,419>             | <4,816>              | <6,816>                |
| 70,008<br>4,328      | 70,025<br>1,300      | 17<br><3,028>  | Direct Mail Adv.<br>Repairs & Maintenance    | 210,023<br>10,883    | 210,050<br>6,200     | 27<br><4,683>       | 69,967<br>2,755      | 210,008<br>7,366       |
| 4,328<br>86,061      | 97,429               | <3,028><br>11,368  | Bank Card Expense                            | 149,821              | 168,275              | <4,683><br>18,454   | 2,755<br>94,993      | 161,268                |
| 2,889                | 0                    | <2,889>  | Overs/Shorts                                 | 2,964                | 0                    | <2,964>             | 1,920                | 3,873                  |
| 173                  | 0                    |  | Credit Card Adjustments                      | 327                  | 0                    | <327>               | 969                  | 2,770                  |
| 0                    | 0                    | <0>  | Textbook Rental Exp                          | 0                    | 0                    | <0>                 | 0                    | 0                      |
| 252                  | 2,500                | 2,248  | Rentals-Truck                                | 252                  | 3,200                | 2,948               | 2,486                | 3,140                  |
| 10,232               | 10,450               | 218  | Professional Services                        | 19,650               | 20,700               | 1,050               | 10,530               | 27,525                 |
| 348<br>777           | 0<br>1,500           | <348><br>723   | Temp Agency Service<br>Commission Expense    | 348<br>2,756         | 0<br>2,300           | <348><br><456>      | 1,096<br>3,752       | 1,096<br>3,023         |
| 17,234               | 13,234               | <4,000>  | Concession Expense                           | 17,334               | 13,334               | <4,000>             | 6,443                | 25,772                 |
| 0                    | 2                    | 2  | Alloc of Distr Cntr                          | 0                    | 4                    | 4                   | 0                    | 0                      |
| 20,657               | 31,220               | 10,563   | Payment to UCLA                              | 28,820               | 37,770               | 8,950               | 34,764               | 41,234                 |
| 431,270              | 464,154              | 32,884   | TOTAL CONTROLLARIE EVE                       | 859,994              | 908,997              | 49,003              | 458,446              | 922,697                |
| 967,072              | 1,004,746            | 37,674   | TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO | 1,850,159            | 1,900,026            | 49,867              | 956,784              | 1,845,893              |
| 885,073              | 1,117,056            | <231,983>  | SVCS AND ENTERPRISES                         | 1,123,802            | 1,374,109            | <250,307>           | 1,142,052            | 1,357,000              |
|                      | , , 555              |  |  | ,,002                | ,=,1.07              |                     | , 1002               | ,,,000                 |
|                      |                      |  | Less: Allocated Exp                          |                      |                      |                     |                      |                        |
| 45                   | F. 4 4               | 0.000  | Allegated E. J. U.S.                         | 07 101               | 400 101              | 45 105              | 40.00                | 0/ 00-                 |
| 45,797               | 54,075               | 8,278  | Allocated ExpHR                              | 86,431               | 102,126              | 15,695              | 48,874               | 96,891                 |
| 176,186<br>75,916    | 198,172<br>89,546    | 21,986<br>13,630   | Allocated Exp. Fin<br>Allocated ExpIS        | 337,623<br>145,643   | 367,199<br>164,933   | 29,576<br>19,290    | 180,376<br>80,146    | 338,013<br>148,674     |
| 75,916<br>46,530     | 89,546<br>40,788     |  | Allocated Exp15 Allocated Exp. Mktg          | 95,585               | 164,933<br>77,897    | 19,290<br><17,688>  | 39,038               | 70,467                 |
| 140,988              | 174,402              | 33,414   | Allocated Exp Othr SA                        | 263,873              | 297,802              | 33,929              | 162,214              | 277,659                |
| 92,870               | 88,873               | <3,997>  | Maintenance                                  | 180,508              | 171,026              | <9,482>             | 81,954               | 158,906                |
| 24,387               | 27,958               | 3,571  | Utilities                                    | 54,775               | 60,014               | 5,239               | 31,306               | 62,439                 |
| 56,922               | 67,180               | 10,258   | Depreciation                                 | 113,842              | 134,360              | 20,518              | 56,870               | 113,740                |
| 659,595              | 740,994              | 81,399   | TOTAL ALLOCATED EXP                          | 1,278,280            | 1,375,357            | 97,077              | 680,778              | 1,266,790              |
| 225,478              | 376,062              | <150 584~  | NET INCOME (LOSS)                            | <154,478>            | <1,248>              | <153,230>           | 461,274              | 90,210                 |
| 223,410              | 370,002              | \1JU,JU4>  | INOONIE (E033)                               | \1J4,F0/             | \1,Z4U>              | \ 1JJ,ZJU>          | 701,214              | 70,210                 |

#### UCLA RESTAURANTS INCOME STATEMENT

| ACTUAL   BUDGET   VARIANCE   ACTUAL   BUDGET   VARIANCE   MORTH   YID  | SED (     | 02(08/26/18-09/2 | 0/18)     | 1                       | E          | ISCAL YEAR 18-1 | 0          | FISCAL VI | ΛD 17_10  |
|--|-----------|------------------|-----------|-------------------------|------------|-----------------|------------|-----------|-----------|
| ACTUAL   SUDDET   WARRINGS   WA   |           |                  |           |                         |            |                 |            |           |           |
| 186.276  |           |                  |           |                         |            |                 |            |           |           |
| 185,276  |           |                  |           |                         |            |                 |            |           |           |
| 19-938   19-9399   19-93999   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-93999   19-9399   19-9399   19-9399   19-9399   19-9399   19-9399   19-93999   19-93999   19-93999   19-93999   19-93999   19-93999   | 146,751   | 159,239          | <12,488>  | CENTRAL DIVISION        | 276,542    | 299,651         | <23,109>   | 149,943   | 280,758   |
| 199, 393   | 138,276   | 147,448          |           |                         | 260,628    | 270,960         | <10,332>   | 142,768   | 262,331   |
| 20,078   224,106   <11,728   COOPERAGE DIVISION   386,192   400,943   <44,750   271,616   406,654   175,771   175,7533   <100,022   981,766   175,757   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   <10,022   981,767   1757,533   1757   1757,533   1757,53   | 128,217   | 160,229          | <32,012>  | SOUTH DIVISION          | 250,856    | 290,447         | <39,591>   | 95,027    | 195,858   |
| 198,277  | 199,383   | 198,910          | 473       | LU VALLE DIVISION       | 339,337    | 336,794         | 2,543      | 184,603   | 313,346   |
| 992 822   1,101,664   <10,31827   30,010   | 210,378   | 224,106          | <13,728>  | COOPERAGE DIVISION      | 386,193    | 420,943         | <34,750>   | 217,616   | 406,655   |
| 347.663   377.673   30.010   css. Cost of Salos   34.8   34.3   40.6c.   OSC) OF SALES W   35.6   34.4   4.12; 34.4   34.4   34.6   10.5   1   | 175,277   | 211,732          | <36,455>  | SPECIAL EVENTS DIVISION | 263,161    | 338,743         | <75,582>   | 193,240   | 296,374   |
| 34.8   34.3   3.0   6.0   600 FOT PS ALLS '96   53.6   34.4   4.12   34.4   34.6   66.0   67.2   69.5   65.2   65.7   4.0   60   | 998,282   | 1,101,664        | <103,382> | TOTAL SALES             | 1,776,716  | 1,957,538       | <180,822>  | 983,196   | 1,755,321 |
| 34.8   34.3   3.0   6.0   600 FOT PS ALLS '96   53.6   34.4   4.12   34.4   34.6   66.0   67.2   69.5   65.2   65.7   4.0   60   |           |                  |           |                         |            |                 |            |           |           |
| 60.019   723.991   x-73.372   60.05 MARGIN   1,131.306   1,201.401   x-140.774   A44.910   1,141.20   x-140.774   A44.910   1,141.20   x-140.774   A44.910   x-140.774   x-140.774   x-140.910   x-140.774   x-1   | 347,663   | 377,673          | 30,010    | Less: Cost of Sales     | 632,880    | 672,928         | 40,048     | 338,286   | 611,027   |
| 6.5.2 6.6.7 < -0.00 GNOSS MARCIN % 6.4.4   | 34.8      | 34.3             | <0.6>     | COST OF SALES %         | 35.6       | 34.4            | <1.2>      | 34.4      | 34.8      |
| 62.3 66.4 -4.2 CENTRAL DIVISION 6.3.4 66.7 -3.3 66.5 66.1 66.4 67.1 64.9 -6.8 MORTH CAMPUS DIVISION 6.5 65.1 -0.6 6.36 64.5 67.2 69.2 69.3 -1.1 MARLE DIVISION 6.6 6.5 65.1 -0.6 6.36 64.5 65.1 -0.6 6.36 64.5 65.2 69.2 69.3 -1.1 MARLE DIVISION 6.6 6.5 65.1 -0.6 6.36 64.5 65.1 -0.6 6.36 64.5 65.1 -0.6 6.36 64.5 65.2 69.2 69.3 -1.1 50.0 MORTH CAMPUS DIVISION 6.5 65.1 -1.1 SPECIAL EVENTS DIVISION 6.5 55.1 SPECIAL EVE   | 650,619   | 723,991          | <73,372>  | GROSS MARGIN            | 1,143,836  | 1,284,610       | <140,774>  | 644,910   | 1,144,294 |
| 6-6.1 6-6.9 6-5.6 6-5.1 0.0 9 6-7.6 6-7.7 6-7.2 6-8.2 1-1.1 IUVALE DIVISION 6-6.6 6-5.6 0.9 9 6-7.6 6-7.2 6-8.2 1-1.5 IUVALE DIVISION 6-6.6 6-5.6 0.9 9 6-7.6 6-7.2 6-8.2 1-1.5 IUVALE DIVISION 6-5.9 6-7.8 1-1.9 6-8.4 6-8.3 6-6.3 6-6.3 6-6.5 6-6.5 6-6.5 6-6.4 1.1 SPECIAL EVENTS DIVISION 6-3.4 6-6.3 0-8 6-3.6 6-3.6 6-3.1 1-1.5 SPECIAL EVENTS DIVISION 6-3.5 6-5.1 1-1.6 6-5.6 6-5.6 6-3.0 6-3.1 1-1.5 SPECIAL EVENTS DIVISION 6-3.5 6-5.1 1-1.6 6-5.6 6-5.6 6-3.0 6-3.1 1-1.5 SPECIAL EVENTS DIVISION 6-3.5 6-5.1 1-1.6 6-5.6 6-5.0 6-3.0 6-3.1 1-1.5 SPECIAL EVENTS DIVISION 6-3.5 6-5.1 1-1.6 6-5.6 6-5.0 6-3.0 6-3.1 1-1.5 SPECIAL EVENTS DIVISION 6-3.5 6-5.1 1-1.6 6-5.6 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.5 6-5.1 1-1.6 6-5.0 6-5.0 6-3.0 6-3.2 6-3.   | 65.2      | 65.7             | <0.6>     | GROSS MARGIN %          | 64.4       | 65.6            | <1.2>      | 65.6      | 65.2      |
| 6.4.1 6.4.9 6.5.6 4.2 SOLITIONISION 6.6.5 6.5.1 C.0.6 C.5.6 6.7 6.7.7 6.8.2 -1.1.1 ILVAILE DIVISION 6.6.6 65.6 0.9 6.7.6 6.7.6 6.7.7 6.8.2 -1.1.5 ILVAILE DIVISION 6.6.4 65.6 0.9 6.7.6 6.7.6 6.7.6 6.5.6 6.5 6.6 4 1.1 SECOLL EVENTS DIVISION 6.5.4 6.4.3 -1.0.8 6.3.6 6.3.1 6.3.6 6.3.1 6.3.6 6.3.1 6.3.6 6.3.1 6.3.6 6.3.1 6.3.6 6.3.1 6.3.6 6.3.1 6.3.1 6.3.6 6.3.1  |           |                  |           |                         |            |                 |            |           |           |
| 6-9.8 6-5.6 4.2 SOUTH DIVISION 6-5.9 6-7.8 -1.79 -68.4 6.8 6.6 6.2 6.5 0.9 6.78 6.2 1-79 -68.4 6.8 6.6 6.2 6.2 6.4 3 -2.2 b. COPTERING DIVISION 6-5.9 6-7.8 -1.79 -68.4 6.8 6.8 6.8 6.5 6.5 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 6.5 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 6.5 1.3 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 6.5 1.3 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 1.3 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 1.3 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 -1.6 -6.5 6.5 6.5 1.3 1.3 SPECIAL EVINTS DIVISION 6-5.5 6-5.1 1.2 SPECIAL EVINTS DIVISION 6-5.1 6-5 1.4 SPECIAL EVINTS DIVISION 6-5 1.4 SPECIAL EVINTS DIVISIO   | 62.3      | 66.4             | <4.2>     | CENTRAL DIVISION        | 63.4       | 66.7            | <3.3>      | 66.5      | 66.7      |
| 67.2 68.2 <a 10.1042"="" doi.org="" href="https://doi.org/10.1008/j.cc/doi&lt;/td&gt;&lt;td&gt;64.1&lt;/td&gt;&lt;td&gt;64.9&lt;/td&gt;&lt;td&gt;&lt; 0.8&gt;&lt;/td&gt;&lt;td&gt;NORTH CAMPUS DIVISION&lt;/td&gt;&lt;td&gt;64.5&lt;/td&gt;&lt;td&gt;65.1&lt;/td&gt;&lt;td&gt;&lt;0.6&gt;&lt;/td&gt;&lt;td&gt;63.6&lt;/td&gt;&lt;td&gt;64.1&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;66.2 6.4.3&lt;/td&gt;&lt;td&gt;69.8&lt;/td&gt;&lt;td&gt;65.6&lt;/td&gt;&lt;td&gt;4.2&lt;/td&gt;&lt;td&gt;SOUTH DIVISION&lt;/td&gt;&lt;td&gt;66.6&lt;/td&gt;&lt;td&gt;65.6&lt;/td&gt;&lt;td&gt;0.9&lt;/td&gt;&lt;td&gt;67.6&lt;/td&gt;&lt;td&gt;67.1&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  66.5   65.4   1.1   SPECIAL EVENTS DIVISION   63.5   65.1   &lt;1.6   65.6   63.1    &lt;/td&gt;&lt;td&gt;67.2&lt;/td&gt;&lt;td&gt;68.2&lt;/td&gt;&lt;td&gt;&lt;1.1&gt;&lt;/td&gt;&lt;td&gt;LU VALLE DIVISION&lt;/td&gt;&lt;td&gt;65.9&lt;/td&gt;&lt;td&gt;67.8&lt;/td&gt;&lt;td&gt;&lt;1.9&gt;&lt;/td&gt;&lt;td&gt;68.4&lt;/td&gt;&lt;td&gt;68.1&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  173,074&lt;/td&gt;&lt;td&gt;62.2&lt;/td&gt;&lt;td&gt;64.3&lt;/td&gt;&lt;td&gt;&lt;2.2&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;63.4&lt;/td&gt;&lt;td&gt;64.3&lt;/td&gt;&lt;td&gt;&lt; 0.8&gt;&lt;/td&gt;&lt;td&gt;63.6&lt;/td&gt;&lt;td&gt;63.5&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  S22,714   905,725   &lt;82,011   Class MARRINOTHER   1,465,145   1,62,063   &lt;156,918   815,066   1,459,49    &lt;/td&gt;&lt;td&gt;66.5&lt;/td&gt;&lt;td&gt;65.4&lt;/td&gt;&lt;td&gt;1.1&lt;/td&gt;&lt;td&gt;SPECIAL EVENTS DIVISION&lt;/td&gt;&lt;td&gt;63.5&lt;/td&gt;&lt;td&gt;65.1&lt;/td&gt;&lt;td&gt;&lt;1.6&gt;&lt;/td&gt;&lt;td&gt;65.6&lt;/td&gt;&lt;td&gt;63.5&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  S22,714   905,725   &lt;82,011   Class MARRINOTHER   1,465,145   1,62,063   &lt;156,918   815,066   1,459,49    &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  Less: Controllable Exp&lt;/td&gt;&lt;td&gt;173,094&lt;/td&gt;&lt;td&gt;181,734&lt;/td&gt;&lt;td&gt;&lt;8,640&gt;&lt;/td&gt;&lt;td&gt;OTHER INCOME&lt;/td&gt;&lt;td&gt;321,309&lt;/td&gt;&lt;td&gt;337,453&lt;/td&gt;&lt;td&gt;&lt;16,144&gt;&lt;/td&gt;&lt;td&gt;170,157&lt;/td&gt;&lt;td&gt;315,206&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  322,588   340,282   17,694   Career Wages   602,926   643,830   40,904   306,971   577,94   1,273   2,275   1,302   United Appointment   6,324   4,635   40,895   0   6,004   40,905   40,908   41,287   42,467   54,004   42,355   10,104   42,355   10,104   42,355   10,104   42,355   10,104   42,355   10,104   40,005   57,5   56,0   &lt;1.6 m   VACE % TO SALES   59,0   57,6   &lt;2.0 m   526,694   974,03   57,5   56,0   &lt;1.6 m   VACE % TO SALES   59,0   57,6   &lt;2.0 m   53,0   44,387   42,355   10,104   40,005   51,5   42,005   43,889   144,387   289,79   44,355   52,005   42,005   44,355   52,005   44,455   52,005   44,455&lt;/td&gt;&lt;td&gt;823,714&lt;/td&gt;&lt;td&gt;905,725&lt;/td&gt;&lt;td&gt;&lt;82,011&gt;&lt;/td&gt;&lt;td&gt;GROSS MARGIN/OTHER&lt;/td&gt;&lt;td&gt;1,465,145&lt;/td&gt;&lt;td&gt;1,622,063&lt;/td&gt;&lt;td&gt;&lt;156,918&gt;&lt;/td&gt;&lt;td&gt;815,066&lt;/td&gt;&lt;td&gt;1,459,499&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  322,588   340,282   17,694   Career Wages   602,926   643,830   40,904   306,971   577,94   1,273   2,275   1,302   United Appointment   6,324   4,635   40,895   0   6,004   40,905   40,908   41,287   42,467   54,004   42,355   10,104   42,355   10,104   42,355   10,104   42,355   10,104   42,355   10,104   40,005   57,5   56,0   &lt;1.6 m   VACE % TO SALES   59,0   57,6   &lt;2.0 m   526,694   974,03   57,5   56,0   &lt;1.6 m   VACE % TO SALES   59,0   57,6   &lt;2.0 m   53,0   44,387   42,355   10,104   40,005   51,5   42,005   44,387   42,355   10,104   40,005   44,387   42,355   40,004   42,355   40,004   42,355   40,004   42,355   40,004   42,355   40,004   44,355   40,004   44,367   42,365   42,005   44,367   42,365   42,005   44,367   42,365   42,005   44,367   42,365   42,005   44,367   42,365   42,005   44,367   42,365  &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  1,273   2,575   1,302   United Appointment   6,324   4,535   -1,6899   0   28,647   317,281   312,860   24,647   3404   574,278   616,634   42,386   710,741   34,767   574,278   616,634   42,386   710,741   34,767   575,5   56.0   -1,65   WAGE % TO SALES   59.6   1,059,442   1,127,381   67,799   526,494   974,03   57,5   56.0   -1,65   WAGE % TO SALES   59.6   57.6   -2,098   -33,652   -6,887   710,181   185,238   15,657   Employee Benefits   302,043   345,932   43,889   144,387   289,79   1,551   2,205   654   Office Supplies   3,388   44,35   1,047   3,376   7,77   2,265   2,000   -2,265   710,000   -2,265   2,000   -2,265   710,000   -2,265   2,000   -2,265   710,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   -2,265   2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   7,266   -2,000   -2,266   -2,000   -2,265   -2,000   -2,&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;Less: Controllable Exp&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  1,273&lt;/td&gt;&lt;td&gt;   &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  1,273&lt;/td&gt;&lt;td&gt;322,588&lt;/td&gt;&lt;td&gt;340,282&lt;/td&gt;&lt;td&gt;17,694&lt;/td&gt;&lt;td&gt;Career Wages&lt;/td&gt;&lt;td&gt;602,926&lt;/td&gt;&lt;td&gt;643,830&lt;/td&gt;&lt;td&gt;40,904&lt;/td&gt;&lt;td&gt;306,971&lt;/td&gt;&lt;td&gt;577,948&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  288,213   312,860   24,647   Student Wingers   521,159   551,982   20,823   256,276   444,565   54,276   541,278   616,634   42,356   TOTAL WAGES   1,059,442   1,127,381   67,939   526,649   974,030   575,5   56.0   1,65   WAGE'98 TO SALES   59.6   57.6   &lt;2.0   53.6   55.   55.0   2,165   VAGE'98   53,075   2,205   54,074   974,030   2,205   54,074   974,030   2,205   2,205   4,205   1,670   Telephone   4,979   84,10   3,431   3,767   7,77   2,265   2,000   2625   Telephone   4,979   84,01   3,431   3,767   7,77   2,205   2,000   2625   Telephone   4,979   84,01   3,431   3,767   7,77   2,205   2,000   2625   Telephone   4,979   84,04   4,435   52,191   4,592   2,322   4,44   4,8   0.4   Paper   78,484   4,95   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,8   0.4   Paper % To Sales   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,9   0.4   4,6   4,4   4,5   4&lt;/td&gt;&lt;td&gt;1,273&lt;/td&gt;&lt;td&gt;2,575&lt;/td&gt;&lt;td&gt;1,302&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;6,324&lt;/td&gt;&lt;td&gt;4,635&lt;/td&gt;&lt;td&gt;&lt;1,689&gt;&lt;/td&gt;&lt;td&gt;0&lt;/td&gt;&lt;td&gt;0&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  \$\frac{37,796}{574,728}\$ \$\frac{616,634}{616,634}\$ \$\frac{42,396}{51.5}\$ \$\frac{107}{10.00}\$ \$\frac{1}{10.00}\$ \$&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;256,276&lt;/td&gt;&lt;td&gt;464,560&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  574.278&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;68,472&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  57.5   56.0   &lt;1.0   WAGE % TO SALES   59.6   57.6   &lt;2.0   53.6   55.5    &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;974,036&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  170.181&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;55.5&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  1,551   2,205   654   Office Supplies   3,388   4,435   1,047   3,370   6,85   2,236   2,000   2,265   Training Programs   2,996   3,000   4   2,986   3,81   4,4235   5,919   8,684   Apper   78,484   95,025   16,541   45,592   82,25   4,4   4,8   0,4   Paper   76,5ales   4,4   4,9   0,4   4,6   4,4   4,8   4,57   4,928   &lt;3,529   4,4   4,500   7   Purchasing Rebates   2,1714   &lt;29,000   7,286   &lt;10,146   &lt;22,57   4,264   4,38   1,104   7,334   3,190   4,464   4,402   2,505   4,875   4,402   4,501   4,264   4,38   116   4,402   2,505   4,875   4,010   4,001   4,201  &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  1,551   2,205   654   Office Supplies   3,388   4,435   1,047   3,370   6,85   2,236   2,000   2,265   Training Programs   2,996   3,000   4   2,986   3,81   4,4235   5,919   8,684   Apper   78,484   95,025   16,541   45,592   82,25   4,4   4,8   0,4   Paper   76,5ales   4,4   4,9   0,4   4,6   4,4   4,8   4,57   4,928   &lt;3,529   4,4   4,500   7   Purchasing Rebates   2,1714   &lt;29,000   7,286   &lt;10,146   &lt;22,57   4,264   4,38   1,104   7,334   3,190   4,464   4,402   2,505   4,875   4,402   4,501   4,264   4,38   116   4,402   2,505   4,875   4,010   4,001   4,201  &lt;/td&gt;&lt;td&gt;170,181&lt;/td&gt;&lt;td&gt;185,238&lt;/td&gt;&lt;td&gt;15,057&lt;/td&gt;&lt;td&gt;Employee Benefits&lt;/td&gt;&lt;td&gt;302,043&lt;/td&gt;&lt;td&gt;345,932&lt;/td&gt;&lt;td&gt;43,889&lt;/td&gt;&lt;td&gt;144,387&lt;/td&gt;&lt;td&gt;289,796&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;2,535 4,205 1,670 Telephone 4,979 8,410 3,431 3,767 7,777 2,266 2,000 &lt; 2,265 17alning Programs 2,996 3,000 4 2,986 3,81 44,235 5,919 8,684 Paper 78,484 95,025 16,541 45,592 82,32 4,44 4,9 0,4 4,6 4 4,9 0,4 4,6 4,4 4,9 0,4 4,5 4,5 4,5 4,5 4,5 4,5 4,5 4,5 4,5 4&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;6,851&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  2,265   2,000   4   2,966   3,81    &lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;7,779&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;44,235&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;3,816&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  4.4&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;0 0&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  8,457&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;4.7&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;  \$\circ   \circ   \ci&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;7.834   3,190   &lt;4.644&gt; Replacements   14,883   5,625   &lt;2,9258&gt;   2,527   5,03   5,783   5,248   &lt;535&gt;   Laundry   9,295   9,031   &lt;264&gt;   4,218   6,68   4,402   2,505   &lt;1,897&gt;   Midwriting   0   0   0   0   11   Advertising   0   0   0   0   0   12,653   8,622   &lt;4,031&gt;   Repairs &amp; Maintenance   20,887   15,490   5,397&gt;   7,514   16,32   24,783   29,717   4,934   Bank Card Expense   49,427   9,136   9,709   25,995   53,050   1,616   1,495   &lt;121&gt;   Sales Tax Expense   2,945   2,705   &lt;240&gt;   1,474   2,68   &lt;a href=" https:=""> 4,102   0,007   0,007   0,007   0,007   0,007   1,3</a> |           |                  |           |                         |            |                 |            |           |           |
| 5.783   5.248   <535-   Laundry   9.295   9.031   <264-   4.218   6.68   4.402   2.505   <1.897   Uniforms   3.542   4.580   1.038   3.302   5.15   1.042   4.380   116   Advertising   5.655   5.660   5   4.270   19.65   0   0   0   0   1   1.042   1.042   1.02   1.042   1.02   1.042   1.02   1.042   1.02   1.042   1.02   1.045   1.0   |           |                  |           |                         |            |                 |            |           |           |
| 4,402  |           |                  |           |                         |            |                 |            |           |           |
| 4,264  |           |                  |           |                         |            |                 |            |           |           |
| 0 0 0 0 0 0 1 1 1.653 8.622  |           |                  |           |                         |            |                 |            |           |           |
| 12,653   |           |                  |           |                         |            |                 | _          |           | 2         |
| 24,783   |           |                  |           |                         | -          | -               |            |           |           |
| 1,616  |           |                  |           |                         |            |                 |            |           |           |
| Company  |           |                  |           |                         |            |                 |            |           |           |
| 3  |           |                  |           |                         |            |                 |            |           |           |
| T744   |           |                  |           |                         |            |                 |            |           | 0         |
| 0 425 425 Rentals-Truck 0 850 850 0 1 1.58 238 238 <0> Taxes & Licenses 476 476 <0> 801 1.58 0 0 0 0 Temp Agency Service 3.693 800 <2.893> 210 1.711 11.533 15.653 4.120 Commission Expense 19,838 30,439 10,601 13,236 22,38 288,540 309,510 20,970 TOTAL OTHER CONTROL. 520,329 574,182 53,853 260,709 510,00  |           |                  |           |                         |            | -               |            | -         | 0         |
| 238  |           |                  |           |                         |            |                 |            |           | 0         |
| 1,533  |           |                  | _         |                         |            |                 | _          |           |           |
| 11,533   15,653   4,120   Commission Expense   19,838   30,439   10,601   13,236   22,38   288,540   309,510   20,970   TOTAL OTHER CONTROL.   520,329   574,182   53,853   260,709   510,000   862,818   926,144   63,326   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO GROSS CONTRIBUTION TO GROSS CONTRIBUTION TO SVCS AND ENTERPRISES   C114,625   C79,500   C35,125   C7,863   C24,54   C4,038   |           |                  |           |                         |            |                 |            |           |           |
| 288,540   309,510   20,970   TOTAL OTHER CONTROL.   520,329   574,182   53,853   260,709   510,00   862,818   926,144   63,326   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO   <39,104>   <20,419>   <18,685>   SVCS AND ENTERPRISES  |           |                  |           |                         |            |                 |            |           |           |
| R62,818   926,144   63,326   GROSS CONTRIBUTION TO SVCS AND ENTERPRISES   C114,625>   C79,500>   C35,125>   C21,863   C24,54   C39,104>   C39   |           |                  |           |                         |            |                 |            |           |           |
| CROSS CONTRIBUTION TO   SVCS AND ENTERPRISES   C114,625   C79,500   C35,125   C7,863   C24,54  |           |                  |           |                         |            |                 |            |           |           |
| <39,104>         <20,419>         <18,685>         SVCS AND ENTERPRISES         <114,625>         <79,500>         <35,125>         27,863         <24,54           49,085         51,089         2,004         Allocated ExpHR         92,474         105,573         13,099         51,635         102,216           31,602         27,564         <4,038>         Allocated Exp. Fin         75,372         75,819         447         28,051         69,77           13,617         12,455         <1,162>         Allocated Exp. Fin         75,372         75,819         447         28,051         69,77           8,346         5,673         <2,673>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           25,289         24,258         <1,031>         Allocated Exp Othr SA         58,606         59,487         881         25,226         55,78           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762   | 302,010   | ,20,144          | 33,320    |                         | 1,577,770  | 1,701,003       | 121,773    | ,01,203   | 1,704,042 |
| Less: Allocated Exp  49,085  | ~30 10A×  | ≥20 <i>1</i> 10× | ~18 AR5~  |                         | <114 625 > | ~70 500×        | - 35 125 - | 27 863    | ~24 F12~  |
| 49,085         51,089         2,004         Allocated ExpHR         92,474         105,573         13,099         51,635         102,21           31,602         27,564         <4,038>         Allocated Exp. Fin         75,372         75,819         447         28,051         69,77           13,617         12,455         <1,162>         Allocated ExpIS         32,522         33,977         1,455         12,464         30,60           8,346         5,673         <2,673>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           25,289         24,258         <1,031>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508 <t< td=""><td>\J7,104/</td><td>~20,4172</td><td>&lt; 10,00JZ</td><td>O. SS AND ENTENNINGES</td><td>\ 114,02J/</td><td>&lt;77,300&gt;</td><td>\JJ, 12J/</td><td>21,003</td><td>\Z7,U7J/</td></t<>   | \J7,104/  | ~20,4172         | < 10,00JZ | O. SS AND ENTENNINGES   | \ 114,02J/ | <77,300>        | \JJ, 12J/  | 21,003    | \Z7,U7J/  |
| 49,085         51,089         2,004         Allocated ExpHR         92,474         105,573         13,099         51,635         102,21           31,602         27,564         <4,038>         Allocated Exp. Fin         75,372         75,819         447         28,051         69,77           13,617         12,455         <1,162>         Allocated ExpIS         32,522         33,977         1,455         12,464         30,60           8,346         5,673         <2,673>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           25,289         24,258         <1,031>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508 <t< td=""><td>   </td><td>   </td><td></td><td>Less: Allocated Exp</td><td></td><td></td><td></td><td></td><td></td></t<>  |           |                  |           | Less: Allocated Exp     |            |                 |            |           |           |
| 31,602   27,564   <4,038   Allocated Exp. Fin   75,372   75,819   447   28,051   69,77     13,617  |           |                  |           | 2000. Amounted Exp      |            |                 |            |           |           |
| 31,602   27,564   <4,038   Allocated Exp. Fin   75,372   75,819   447   28,051   69,77     13,617  | 40 NRE    | 51 090           | 2 004     | Allocated ExpHR         | 92 474     | 105 573         | 13 000     | 51 635    | 102 216   |
| 13,617         12,455         <1,162> Allocated ExpIS         32,522         33,977         1,455         12,464         30,60           8,346         5,673         <2,673> Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           25,289         24,258         <1,031>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12            <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,679   |           |                  |           | ·                       |            |                 |            |           |           |
| 8,346         5,673         <2,673>         Allocated Exp. Mktg         21,646         16,267         <5,379>         6,071         14,38           25,289         24,258         <1,031>         Allocated Exp Othr SA         58,606         59,487         881         25,226         55,788           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12            <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,67   |           |                  |           | ·                       |            |                 |            |           |           |
| 25,289         24,258         <1,031>         Allocated Exp Othr SA         58,606         59,487         881         25,226         55,786           81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12           <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,676   |           |                  |           |                         |            |                 |            |           |           |
| 81,777         78,273         <3,504>         Maintenance         158,947         150,627         <8,320>         72,165         139,92           21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12           <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,670   |           |                  |           | , ,                     |            |                 |            |           |           |
| 21,474         24,623         3,149         Utilities         48,232         52,855         4,623         27,566         54,98           75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12           <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,67  |           |                  |           |                         |            |                 |            |           |           |
| 75,280         85,042         9,762         Depreciation         150,491         170,084         19,593         73,734         147,46           306,469         308,977         2,508         TOTAL ALLOCATED EXP         638,291         664,689         26,398         296,911         615,12           <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,67   |           |                  |           |                         |            |                 |            |           |           |
| 306,469   308,977   2,508   TOTAL ALLOCATED EXP   638,291   664,689   26,398   296,911   615,122   |           |                  |           |                         |            |                 |            |           |           |
| <345,574>         <329,396>         <16,178>         NET INCOME (LOSS)         <752,916>         <744,189>         <8,727>         <269,048>         <639,670           234,409         245,310         <10,901>         TOTAL CUSTOMER COUNT         430,504         450,422         <19,918>         239,291         440,68           84,692         83,585         1,107         3RD PARTY CUST COUNT         157,467         157,631         <164>         81,877         153,99           149,717         161,725         <12,008>         ASUCLA CUSTOMER COUNT         273,037         292,791         <19,754>         157,414         286,68           7.07         6.93         0.14         TOTAL AVERAGE CHECK         7.13         7.00         0.13         6.54         6.60  |           |                  |           |                         |            |                 |            |           |           |
| 234,409  | 306,469   | 308,977          | 2,508     | TOTAL ALLUCATED EXP     | 638,291    | 664,689         | 26,398     | 296,911   | 615,728   |
| 234,409  | ~2AE E7A- | 220 204-         | ~16 170·  | NET INCOME (LOSS)       | 2752 014×  | 27// 100s       | ∠Q 727-    | < 260 Mag | 2630 670× |
| 84,692     83,585     1,107     3RD PARTY CUST COUNT     157,467     157,631     <164>     81,877     153,99       149,717     161,725     <12,008>     ASUCLA CUSTOMER COUNT     273,037     292,791     <19,754>     157,414     286,68       7.07     6.93     0.14     TOTAL AVERAGE CHECK     7.13     7.00     0.13     6.54     6.66  | \J4J,0742 | \JZ1,J7U>        | < 10,170> | 11400WE (E000)          | ~1JZ,71U>  | \/TT,107>       | \U,121>    | \ZU7,U40> | \U37,U1U> |
| 84,692     83,585     1,107     3RD PARTY CUST COUNT     157,467     157,631     <164>     81,877     153,99       149,717     161,725     <12,008>     ASUCLA CUSTOMER COUNT     273,037     292,791     <19,754>     157,414     286,68       7.07     6.93     0.14     TOTAL AVERAGE CHECK     7.13     7.00     0.13     6.54     6.66  | 22/4 400  | 245 210          | -10 001   | TOTAL CLISTOMED COLINIT | 420 E04    | 450 422         | ×10 010.   | 220 201   | 440 400   |
| 149,717         161,725         <12,008>         ASUCLA CUSTOMER COUNT         273,037         292,791         <19,754>         157,414         286,68           7.07         6.93         0.14         TOTAL AVERAGE CHECK         7.13         7.00         0.13         6.54         6.66   |           |                  |           |                         |            |                 |            |           |           |
| 7.07 6.93 0.14 TOTAL AVERAGE CHECK 7.13 7.00 0.13 6.54 6.6   |           |                  |           |                         |            |                 |            |           |           |
|  | 149,717   | 161,725          | <12,008>  | ASUCLA CUSTOMER COUNT   | 2/3,037    | 292,791         | < 19, /54> | 157,414   | ∠86,688   |
|  | 7.07      | / 02             | 0.14      | TOTAL AVERAGE CLICCK    | 7 10       | 7.00            | 0.13       | / 54      | / /2      |
| אנו איז  |           |                  |           |                         |            |                 |            |           |           |
|  |           |                  |           |                         |            |                 |            |           |           |
| 5.90 5.94 <0.04> ASUCLA AVERAGE CHECK 5.96 5.96 <0.01> 5.55 5.56   | 5.90      | 5.94             | <0.04>    | ASUCLA AVERAGE CHECK    | 5.96       | 5.96            | <0.01>     | 5.55      | 5.58      |
| 27 924 20 404 1440 EMPLOYEE HOURS FOLES FOLES 50 400 0400 05000  | 27.007    | 20.407           | 1 //0     | EMDLOVEE HOUDE          | FO 450     | F2 /40          | 2.442      | 20.724    | F4 4/4    |
|  |           |                  |           |                         |            |                 |            |           | 51,461    |
| 35.88 37.07 <1.20> SALES/LABOR HOUR 35.42 36.92 <1.50> 34.22 34.1  |           | 27 07            | -1.20 \   | DALES/LABOR HOUR        | 35.42      | 36.92           | <1.50>     | 34 22     | 34 11     |

## SERVICES DIVISION INCOME STATEMENT

| SEP. (    | 02(08/26/18-09/29 | 9/18)    |  | F           | ISCAL YEAR 18-1 | 9             | FISCAL YE   | AR 17-18    |
|-----------|-------------------|----------|--|-------------|-----------------|---------------|-------------|-------------|
| (         | CURRENT MONTH     |          |  | YTD 2       | MO(07/29/18-09/ | (29/18)       | LAST YEAR   | R ACTUAL    |
| ACTUAL    | BUDGET            | VARIANCE |  | ACTUAL      | BUDGET          | VARIANCE      | MONTH       | YTD         |
| 21,507    | 26,140            | <4.633>  | PHOTOGRAPHY                                | 32,244      | 36,040          | <3,796>       | 26,102      | 35,780      |
| 21,507    | 26,140            |          | TOTAL SALES                                | 32,244      | 36,040          | <3,796>       | 26,102      | 35,780      |
| 1,035     | 521               | <514>    | Less: Cost of Sales                        | 1,035       | 715             | <320>         | 1,452       | 1,806       |
| 20,472    | 25,619            | <5,147>  | GROSS MARGIN                               | 31,209      | 35,325          | <4,116>       | 24,650      | 33,973      |
| 95.2      | 98.0              | <2.8>    | GROSS MARGIN %                             | 96.8        | 98.0            | <1.2>         | 94.4        | 95.0        |
| 95.2      | 98.0              | <2.8>    | PHOTOGRAPHY                                | 96.8        | 98.0            | <1.2>         | 94.4        | 95.0        |
| 335,812   | 309,118           | 26,694   | TRADEMARKS AND LICENSING                   | 557,451     | 518,379         | 39,072        | 346,052     | 589,623     |
| 103,002   | 110,476           | <7,474>  | LEASED OPS                                 | 207,138     | 222,173         | <15,035>      | 102,124     | 212,237     |
| 438,814   | 419,594           | 19,220   | OTHER INCOME                               | 764,588     | 740,552         | 24,036        | 448,176     | 801,860     |
| 459,286   | 445,213           | 14,073   | GROSS MARGIN/OTHER                         | 795,797     | 775,877         | 19,920        | 472,826     | 835,833     |
|           |                   |          | Less: Controllable Exp                     |             |                 |               |             |             |
| 46,768    | 37,814            | <8,954>  | Career Wages                               | 94,281      | 74,827          | <19,454>      | 36,706      | 73,415      |
| 0         | 720               |          | Student Wages                              | 0           | 1,440           | 1,440         | 0           | 0           |
| 46,768    | 38,534            |          | TOTAL WAGES                                | 94,281      | 76,267          | <18,014>      | 36,706      | 73,415      |
| 217.5     | 147.4             | <70.1>   | WAGE % TO SALES                            | 292.4       | 211.6           | <80.8>        | 140.6       | 205.2       |
| 00.407    | 47.057            | 4.440    | F 1 D 61                                   | 45 (40      | 25 5 40         | 10.075        | 47.570      | 22.424      |
| 22,406    | 17,957            |          | Employee Benefits                          | 45,613      | 35,548          | <10,065>      | 16,572      | 33,126      |
| 370       | 515               |          | Office Supplies                            | 821         | 1,025           | 204           | 1,251       | 1,608       |
| 496<br>36 | 640<br>50         |          | Telephone                                  | 1,123<br>57 | 1,115<br>100    | <8>           | 759<br>47   | 1,340<br>53 |
| 3,053     | 0                 |          | Postage<br>Trav/Trips/Conference           | 4,003       | 0               | 43<br><4,003> | 47<br>6,499 | 6,519       |
| 2,250     | 2,250             |          | Enforcement                                | 2,250       | 2,250           | <4,003>       | 2,000       | 2,246       |
| 9,705     | 4,375             |          | Business Promotion                         | 10,220      | 6,775           | <3,445>       | 10,012      | 10,240      |
| 3,207     | 2,083             |          | Professional Services                      | 5,290       | 4,166           | <1,124>       | 2,083       | 4,853       |
| 0         | 600               |          | Legal                                      | 0           | 1,200           | 1,200         | 0           | 0           |
| 2,222     | 3,200             |          | Trademark                                  | 2,940       | 6,400           | 3,460         | 1,512       | 5,701       |
| 0         | 0                 |          | Intern'l Agnt Fee/Tax                      | 2,850       | 0               | <2,850>       | 5,106       | 15,008      |
| 32,748    | 30,079            |          | Domestic Agency Fee                        | 53,128      | 50,172          | <2,956>       | 32,447      | 54,241      |
| 130,286   | 113,822           | <16,464> | Payment to UCLA                            | 196,736     | 190,821         | <5,915>       | 117,909     | 205,205     |
| 206,780   | 175,571           |          | TOTAL OTHER CONTROL.                       | 325,031     | 299,572         | <25,459>      | 196,198     | 340,139     |
| 253,548   | 214,105           | <39,443> | TOTAL CONTROLLABLE EXP                     | 419,312     | 375,839         | <43,473>      | 232,904     | 413,554     |
| 205,738   | 231,108           | <25,370> | GROSS CONTRIBUTION TO SVCS AND ENTERPRISES | 376,485     | 400,038         | <23,553>      | 239,922     | 422,280     |
|           |                   |          | Less: Allocated Exp                        |             |                 |               |             |             |
| 3,997     | 3,774             | <223>    | Allocated ExpHR                            | 8,247       | 7,799           | <448>         | 3,600       | 7,749       |
| 12,025    | 8,745             |          | Allocated Exp. Fin                         | 27,394      | 24,037          | <3,357>       | 11,138      | 27,073      |
| 5,351     | 4,073             |          | Allocated ExpIS                            | 12,216      | 11,112          | <1,104>       | 5,125       | 12,311      |
| 3,280     | 1,855             |          | Allocated Exp. Mktg                        | 8,110       | 5,319           | <2,791>       | 2,496       | 5,792       |
| 9,938     | 7,934             |          | Allocated Exp Othr SA                      | 22,037      | 19,456          | <2,581>       | 10,374      | 22,478      |
| 41,890    | 40,051            | <1,839>  | Maintenance                                | 81,420      | 77,071          | <4,349>       | 36,966      | 71,677      |
| 11,000    | 12,606            | 1,606    | Utilities                                  | 24,707      | 27,060          | 2,353         | 14,121      | 28,164      |
| 6,807     | 4,581             |          | Depreciation                               | 13,615      | 9,162           | <4,453>       | 6,929       | 13,858      |
| 94,289    | 83,619            | <10,670> | TOTAL ALLOCATED EXP                        | 197,745     | 181,016         | <16,729>      | 90,750      | 189,100     |
| 111,450   | 147,489           | <36,039> | NET INCOME (LOSS)                          | 178,740     | 219,022         | <40,282>      | 149,172     | 233,179     |

## UCLA STUDENT UNION INCOME STATEMENT

| CUBRIN INDIVIDIT   ACTUAL   BUILDET   WARRINGE   WARR | SEP. C    | 02(08/26/18-09/2 | 9/18)    | 1                      | F           | ISCAL YEAR 18-1 | 9         | FISCAL YE | AR 17-18   |
|--|-----------|------------------|----------|------------------------|-------------|-----------------|-----------|-----------|------------|
| 56,977   |           |                  | 1        |                        |             |                 |           |           |            |
| 30.014   | ACTUAL    | BUDGET           | VARIANCE | 1                      | ACTUAL      | BUDGET          | VARIANCE  | MONTH     | YTD        |
| 30.014   |           |                  |          | 1                      |             |                 |           |           |            |
| Be-641   | 56,927    | 48,895           | 8,032    | EVENT SERVICES OFFICE  | 147,348     | 124,747         | 22,601    | 51,498    | 114,368    |
| 29,009   | 30,014    | 43,597           | <13,583> | AU POST OFFICE         | 55,551      | 79,032          | <23,481>  | 41,588    | 79,476     |
| 10,772   | 86,941    | 92,492           | <5,551>  | TOTAL SALES            | 202,899     | 203,779         | <880>     | 93,086    | 193,843    |
| 10,772   |           |                  |          |                        |             |                 |           |           |            |
| 40,380   51,846   11,466   Less: Cost of Sules   74,749   97,833   23,084   45,387   89,483     46,5   | 29,609    | 42,638           | 13,029   | AU Post Office Cost    |             | 77,293          | 22,549    | 40,831    |            |
| 46.5   |           | 9,208            | <1,564>  | · ·                    |             |                 | 535       | 4,556     | 11,339     |
| 40.500   | 40,380    | 51,846           | 11,466   | Less: Cost of Sales    | 74,749      | 97,833          | 23,084    | 45,387    | 89,483     |
| S3.6   | 46.5      |                  |          | COST OF SALES %        |             | 48.0            | 11.2      |           |            |
| 81.1   |           | 40,646           | 5,914    | GROSS MARGIN           | 128,150     |                 |           | 47,699    |            |
| 1.4  | 53.6      | 44.0             | 9.6      | GROSS MARGIN %         | 63.2        | 52.0            | 11.2      | 51.2      | 53.8       |
| 1.4  |           |                  |          |                        |             |                 |           |           |            |
| 0  |           |                  |          |                        |             |                 |           |           |            |
| 1785   | 1.4       | 2.2              | <0.9>    | AU POST OFFICE         | 1.5         | 2.2             | < 8.0>    | 1.8       | 1.7        |
| 1785   |           |                  |          |                        | _           |                 |           |           |            |
| 12,702   |           |                  |          |                        |             |                 |           |           |            |
| 6.423   7.675   <1.252>   AU POST OFFICE   11.029   13.913   <2.884>   7.408   14.032  |           |                  |          |                        |             |                 |           |           |            |
| 19,910   |           |                  | •        |                        |             |                 |           |           |            |
| Controllable Exp   |           |                  |          | •                      |             |                 |           |           |            |
| Less: Controllable Exp   |           |                  |          |                        |             |                 |           |           |            |
| 33,825   33,952   127   Career Wages   67,755   67,904   149   30,237   63,377   23,129   25,400   2,271   Student Wages   39,946   45,771   5,825   24,798   43,894   65,954   59,352   2,398   TOTAL WAGES   107,700   113,675   5,975   55,035   107,271   58,25   24,798   43,894   10,200   16,876   4,796   Employee Benefits   28,960   33,575   4,615   13,765   28,900   759   762   3   Office Supplies   1,309   1,423   114   560   1,482   1,710   2,995   1,285   Telephone   3,508   5,992   2,484   2,925   5,884   9,70   0   0   0   Student Comm Art   54   0   0   0   Student Comm Art   54   0   0   0   54   0   0   0   0   0   0   0   0   0  | 66,470    | 62,909           | 3,561    | GROSS MARGIN/OTHER     | 153,659     | 136,647         | 17,012    | 64,264    | 131,017    |
| 33,825   33,952   127   Career Wages   67,755   67,904   149   30,237   63,377   23,129   25,400   2,271   Student Wages   39,946   45,771   5,825   24,798   43,894   65,954   59,352   2,398   TOTAL WAGES   107,700   113,675   5,975   55,035   107,271   58,25   24,798   43,894   10,200   16,876   4,796   Employee Benefits   28,960   33,575   4,615   13,765   28,900   759   762   3   Office Supplies   1,309   1,423   114   560   1,482   1,710   2,995   1,285   Telephone   3,508   5,992   2,484   2,925   5,884   9,70   0   0   0   Student Comm Art   54   0   0   0   Student Comm Art   54   0   0   0   54   0   0   0   0   0   0   0   0   0  |           |                  |          |                        |             |                 |           |           |            |
| 23.129   |           |                  |          | Less: Controllable Exp |             |                 |           |           |            |
| 23.129   | 22.025    | 22.052           | 107      | C W                    | /7 755      | (7.004          | 140       | 20 227    | (2.277     |
| 56,954   59,352   2,398   TOTAL WAGES   107,700   113,675   5,975   55,035   107,271   | · ·       | · ·              |          | o .                    |             |                 |           |           |            |
| Control   Cont |           |                  |          | o o                    |             |                 |           | · ·       |            |
| 20.4   23.5   3.1   EVENT SERVICES OFFICE   15.3   17.9   2.6   20.8   18.5  |           |                  | •        |                        | •           |                 |           |           | •          |
| 12,080   | 65.5      | 04.2             | <1.3>    | WAGE % TO SALES        | 33.1        | 33.6            | 2.1       | 39.1      | 33.3       |
| 12,080   | 20.4      | 23.5             | 3.1      | EVENT SERVICES OFFICE  | 15.3        | 17 9            | 2.6       | 20.8      | 18 5       |
| 759  | 20.4      | 25.5             | 5.1      | EVENT SERVICES OFFICE  | 13.3        | 17.7            | 2.0       | 20.0      | 10.5       |
| 759  | 12.080    | 16 876           | 4.796    | Employee Benefits      | 28.960      | 33.575          | 4.615     | 13.765    | 28.900     |
| 1,710  |           |                  |          | . 3                    |             |                 |           |           |            |
| 970 0 0 < 970> Tray/Trips/Conference 970 0 < 970> 0 653 0 0 0 0 Student Comm Art 54 0 < 54> 0 0 0 0 653 0 1,355 705 Training Programs 674 1,85 811 412 705 3,495 1,114 < 2,381> Annual ASUCIA Events 27,296 22,433 < 4,863> 10,152 21,866 10,112 8,603 < 1,509> Student Event Exp 10,500 9,683 < 817> 8,326 8,747 100 230 130 Advertising 850 1,209 359 0 37 260 250 <10> 80   |           |                  |          |                        |             |                 |           |           |            |
| 0         0         0         Student Comm Art         54         0         <54>         0         0           650         1,355         705         Training Programs         674         1,485         811         412         705           3,495         1,114         <2,381 > Annual ASUCLA Events         27,296         22,433         <4,863>         10,152         21,866           10,112         8,603         <1,509>         Student Event Exp         10,500         9,683         <817>         8,326         8,747           100         230         130         Advertising         850         1,209         359         0         37           260         250         <10>> Business Promotion         519         500         <19>         249         499           2,934         5,127         2,193         Repairs & Maintenance         9,327         10,193         866         4,833         10,321           702         1,025         323         Bank Card Expense         1,473         1,858         385         980         1,858           492>         0         92         Overs/Shorts         <1444   |           | · ·              |          | •                      |             |                 | ·         |           |            |
| 650  |           | 0                |          | •                      | 54          | 0               | <54>      | 0         | 0          |
| 3,495  | 650       | 1,355            | 705      | Training Programs      | 674         | 1,485           | 811       | 412       | 705        |
| 10,112   | 3,495     |                  |          |                        | 27,296      |                 | <4,863>   | 10,152    | 21,866     |
| 100  |           |                  |          |                        |             |                 |           |           |            |
| 260  |           |                  |          |                        |             |                 | 359       |           | 37         |
| 2,934  |           |                  | <10>     | Business Promotion     |             |                 | <19>      | 249       | 499        |
| Total Control Expense  | 2,934     | 5,127            | 2,193    | Repairs & Maintenance  | 9,327       | 10,193          | 866       |           | 10,321     |
| Covers/Shorts  |           |                  |          | •                      |             |                 | 385       |           |            |
| 15,417   | <92>      | 0                |          |                        | <144>       |                 | 144       | <216>     |            |
| 10,189   |           | 15,417           |          |                        | 30,833      | 30,834          |           |           |            |
| 116,239   128,606   12,367   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES   |           | 15,500           | 5,311    | STUDENT UNION EVENT F  |             |                 | 5,003     |           | 18,921     |
| Company  | 59,286    | 69,254           | 9,968    | TOTAL OTHER CONTROL.   | 126,877     | 134,935         | 8,058     | 76,083    | 130,664    |
| <49,769>         <65,697>         15,928         SVCS AND ENTERPRISES         <80,918>         <111,963>         31,045         <66,855>         <106,918>           4,869         5,433         564         Allocated ExpHR         9,408         11,227         1,819         5,398         11,303           2,791         3,164         373         Allocated Exp. Fin         8,343         8,697         354         2,575         7,436           1,242         1,474         232         Allocated ExpIS         3,722         4,021         299         1,185         3,377           761         671         <90>> Allocated Exp. Mktg         2,506         1,924         <582>         577         1,582           2,307         2,871         564         Allocated Exp Othr SA         6,677         7,040         363         2,398         6,091           50,801         48,587         <2,214>         Maintenance         98,739         93,499         <5,240>         44,829         86,923           13,340         15,285         1,945         Utilities         29,962         32,810         2,848         17,124         34,154           17,535         14,257         <3,278>         Depreciation         35,048  | 116,239   | 128,606          | 12,367   | TOTAL CONTROLLABLE EXP | 234,577     | 248,610         | 14,033    | 131,118   | 237,935    |
| Less: Allocated Exp  4,869   |           |                  |          | GROSS CONTRIBUTION TO  |             |                 |           |           |            |
| 4,869       5,433       564       Allocated ExpHR       9,408       11,227       1,819       5,398       11,303         2,791       3,164       373       Allocated Exp. Fin       8,343       8,697       354       2,575       7,436         1,242       1,474       232       Allocated ExpIS       3,722       4,021       299       1,185       3,377         761       671       <90>> Allocated Exp. Mktg       2,506       1,924       <582>       577       1,582         2,307       2,871       564       Allocated Exp Othr SA       6,677       7,040       363       2,398       6,091         50,801       48,587       <2,214>       Maintenance       98,739       93,499       <5,240>       44,829       86,923         13,340       15,285       1,945       Utilities       29,962       32,810       2,848       17,124       34,154         17,535       14,257       <3,278>       Depreciation       35,048       28,514       <6,534>       11,528       23,055         93,646       91,742       <1,904>       TOTAL ALLOCATED EXP       194,406       187,732       <6,674>       85,615       173,922   | <49,769>  | <65,697>         | 15,928   | SVCS AND ENTERPRISES   | <80,918>    | <111,963>       | 31,045    | <66,855>  | <106,918>  |
| 4,869       5,433       564       Allocated ExpHR       9,408       11,227       1,819       5,398       11,303         2,791       3,164       373       Allocated Exp. Fin       8,343       8,697       354       2,575       7,436         1,242       1,474       232       Allocated ExpIS       3,722       4,021       299       1,185       3,377         761       671       <90>> Allocated Exp. Mktg       2,506       1,924       <582>       577       1,582         2,307       2,871       564       Allocated Exp Othr SA       6,677       7,040       363       2,398       6,091         50,801       48,587       <2,214>       Maintenance       98,739       93,499       <5,240>       44,829       86,923         13,340       15,285       1,945       Utilities       29,962       32,810       2,848       17,124       34,154         17,535       14,257       <3,278>       Depreciation       35,048       28,514       <6,534>       11,528       23,055         93,646       91,742       <1,904>       TOTAL ALLOCATED EXP       194,406       187,732       <6,674>       85,615       173,922   |           |                  |          |                        |             |                 |           |           |            |
| 2,791       3,164       373       Allocated Exp. Fin       8,343       8,697       354       2,575       7,436         1,242       1,474       232       Allocated ExpIS       3,722       4,021       299       1,185       3,377         761       671       <90>> Allocated Exp. Mktg       2,506       1,924       <582>       577       1,582         2,307       2,871       564       Allocated Exp Othr SA       6,677       7,040       363       2,398       6,091         50,801       48,587       <2,214>       Maintenance       98,739       93,499       <5,240>       44,829       86,923         13,340       15,285       1,945       Utilities       29,962       32,810       2,848       17,124       34,154         17,535       14,257       <3,278>       Depreciation       35,048       28,514       <6,534>       11,528       23,055         93,646       91,742       <1,904>       TOTAL ALLOCATED EXP       194,406       187,732       <6,674>       85,615       173,922   |           |                  |          | Less: Allocated Exp    |             |                 |           |           |            |
| 2,791       3,164       373       Allocated Exp. Fin       8,343       8,697       354       2,575       7,436         1,242       1,474       232       Allocated ExpIS       3,722       4,021       299       1,185       3,377         761       671       <90>> Allocated Exp. Mktg       2,506       1,924       <582>       577       1,582         2,307       2,871       564       Allocated Exp Othr SA       6,677       7,040       363       2,398       6,091         50,801       48,587       <2,214>       Maintenance       98,739       93,499       <5,240>       44,829       86,923         13,340       15,285       1,945       Utilities       29,962       32,810       2,848       17,124       34,154         17,535       14,257       <3,278>       Depreciation       35,048       28,514       <6,534>       11,528       23,055         93,646       91,742       <1,904>       TOTAL ALLOCATED EXP       194,406       187,732       <6,674>       85,615       173,922   |           |                  |          |                        |             | [               |           |           |            |
| 1,242       1,474       232       Allocated ExpIS       3,722       4,021       299       1,185       3,377         761       671       <90>> Allocated Exp. Mktg       2,506       1,924       <582>       577       1,582         2,307       2,871       564       Allocated Exp Othr SA       6,677       7,040       363       2,398       6,091         50,801       48,587       <2,214>       Maintenance       98,739       93,499       <5,240>       44,829       86,923         13,340       15,285       1,945       Utilities       29,962       32,810       2,848       17,124       34,154         17,535       14,257       <3,278>       Depreciation       35,048       28,514       <6,534>       11,528       23,055         93,646       91,742       <1,904>       TOTAL ALLOCATED EXP       194,406       187,732       <6,674>       85,615       173,922  |           |                  |          | •                      |             |                 |           |           |            |
| 761         671         <90> Allocated Exp. Mktg         2,506         1,924         <582>         577         1,582           2,307         2,871         564         Allocated Exp Othr SA         6,677         7,040         363         2,398         6,091           50,801         48,587         <2,214>         Maintenance         98,739         93,499         <5,240>         44,829         86,923           13,340         15,285         1,945         Utilities         29,962         32,810         2,848         17,124         34,154           17,535         14,257         <3,278>         Depreciation         35,048         28,514         <6,534>         11,528         23,055           93,646         91,742         <1,904>         TOTAL ALLOCATED EXP         194,406         187,732         <6,674>         85,615         173,922   |           |                  |          | •                      |             |                 |           |           |            |
| 2,307     2,871     564     Allocated Exp Othr SA     6,677     7,040     363     2,398     6,091       50,801     48,587     <2,214>     Maintenance     98,739     93,499     <5,240>     44,829     86,923       13,340     15,285     1,945     Utilities     29,962     32,810     2,848     17,124     34,154       17,535     14,257     <3,278>     Depreciation     35,048     28,514     <6,534>     11,528     23,055       93,646     91,742     <1,904>     TOTAL ALLOCATED EXP     194,406     187,732     <6,674>     85,615     173,922  |           |                  |          | •                      |             |                 |           |           |            |
| 50,801     48,587     <2,214>     Maintenance     98,739     93,499     <5,240>     44,829     86,923       13,340     15,285     1,945     Utilities     29,962     32,810     2,848     17,124     34,154       17,535     14,257     <3,278>     Depreciation     35,048     28,514     <6,534>     11,528     23,055       93,646     91,742     <1,904>     TOTAL ALLOCATED EXP     194,406     187,732     <6,674>     85,615     173,922  |           |                  |          | . 0                    |             |                 |           |           |            |
| 13,340     15,285     1,945     Utilities     29,962     32,810     2,848     17,124     34,154       17,535     14,257     <3,278>     Depreciation     35,048     28,514     <6,534>     11,528     23,055       93,646     91,742     <1,904>     TOTAL ALLOCATED EXP     194,406     187,732     <6,674>     85,615     173,922  |           |                  |          | •                      |             |                 |           |           |            |
| 17,535     14,257     <3,278>     Depreciation     35,048     28,514     <6,534>     11,528     23,055       93,646     91,742     <1,904>     TOTAL ALLOCATED EXP     194,406     187,732     <6,674>     85,615     173,922  |           |                  |          |                        |             |                 |           |           |            |
| 93,646 91,742 <1,904> TOTAL ALLOCATED EXP 194,406 187,732 <6,674> 85,615 173,922   |           |                  |          |                        |             |                 |           |           |            |
|  |           |                  |          |                        |             |                 |           |           |            |
| <143,414> <157,439> 14,025 NET INCOME (LOSS) <275,324> <299,695> 24,371 <152,470> <280,840>  | 93,646    | 91,742           | <1,904>  | TOTAL ALLOCATED EXP    | 194,406     | 187,732         | <6,6/4>   | 85,615    | 1/3,922    |
| \$110,1117 \$107,7077 17,020 NET HOOME (LOSS) \$\\\ \( \alpha \) \\\ \alpha \) \\\ \\ \alpha \) \\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\   | <143 414  | <157 A30 \       | 14 025   | NET INCOME (LOSS)      | < 275 22A < | < 200 A05 \     | 24 271    | <152 A70× | < 280 R40× |
|  | ×143,414> | \ IJ1,4J7>       | 14,020   | THE INCOME (LOSS)      | ~Z1J,3Z4>   | ~Z77,U7U>       | ۱ ۱ ۱ ۱ ۲ | ×132,470> | \ZUU,04U>  |

# ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| SEP. 02/08/26/18-09/29/18    CURRENT MONTH  |                         |
|---|-------------------------|
| 295,843   341,312   45,469  | YTD                     |
| 4,000   |                         |
| 4,000   | (21 2E0                 |
| 28,326  | 621,259<br>6,485        |
| 328,169   376,738   48,569   TOTAL WAGES   673,859   756,316   82,457   346,009   4.0   4.1   0.2   WAGE & TO TOTAL SALES   5.2   5.4   0.2   3.8   10,500   15,177   4.677   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   14,735   15,77   6.990   1,313   0ffice Supplies   15,004   15,594   4990   9,776   4,907   9,063   4,156   Telephone   9,604   17,309   7,706   9,742   12,933   1,043   <250   Trav/Trips/Conference   1,389   1,688   299   2,457   14,735   10,000   1,387   2,601   1,214   Employee Relations   1,387   3,797   2,410   2,501   10,000   1,000 | 61,576                  |
| 10,500  | 689,320                 |
| 2,000   | 4.9                     |
| 2,000   |                         |
| 141,454   | 14,735                  |
| 5,677   | 0                       |
| 4,907   | 273,680<br>16,297       |
| 1,293   | 17,517                  |
| 1,293   | 1,422                   |
| 1,387   | 6,596                   |
| 0         54         54         Tuition Assistance         0         108         108         0           295         0         <295>         0         <295>         0         <295>         0         <295   | 666                     |
| 295   | 3,638                   |
| 0   | 0                       |
| 0         88         88         Recruitment         305         150         <155>         85           99         478         379         Operating Supplies         229         956         727         275           540         275         2655         Inififorms         1,009         550         <459>         393           <100>         50         50         Security Expense         <200>         <500>         <300>         <510>           0         50         50         Security Expense         <200>         <500>         <300>         <510>           2,945         2,500         445>         Alarm Monitoring         5,592         5,000         <592>         2,545           1,250         2,631         1,381         Advertising         2,500         4,583         2,083         2,841           1,000         1,000         0         Benefits UAW         2,000         2,000         0         2,520           10,355         6,828         <3,207>         Repairs & Mice-Equip         23,567         26,107         2,540         11,689           12,282         13,991         809         Repairs & Mice-Equip         23,567         26,107         2,540   | 0                       |
| 99         478         379         Operating Supplies         229         956         727         275           540         275         <265*   | 57<br>145               |
| S40   | 145<br>342              |
| Company   | 707                     |
| 0         50         50         Securify Equipment         0         100         100         0           2,945         2,500         <445>         Alarm Monitoring         5,592         5,000         <592>         2,541           1,000         1,000         1,000         0         0         2,500         4,583         2,083         2,841           1,000         1,000         0         0         2,000         2,000         0         2,520           10,035         6,828         <3,207>         Repairs & Maintenance         15,145         11,915         <3,230>         6,735           894         1,113         219         Repair-Mtc Computer         1,628         2,226         598         723           12,282         13,091         809         Repair-Mtc Computer         1,628         2,226         598         723           6         531         531         531         70         1,388         1,388         516           2,447         2,447         0         42         0         675         5,159         5,159         0         2,861           2,3061         22,795         <266>         2,665         3,880         77         <   | <459>                   |
| 1,250         2,631         1,381         Advertising         2,500         4,583         2,083         2,841           1,000         1,000         0         Benefits U Adv         2,000         2,000         0         2,520           10,035         6,828         <3,207>         Repairs & Maintenance         15,145         11,915         <3,230>         6,735           894         1,113         219         Repair-Mtce Computer         1,628         2,226         598         723           12,282         13,091         809         Repairs & Mtce-Equip         23,567         26,107         2,540         11,689           0         531         531         Printing         0         1,388         1,388         516           2,447         2,447         0         Bruin One Card Exp         5,159         5,159         0         2,861           4,22         40         42         Overs/Shorts         3         80         77         <1>           23,061         22,795         <266-  | 0                       |
| 1,000         1,000         0         Benefits U Adv         2,000         2,000         0         2,520           10,035         6,828         <3,207>         Repairs & Maintenance         15,145         11,915         <3,230>         6,735           894         1,113         219         Repair-Mtce Computer         1,628         2,226         598         723           12,282         13,091         809         Repairs & Mtce-Equip         23,567         26,107         2,540         11,689           0         531         531         Printing         0         1,388         1,388         516           2,447         2,447         0         Bruin One Card Exp         5,159         5,159         0         2,861           23,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723           39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383           1,1458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service <td< td=""><td>2,665</td></td<>  | 2,665                   |
| 10,035  | 2,207                   |
| 894         1,113         219         Repair-Mtce Computer         1,628         2,226         598         723           12,282         13,091         809         Repairs & Mtce-Equip         23,567         26,107         2,540         11,689           0         531         531         Frinting         0         1,388         1,388         516           2,447         2,447         0         Bruin One Card Exp         5,159         5,159         0         2,861           4,22         40         42         Overs/Shorts         3         80         77         <1>           23,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723           39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383           1,218         1,535         317         Legal         2,435         3,070         635         1,396           11,458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service         2,637         2,400  | 3,670                   |
| 12,282  | 11,366                  |
| 0         531         531         Printing         0         1,388         1,388         516           2,447         2,447         0         Bruin One Card Exp         5,159         5,159         0         2,861           2,447         2,447         0         42         42         0         2,861         0         77         <1>         1,218         3,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723         3,39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383         1,218         1,535         317         Legal         2,435         3,070         635         1,396         11,458         11,791         333         External Audit         22,585         23,251         666         11,450         1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0         11,458         11,512         627         10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443         11,639         10,495         <1,144>         80ard of Directors         29,012         21,879 <t< td=""><td>1,447</td></t<>  | 1,447                   |
| 2,447         2,447         0         Bruin One Card Exp         5,159         5,159         0         2,861           <2>         40         42         Overs/Shorts         3         80         77         <1>           23,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723           39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383           1,218         1,535         317         Legal         2,435         3,070         635         1,396           11,458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0           10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473 <t< td=""><td>21,348<br/>1,348</td></t<>   | 21,348<br>1,348         |
| <2>         40         42         Overs/Shorts         3         80         77         <1>           23,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723           39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383           1,218         1,535         317         Legal         2,435         3,070         635         1,396           11,458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0           10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         <709> <td< td=""><td>1,346<br/>5,979</td></td<>  | 1,346<br>5,979          |
| 23,061         22,795         <266>         Insurance Expense         46,122         45,590         <532>         20,723           39,588         4,963         <34,625>         Professional Services         86,612         9,818         <76,794>         7,383           1,218         1,535         317         Legal         2,435         3,070         635         1,396           11,458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0           10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges  | <1>                     |
| 1,218       1,535       317       Legal       2,435       3,070       635       1,396         11,458       11,791       333       External Audit       22,585       23,251       666       11,450         1,917       2,000       83       Temp Agency Service       2,637       2,400       <237>       0         10,443       10,756       313       Internal Audit       20,885       21,512       627       10,443         2,955       1,234       <1,721>       PROFESSIONAL FEES PCI       5,639       1,968       <3,671>       1,184         11,639       10,495       <1,144>       Board of Directors       29,012       21,879       <7,133>       10,189         709       0       <709>       Special Projects       1,473       25       <1,448>       0         3,764       3,925       161       Misc. Bank Charges       7,827       8,845       1,018       3,811         3,226       4,135       909       Armored Carrier Expense       6,462       8,270       1,808       3,142         0       0       0       0       0       0       0       0       6,917         7,250       25,250       18,000 <td< td=""><td>41,446</td></td<>  | 41,446                  |
| 11,458         11,791         333         External Audit         22,585         23,251         666         11,450           1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0           10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges         7,827         8,845         1,018         3,811           3,226         4,135         909         Armored Carrier Expense         6,462         8,270         1,808         3,142           0         0         0         UCOP Payroll Services         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,5  | 19,688                  |
| 1,917         2,000         83         Temp Agency Service         2,637         2,400         <237>         0           10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges         7,827         8,845         1,018         3,811           3,226         4,135         909         Armored Carrier Expense         6,462         8,270         1,808         3,142           0         0         0         0         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584  | 2,792                   |
| 10,443         10,756         313         Internal Audit         20,885         21,512         627         10,443           2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges         7,827         8,845         1,018         3,811           3,226         4,135         909         Armored Carrier Expense         6,462         8,270         1,808         3,142           0         0         0         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584         16,708         124         8,292           18,048         16,786         <1,124>         UCLA Recharge Expense         36,096 <t< td=""><td>22,577</td></t<>  | 22,577                  |
| 2,955         1,234         <1,721>         PROFESSIONAL FEES PCI         5,639         1,968         <3,671>         1,184           11,639         10,495         <1,144>         Board of Directors         29,012         21,879         <7,133>         10,189           709         0         <709>         Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges         7,827         8,845         1,018         3,811           3,226         4,135         909         Armored Carrier Expense         6,462         8,270         1,808         3,142           0         0         0         UCOP Payroll Services         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584         16,708         124         8,292           18,048         16,924         <1,124>         UCLA Recharge Expense         36,096         33,847         <2,249>         16,431           17,678         16,786         <892>         Special E   | 0                       |
| 11,639       10,495       <1,144>       Board of Directors       29,012       21,879       <7,133>       10,189         709       0       <709>       Special Projects       1,473       25       <1,448>       0         3,764       3,925       161       Misc. Bank Charges       7,827       8,845       1,018       3,811         3,226       4,135       909       Armored Carrier Expense       6,462       8,270       1,808       3,142         0       0       0       UCOP Payroll Services       0       0       0       6,917         7,250       25,250       18,000       UC PATH CHARGES       14,500       50,500       36,000       23,917         8,292       8,416       124       Student Med Supp Fund       16,584       16,708       124       8,292         18,048       16,924       <1,124>       UCLA Recharge Expense       36,096       33,847       <2,249>       16,431         17,678       16,786       <892>       Special Events       17,967       16,786       <1,181>       16,297         360,791       372,780       11,989       TOTAL OTHER CONTROL.       700,766       709,374       8,608       351,495   | 20,885<br>1,424         |
| 709         0         <709> Special Projects         1,473         25         <1,448>         0           3,764         3,925         161         Misc. Bank Charges         7,827         8,845         1,018         3,811           3,226         4,135         909         Armored Carrier Expense         6,462         8,270         1,808         3,142           0         0         0         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584         16,708         124         8,292           18,048         16,924         <1,124>         UCLA Recharge Expense         36,096         33,847         <2,249>         16,431           17,678         16,786         <892>         Special Events         17,967         16,786         <1,181>         16,297           360,791         372,780         11,989         TOTAL OTHER CONTROL.         700,766         709,374         8,608         351,495   | 21,241                  |
| 3,764     3,925     161     Misc. Bank Charges     7,827     8,845     1,018     3,811       3,226     4,135     909     Armored Carrier Expense     6,462     8,270     1,808     3,142       0     0     0     0     0     0     0     0     6,917       7,250     25,250     18,000     UC PATH CHARGES     14,500     50,500     36,000     23,917       8,292     8,416     124     Student Med Supp Fund     16,584     16,708     124     8,292       18,048     16,924     <1,124>     UCLA Recharge Expense     36,096     33,847     <2,249>     16,431       17,678     16,786     <892>     Special Events     17,967     16,786     <1,181>     16,297       360,791     372,780     11,989     TOTAL OTHER CONTROL.     700,766     709,374     8,608     351,495   | 24                      |
| 0         0         0         UCOP Payroll Services         0         0         0         6,917           7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584         16,708         124         8,292           18,048         16,924         <1,124>         UCLA Recharge Expense         36,096         33,847         <2,249>         16,431           17,678         16,786         <892>         Special Events         17,967         16,786         <1,181>         16,297           360,791         372,780         11,989         TOTAL OTHER CONTROL.         700,766         709,374         8,608         351,495  | 8,588                   |
| 7,250         25,250         18,000         UC PATH CHARGES         14,500         50,500         36,000         23,917           8,292         8,416         124         Student Med Supp Fund         16,584         16,708         124         8,292           18,048         16,924         <1,124>         UCLA Recharge Expense         36,096         33,847         <2,249>         16,431           17,678         16,786         <892>         Special Events         17,967         16,786         <1,181>         16,297           360,791         372,780         11,989         TOTAL OTHER CONTROL.         700,766         709,374         8,608         351,495  | 6,488                   |
| 8,292     8,416     124     Student Med Supp Fund     16,584     16,708     124     8,292       18,048     16,924     <1,124>     UCLA Recharge Expense     36,096     33,847     <2,249>     16,431       17,678     16,786     <892>     Special Events     17,967     16,786     <1,181>     16,297       360,791     372,780     11,989     TOTAL OTHER CONTROL.     700,766     709,374     8,608     351,495  | 13,833                  |
| 18,048     16,924     <1,124>     UCLA Recharge Expense     36,096     33,847     <2,249>     16,431       17,678     16,786     <892>     Special Events     17,967     16,786     <1,181>     16,297       360,791     372,780     11,989     TOTAL OTHER CONTROL.     700,766     709,374     8,608     351,495  | 47,833                  |
| 17,678         16,786         <892>         Special Events         17,967         16,786         <1,181>         16,297           360,791         372,780         11,989         TOTAL OTHER CONTROL.         700,766         709,374         8,608         351,495   | 16,342                  |
| 360,791 372,780 11,989 TOTAL OTHER CONTROL. 700,766 709,374 8,608 351,495   | 32,863<br>16,297        |
|   | 657,693                 |
|   | 1,347,012               |
|   |                         |
| Less: Allocated Exp   |                         |
| 22,216 20,853 <1,363> Maintenance 43,180 40,129 <3,051> 19,605  | 38,013                  |
| 5,834 6,560 726 Utilities 13,103 14,081 978 7,489   | 14,936                  |
| 23,574 23,091 <483> Depreciation 47,147 46,182 <965> 22,725   | 45,221                  |
| 51,623 50,504 <1,119> TOTAL ALLOCATED EXP 103,430 100,392 <3,038> 49,818  | 98,170                  |
| 740,584 800,022 59,438 NET EXPENSE 1,478,056 1,566,082 88,026 747,323   | 1,445,182               |
| 250 0165 2710 0245 250 1005 Allocated Syc and Ent 210 4255 21 401 7245 202 2015 2770 0725   | -1 200 4E2-             |
| <659,916>     <718,024>     <58,108>     Allocated-Svs and Ent     <1,318,435>     <1,401,726>     <83,291>     <678,962>       <39,961>     <39,486>     475     Allocated-USAC     <79,922>     <79,447>     475     <31,812>   | <1,309,652><br><64,001> |
| Compared to the content of      | <6,374>                 |
| <37,338 <39,188 <1,850 > Allocated-Comm Board <72,961 > <78,216 > <5,255 > <33,382 >  | <65,155>                |
| <740,584> <800,022> <59,438> TOTAL OTHER <1,478,056> <1,566,082> <88,026> <747,323>   | <1,445,182>             |
|   |                         |
| 0 0 0 TOTAL EXPENSE 0 0 0 0   | 0                       |

## FACILITIES DIVISION EXPENSE STATEMENT

| SEP. (    | 02(08/26/18-09/2 | 29/18)        | 1                      |
|-----------|------------------|---------------|------------------------|
| (         | CURRENT MONTH    | 1             | 1                      |
| ACTUAL    | BUDGET           | VARIANCE      |                        |
| 440.474   | 400.054          | 7 (00         | 0 144                  |
| 140,474   | 132,851          |               | Career Wages           |
| 6,886     | 6,351            |               | Limited Appointment    |
| 0         | 886              | 886           | Student Wages          |
| <108>     | <95>             | 13            | Labor Recharge         |
| <11,601>  | <10,374>         | 1,227         | Billed Labor Costs     |
| 0         | <3,250>          | <3,250>       | Capitalized Wages      |
| 135,650   | 126,369          | <9,281>       | TOTAL WAGES            |
| 75,609    | 78,516           | 2,907         | Employee Benefits      |
| 27        | 50               | 23            | Office Supplies        |
| 542       | 784              | 242           | Telephone              |
| 0         | 0                | 0             | Trav/Trips/Conference  |
| 4,089     | 5,397            | 1,308         | Paper                  |
| 4,007     | 5.8              | 1.1           | Paper % To Sales       |
| 8,903     | 8,180            | <723>         |                        |
| 1,349     | 1,067            | <282>         |                        |
| 434       | 479              | 45            | Laundry                |
| 20,618    | 27,411           | 6,793         | Repairs & Maintenance  |
| 5,544     | •                | 6,793<br><94> | •                      |
| ·         | 5,450<br>250     | <94><br>250   | Repairs & Mtce-Equip   |
| 0         |                  |               |                        |
| 1,142     | 800              |               | Painting Program       |
| 0         | 300              | 300           | Incidental Proj Exp    |
| 13,871    | 2,575            |               | Air Conditioning-Maint |
| 12,737    | 12,476           |               | Rub Remvl/Hauling      |
| 2,693     | 3,180            | 487           | Rodent & Pest Control  |
| 100       | 1,600            | 1,500         | Rentals-Truck          |
| 147,657   | 148,515          | 858           | TOTAL OTHER CONTROL.   |
| 283,307   | 274,884          | <8,423>       | TOTAL CONTROLLABLE EXP |
|           |                  |               | Less: Allocated Exp    |
| 27,015    | 21,607           | <5,408>       | Depreciation           |
| 27,015    | 21,607           | <5,408>       | TOTAL ALLOCATED EXP    |
| 310,322   | 296,491          | <13,831>      |                        |
|           |                  |               |                        |
| <267,338> | <255,784>        | 11,554        | Allocated-Svs and Ent  |
| <8,138>   | <8,138>          | 0             | Allocated-USAC         |
| <3,181>   | <3,181>          | 0             | Allocated-GSA          |
| <9,448>   | <8,535>          | 913           | Allocated-Comm Board   |
| <22,216>  | <20,853>         | 1,363         | Allocated-A & SS       |
| <310,322> | <296,491>        | 13,831        | TOTAL OTHER            |
| 0         | 0                | 0             | TOTAL EXPENSE          |

| FIGURE VERD 40 40 |                 |                   |           |           |  |  |  |
|-------------------|-----------------|-------------------|-----------|-----------|--|--|--|
|                   | ISCAL YEAR 18-1 | FISCAL YEAR 17-18 |           |           |  |  |  |
|                   | MO(07/29/18-09/ | ,                 | LAST YEA  |           |  |  |  |
| ACTUAL            | BUDGET          | VARIANCE          | MONTH     | YTD       |  |  |  |
|                   |                 |                   |           |           |  |  |  |
| 267,060           | 250,669         | <16,391>          | 127,493   | 243,666   |  |  |  |
| 11,990            | 11,114          | <876>             | 6,166     | 10,790    |  |  |  |
| 0                 | 1,904           | 1,904             | 0         | 0         |  |  |  |
| <1,103>           | <285>           | 818               | <1,129>   | <1,749>   |  |  |  |
| <24,923>          | <20,062>        | 4,861             | <10,374>  | <20,062>  |  |  |  |
| <5,805>           | <6,500>         | <695>             | <1,012>   | <1,012>   |  |  |  |
| 247,219           | 236,840         | <10,379>          | 121,144   | 231,633   |  |  |  |
|                   |                 |                   |           |           |  |  |  |
| 147,576           | 147,128         | <448>             | 67,898    | 134,039   |  |  |  |
| 284               | 250             | <34>              | 128       | 239       |  |  |  |
| 1,124             | 1,614           | 490               | 686       | 1,417     |  |  |  |
| 0                 | 3,000           | 3,000             | 0         | 0         |  |  |  |
| 10,357            | 10,922          | 565               | 5,291     | 10,708    |  |  |  |
| 5.1               | 5.4             | 0.3               | 5.7       | 5.5       |  |  |  |
| 14,579            | 14,291          | <288>             | 7,942     | 13,875    |  |  |  |
| 2,564             | 2,288           | <276>             | 1,067     | 2,288     |  |  |  |
| 660               | 849             | 189               | 479       | 805       |  |  |  |
| 53,607            | 59,799          | 6,192             | 26,343    | 56,137    |  |  |  |
| 13,741            | 10,900          | <2,841>           | 5,680     | 10,178    |  |  |  |
| 28                | 500             | 472               | 0         | 0         |  |  |  |
| 1,506             | 1,600           | 94                | 358       | 825       |  |  |  |
| 0                 | 600             | 600               | 0         | 0         |  |  |  |
| 28,318            | 5,150           | <23,168>          | 3,296     | 4,786     |  |  |  |
| 22,195            | 22,616          | 421               | 11,882    | 21,538    |  |  |  |
| 5,853             | 6,616           | 763               | 3,087     | 6,423     |  |  |  |
| 224               | 3,200           | 2,976             | 698       | 968       |  |  |  |
| 302,618           | 291,323         | <11,295>          | 134,833   | 264,227   |  |  |  |
| 549,837           | 528,163         | <21,674>          | 255,977   | 495,860   |  |  |  |
|                   |                 |                   |           |           |  |  |  |
| 53,960            | 43,214          | <10,746>          | 18,800    | 37,591    |  |  |  |
| 53,960            | 43,214          | <10,746>          | 18,800    | 37,591    |  |  |  |
| 603,798           | 571,377         | <32,421>          | 274,777   | 533,451   |  |  |  |
|                   | ,               | ,                 |           | ,         |  |  |  |
| <519,615>         | <492,224>       | 27,391            | <235,914> | <457,431> |  |  |  |
| <16,276>          | <16,276>        | 0                 | <7,851>   | <15,702>  |  |  |  |
| <6,362>           | <6,362>         | 0                 | <3,069>   | <6,138>   |  |  |  |
| <18,365>          | <16,386>        | 1,979             | <8,338>   | <16,167>  |  |  |  |
| <43,180>          | <40,129>        | 3,051             | <19,605>  | <38,013>  |  |  |  |
| <603,798>         | <571,377>       | 32,421            | <274,777> | <533,451> |  |  |  |
| <0>               | 0               | 0                 | 0         | 0         |  |  |  |

### UTILITIES EXPENSE STATEMENT

| SEP. (        | 02(08/26/18-09/2 | 29/18)   |                        |
|---------------|------------------|----------|------------------------|
| CURRENT MONTH |                  |          |                        |
| ACTUAL        | BUDGET           | VARIANCE |                        |
|               |                  |          |                        |
| 24,364        | 25,331           | 967      | Chiller Water          |
| 39,732        | 51,272           | 11,540   | Elec-Non Air Cond.     |
| 8,635         | 8,966            | 331      | Water-Non Air Cond.    |
| 3,487         | 4,281            | 794      | Steam-Non Air Cond.    |
| 4,640         | 2,368            | <2,272>  | Gas                    |
| 1,551         | 1,551            | 0        | Energy Management      |
| 82,409        | 93,769           | 11,360   | TOTAL OTHER CONTROL.   |
| 82,409        | 93,769           | 11,360   | TOTAL CONTROLLABLE EXP |
|               |                  |          |                        |
| <70,201>      | <80,473>         | <10,272> | Allocated-Svs and Ent  |
| <2,799>       | <2,799>          | 0        | Allocated-USAC         |
| <1,094>       | <1,094>          | 0        | Allocated-GSA          |
| <2,481>       | <2,843>          | <362>    | Allocated-Comm Board   |
| <5,834>       | <6,560>          | <726>    | Allocated-A & SS       |
| <82,409>      | <93,769>         | <11,360> | TOTAL OTHER            |
|               |                  |          |                        |
| 0             | 0                | 0        | TOTAL EXPENSE          |

| F         | ISCAL YEAR 18-1 | FISCAL YEAR 17-18 |           |           |  |
|-----------|-----------------|-------------------|-----------|-----------|--|
| YTD 2 I   | MO(07/29/18-09/ | LAST YEAR ACTUAL  |           |           |  |
| ACTUAL    | BUDGET          | VARIANCE          | MONTH     | YTD       |  |
|           |                 |                   |           |           |  |
| 60,470    | 53,379          | <7,091>           | 23,798    | 56,624    |  |
| 94,442    | 112,858         | 18,416            | 66,464    | 125,770   |  |
| 13,308    | 18,361          | 5,053             | 7,337     | 14,390    |  |
| 7,190     | 8,496           | 1,306             | 3,790     | 5,304     |  |
| 5,627     | 4,514           | <1,113>           | 1,893     | 3,921     |  |
| 3,101     | 3,102           | 1                 | 1,550     | 3,101     |  |
| 184,138   | 200,710         | 16,572            | 104,832   | 209,110   |  |
| 184,138   | 200,710         | 16,572            | 104,832   | 209,110   |  |
|           |                 |                   |           |           |  |
| <157,676> | <172,741>       | <15,065>          | <90,117>  | <179,737> |  |
| <5,598>   | <5,598>         | 0                 | <2,906>   | <5,812>   |  |
| <2,188>   | <2,188>         | 0                 | <1,136>   | <2,272>   |  |
| <5,573>   | <6,102>         | <529>             | <3,185>   | <6,352>   |  |
| <13,103>  | <14,081>        | <978>             | <7,489>   | <14,936>  |  |
| <184,138> | <200,710>       | <16,572>          | <104,832> | <209,110> |  |
|           |                 |                   |           |           |  |
| 0         | 0               | <0>               | 0         | 0         |  |