

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

July (07/01/18 - 07/28/18)

Prepared

August 17, 2018

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

JULY (07/01/18 - 07/28/18)								FY 16-17	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
2,718		2,941		(223)	(7.6%)	(408)	(13.1%)	3,126	
965		970		(5)	(0.5%)	34	3.7%	931	
523		400		123	30.8%	73	16.2%	450	
124		144		(20)	(13.9%)	(11)	(8.1%)	135	
4,330		4,455		(125)	(2.8%)	(312)	(6.7%)	4,642	
1,070	39.4%	1,016	34.5%	54	Pts.	(48)	Pts.	1,118	35.8%
674	69.8%	696	71.8%	(22)	(2.0)	30	0.6	644	69.2%
523	100.0%	399	99.8%	124	0.2	73	0.0	450	100.0%
85	68.5%	102	70.8%	(17)	(2.3)	(1)	4.8	86	63.7%
2,352	54.3%	2,213	49.7%	139	4.6	54	4.8	2,298	49.5%
552	20.3%	581	19.8%	29	(0.5)	(18)	(3.2)	534	17.1%
627	65.0%	647	66.7%	20	1.7	(35)	(1.4)	592	63.6%
51	9.8%	57	14.3%	6	4.5	7	3.1	58	12.9%
68	54.8%	70	48.6%	2	(6.2)	(1)	(5.2)	67	49.6%
1,298	30.0%	1,355	30.4%	57	0.4	(47)	(3.1)	1,251	26.9%
55	2.0%	63	2.1%	8	0.1	25	0.6	80	2.6%
87	9.0%	95	9.8%	8	0.8	15	2.0	102	11.0%
224	42.8%	121	30.3%	(103)	(12.5)	42	16.3	266	59.1%
31	25.0%	29	20.1%	(2)	(4.9)	9	4.6	40	29.6%
397	9.2%	308	6.9%	(89)	(2.3)	91	1.3	488	10.5%
463	17.0%	372	12.6%	91	4.4	(41)	0.9	504	16.1%
(40)	(4.1%)	(45)	(4.6%)	5	0.5	10	1.3	(50)	(5.4%)
248	47.4%	222	55.5%	26	(8.1)	121	19.2	127	28.2%
(14)	(11.3%)	3	2.1%	(17)	(13.4)	6	3.5	(20)	(14.8%)
657	15.2%	552	12.4%	105	2.8	96	3.1	561	12.1%
652	15.1%	629	14.1%	(23)	(1.0)	81	0.7	733	15.8%
272	6.3%	235	5.3%	(37)	(1.0)	(14)	(0.7)	258	5.6%
80	1.8%	93	2.1%	13	0.3	9	0.1	89	1.9%
248	5.7%	204	4.6%	(44)	(1.1)	(57)	(1.6)	191	4.1%
1,252	28.9%	1,161	26.1%	(91)	(2.8)	19	(1.5)	1,271	27.4%
(595)	(13.7%)	(609)	(13.7%)	14	0.0	115	1.6	(710)	(15.3%)
22	0.5%	10	0.2%	12	0.3	(86)	(1.8)	108	2.3%
25	0.6%	10	0.2%	15	0.4	9	0.3	16	0.3%
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.1	(35)	(0.8%)
2	0.0%	0	0.0%	2	0.0	2	0.0	0	0.0%
234	5.4%	236	5.3%	(2)	0.1	(8)	0.2	242	5.2%
251	5.8%	224	5.0%	27	0.8	(80)	(1.3)	331	7.1%
(344)	(7.9%)	(385)	(8.6%)	41	0.7	35	0.3	(379)	(8.2%)
								GROSS INCOME	
								UCLA Store	
								UCLA Restaurants	
								Services Division	
								UCLA Student Union	
								TOTAL	
								GROSS MARGIN	
								UCLA Store	
								UCLA Restaurants	
								Services Division	
								UCLA Student Union	
								TOTAL	
								WAGES & BENEFITS	
								UCLA Store	
								UCLA Restaurants	
								Services Division	
								UCLA Student Union	
								TOTAL	
								OTHER CONTROLLABLES	
								UCLA Store	
								UCLA Restaurants	
								Services Division	
								UCLA Student Union	
								TOTAL	
								CONTRIBUTION	
								UCLA Store	
								UCLA Restaurants	
								Services Division	
								UCLA Student Union	
								TOTAL	
								ALLOCATED EXPENSES	
								Admin&Support Services	
								Facilities Division	
								Utilities	
								Depreciation	
								TOTAL	
								NET INCOME (LOSS)	
								FROM OPERATIONS	
								OTHER INC/(EXP)	
								Non-Recurrent Inc/(Exp)	
								Interest Income	
								Interest (Expense)	
								Income Taxes	
								Student Union Fee Income	
								TOTAL	
								NET INCOME (LOSS)	

FISCAL YEAR 2017-2018								FY 16-17	
YTD 12 MONTHS (07/30/17 - 07/28/18)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
45,010		45,187		(177)	(0.4%)	93	0.2%	44,917	
16,756		17,266		(510)	(3.0%)	168	1.0%	16,588	
4,347		4,259		88	2.1%	338	8.4%	4,009	
1,558		1,466		92	6.3%	134	9.4%	1,424	
67,671		68,178		(507)	(0.7%)	733	1.1%	66,938	
15,215	33.8%	15,446	34.2%	(231)	Pts. (0.4)	(68)	Pts. (0.2)	15,283	34.0%
11,926	71.2%	12,414	71.9%	(488)	(0.7)	67	(0.3)	11,859	71.5%
4,343	99.9%	4,254	99.9%	89	0.0	338	0.0	4,005	99.9%
889	57.1%	888	60.6%	1	(3.5)	38	(2.7)	851	59.8%
32,373	47.8%	33,002	48.4%	(629)	(0.6)	375	0.0	31,998	47.8%
6,772	15.0%	7,170	15.9%	398	0.9	104	0.3	6,876	15.3%
8,324	49.7%	8,456	49.0%	132	(0.7)	(107)	(0.2)	8,217	49.5%
659	15.2%	668	15.7%	9	0.5	0	1.2	659	16.4%
839	53.9%	892	60.8%	53	6.9	(15)	4.0	824	57.9%
16,594	24.5%	17,186	25.2%	592	0.7	(18)	0.3	16,576	24.8%
2,164	4.8%	2,176	4.8%	12	0.0	1	0.0	2,165	4.8%
1,780	10.6%	1,792	10.4%	12	(0.2)	(40)	(0.1)	1,740	10.5%
1,518	34.9%	1,340	31.5%	(178)	(3.4)	(203)	(2.1)	1,315	32.8%
630	40.4%	610	41.6%	(20)	1.2	37	6.4	667	46.8%
6,092	9.0%	5,918	8.7%	(174)	(0.3)	(205)	(0.2)	5,887	8.8%
6,279	14.0%	6,100	13.5%	179	0.5	38	0.1	6,241	13.9%
1,822	10.9%	2,166	12.5%	(344)	(1.6)	(80)	(0.6)	1,902	11.5%
2,165	49.8%	2,246	52.7%	(81)	(2.9)	133	(0.9)	2,032	50.7%
(580)	(37.2%)	(614)	(41.9%)	34	4.7	60	7.7	(640)	(44.9%)
9,686	14.3%	9,898	14.5%	(212)	(0.2)	151	0.1	9,535	14.2%
7,178	10.6%	7,541	11.1%	363	0.5	(89)	0.0	7,089	10.6%
2,922	4.3%	2,858	4.2%	(64)	(0.1)	(213)	(0.3)	2,709	4.0%
928	1.4%	1,058	1.6%	130	0.2	111	0.2	1,039	1.6%
2,378	3.5%	2,450	3.6%	72	0.1	(31)	0.0	2,347	3.5%
13,406	19.8%	13,907	20.4%	501	0.6	(222)	(0.1)	13,184	19.7%
(3,720)	(5.5%)	(4,009)	(5.9%)	289	0.4	(71)	0.0	(3,649)	(5.5%)
679	1.0%	120	0.2%	559	0.8	431	0.6	248	0.4%
223	0.3%	140	0.2%	83	0.1	71	0.1	152	0.2%
(384)	(0.6%)	(384)	(0.6%)	0	0.0	36	0.0	(420)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
2,819	4.2%	2,835	4.2%	(16)	0.0	7	0.0	2,812	4.2%
3,337	4.9%	2,711	4.0%	626	0.9	545	0.7	2,792	4.2%
(383)	(0.6%)	(1,298)	(1.9%)	915	1.3	474	0.7	(857)	(1.3%)

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

JULY (07/01/18 - 07/28/18)								FY 16-17	
CURRENT MONTH								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
2,718		2,941		(223)	(7.6%)	(408)	(13.1%)	3,126	
965		970		(5)	(0.5%)	34	3.7%	931	
523		400		123	30.8%	73	16.2%	450	
124		144		(20)	(13.9%)	(11)	(8.1%)	135	
4,330		4,455		(125)	(2.8%)	(312)	(6.7%)	4,642	
1,070	39.4%	1,016	34.5%	54	Pts.	(48)	Pts.	1,118	35.8%
674	69.8%	696	71.8%	(22)	(2.0)	30	0.6	644	69.2%
523	100.0%	399	99.8%	124	0.2	73	0.0	450	100.0%
85	68.5%	102	70.8%	(17)	(2.3)	(1)	4.8	86	63.7%
2,352	54.3%	2,213	49.7%	139	4.6	54	4.8	2,298	49.5%
552	20.3%	581	19.8%	29	(0.5)	(18)	(3.2)	534	17.1%
627	65.0%	647	66.7%	20	1.7	(35)	(1.4)	592	63.6%
51	9.8%	57	14.3%	6	4.5	7	3.1	58	12.9%
68	54.8%	70	48.6%	2	(6.2)	(1)	(5.2)	67	49.6%
1,298	30.0%	1,355	30.4%	57	0.4	(47)	(3.1)	1,251	26.9%
55	2.0%	63	2.1%	8	0.1	25	0.6	80	2.6%
87	9.0%	95	9.8%	8	0.8	15	2.0	102	11.0%
224	42.8%	121	30.3%	(103)	(12.5)	42	16.3	266	59.1%
31	25.0%	29	20.1%	(2)	(4.9)	9	4.6	40	29.6%
397	9.2%	308	6.9%	(89)	(2.3)	91	1.3	488	10.5%
463	17.0%	372	12.6%	91	4.4	(41)	0.9	504	16.1%
(40)	(4.1%)	(45)	(4.6%)	5	0.5	10	1.3	(50)	(5.4%)
248	47.4%	222	55.5%	26	(8.1)	121	19.2	127	28.2%
(14)	(11.3%)	3	2.1%	(17)	(13.4)	6	3.5	(20)	(14.8%)
657	15.2%	552	12.4%	105	2.8	96	3.1	561	12.1%
928	21.4%	629	14.1%	(299)	(7.3)	(195)	(5.6)	733	15.8%
272	6.3%	235	5.3%	(37)	(1.0)	(14)	(0.7)	258	5.6%
80	1.8%	93	2.1%	13	0.3	9	0.1	89	1.9%
248	5.7%	204	4.6%	(44)	(1.1)	(57)	(1.6)	191	4.1%
1,528	35.3%	1,161	26.1%	(367)	(9.2)	(257)	(7.9)	1,271	27.4%
(871)	(20.1%)	(609)	(13.7%)	(262)	(6.4)	(161)	(4.8)	(710)	(15.3%)
22	0.5%	10	0.2%	12	0.3	(86)	(1.8)	108	2.3%
25	0.6%	10	0.2%	15	0.4	9	0.3	16	0.3%
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.1	(35)	(0.8%)
2	0.0%	0	0.0%	2	0.0	2	0.0	0	0.0%
234	5.4%	236	5.3%	(2)	0.1	(8)	0.2	242	5.2%
251	5.8%	224	5.0%	27	0.8	(80)	(1.3)	331	7.1%
(620)	(14.3%)	(385)	(8.6%)	(235)	(5.7)	(241)	(6.1)	(379)	(8.2%)

GROSS INCOME

UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union

TOTAL

GROSS MARGIN

UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union

TOTAL

WAGES & BENEFITS

UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union

TOTAL

OTHER CONTROLLABLES

UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union

TOTAL

CONTRIBUTION

UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union

TOTAL

ALLOCATED EXPENSES

Admin&Support Services
Facilities Division
Utilities
Depreciation

TOTAL

**NET INCOME (LOSS)
FROM OPERATIONS**

OTHER INC/(EXP)

Non-Recurrent Inc/(Exp)
Interest Income
Interest (Expense)
Income Taxes
Student Union Fee Income

TOTAL

NET INC (LOSS) after inc comp

FISCAL YEAR 2017-2018								FY 16-17	
YTD 12 MONTHS (07/30/17 - 07/28/18)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
45,010		45,187		(177)	(0.4%)	93	0.2%	44,917	
16,756		17,266		(510)	(3.0%)	168	1.0%	16,588	
4,347		4,259		88	2.1%	338	8.4%	4,009	
1,558		1,466		92	6.3%	134	9.4%	1,424	
67,671		68,178		(507)	(0.7%)	733	1.1%	66,938	
15,215	33.8%	15,446	34.2%	(231)	Pts.	(68)	Pts.	15,283	34.0%
11,926	71.2%	12,414	71.9%	(488)	(0.7)	67	(0.3)	11,859	71.5%
4,343	99.9%	4,254	99.9%	89	0.0	338	0.0	4,005	99.9%
889	57.1%	888	60.6%	1	(3.5)	38	(2.7)	851	59.8%
32,373	47.8%	33,002	48.4%	(629)	(0.6)	375	0.0	31,998	47.8%
6,772	15.0%	7,170	15.9%	398	0.9	104	0.3	6,876	15.3%
8,324	49.7%	8,456	49.0%	132	(0.7)	(107)	(0.2)	8,217	49.5%
659	15.2%	668	15.7%	9	0.5	0	1.2	659	16.4%
839	53.9%	892	60.8%	53	6.9	(15)	4.0	824	57.9%
16,594	24.5%	17,186	25.2%	592	0.7	(18)	0.3	16,576	24.8%
2,164	4.8%	2,176	4.8%	12	0.0	1	0.0	2,165	4.8%
1,780	10.6%	1,792	10.4%	12	(0.2)	(40)	(0.1)	1,740	10.5%
1,518	34.9%	1,340	31.5%	(178)	(3.4)	(203)	(2.1)	1,315	32.8%
630	40.4%	610	41.6%	(20)	1.2	37	6.4	667	46.8%
6,092	9.0%	5,918	8.7%	(174)	(0.3)	(205)	(0.2)	5,887	8.8%
6,279	14.0%	6,100	13.5%	179	0.5	38	0.1	6,241	13.9%
1,822	10.9%	2,166	12.5%	(344)	(1.6)	(80)	(0.6)	1,902	11.5%
2,165	49.8%	2,246	52.7%	(81)	(2.9)	133	(0.9)	2,032	50.7%
(580)	(37.2%)	(614)	(41.9%)	34	4.7	60	7.7	(640)	(44.9%)
9,686	14.3%	9,898	14.5%	(212)	(0.2)	151	0.1	9,535	14.2%
7,454	11.0%	7,541	11.1%	87	0.1	(365)	(0.4)	7,089	10.6%
2,922	4.3%	2,858	4.2%	(64)	(0.1)	(213)	(0.3)	2,709	4.0%
928	1.4%	1,058	1.6%	130	0.2	111	0.2	1,039	1.6%
2,378	3.5%	2,450	3.6%	72	0.1	(31)	0.0	2,347	3.5%
13,682	20.2%	13,907	20.4%	225	0.2	(498)	(0.5)	13,184	19.7%
(3,996)	(5.9%)	(4,009)	(5.9%)	13	0.0	(347)	(0.4)	(3,649)	(5.5%)
679	1.0%	120	0.2%	559	0.8	431	0.6	248	0.4%
223	0.3%	140	0.2%	83	0.1	71	0.1	152	0.2%
(384)	(0.6%)	(384)	(0.6%)	0	0.0	36	0.0	(420)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
2,819	4.2%	2,835	4.2%	(16)	0.0	7	0.0	2,812	4.2%
3,337	4.9%	2,711	4.0%	626	0.9	545	0.7	2,792	4.2%
(659)	(1.0%)	(1,298)	(1.9%)	639	0.9	198	0.3	(857)	(1.3%)

DIVISIONS FULLY ALLOCATED

NET INCOME (LOSS)

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

JULY (07/01/18 - 07/28/18)								FY 16-17	
CURRENT MONTH								**	
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523		400		123	30.8%	73	16.2%	450	
124		144		(20)	(13.9%)	(11)	(8.1%)	135	
4,330		4,455		(125)	(2.8%)	(312)	(6.7%)	4,642	
1,070	39.4%	1,016	34.5%	54	Pts.	(48)	Pts.	1,118	35.8%
674	69.8%	696	71.8%	(22)	(2.0)	30	0.6	644	69.2%
523	100.0%	399	99.8%	124	0.2	73	0.0	450	100.0%
85	68.5%	102	70.8%	(17)	(2.3)	(1)	4.8	86	63.7%
2,352	54.3%	2,213	49.7%	139	4.6	54	4.8	2,298	49.5%
608	22.4%	644	21.9%	36	(0.5)	6	(2.8)	614	19.6%
714	74.0%	742	76.5%	28	2.5	(20)	0.5	694	74.5%
275	52.6%	178	44.5%	(97)	(8.1)	48	19.2	323	71.8%
99	79.8%	99	68.8%	0	(11.0)	7	(1.3)	106	78.5%
1,696	39.2%	1,663	37.3%	(33)	(1.9)	41	(1.8)	1,737	37.4%
463	17.0%	372	12.6%	91	4.4	(41)	0.9	504	16.1%
(40)	(4.1%)	(45)	(4.6%)	5	0.5	10	1.3	(50)	(5.4%)
248	47.4%	222	55.5%	26	(8.1)	121	19.2	127	28.2%
(14)	(11.3%)	3	2.1%	(17)	(13.4)	6	3.5	(20)	(14.8%)
657	15.2%	552	12.4%	105	2.8	96	3.1	561	12.1%
782	28.8%	598	20.3%	(184)	(8.5)	(100)	(7.0)	682	21.8%
451	46.7%	354	36.5%	(97)	(10.2)	(89)	(7.8)	362	38.9%
173	33.1%	111	27.8%	(62)	(5.3)	(48)	(5.3)	125	27.8%
122	98.4%	98	68.1%	(24)	(30.3)	(20)	(22.8)	102	75.6%
1,528	35.3%	1,161	26.1%	(367)	(9.2)	(257)	(7.9)	1,271	27.4%
(319)	(7.4%)	(225)	(5.1%)	(94)	(2.3)	(141)	(3.6)	(178)	(3.8%)
(491)	(11.3%)	(399)	(9.0%)	(92)	(2.3)	(79)	(2.4)	(412)	(8.9%)
75	1.7%	110	2.5%	(35)	(0.8)	73	1.7	2	0.0%
(136)	(3.1%)	(95)	(2.1%)	(41)	(1.0)	(14)	(0.5)	(122)	(2.6%)
(871)	(20.1%)	(609)	(13.7%)	(262)	(6.4)	(161)	(4.8)	(710)	(15.3%)
22	0.5%	10	0.2%	12	0.3	(86)	(1.8)	108	2.3%
25	0.6%	10	0.2%	15	0.4	9	0.3	16	0.3%
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.1	(35)	(0.8%)
2	0.0%	0	0.0%	2	0.0	2	0.0	0	0.0%
234	5.4%	236	5.3%	(2)	0.1	(8)	0.2	242	5.2%
251	5.8%	224	5.0%	27	0.8	(80)	(1.3)	331	7.1%
(620)	(14.3%)	(385)	(8.6%)	(235)	(5.7)	(241)	(6.1)	(379)	(8.2%)

GROSS INCOME
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

GROSS MARGIN
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

TOTAL CONTROLLABLES
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

CONTRIBUTION
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

ALLOCATED EXPENSES
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

NET INCOME (LOSS) FROM OPERATIONS
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

OTHER INC/(EXP)
Non-Recurrent Inc/(Exp)
Interest Income
Interest (Expense)
Income Taxes
Student Union Fee Income
TOTAL

NET INC (LOSS) after inc comp

FISCAL YEAR 2017-2018								FY 16-17	
YTD 12 MONTHS (07/30/17 - 07/28/18)								**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT	
				ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%
45,010		45,187		(177)	(0.4%)	93	0.2%	44,917	
16,756		17,266		(510)	(3.0%)	168	1.0%	16,588	
4,347		4,259		88	2.1%	338	8.4%	4,009	
1,558		1,466		92	6.3%	134	9.4%	1,424	
67,671		68,178		(507)	(0.7%)	733	1.1%	66,938	
15,215	33.8%	15,446	34.2%	(231)	(0.4)	(68)	(0.2)	15,283	34.0%
11,926	71.2%	12,414	71.9%	(488)	(0.7)	67	(0.3)	11,859	71.5%
4,343	99.9%	4,254	99.9%	89	0.0	338	0.0	4,005	99.9%
889	57.1%	888	60.6%	1	(3.5)	38	(2.7)	851	59.8%
32,373	47.8%	33,002	48.4%	(629)	(0.6)	375	0.0	31,998	47.8%
8,936	19.9%	9,346	20.7%	410	0.8	105	0.2	9,041	20.1%
10,104	60.3%	10,248	59.4%	144	(0.9)	(147)	(0.3)	9,957	60.0%
2,177	50.1%	2,008	47.1%	(169)	(3.0)	(203)	(0.9)	1,974	49.2%
1,469	94.3%	1,502	102.5%	33	8.2	22	10.4	1,491	104.7%
22,686	33.5%	23,104	33.9%	418	0.4	(223)	0.1	22,463	33.6%
6,279	14.0%	6,100	13.5%	179	0.5	38	0.1	6,241	13.9%
1,822	10.9%	2,166	12.5%	(344)	(1.6)	(80)	(0.6)	1,902	11.5%
2,165	49.8%	2,246	52.7%	(81)	(2.9)	133	(0.9)	2,032	50.7%
(580)	(37.2%)	(614)	(41.9%)	34	4.7	60	7.7	(640)	(44.9%)
9,686	14.3%	9,898	14.5%	(212)	(0.2)	151	0.1	9,535	14.2%
7,005	15.6%	7,111	15.7%	106	0.1	(201)	(0.5)	6,804	15.1%
4,374	26.1%	4,534	26.3%	160	0.2	(67)	(0.1)	4,307	26.0%
1,193	27.4%	1,156	27.1%	(37)	(0.3)	(184)	(2.2)	1,009	25.2%
1,110	71.2%	1,106	75.4%	(4)	4.2	(46)	3.5	1,064	74.7%
13,682	20.2%	13,907	20.4%	225	0.2	(498)	(0.5)	13,184	19.7%
(727)	(1.1%)	(1,011)	(1.5%)	284	0.4	(164)	(0.3)	(563)	(0.8%)
(2,551)	(3.8%)	(2,368)	(3.5%)	(183)	(0.3)	(146)	(0.2)	(2,405)	(3.6%)
972	1.4%	1,090	1.6%	(118)	(0.2)	(51)	(0.1)	1,023	1.5%
(1,690)	(2.5%)	(1,720)	(2.5%)	30	0.0	14	0.0	(1,704)	(2.5%)
(3,996)	(5.9%)	(4,009)	(5.9%)	13	0.0	(347)	(0.4)	(3,649)	(5.5%)
679	1.0%	120	0.2%	559	0.8	431	0.6	248	0.4%
223	0.3%	140	0.2%	83	0.1	71	0.1	152	0.2%
(384)	(0.6%)	(384)	(0.6%)	0	0.0	36	0.0	(420)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
2,819	4.2%	2,835	4.2%	(16)	0.0	7	0.0	2,812	4.2%
3,337	4.9%	2,711	4.0%	626	0.9	545	0.7	2,792	4.2%
(659)	(1.0%)	(1,298)	(1.9%)	639	0.9	198	0.3	(857)	(1.3%)

ASUCLA
P/L Reconciliation
Jul-18

<i>Financial Analysis</i>	\$000's
	Jul-18
Budgeted Net Income/(Loss)	(385)
UCLA Store	
Gross Margin:	
Bearwear above plan due to better than expected visitors for summer business	43
Graduation ETC below plan: overall drop in sales (both regalia and ancillary products) due to unforeseen change in student ordering habits	(8)
Campus Portrait Studio above plan due to timing/shift in late ordering	10
Market above plan: strong sales in gifts and plush items due to heavier than anticipated conference/camp traffic, and warm weather drove additional drink sales	31
Computer Store below plan: lack of institutional demand to start UCLA's fiscal year, and 2 week period between announcement of new Apple laptops and delivery led to drop in individual sales	(11)
New Text below plan due to higher volume of low margin purchases for Fall Quarter	(5)
HSS Dental below plan due to timing of receipt of backordered kit merchandise which occurred earlier in the year than anticipated	(14)
Hilltop Shop above plan due to better than anticipated conference and camp traffic	5
Total Wages below plan	13
Other, positive controllables (mostly employee benefits)	27
Total Contribution	91
UCLA Restaurants	
Gross Margin:	
Wetzels above plan: hot weather and orientations increased customers above plan	5
Veggie Grill above plan: average check and customer count higher than anticipated in original budget	4
North Campus Student Ctr. above plan: summer closure of food area in Anderson and average check much higher than plan	8
CSSC below plan: budget for Blaze for summer months slightly too aggressive, excessive waste with pre-production of pizza ingredients, and some due to free pizza give away on July 10	(10)
Café Synapse below plan due to ongoing customer traffic decline	(10)
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day	(7)
Taco Bell below plan: beginning to see traffic declines throughout A level (may be in response to Veggie Grill now open)	(5)
Concessions above plan due to unbudgeted charity basketball game with good attendance	5
Total Wages above plan (mostly student)	(18)
Other, positive controllables (mostly employee benefits)	33
Total Contribution	5
Services	
Gross Margin:	
Licensing Domestic above plan: mostly for Costco (strong hard good sales and budgeted returns occurred in prior month)	76
Licensing International above plan: mostly India which is above plan for the year	50
Licensing Campus Sourcing above plan: not timing, exceeds budget for the year	7
Leased Ops below plan: space previously leased by Kaplan is not currently leased	(8)
Other, negative controllables mostly Licensing	(99)
Total Contribution	26
UCLA Student Union	
Gross Margin:	
Event Services above plan due to unanticipated events from campus clients and first time outside clients	(10)
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(3)
Total wages below plan	1
Other	(5)
Total Contribution	(17)
Allocated Expenses and Other	
A&SS below plan: mostly year-end incentive compensation	(299)
Facilities higher than plan mostly career wages (due to several HVAC related issues) and repairs and maintenance	(37)
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	13
Depreciation above plan due to year-end entries for completed projects	(44)
Other, positive interest income and non-recurrent	27
Total	(340)
Actual Net Income/(Loss) After Incentive Compensation	(620)

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

Financial Analysis	\$000's	
Budgeted Net Income/(Loss)		(1,298)
UCLA Store		
Gross Margin:		
Bearwear above plan: higher April sales, strong Transfer Day plus two National Championship celebrations, and strong Commencement Weekend and summer business	232	
Graduation ETC below plan due to product mix (more lower margin items were sold) and shift of undergraduate regalia to an off campus competitor	(121)	
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(42)	
Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center	126	
Essentials below plan from declining sales of paper goods and writing instruments as students are using less school supplies (due to technology)	(34)	
Wooden Store below plan due to closure	(58)	
E-Commerce below plan: overall decline in fan enthusiasm	(60)	
New Text below plan: interaction between New and Used, fewer books were sold, average price down due to competitive pricing and impact of new rental program	(102)	
Used Text above plan: positive impact of new rental program	54	
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(103)	
LuValle Books below plan: used sales lower due to lack of available high quality used books for the law school and decline in Extension enrollment	(70)	
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(43)	
Total Wages lower than plan	121	
Other, positive controllables mostly employee benefits	279	
Total Contribution		179
UCLA Restaurants		
Gross Margin:		
Rubio's Baja Grill below plan: continued traffic and customer declines in Northern campus	(20)	
Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales	(22)	
Greenhouse above plan: capturing more of customer traffic during the Sbarro closure/Veggie Grill opening delay	65	
Veggie Grill below plan: opening delay	(84)	
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(90)	
No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5	(95)	
CSSC below plan as budget does not reflect the period time the Bistro was closed for construction of new Blaze concept	(143)	
Café Synapse below plan due to ongoing customer traffic decline	(60)	
LuValle Food Servery below plan due to December fires, general traffic has shifted away from northern areas and cold, wet weather impacted lack of indoor seating	(60)	
Kerckhoff Coffeehouse below plan: traffic decline in northern campus and significant customer declines throughout almost all campus restaurants in March	(32)	
Catering above plan due to several high volume events and new menu roll out	60	
Total Wages above plan (mostly students)	(219)	
Other, positive controllables (mostly employee benefits)	356	
Total Contribution		(344)
Services		
Gross Margin:		
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	166	
Licensing International on plan	(1)	
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year and as they close out their year end	23	
Leased Ops below plan due to delay in leases for Admissions and space previously leased by Kaplan	(102)	
Photography above plan: higher non-athletic job requests	2	
Total Wages above plan	(7)	
Other, negative controllables mostly Licensing	(162)	
Total Contribution		(81)
UCLA Student Union		
Gross Margin:		
Event Services above plan: unplanned rental of two rooms at LuValle Commons, increased outside events and University events better than plan	39	
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(36)	
Total Wages below plan	26	
Other, positive controllables	5	
Total Contribution		34
Allocated Expenses and Other		
A&SS below plan (mostly savings in employee benefits and UCPath charges) with some negative offset mainly in professional services and year-end incentive compensation	87	
Facilities above plan mostly wages and repairs & maintenance	(64)	
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.	130	
Depreciation lower than plan due to timing of capitals	72	
Other- mostly higher interest income and non-recurrent due to refund check received from UCLA for prior year utility charges	626	
Total		851
Actual Net Income/(Loss) After Incentive Compensation		(659)

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

ASSETS

CURRENT ASSETS:

Cash and cash equivalents	\$13,915	\$15,286	\$12,191
Accounts receivable	3,844	4,229	3,526
Less: Allowance for doubtful accounts	(580)	(557)	(551)
Accounts receivable, net	3,264	3,672	2,975
Student fees receivable	118	0	373
Short term note receivable	200	0	0
Inventories	6,248	5,096	6,302
Prepaid expenses and other current assets	319	227	368
Total current assets	24,064	24,281	22,209

LONG TERM ASSETS

Long term note receivable	0	200	200
Property, equipment and improvements	72,708	72,032	69,851
Less: Accumulated depreciation	(50,163)	(49,916)	(47,919)
Total long term assets	22,545	22,316	22,132

TOTAL ASSETS

\$46,609 \$46,597 \$44,341

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES:

Accounts payable	\$7,049	\$5,468	\$5,727
Wages and payroll taxes payable	5,551	6,507	3,155
Sales tax payable & other liabilities	625	618	758
Interest payable	74	42	81
Deferred income	518	576	573
Funds held for others	338	312	102
Current portion of long term debt	867	867	832
Total current liabilities	15,022	14,390	11,228

LONG TERM DEBT:

AU expansion loan	7,095	7,095	7,962
Total long term debt	7,095	7,962	7,962

TOTAL LIABILITIES

22,117 21,485 19,190

RETAINED EARNINGS:

Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(659)	(39)	(857)

Ending Balance

24,492 25,112 25,151

TOTAL LIABILITIES AND RETAINED EARNINGS

\$46,609 \$46,597 \$44,341

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation
 Loss (Gain) on disposal of fixed assets
 (Increase)/decrease in current assets:
 Accounts receivable
 Student fees receivable
 Inventories
 Prepaid expenses and other current assets
 Increase/(decrease) in current liabilities:
 Accounts payable
 Sales tax payable & other liabilities
 Wages and payroll taxes payable
 Interest payable
 Deferred Income
 Funds held for others

Net cash provided/(used) by operating activities

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements
Change in capital projects in progress

Net cash used in investing activities

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan

Net cash provided/(used) by financing activities

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

Current Month	Year to Date	Prior Year to Date
(\$620)	(\$659)	(\$857)
248	2,378	2,347
0	15	3
408	(288)	(95)
(118)	256	266
(1,153)	55	1
(92)	49	(37)
1,581	1,322	347
7	(133)	(4)
(956)	2,397	(204)
32	(7)	(8)
(58)	(55)	224
26	236	(17)
(695)	5,566	1,966
(100)	(1,678)	(882)
(576)	(1,331)	0
(676)	(3,009)	(882)
0	(833)	(800)
0	(833)	(800)
(1,371)	1,724	284
15,286	12,191	11,907
\$13,915	\$13,915	\$12,191

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

CASH AND CASH EQUIVALENTS	\$13,915
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
AU 1st Floor Restrooms	(175)
TFC Dining Room Remodel	(153)
Engineering 6 Café	(150)
Subtotal	<u>(1,194)</u>
Adjustment for Cash Overdraft Entry	<u>(941)</u>
Uncommitted Cash	11,780
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>15,113</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(\$3,333)</u></u>

ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2017-2018 July 2018

PROJECT NAME		BUDGET	PROJECTED						
			Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
Store/Services									
2017-001	Store General Replacement	50.0	13.3	6.2	19.5	30.5		0.0	In Progress
2017-002	DC Forklift	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2017-003	Market Counter Replacement	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2017-004	HSS Remodel	75.0	74.0	0.0	74.0	0.0		(1.0)	Completed
Total Store/Services		175.0	87.3	6.2	93.5	30.5	50.0	(1.0)	
Food Service									
2017-005	FS Miscellaneous and Unanticipated	50.0	28.1	11.8	39.9	10.1		0.0	In Progress
2017-006	Patio Furniture Upgrade	20.0	12.8	0.0	12.8	7.2		0.0	In Progress
2017-007	FS POS Kiosks	150.0	12.4	0.0	12.4	137.6		0.0	In Progress
2017-008	Taco Bell space remodel	125.0	35.8	0.0	35.8	89.2		0.0	In Progress
2017-009	Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-010	NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2017-011	NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2017-012	TFC Dining Room Remodel	500.0	347.4	34.2	381.6	118.4		0.0	In Progress
2017-036	Engineering 6 Café	0.0	0.0	3.0	3.0	147.0		150.0	In Progress
Total Food Services		900.0	436.5	49.0	485.5	509.5	55.0	150.0	
Technology									
2017-013	Network Infrastructure Upgrade	10.0	7.9	0.0	7.9	2.1		0.0	In Progress
2017-014	Printer Replacement	20.0	7.2	6.5	13.7	6.3		0.0	In Progress
2017-015	PC Replacement	20.0	21.1	0.0	21.1	0.0		1.1	Completed
2017-016	Computing & Comm. Room Upgrade	20.0	16.7	0.0	16.7	3.3		0.0	In Progress
2017-017	Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0		(17.0)	Cancel
2017-018	Marketing Misc. Hardware/Software Upgrades	5.0	9.9	0.0	9.9	0.0		4.9	Completed
Total Technology		92.0	62.8	6.5	69.3	11.7	0.0	(11.0)	
Others									
2017-019	Fac. Misc. Remodels	50.0	20.8	29.0	49.8	0.0		(0.2)	Completed Awaiting Invoice
2017-020	AU 2nd Floor Concourse/Bridge & Coop West Pa	60.0	52.3	0.0	52.3	0.0		(7.7)	Completed
2017-021	AU 1st Floor Restrooms	150.0	0.0	192.9	192.9	0.0		42.9	Completed Awaiting Invoice
2017-022	Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2017-023	KGS Drapery Replacement	65.0	0.0	0.0	0.0	0.0	65.0	0.0	Pending
2017-024	Custodial Replacements	10.0	0.0	10.7	10.7	0.0		0.7	Completed Awaiting Invoice
2017-025	SUO General Replacement	15.0	0.0	2.9	2.9	12.1		0.0	In Progress
2017-026	Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2017-027	Finance Misc. Replacements	15.0	2.8	5.9	8.7	6.3		0.0	In Progress
2017-028	MCO Equipment	20.0	19.5	0.0	19.5	0.0		(0.5)	Completed
2017-029	Convert Darkroom to office	0.0	5.5	0.0	5.5	0.0		5.5	Completed
2017-032	Fac. Gem Carts	0.0	17.6	0.0	17.6	0.0		17.6	Completed
2017-033	Wolfgang Patio	0.0	51.5	0.0	51.5	0.0		51.5	Completed
2017-034	NC Back Door	0.0	0.0	26.6	26.6	0.0		26.6	Completed
2017-035	KH 105/109 Carpet Replacement	0.0	11.3	22.9	34.2	0.0		34.2	In Progress
2017-037	Video Wall AU1st Floor	0.0	94.4	20.0	114.4	0.0		114.4	Completed
2017-038	LVC Patio Deck	0.0	0.0	50.0	50.0	0.0		50.0	Completed Awaiting Invoice
2017-039	LVC Suite Remodel	0.0	0.0	0.0	0.0	6.0		6.0	Pending
2017-040	KH 3rd & 4th Floor Security Cameras	0.0	5.6	0.0	5.6	0.0		5.6	Completed
Total Others		450.0	281.3	360.9	642.2	24.4	130.0	346.6	
Total Current Year Projects		1,617.0	867.9	422.6	1,290.5	576.1	235.0	484.6	

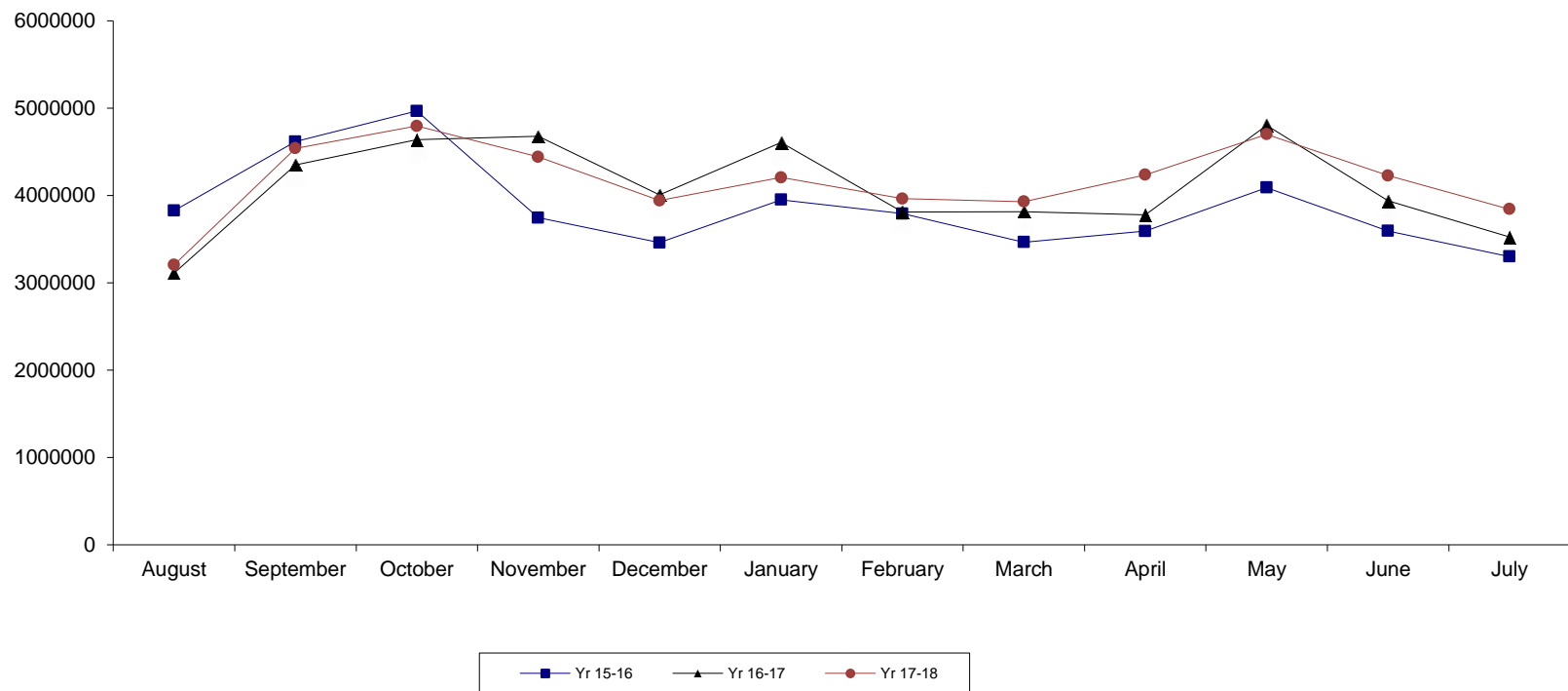
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

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		\$54,849	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$54,849	1%
ASUCLA USA/GSA		\$76,702	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,702	2%
DUE FROM VENDORS		\$495,723	14%	\$6,717	3%	\$612	4%	\$4,498	58%	\$27,812	100%	\$18,542	76%	\$553,904	14%
DENTAL KITS		\$45,876	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$45,876	1%
OTHER		\$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%	
06/30/18	Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,308,809	33%	\$48,882	40%	\$3,618	8%	\$601	14%	\$1,350	5%	\$5,632	23%	\$1,368,892	32%
ASUCLA PUBLICATIONS		\$94,222	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,222	2%
ASUCLA USA/GSA		\$114,552	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,552	3%
DUE FROM VENDORS		\$541,644	14%	(\$2,180)	-2%	\$6,383	15%	\$1,438	33%	\$27,069	95%	\$18,046	76%	\$592,400	14%
DENTAL KITS		\$57,698	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$57,698	1%
OTHER		\$1,890,922	47%	\$74,568	62%	\$32,825	77%	\$2,270	53%	(\$1)	0%	\$293	1%	\$2,000,877	48%
TOTAL CURRENT MONTH		\$4,007,847	100%	\$121,270	100%	\$42,826	100%	\$4,309	100%	\$28,418	100%	\$23,971	100%	\$4,228,641	100%
		95%		3%		0%		0%		1%		1%		100%	
05/26/18	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$976,467	23%	\$236,289	66%	\$79,229	92%	\$1,737	16%	\$929	2%	\$4,917	23%	\$1,299,568	28%
ASUCLA PUBLICATIONS		\$90,086	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$90,086	2%
ASUCLA USA/GSA		\$155,227	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$155,227	3%
DUE FROM VENDORS		\$662,230	16%	\$6,217	2%	(\$2,764)	-3%	\$6,501	59%	\$24,781	55%	\$16,521	78%	\$713,486	15%
DENTAL KITS		\$245,859	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,859	5%
OTHER		\$2,048,339	49%	\$117,631	32%	\$9,663	11%	\$2,698	25%	\$19,765	43%	(\$232)	-1%	\$2,197,864	47%
TOTAL CURRENT MONTH		\$4,178,208	100%	\$360,137	100%	\$86,128	100%	\$10,936	100%	\$45,475	100%	\$21,206	100%	\$4,702,090	100%
		89%		8%		2%		0%		1%		0%		100%	

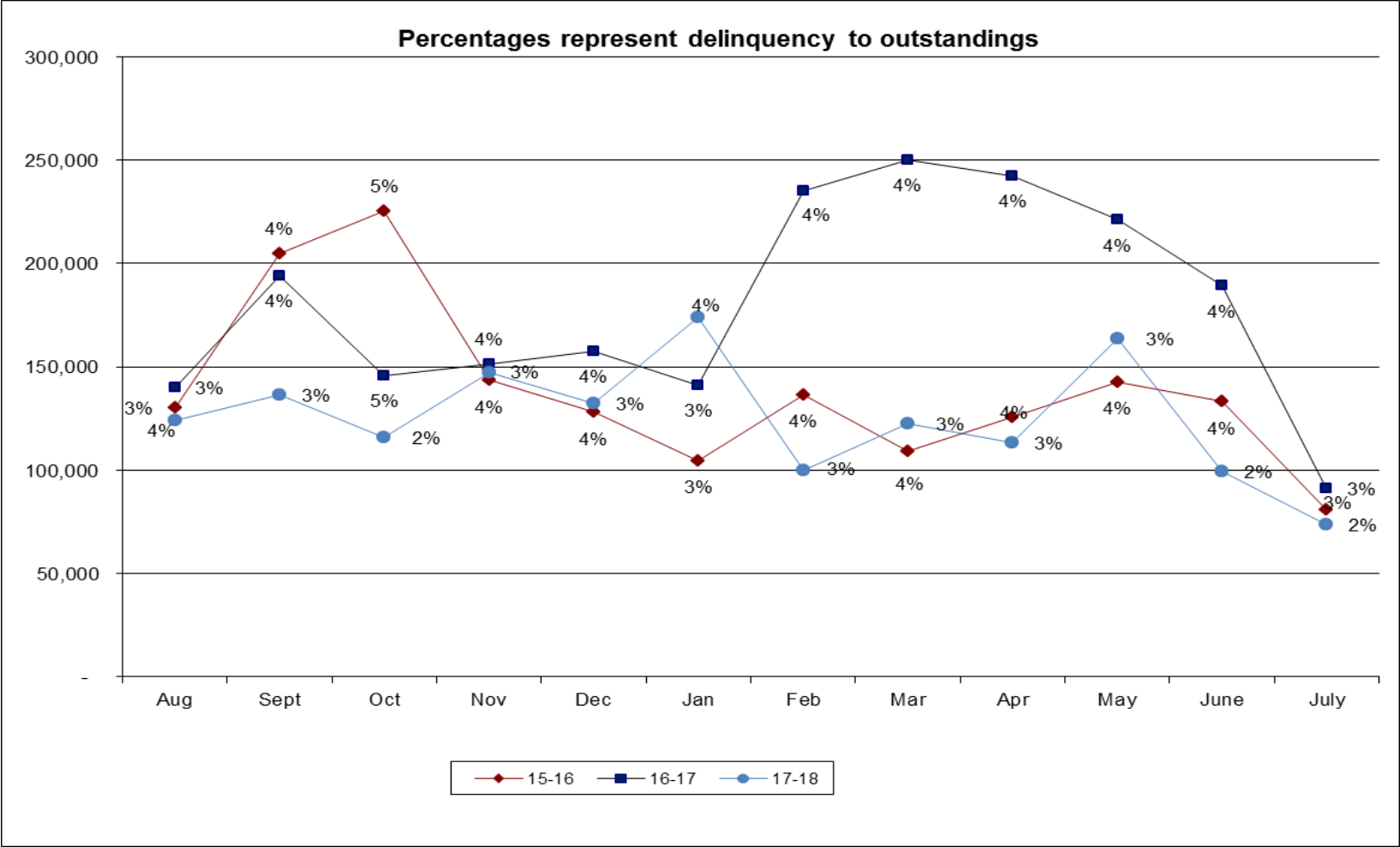
Total Accounts Receivable Balances

12 Month History

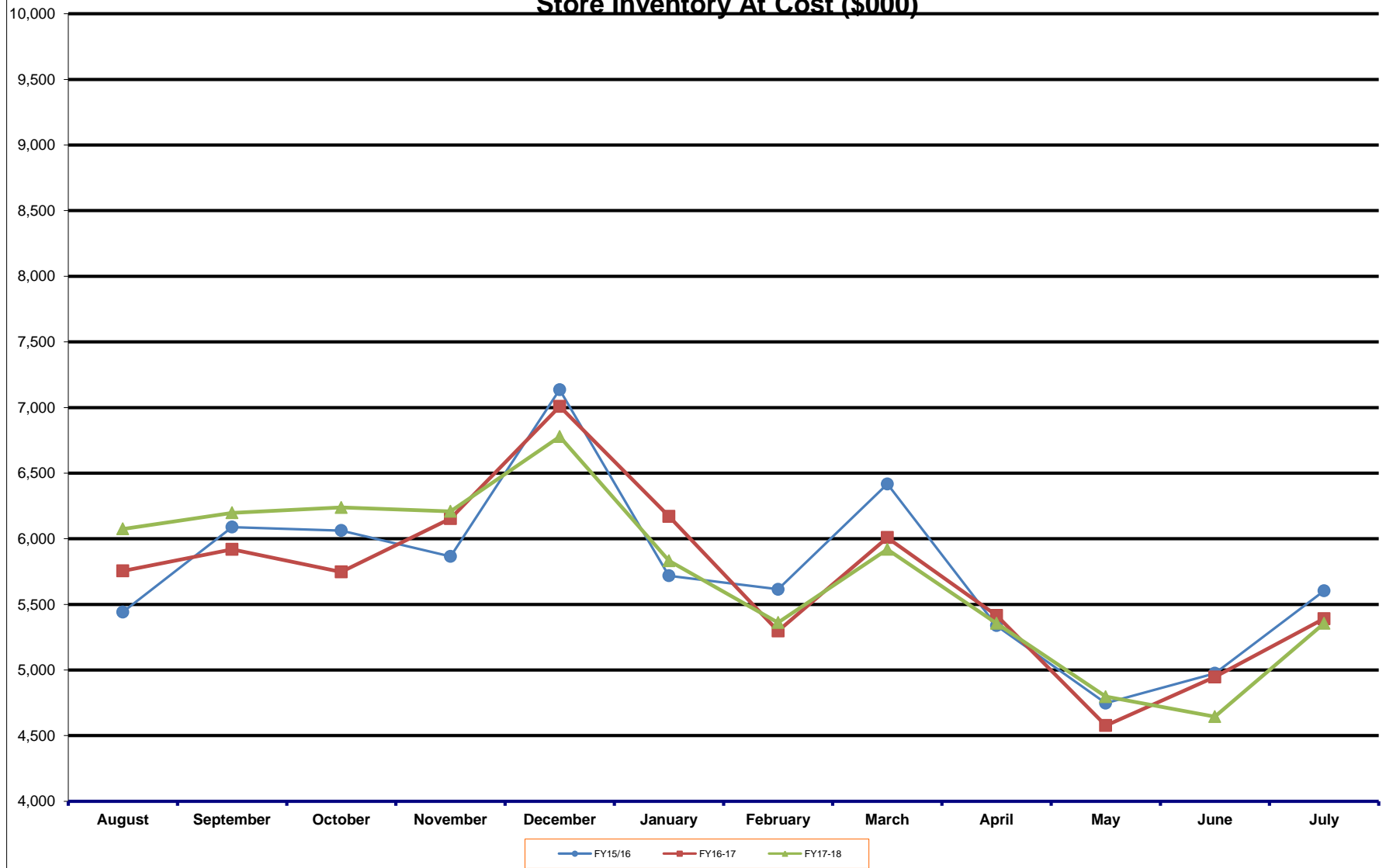
Aug 15 to Jul 18



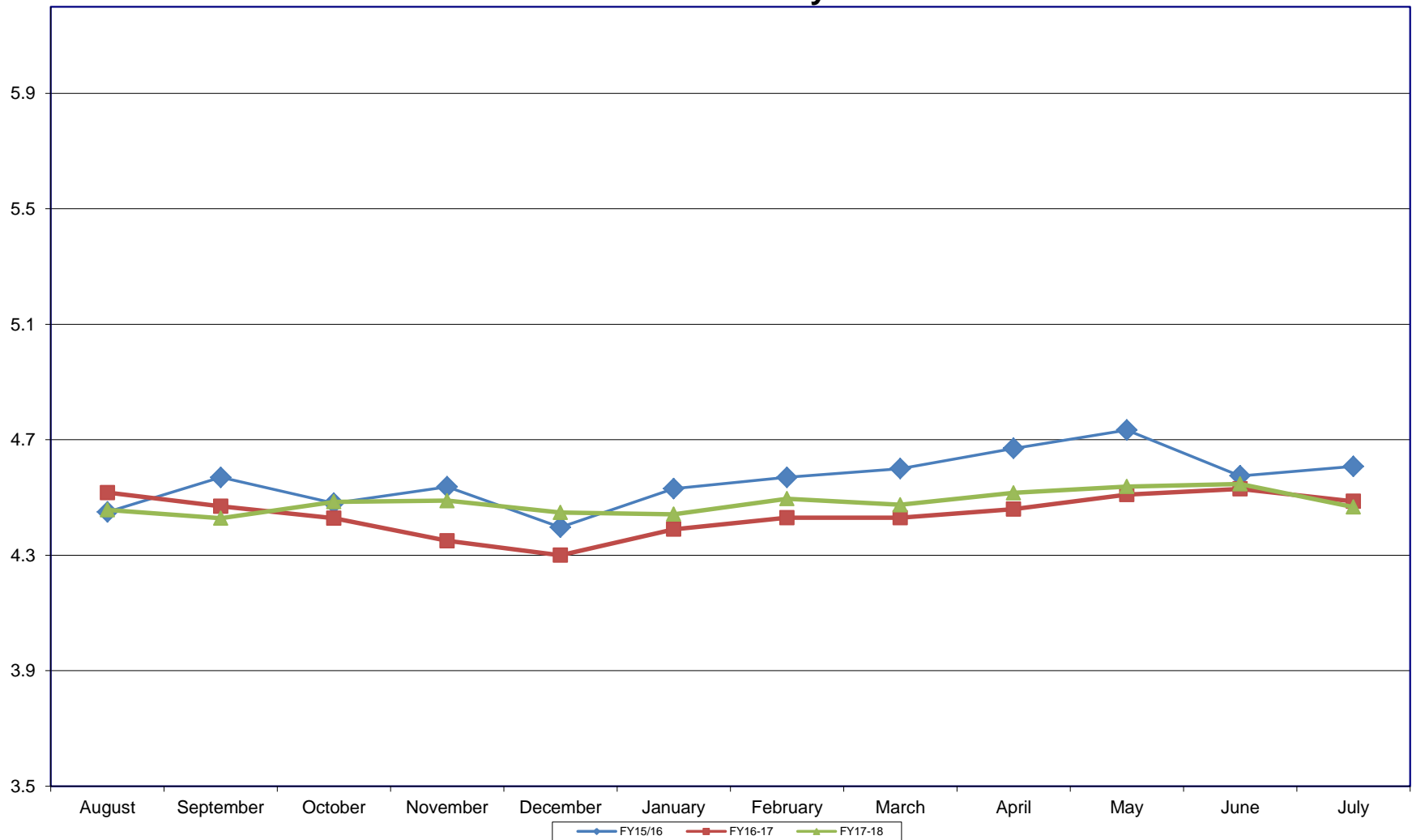
Aged Accounts Receivable Balances
>60 Days Past Due



**Associated Students UCLA
Store Inventory At Cost (\$000)**



Associated Students UCLA Store Inventory Turns*



*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

JUL. 12(07/01/18-07/28/18)				FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH				YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
934,866	1,214,287	<279,421>	ACADEMIC SUPPORT DIV	17,894,223	18,290,325	<396,102>	1,234,265	18,089,841
1,243,273	1,136,752	106,521	GENERAL MDSE DIVISION	15,720,632	15,444,946	275,686	1,324,922	15,331,830
84,313	77,381	6,932	HILLTOP SHOP	1,558,773	1,494,451	64,322	79,428	1,485,123
70,526	87,843	<17,317>	LU VALLE COMMONS STORE	2,128,287	2,358,724	<230,437>	84,178	2,347,373
36,766	45,000	<8,234>	E-COMMERCE DIVISION	1,367,342	1,450,000	<82,658>	92,032	1,400,372
182,392	265,813	<83,421>	HEALTH SCIENCES STORE	5,028,282	5,216,581	<188,299>	177,151	5,266,684
2,552,136	2,827,076	<274,940>	TOTAL SALES	43,697,538	44,255,027	<557,489>	2,991,976	43,921,223
1,639,716	1,914,879	275,163	Less: Cost of Sales	29,569,338	29,572,407	3,069	1,996,114	29,478,268
			Less: Shrinkage					
2,523	2,990	467	ACADEMIC SUPPORT DIV	64,286	53,930	<10,356>	3,402	49,945
4,020	5,730	1,710	GENERAL MDSE DIVISION	118,713	76,155	<42,558>	7,288	84,040
374	360	<14>	HILLTOP SHOP	6,457	6,890	433	355	9,685
339	450	111	LU VALLE COMMONS STORE	12,927	11,700	<1,227>	420	<6,077>
0	0	0	E-COMMERCE DIVISION	0	0	<0>	0	2
948	1,070	122	HEALTH SCIENCES STORE	23,230	19,950	<3,280>	907	18,025
8,204	10,600	2,396	SHRINKAGE	225,613	168,625	<56,988>	12,372	155,621
1,647,920	1,925,479	277,559	TOTAL COST OF SALES	29,794,951	29,741,032	<53,919>	2,008,486	29,633,889
64.3	67.7	3.5	COST OF SALES %	67.7	66.8	<0.9>	66.7	67.1
904,215	901,597	2,618	GROSS MARGIN	13,902,588	14,513,995	<611,407>	983,490	14,287,334
35.8	32.3	3.5	GROSS MARGIN %	32.3	33.2	<0.9>	33.3	32.9
0.3	0.4	0.1	SHRINKAGE %	0.5	0.4	<0.1>	0.4	0.4
35.4	31.9	3.5	NET GROSS MARGIN %	31.8	32.8	<1.0>	32.9	32.5
15.4	14.4	1.1	ACADEMIC SUPPORT DIV	16.5	18.4	<1.9>	13.7	18.3
49.7	49.4	0.3	GENERAL MDSE DIVISION	49.0	49.5	<0.5>	48.5	49.1
43.7	41.0	2.7	HILLTOP SHOP	41.8	41.2	0.6	43.0	41.3
35.9	38.6	<2.8>	LU VALLE COMMONS STORE	33.4	35.4	<2.0>	39.1	35.5
53.9	52.5	1.4	E-COMMERCE DIVISION	51.1	51.8	<0.6>	50.2	50.9
32.7	28.8	3.9	HEALTH SCIENCES STORE	23.6	24.8	<1.3>	32.5	24.3
166,223	114,386	51,837	OTHER INCOME	1,312,721	932,283	380,438	134,463	995,535
1,070,439	1,015,983	54,456	GROSS MARGIN/OTHER	15,215,308	15,446,278	<230,970>	1,117,953	15,282,869
			Less: Controllable Exp					
256,631	259,797	3,166	Career Wages	2,955,215	3,044,252	89,037	251,982	3,027,698
0	0	0	Limited Appointment	11,977	6,640	<5,337>	0	5,166
167,638	176,835	9,197	Student Wages	2,356,757	2,394,116	37,359	161,585	2,195,865
424,269	436,632	12,363	TOTAL WAGES	5,323,948	5,445,008	121,060	413,566	5,228,729
16.6	15.4	<1.2>	WAGE % TO SALES	12.2	12.3	0.1	13.8	11.9
127,935	144,829	16,894	Employee Benefits	1,447,888	1,724,815	276,927	120,878	1,647,430
9,850	5,208	<4,642>	Office Supplies	91,162	83,697	<7,465>	6,322	88,750
6,867	11,355	4,488	Telephone	115,402	137,095	21,693	11,364	138,374
16	15	<1>	Postage	214	180	<34>	33	255
370	780	410	Trav/Trips/Conference	28,542	36,380	7,838	1,854	32,779
3,298	3,800	502	Membership Fees	8,393	8,960	567	3,038	7,288
2,135	2,112	<23>	Operating Supplies	58,553	54,282	<4,271>	3,272	57,403
8,071	11,255	3,184	Freight Out	226,985	233,254	6,269	11,485	229,474
950	950	0	Transportation	14,613	14,650	37	900	14,150
1,379	0	<1,379>	Replacements	1,379	0	<1,379>	0	0
0	0	0	Merchandise Losses	656	0	<656>	0	64
<10>	0	10	Postage Stamp O/S	8	0	<8>	<7>	10
0	25	25	Security Expense	0	300	300	0	0
9,817	10,152	335	Advertising	220,726	213,645	<7,081>	11,765	214,889
<53,849>	<54,700>	<851>	Vendor Adv. Allowance	<167,860>	<154,750>	13,110	<48,856>	<152,913>
7	25	18	Direct Mail Adv.	279,500	270,800	<8,700>	35	251,620
1,814	2,630	816	Repairs & Maintenance	48,118	51,530	3,412	6,048	60,866
49,062	50,683	1,621	Bank Card Expense	791,204	807,087	15,883	52,016	782,857
389	0	<389>	Overs/Shorts	6,429	0	<6,429>	<246>	8,854
<26>	0	26	Credit Card Adjustments	12,941	0	<12,941>	1,231	20,847
0	0	0	Textbook Rental Exp	30	0	<30>	0	<55>
0	0	0	Rentals-Facilities	0	0	0	0	1,785
0	0	0	Rentals-Truck	4,450	2,500	<1,950>	0	2,492
0	0	0	Taxes & Licenses	0	300	300	150	450
9,978	10,950	972	Professional Services	133,374	135,400	2,026	9,996	131,662
0	0	0	Temp Agency Service	6,682	1,900	<4,782>	0	8,049
<1,837>	0	1,837	Inventory Count	21,368	23,350	1,982	<7,741>	17,523
2,930	1,150	<1,780>	Commission Expense	68,467	58,900	<9,567>	6,028	67,561
37	100	63	Concession Expense	40,263	39,558	<705>	100	37,824
0	0	0	Alloc of Distr Cntr	0	6	6	0	0
4,118	6,250	2,132	Payment to UCLA	152,784	157,030	4,246	10,995	142,441
183,302	207,569	24,267	TOTAL OTHER CONTROL.	3,612,273	3,900,869	288,596	200,663	3,812,728
607,571	644,201	36,630	TOTAL CONTROLLABLE EXP	8,936,222	9,345,877	409,655	614,229	9,041,458
			GROSS CONTRIBUTION TO SVCS AND ENTERPRISES					
462,867	371,782	91,085		6,279,087	6,100,401	178,686	503,724	6,241,412
			Less: Allocated Exp					
45,720	49,257	3,537	Allocated Exp. -HR	450,419	546,279	95,860	46,612	458,250
139,984	158,137	18,153	Allocated Exp. -Fin	1,752,919	1,837,486	84,567	143,837	1,706,189
79,437	70,341	<9,096>	Allocated Exp. -IS	800,738	828,248	27,510	68,237	835,086
37,288	28,708	<8,580>	Allocated Exp. Mktg	430,607	422,802	<7,805>	33,276	376,844
295,589	117,101	<178,488>	Allocated Exp Othr SA	1,566,076	1,396,935	<169,141>	210,822	1,408,772
99,699	82,108	<17,591>	Maintenance	1,024,604	999,156	<25,448>	91,551	981,681
25,656	29,930	4,274	Utilities	297,759	339,368	41,609	29,440	350,012
57,820	61,825	4,005	Depreciation	681,904	741,906	60,002	57,952	686,968
781,193	597,407	<183,786>	TOTAL ALLOCATED EXP	7,005,027	7,112,180	107,153	681,726	6,803,802
<318,326>	<225,625>	<92,701>	NET INCOME (LOSS)	<725,940>	<1,011,779>	285,839	<178,002>	<562,390>

UCLA RESTAURANTS
INCOME STATEMENT

JUL. 12(07/01/18-07/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
134,191	123,987	10,204	2,119,645	1,970,973	148,672	143,450	1,998,036
131,417	129,925	1,492	2,359,941	2,645,740	<285,799>	121,265	2,430,274
118,232	135,251	<17,019>	1,534,927	1,825,990	<291,063>	100,246	1,568,069
138,795	138,969	<174>	2,734,966	2,842,388	<107,422>	132,403	2,724,889
179,696	193,904	<14,208>	3,341,923	3,341,776	147	194,658	3,290,135
107,834	88,603	19,231	2,343,357	2,190,733	152,624	90,315	2,221,695
810,164	810,639	<475>	14,434,760	14,817,600	<382,840>	782,337	14,233,100
290,814	273,208	<17,606>	4,829,289	4,852,162	22,873	286,443	4,729,085
35.9	33.7	<2.2>	33.5	32.8	<0.7>	36.6	33.2
519,351	537,431	<18,080>	9,605,471	9,965,438	<359,967>	495,894	9,504,015
64.1	66.3	<2.2>	66.5	67.3	<0.7>	63.4	66.8
67.3	68.8	<1.5>	67.6	69.1	<1.5>	66.3	66.8
66.1	64.2	2.0	65.5	65.6	<0.1>	61.7	65.5
59.5	66.3	<6.9>	66.2	66.8	<0.6>	64.2	67.3
64.6	67.6	<3.0>	69.0	69.1	<0.1>	65.4	69.0
64.6	66.3	<1.6>	66.0	66.5	<0.5>	63.7	66.5
61.9	64.6	<2.7>	65.7	67.0	<1.2>	59.4	66.3
154,917	159,028	<4,111>	2,320,748	2,448,110	<127,362>	148,552	2,354,560
674,268	696,459	<22,191>	11,926,219	12,413,548	<487,329>	644,447	11,858,575
289,418	298,201	8,783	3,516,193	3,695,014	178,821	277,363	3,638,353
3,871	0	<3,871>	21,524	0	<21,524>	0	3,919
225,052	205,962	<19,090>	3,414,452	3,067,263	<347,189>	202,344	2,972,990
<33,456>	<37,663>	<4,207>	<483,746>	<512,943>	<29,197>	<32,878>	<461,929>
484,884	466,500	<18,384>	6,468,423	6,249,334	<219,089>	446,829	6,153,333
59.9	57.6	<2.3>	44.8	42.2	<2.6>	57.1	43.2
142,105	180,377	38,272	1,855,251	2,206,267	351,016	145,211	2,064,084
1,567	1,540	<27>	23,724	20,320	<3,404>	2,142	16,026
2,494	3,925	1,431	39,828	47,100	7,272	3,741	47,514
0	1,000	1,000	14,317	16,288	1,971	500	9,523
31,380	38,135	6,755	624,166	667,486	43,320	37,673	624,965
3.9	4.7	0.8	4.3	4.5	0.2	4.8	4.4
3,960	4,753	793	75,436	61,752	<13,684>	4,057	68,515
<8,018>	<13,000>	<4,982>	<149,261>	<153,000>	<3,739>	<7,247>	<120,546>
4,922	2,470	<2,452>	49,015	35,240	<13,775>	8,326	56,648
3,657	4,020	363	52,730	51,670	<1,060>	2,944	50,134
515	1,345	830	23,697	17,130	<6,567>	1,264	23,617
3,505	1,290	<2,215>	44,617	48,955	4,338	4,566	25,945
0	0	0	0	0	0	0	108
0	14	14	3	333	330	4	3
6,627	5,382	<1,245>	137,396	77,391	<60,005>	7,016	114,487
27,669	27,520	<149>	491,670	506,187	14,517	24,808	481,112
1,277	1,353	77	24,477	24,164	<313>	1,229	23,086
448	954	506	8,638	13,488	4,850	495	12,552
0	0	0	28	0	<28>	0	151
147	0	<147>	1,149	0	<1,149>	0	2,990
0	375	375	1,962	5,050	3,088	98	2,399
238	344	106	11,280	5,203	<6,077>	506	811
0	0	0	610	0	<610>	0	600
0	1,000	1,000	7,738	4,250	<3,488>	1,341	3,178
6,479	12,286	5,807	296,932	343,072	46,140	8,818	295,777
228,972	275,083	46,111	3,635,403	3,998,346	362,943	247,493	3,803,679
713,856	741,583	27,727	10,103,826	10,247,680	143,854	694,322	9,957,012
<39,588>	<45,124>	5,536	1,822,393	2,165,868	<343,475>	<49,876>	1,901,563
52,252	52,627	375	543,037	625,811	82,774	50,361	538,057
49,698	52,131	2,433	683,107	730,595	47,488	42,828	662,693
28,202	23,188	<5,014>	313,137	329,753	16,616	20,317	323,639
13,238	9,463	<3,775>	168,903	165,913	<2,990>	9,908	147,859
104,941	38,603	<66,338>	600,926	549,328	<51,598>	62,772	541,924
87,790	72,511	<15,279>	902,219	882,343	<19,876>	77,126	827,091
22,592	26,358	3,766	262,193	298,867	36,674	24,801	294,901
92,732	79,292	<13,440>	900,352	951,514	51,162	74,111	970,375
451,445	354,173	<97,272>	4,373,875	4,534,124	160,249	362,223	4,306,539
<491,034>	<399,297>	<91,737>	<2,551,481>	<2,368,256>	<183,225>	<412,099>	<2,404,976>
199,433	221,869	<22,436>	3,613,180	3,842,479	<229,299>	205,655	3,781,871
76,728	83,588	<6,860>	1,196,726	1,264,976	<68,250>	76,290	1,255,561
122,705	138,281	<15,576>	2,416,454	2,577,503	<161,049>	129,365	2,526,310
7.42	6.65	0.77	6.64	6.47	0.17	6.88	6.33
9.25	8.35	0.90	8.60	8.37	0.23	8.62	7.65
6.27	5.62	0.65	5.67	5.54	0.14	5.86	5.41
21,949	20,775	<1,174>	346,464	319,654	<26,810>	22,032	345,423
36.91	39.02	<2.11>	41.66	46.35	<4.69>	35.51	41.20

SERVICES DIVISION
INCOME STATEMENT

JUL. 12(07/01/18-07/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,464	10,750	<2,286>	184,813	182,253	2,560	6,706	174,743
8,464	10,750	<2,286>	184,813	182,253	2,560	6,706	174,743
388	395	7	4,967	4,389	<578>	280	3,974
8,076	10,355	<2,279>	179,845	177,864	1,981	6,427	170,768
95.4	96.3	<0.9>	97.3	97.6	<0.3>	95.8	97.7
95.4	96.3	<0.9>	97.3	97.6	<0.3>	95.8	97.7
412,252	278,805	133,447	2,936,844	2,748,439	188,405	334,085	2,540,710
102,678	110,282	<7,604>	1,225,832	1,328,105	<102,273>	109,580	1,293,889
514,930	389,087	125,843	4,162,676	4,076,544	86,132	443,665	3,834,599
523,007	399,442	123,565	4,342,522	4,254,408	88,114	450,091	4,005,367
37,813	37,233	<580>	448,464	434,894	<13,570>	40,806	435,691
92	700	608	1,558	8,025	6,467	0	1,881
37,905	37,933	28	450,022	442,919	<7,103>	40,806	437,572
447.8	352.9	<95.0>	243.5	243.0	<0.5>	608.5	250.4
12,805	19,028	6,223	209,134	225,462	16,328	16,743	221,445
1,340	445	<895>	8,130	5,390	<2,740>	414	4,491
475	669	194	6,638	7,994	1,356	576	6,930
0	60	60	1,184	720	<464>	0	510
0	0	0	11,499	11,500	1	<0>	6,992
0	0	0	0	500	500	0	811
0	0	0	9,500	10,500	1,000	0	10,644
1,054	700	<354>	32,298	31,600	<698>	154	4,490
0	1,300	1,300	466	1,300	834	0	1,413
30,564	1,350	<29,214>	48,984	19,800	<29,184>	97,000	102,678
2,083	2,080	<3>	29,547	41,000	11,453	16,887	40,792
0	925	925	0	11,100	11,100	0	3,611
954	2,100	1,146	32,402	25,200	<7,202>	0	19,808
79,908	48,075	<31,833>	291,442	246,925	<44,517>	101,187	319,554
22,628	14,247	<8,381>	223,352	205,744	<17,608>	12,928	172,879
0	0	0	108	0	<108>	0	56
85,223	48,914	<36,309>	822,418	720,754	<101,664>	36,617	619,048
237,035	139,893	<97,142>	1,727,101	1,565,489	<161,612>	282,506	1,536,152
274,940	177,826	<97,114>	2,177,123	2,008,408	<168,715>	323,313	1,973,725
248,067	221,616	26,451	2,165,399	2,246,000	<80,601>	126,779	2,031,642
4,085	4,279	194	37,624	44,541	6,917	4,599	38,285
26,024	20,720	<5,304>	172,989	174,337	1,348	19,899	156,262
15,295	9,561	<5,734>	83,503	81,103	<2,400>	9,830	78,321
7,179	3,902	<3,277>	43,743	41,055	<2,688>	4,793	36,110
56,913	15,917	<40,996>	176,662	136,254	<40,408>	30,369	139,897
44,970	37,001	<7,969>	462,161	450,260	<11,901>	36,649	357,442
11,573	13,496	1,923	134,308	153,024	18,716	11,785	124,817
6,922	6,280	<642>	82,419	75,366	<7,053>	6,913	77,784
172,961	111,156	<61,805>	1,193,409	1,155,940	<37,469>	124,838	1,008,918
75,106	110,460	<35,354>	971,990	1,090,060	<118,070>	1,941	1,022,725

UCLA STUDENT UNION INCOME STATEMENT

JUL. 12(07/01/18-07/28/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
95,067	104,813	<9,746>	EVENT SERVICES OFFICE
25,962	28,543	<2,581>	AU POST OFFICE
121,029	133,356	<12,327>	TOTAL SALES
25,675	27,915	2,240	AU Post Office Cost
13,122	13,800	678	Facilities Costs
0	0	0	Cost of Sales GM RM
38,797	41,715	2,918	Less: Cost of Sales
32.1	31.3	<0.8>	COST OF SALES %
82,232	91,641	<9,409>	GROSS MARGIN
67.9	68.7	<0.8>	GROSS MARGIN %
86.2	86.8	<0.6>	EVENT SERVICES OFFICE
1.1	2.2	<1.1>	AU POST OFFICE
<2,760>	425	<3,185>	STUDENT UNION OPS
165	800	<635>	EVENT SERVICES OFFICE
1,113	1,575	<462>	STUDENT PROGRAMMING
4,648	7,771	<3,123>	AU POST OFFICE
3,167	10,571	<7,404>	OTHER INCOME
85,399	102,212	<16,813>	GROSS MARGIN/OTHER
			Less: Controllable Exp
33,719	34,164	445	Career Wages
17,631	18,278	647	Student Wages
51,350	52,442	1,092	TOTAL WAGES
42.4	39.3	<3.1>	WAGE % TO SALES
12.2	10.4	<1.8>	EVENT SERVICES OFFICE
16,725	17,476	751	Employee Benefits
118	750	632	Office Supplies
1,803	3,185	1,383	Telephone
<226>	0	226	Trav/Trips/Conference
2,617	0	<2,617>	24 Hour Study Lounge
934	0	<934>	Student Comm Art
0	0	0	Training Programs
5,927	6,603	676	Annual ASUCLA Events
819	1,213	394	Student Event Exp
0	0	0	Student Union Prog
0	0	0	Operating Supplies
0	0	0	Uniforms
0	20	20	Advertising
273	250	<23>	Business Promotion
207	1,057	850	Repairs & Maintenance
782	752	<30>	Bank Card Expense
138	17	<121>	Overs/Shorts
0	0	0	Student Support Svcs
15,417	15,417	0	Interaction Fund
2,232	0	<2,232>	STUDENT UNION EVENT F
47,765	46,740	<1,025>	TOTAL OTHER CONTROL.
99,115	99,182	67	TOTAL CONTROLLABLE EXP
<13,717>	3,030	<16,747>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
			Less: Allocated Exp
5,535	5,916	381	Allocated Exp. -HR
6,175	7,458	1,283	Allocated Exp. Fin
3,629	3,441	<188>	Allocated Exp. -IS
1,704	1,404	<300>	Allocated Exp. Mktg
13,505	5,729	<7,776>	Allocated Exp Othr SA
54,536	44,917	<9,619>	Maintenance
14,034	16,373	2,339	Utilities
23,127	12,926	<10,201>	Depreciation
122,245	98,164	<24,081>	TOTAL ALLOCATED EXP
<135,961>	<95,134>	<40,827>	NET INCOME (LOSS)

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
721,747	646,827	74,920	93,539	600,035
536,257	472,850	63,407	34,616	478,669
1,258,004	1,119,677	138,327	128,154	1,078,704
527,519	462,447	<65,072>	33,944	469,206
141,100	115,663	<25,437>	15,325	103,094
0	0	0	123	123
668,619	578,110	<90,509>	49,392	572,423
53.2	51.6	<1.5>	38.5	53.1
589,385	541,567	47,818	78,762	506,280
46.9	48.4	<1.5>	61.5	46.9
80.5	82.1	<1.7>	83.6	82.8
1.6	2.2	<0.6>	1.9	2.0
3,101	5,084	<1,983>	303	8,121
16,762	39,650	<22,888>	0	38,232
185,244	172,726	12,518	2,292	214,779
94,959	128,741	<33,782>	4,707	83,726
300,065	346,201	<46,136>	7,302	344,858
889,450	887,768	1,682	86,064	851,138
374,374	399,024	24,650	38,960	392,042
280,648	282,234	1,586	7,476	222,946
655,022	681,258	26,236	46,436	614,988
52.1	60.8	8.8	36.2	57.0
18.5	20.2	1.7	10.9	20.8
184,219	210,715	26,496	20,238	208,903
10,341	12,443	2,102	552	13,259
30,076	38,080	8,004	2,884	34,353
2,025	1,950	<75>	108	1,300
7,987	8,082	95	0	7,548
6,428	6,246	<182>	0	6,518
6,057	5,208	<849>	0	7,233
43,847	44,693	846	6,273	45,539
148,922	132,999	<15,923>	5,406	176,322
0	0	0	0	352
1,540	0	<1,540>	<56>	1,434
1,878	2,000	122	0	1,940
549	1,179	630	6	1,234
3,869	3,000	<869>	256	3,180
34,330	13,384	<20,946>	6,349	26,817
12,819	12,462	<357>	800	12,334
1,461	283	<1,178>	482	1,282
2,787	2,750	<37>	0	2,654
185,000	185,004	4	15,417	185,000
130,181	140,000	9,819	1,065	138,623
814,315	820,478	6,163	59,780	875,827
1,469,336	1,501,736	32,400	106,216	1,490,815
<579,886>	<613,968>	34,082	<20,152>	<639,677>
55,013	68,328	13,315	5,235	54,097
62,173	60,654	<1,519>	5,985	55,233
29,607	28,277	<1,330>	2,956	28,055
15,748	14,191	<1,557>	1,442	12,658
58,797	47,110	<11,687>	9,134	48,464
560,465	546,584	<13,881>	49,703	530,418
162,876	185,649	22,773	15,983	188,930
165,020	155,104	<9,916>	11,424	146,613
1,109,698	1,105,897	<3,801>	101,862	1,064,467
<1,689,585>	<1,719,865>	30,280	<122,014>	<1,704,144>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

JUL. 12(07/01/18-07/28/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
302,637	318,808	16,171	Career Wages
12,668	300	<12,368>	Limited Appointment
26,490	32,747	6,257	Student Wages
341,795	351,855	10,060	TOTAL WAGES
7.9	7.9	0.0	WAGE % TO TOTAL SALES
276,000	0	<276,000>	Emp Incentive Awards
0	0	0	Emp Awards, Profess.
0	2,000	2,000	Emp Awards, Students
135,366	157,777	22,411	Employee Benefits
5,345	7,481	2,136	Office Supplies
6,555	8,433	1,878	Telephone
514	820	306	Postage
57	1,241	1,184	Trav/Trips/Conference
191	25	<166>	Expense Allowance
7,888	713	<7,175>	Employee Relations
0	54	54	Tuition Assistance
0	0	0	Training Programs
302	724	422	Fingerprinting
0	124	124	Recruitment
137	125	<12>	Operating Supplies
0	0	0	Freight Out
0	360	360	Uniforms
612	<500>	<1,112>	Security Expense
0	50	50	Security Equipment
5,017	2,650	<2,367>	Alarm Monitoring
<1,921>	1,758	3,679	Advertising
7,574	1,150	<6,424>	Benefits U Adv
5,018	6,125	1,107	Repairs & Maintenance
1,596	927	<669>	Repair-Mtce Computer
25,507	12,378	<13,129>	Repairs & Mtce-Equip
820	631	<189>	Printing
2,603	2,603	0	Bruin One Card Exp
<1>	40	41	Overs/Shorts
23,063	23,195	132	Insurance Expense
39,534	5,254	<34,280>	Professional Services
<2,070>	1,536	3,606	Legal
11,126	11,088	<38>	External Audit
934	400	<534>	Temp Agency Service
10,417	10,568	151	Internal Audit
3,162	0	<3,162>	Tax Consulting
8,142	1,500	<6,642>	PROFESSIONAL FEES PCI
42,687	20,000	<22,687>	Board of Directors
707	250	<457>	Special Projects
4,017	5,053	1,036	Misc. Bank Charges
3,264	4,135	871	Armored Carrier Expense
0	6,917	6,917	UCOP Payroll Services
7,250	28,917	21,667	UC PATH CHARGES
591	0	<591>	PENALTIES
8,292	8,292	0	Student Med Supp Fund
18,048	13,695	<4,353>	UCLA Recharge Expense
21	550	529	Special Events
658,368	349,039	<309,329>	TOTAL OTHER CONTROL.
1,000,163	700,894	<299,269>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
23,849	19,628	<4,221>	Maintenance
6,137	7,154	1,017	Utilities
28,418	22,309	<6,109>	Depreciation
58,405	49,091	<9,314>	TOTAL ALLOCATED EXP
1,058,568	749,985	<308,583>	NET EXPENSE
<986,392>	<677,894>	308,498	Allocated-Svs and Ent
<33,599>	<33,599>	0	Allocated-USAC
<3,354>	<3,354>	0	Allocated-GSA
<35,223>	<35,138>	85	Allocated-Comm Board
<1,058,568>	<749,985>	308,583	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
3,786,719	3,817,587	30,868	328,601	3,655,267
77,501	3,600	<73,901>	2,550	6,100
404,478	409,498	5,020	44,511	383,926
4,268,698	4,230,685	<38,013>	375,662	4,045,293
6.3	6.2	<0.1>	8.1	6.0
276,000	0	<276,000>	118,000	118,000
14,735	17,600	2,865	0	15,178
11,700	9,500	<2,200>	0	6,000
1,714,259	1,885,420	171,161	139,172	1,758,128
96,325	106,262	9,937	4,262	86,634
87,007	102,556	15,549	7,876	94,265
11,183	9,102	<2,081>	1,070	9,645
12,993	14,976	1,983	391	15,846
2,302	1,250	<1,052>	173	4,078
30,292	26,830	<3,462>	450	29,588
0	375	375	0	0
114	0	<114>	0	0
1,037	8,688	7,651	0	2,428
3,993	6,974	2,981	233	7,740
1,710	1,500	<210>	<782>	30
4	0	<4>	0	0
3,895	4,270	375	466	4,449
843	<5,800>	<6,643>	<274>	<1,307>
1,761	600	<1,161>	230	1,401
30,714	31,550	836	5,091	34,731
15,091	21,350	6,259	7,179	20,423
20,224	13,800	<6,424>	0	7,797
68,860	86,361	17,501	5,105	75,432
10,558	11,124	566	1,314	10,457
146,718	148,530	1,812	11,640	150,938
1,950	1,163	<787>	461	583
39,955	39,955	0	0	41,276
462	480	18	<1>	48
251,016	255,141	4,125	20,723	231,582
221,739	105,120	<116,619>	3,630	110,825
13,284	18,427	5,143	<127>	15,227
134,003	133,050	<953>	10,471	123,512
12,446	8,500	<3,946>	0	15,082
125,286	126,812	1,526	10,172	115,852
22,859	15,295	<7,564>	0	13,399
27,683	35,500	7,817	1,097	30,635
193,968	177,100	<16,868>	33,055	175,062
4,144	6,200	2,056	54	4,251
48,177	56,209	8,032	5,209	52,603
39,308	48,445	9,137	3,346	40,333
37,083	83,004	45,921	7,635	91,620
7,858	286,504	278,646	11,222	97,864
591	0	<591>	0	0
99,262	99,268	6	8,050	84,525
198,793	164,340	<34,453>	16,431	162,561
27,860	31,400	3,540	257	30,894
4,070,046	4,194,731	124,685	433,279	3,889,615
8,338,744	8,425,416	86,672	808,941	7,934,908
245,100	238,850	<6,250>	21,481	227,248
71,228	81,121	9,893	6,908	80,796
275,863	267,701	<8,162>	21,580	249,878
592,192	587,672	<4,520>	49,968	557,922
8,930,935	9,013,088	82,153	858,909	8,492,830
<8,045,729>	<8,129,115>	<83,386>	<783,211>	<7,646,696>
<407,212>	<407,212>	0	<33,470>	<396,993>
<40,811>	<40,811>	0	<3,424>	<40,554>
<437,184>	<435,950>	1,234	<38,804>	<408,587>
<8,930,935>	<9,013,088>	<82,153>	<858,909>	<8,492,830>
0	0	<0>	0	0

FACILITIES DIVISION
EXPENSE STATEMENT

JUL. 12(07/01/18-07/28/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
132,224	116,544	<15,680>	Career Wages
4,650	3,933	<717>	Limited Appointment
0	870	870	Student Wages
<92>	<570>	<478>	Labor Recharge
<9,573>	<7,770>	1,803	Billed Labor Costs
0	<4,500>	<4,500>	Capitalized Wages
127,209	108,507	<18,702>	TOTAL WAGES
80,651	77,468	<3,183>	Employee Benefits
275	278	3	Office Supplies
581	708	127	Telephone
355	2,000	1,645	Trav/Trips/Conference
6,649	5,038	<1,611>	Paper
5.5	3.8	<1.7>	Paper % To Sales
8,923	5,308	<3,615>	Cleaning Supplies
1,414	1,066	<348>	Replacements
354	443	89	Laundry
34,054	25,150	<8,904>	Repairs & Maintenance
3,867	3,425	<442>	Repairs & Mtce-Elevator
0	0	0	Repairs & Mtce-Equip
681	950	269	Painting Program
0	250	250	Incidental Proj Exp
10,910	7,500	<3,410>	Air Conditioning-Maint
5,720	8,807	3,087	Rub Remvl/Hauling
3,243	3,270	27	Rodent & Pest Control
267	3,000	2,733	Rentals-Truck
7,775	0	<7,775>	Janitorial
165,719	144,661	<21,058>	TOTAL OTHER CONTROL.
292,929	253,168	<39,761>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
38,979	21,570	<17,409>	Depreciation
38,979	21,570	<17,409>	TOTAL ALLOCATED EXP
331,907	274,738	<57,169>	NET EXPENSE
<286,995>	<236,538>	50,457	Allocated-Svs and Ent
<7,852>	<7,852>	0	Allocated-USAC
<3,068>	<3,068>	0	Allocated-GSA
<10,143>	<7,652>	2,491	Allocated-Comm Board
<23,849>	<19,628>	4,221	Allocated-A & SS
<331,907>	<274,738>	57,169	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,517,269	1,474,405	<42,864>	131,994	1,421,085
70,363	47,565	<22,798>	5,675	51,904
0	10,422	10,422	0	3,006
<3,640>	<7,410>	<3,770>	<2,006>	<23,748>
<115,275>	<94,177>	21,098	<9,877>	<103,896>
<32,342>	<54,000>	<21,658>	0	<33,354>
1,436,375	1,376,805	<59,570>	125,787	1,314,997
889,320	948,567	59,247	75,760	872,861
4,301	2,216	<2,085>	447	4,192
8,732	8,490	<242>	665	8,171
367	2,600	2,233	0	1,393
60,611	61,156	545	2,525	57,677
4.8	5.5	0.6	2.0	5.4
72,253	65,078	<7,175>	1,577	61,218
11,308	13,936	2,628	151	12,413
6,250	6,466	216	465	6,326
343,093	310,300	<32,793>	23,792	304,397
55,204	44,100	<11,104>	14,461	57,835
991	2,500	1,509	0	2,169
6,975	11,400	4,425	3,250	7,281
2,649	3,000	351	5,539	7,219
57,045	56,400	<645>	8,576	58,297
122,433	116,407	<6,026>	8,677	104,466
38,595	39,232	637	3,087	37,964
10,078	14,000	3,922	613	10,681
30,625	0	<30,625>	2,300	6,450
1,720,828	1,705,848	<14,980>	151,885	1,621,009
3,157,203	3,082,653	<74,550>	277,672	2,936,007
272,625	258,832	<13,793>	18,658	215,307
272,625	258,832	<13,793>	18,658	215,307
3,429,828	3,341,485	<88,343>	296,330	3,151,314
<2,949,449>	<2,878,361>	71,088	<255,029>	<2,696,631>
<94,213>	<94,213>	0	<7,672>	<92,071>
<36,824>	<36,824>	0	<3,007>	<36,105>
<104,242>	<93,237>	11,005	<9,141>	<99,257>
<245,100>	<238,850>	6,250	<21,481>	<227,248>
<3,429,828>	<3,341,485>	88,343	<296,329>	<3,151,313>
<0>	0	0	1	1

UTILITIES
EXPENSE STATEMENT

JUL. 12(07/01/18-07/28/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
21,604	20,653	<951>	Chiller Water
50,670	61,006	10,336	Elec-Non Air Cond.
6,867	9,485	2,618	Water-Non Air Cond.
3,278	4,528	1,250	Steam-Non Air Cond.
2,673	3,174	501	Gas
1,550	1,551	1	Energy Management
86,642	100,397	13,755	TOTAL OTHER CONTROL.
86,642	100,397	13,755	TOTAL CONTROLLABLE EXP
<73,855>	<86,158>	<12,303>	Allocated-Svs and Ent
<2,905>	<2,905>	0	Allocated-USAC
<1,135>	<1,135>	0	Allocated-GSA
<2,610>	<3,045>	<435>	Allocated-Comm Board
<6,137>	<7,154>	<1,017>	Allocated-A & SS
<86,642>	<100,397>	<13,755>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 12 MO(07/30/17-07/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
178,604	186,793	8,189	23,878	172,864
624,674	719,856	95,182	57,323	720,685
99,171	107,942	8,771	7,350	108,493
56,861	69,780	12,919	4,514	71,217
29,239	38,089	8,850	1,715	36,762
18,606	18,612	6	1,550	18,606
1,007,155	1,141,072	133,917	96,330	1,128,627
1,007,155	1,141,072	133,917	96,330	1,128,627
<857,137>	<976,925>	<119,788>	<82,009>	<958,659>
<34,868>	<34,868>	0	<3,213>	<38,567>
<13,628>	<13,628>	0	<1,261>	<15,124>
<30,294>	<34,530>	<4,236>	<2,939>	<35,481>
<71,228>	<81,121>	<9,893>	<6,908>	<80,796>
<1,007,155>	<1,141,072>	<133,917>	<96,331>	<1,128,627>
<0>	0	0	<0>	<0>