

**ASSOCIATED STUDENTS
UCLA**

PRO FORMA

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

July (06/26/16 - 07/30/16)

PRO FORMA

Prepared

August 18, 2016

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

FINANCIAL STATEMENT PRESENTATION
FISCAL YEAR 2015-2016

The budgeted fiscal 2015-2016 52-week year ended on July 23, 2016. Accordingly, we produce 52 week financial statements to compare to the budget. Additionally, as is standard retail practice, every 5-6 years a 53rd week is added to more closely align with the calendar month end. This set of financial statements ended on July 30, 2016.

The 52 week financials ending on July 23, 2016 are notated accordingly as "Pro forma", and are utilized for comparison against the 52-week budget. All other financial information including balance sheet, statement of cash flows, cash reserve computation, capital expenditures, accounts receivable aging report, store inventory at cost and store inventory turns are based on the fiscal year ended July 30, 2016. This is the official year end of the Association and a set of income statements reflecting this will be produced and used for its tax return and audit purposes.

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - JULY 2016 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

PROFORMA

JULY (06/26/16 - 07/30/16)										FY 14-15		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
2,701		2,915		(214)	(7.3%)	(137)	(4.8%)	2,838				GROSS INCOME
877		862		15	1.7%	(31)	(3.4%)	908				UCLA Store
288		334		(46)	(13.8%)	(24)	(7.7%)	312				UCLA Restaurants
115		118		(3)	(2.5%)	(12)	(9.4%)	127				Services Division
												UCLA Student Union
3,981		4,229		(248)	(5.9%)	(204)	(4.9%)	4,185				TOTAL
												GROSS MARGIN
948	35.1%	956	32.8%	(8)	2.3	(105)	(2.0)	1,053	37.1%			UCLA Store
623	71.0%	606	70.3%	17	0.7	(14)	0.8	637	70.2%			UCLA Restaurants
288	100.0%	334	100.0%	(46)	0.0	(24)	0.0	312	100.0%			Services Division
81	70.4%	73	61.9%	8	8.5	(6)	1.9	87	68.5%			UCLA Student Union
1,940	48.7%	1,969	46.6%	(29)	2.1	(149)	(1.2)	2,089	49.9%			TOTAL
												WAGES & BENEFITS
541	20.0%	566	19.4%	25	(0.6)	(7)	(1.2)	534	18.8%			UCLA Store
610	69.6%	620	71.9%	10	2.3	(37)	(6.5)	573	63.1%			UCLA Restaurants
58	20.1%	56	16.8%	(2)	(3.3)	(5)	(3.1)	53	17.0%			Services Division
66	57.4%	63	53.4%	(3)	(4.0)	(4)	(8.6)	62	48.8%			UCLA Student Union
1,275	32.0%	1,305	30.9%	30	(1.1)	(53)	(2.8)	1,222	29.2%			TOTAL
												OTHER CONTROLLABLES
57	2.1%	72	2.5%	15	0.4	(3)	(0.2)	54	1.9%			UCLA Store
81	9.2%	86	10.0%	5	0.8	19	1.8	100	11.0%			UCLA Restaurants
118	41.0%	90	26.9%	(28)	(14.1)	(23)	(10.6)	95	30.4%			Services Division
27	23.5%	30	25.4%	3	1.9	6	2.5	33	26.0%			UCLA Student Union
283	7.1%	278	6.6%	(5)	(0.5)	(1)	(0.4)	282	6.7%			TOTAL
												CONTRIBUTION
350	13.0%	318	10.9%	32	2.1	(115)	(3.4)	465	16.4%			UCLA Store
(68)	(7.8%)	(100)	(11.6%)	32	3.8	(31)	(3.7)	(37)	(4.1%)			UCLA Restaurants
112	38.9%	188	56.3%	(76)	(17.4)	(51)	(13.3)	163	52.2%			Services Division
(12)	(10.4%)	(20)	(16.9%)	8	6.5	(3)	(3.3)	(9)	(7.1%)			UCLA Student Union
382	9.6%	386	9.1%	(4)	0.5	(200)	(4.3)	582	13.9%			TOTAL
												ALLOCATED EXPENSES
879	22.1%	579	13.7%	(300)	(8.4)	(51)	(2.3)	828	19.8%			Admin&Support Services
215	5.4%	226	5.3%	11	(0.1)	(1)	(0.3)	214	5.1%			Maintenance Division
56	1.4%	104	2.5%	48	1.1	31	0.7	87	2.1%			Utilities
237	6.0%	211	5.0%	(26)	(1.0)	(36)	(1.2)	201	4.8%			Depreciation
1,387	34.8%	1,120	26.5%	(267)	(8.3)	(57)	(3.0)	1,330	31.8%			TOTAL
												NET INCOME (LOSS)
(1,005)	(25.2%)	(734)	(17.4%)	(271)	(7.8)	(257)	(7.3)	(748)	(17.9%)			FROM OPERATIONS
												OTHER INC/(EXP)
(7)	(0.2%)	0	0.0%	(7)	(0.2)	(506)	(12.1)	499	11.9%			Non-Recurrent Inc/(Exp)
12	0.3%	10	0.2%	2	0.1	0	0.0	12	0.3%			Interest Income
(37)	(0.9%)	(41)	(1.0%)	4	0.1	(134)	(3.2)	97	2.3%			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
241	6.1%	223	5.3%	18	0.8	(17)	(0.1)	258	6.2%			Student Union Fee Income
209	5.2%	192	4.5%	17	0.7	(657)	(15.5)	866	20.7%			TOTAL
(796)	(20.0%)	(542)	(12.8%)	(254)	(7.2)	(914)	(22.8)	118	2.8%			NET INCOME (LOSS)

FISCAL YEAR 2015-2016										FY 14-15		
YTD 12 MONTHS (07/26/15 - 07/30/16)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
45,651		47,076		(1,425)	(3.0%)	(2,628)	(5.4%)	48,279				GROSS INCOME
16,229		16,530		(301)	(1.8%)	167	1.0%	16,062				UCLA Store
3,651		3,932		(281)	(7.1%)	(31)	(0.8%)	3,682				UCLA Restaurants
1,352		1,458		(106)	(7.3%)	(134)	(9.0%)	1,486				Services Division
												UCLA Student Union
66,883		68,996		(2,113)	(3.1%)	(2,626)	(3.8%)	69,509				TOTAL
												GROSS MARGIN
15,324	33.6%	15,559	33.1%	(235)	0.5	(300)	1.2	15,624	32.4%			UCLA Store
11,649	71.8%	11,619	70.3%	30	1.5	397	1.7	11,252	70.1%			UCLA Restaurants
3,649	99.9%	3,928	99.9%	(279)	0.0	(30)	0.0	3,679	99.9%			Services Division
764	56.5%	791	54.3%	(27)	2.2	(34)	2.8	798	53.7%			UCLA Student Union
31,386	46.9%	31,897	46.2%	(511)	0.7	33	1.8	31,353	45.1%			TOTAL
												WAGES & BENEFITS
6,627	14.5%	6,818	14.5%	191	0.0	(84)	(0.9)	6,543	13.6%			UCLA Store
7,784	48.0%	7,812	47.3%	28	(0.7)	(293)	(1.4)	7,491	46.6%			UCLA Restaurants
645	17.7%	653	16.6%	8	(1.1)	(25)	(0.9)	620	16.8%			Services Division
770	57.0%	789	54.1%	19	(2.9)	(16)	(6.3)	754	50.7%			UCLA Student Union
15,826	23.7%	16,072	23.3%	246	(0.4)	(418)	(1.5)	15,408	22.2%			TOTAL
												OTHER CONTROLLABLES
2,189	4.8%	2,337	5.0%	148	0.2	111	0.0	2,300	4.8%			UCLA Store
1,659	10.2%	1,726	10.4%	67	0.2	68	0.6	1,727	10.8%			UCLA Restaurants
1,273	34.9%	1,234	31.4%	(39)	(3.5)	(113)	(3.4)	1,160	31.5%			Services Division
604	44.7%	593	40.7%	(11)	(4.0)	(15)	(5.1)	589	39.6%			UCLA Student Union
5,725	8.6%	5,890	8.5%	165	(0.1)	51	(0.3)	5,776	8.3%			TOTAL
												CONTRIBUTION
6,507	14.3%	6,404	13.6%	103	0.7	(275)	0.3	6,782	14.0%			UCLA Store
2,206	13.6%	2,081	12.6%	125	1.0	171	0.9	2,035	12.7%			UCLA Restaurants
1,732	47.4%	2,041	51.9%	(309)	(4.5)	(167)	(4.2)	1,899	51.6%			Services Division
(610)	(45.1%)	(591)	(40.5%)	(19)	(4.6)	(64)	(8.4)	(546)	(36.7%)			UCLA Student Union
9,835	14.7%	9,935	14.4%	(100)	0.3	(335)	0.1	10,170	14.6%			TOTAL
												ALLOCATED EXPENSES
6,914	10.3%	6,754	9.8%	(160)	(0.5)	(125)	(0.5)	6,789	9.8%			Admin&Support Services
2,604	3.9%	2,530	3.7%	(74)	(0.2)	(89)	(0.3)	2,515	3.6%			Maintenance Division
1,025	1.5%	1,250	1.8%	225	0.3	152	0.2	1,177	1.7%			Utilities
2,367	3.5%	2,534	3.7%	167	0.2	8	(0.1)	2,375	3.4%			Depreciation
12,910	19.3%	13,068	18.9%	158	(0.4)	(54)	(0.8)	12,856	18.5%			TOTAL
												NET INCOME (LOSS)
(3,075)	(4.6%)	(3,133)	(4.5%)	58	(0.1)	(389)	(0.7)	(2,686)	(3.9%)			FROM OPERATIONS
												OTHER INC/(EXP)
273	0.4%	0	0.0%	273	0.4	(319)	(0.5)	592	0.9%			Non-Recurrent Inc/(Exp)
159	0.2%	153	0.2%	6	0.0	(5)	0.0	164	0.2%			Interest Income
(443)	(0.7%)	(496)	(0.7%)	53	0.0	(52)	(0.1)	(391)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,730	4.1%	2,673	3.9%	57	0.2	128	0.4	2,602	3.7%			Student Union Fee Income
2,719	4.1%	2,330	3.4%	389	0.7	(248)	(0.2)	2,967	4.3%			TOTAL
(356)	(0.5%)	(803)	(1.2%)	447	0.7	(637)	(0.9)	281	0.4%			NET INCOME (LOSS)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - JULY 2016 (\$000's)
DIVISIONS FULLY ALLOCATED
PROFORMA

JULY (06/26/16 - 07/30/16)										FY 14-15	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
2,701		2,915		(214)	(7.3%)	(137)	(4.8%)	2,838			
877		862		15	1.7%	(31)	(3.4%)	908			
288		334		(46)	(13.8%)	(24)	(7.7%)	312			
115		118		(3)	(2.5%)	(12)	(9.4%)	127			
3,981		4,229		(248)	(5.9%)	(204)	(4.9%)	4,185			
948	35.1%	956	32.8%	(8)		2.3	(2.0)	1,053	37.1%		
623	71.0%	606	70.3%	17	0.7	(14)	0.8	637	70.2%		
288	100.0%	334	100.0%	(46)	0.0	(24)	0.0	312	100.0%		
81	70.4%	73	61.9%	8	8.5	(6)	1.9	87	68.5%		
1,940	48.7%	1,969	46.6%	(29)	2.1	(149)	(1.2)	2,089	49.9%		
598	22.1%	638	21.9%	40	(0.2)	(10)	(1.4)	588	20.7%		
691	78.8%	706	81.9%	15	3.1	(17)	(4.6)	674	74.2%		
176	61.1%	146	43.7%	(30)	(17.4)	(28)	(13.7)	148	47.4%		
93	80.9%	93	78.8%	0	(2.1)	2	(6.1)	95	74.8%		
1,558	39.1%	1,583	37.4%	25	(1.7)	(53)	(3.1)	1,505	36.0%		
350	13.0%	318	10.9%	32	2.1	(115)	(3.4)	465	16.4%		
(68)	(7.8%)	(100)	(11.6%)	32	3.8	(31)	(3.7)	(37)	(4.1%)		
112	38.9%	188	56.3%	(76)	(17.4)	(51)	(13.3)	163	52.2%		
(12)	(10.4%)	(20)	(16.9%)	8	6.5	(3)	(3.3)	(9)	(7.1%)		
382	9.6%	386	9.1%	(4)	0.5	(200)	(4.3)	582	13.9%		
780	28.9%	587	20.1%	(193)	(8.8)	(38)	(2.8)	742	26.1%		
413	47.1%	341	39.6%	(72)	(7.5)	(13)	(3.0)	400	44.1%		
90	31.3%	96	28.7%	6	(2.6)	(3)	(3.4)	87	27.9%		
104	90.4%	96	81.4%	(8)	(9.0)	(3)	(10.9)	101	79.5%		
1,387	34.8%	1,120	26.5%	(267)	(8.3)	(57)	(3.0)	1,330	31.8%		
(429)	(10.8%)	(270)	(6.4%)	(159)	(4.4)	(152)	(4.2)	(277)	(6.6%)		
(481)	(12.1%)	(441)	(10.4%)	(40)	(1.7)	(44)	(1.7)	(437)	(10.4%)		
22	0.6%	93	2.2%	(71)	(1.6)	(54)	(1.2)	76	1.8%		
(117)	(2.9%)	(116)	(2.7%)	(1)	(0.2)	(7)	(0.3)	(110)	(2.6%)		
(1,005)	(25.2%)	(734)	(17.4%)	(271)	(7.8)	(257)	(7.3)	(748)	(17.9%)		
(7)	(0.2%)	0	0.0%	(7)	(0.2)	(506)	(12.1)	499	11.9%		
12	0.3%	0	0.2%	2	0.1	0	0.0	12	0.3%		
(37)	(0.9%)	(41)	(1.0%)	4	0.1	(134)	(3.2)	97	2.3%		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
241	6.1%	223	5.3%	18	0.8	(17)	(0.1)	258	6.2%		
209	5.2%	192	4.5%	17	0.7	(657)	(15.5)	866	20.7%		
(796)	(20.0%)	(542)	(12.8%)	(254)	(7.2)	(914)	(22.8)	118	2.8%		

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\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
45,651		47,076		(1,425)	(3.0%)	(2,628)	(5.4%)	48,279			
16,229		16,530		(301)	(1.8%)	167	1.0%	16,062			
3,651		3,932		(281)	(7.1%)	(31)	(0.8%)	3,682			
1,352		1,458		(106)	(7.3%)	(134)	(9.0%)	1,486			
66,883		68,996		(2,113)	(3.1%)	(2,626)	(3.8%)	69,509			
15,324	33.6%	15,559	33.1%	(235)	0.5	(300)	1.2	15,624	32.4%		
11,649	71.8%	11,619	70.3%	30	1.5	397	1.7	11,252	70.1%		
3,649	99.9%	3,928	99.9%	(279)	0.0	(30)	0.0	3,679	99.9%		
764	56.5%	791	54.3%	(27)	2.2	(34)	2.8	798	53.7%		
31,386	46.9%	31,897	46.2%	(511)	0.7	33	1.8	31,353	45.1%		
8,817	19.3%	9,155	19.4%	338	0.1	26	(1.0)	8,843	18.3%		
9,443	58.2%	9,538	57.7%	95	(0.5)	(226)	(0.8)	9,217	57.4%		
1,918	52.5%	1,887	48.0%	(31)	(4.5)	(138)	(4.2)	1,780	48.3%		
1,374	101.6%	1,381	94.7%	7	(6.9)	(30)	(11.2)	1,344	90.4%		
21,552	32.2%	21,961	31.8%	409	(0.4)	(368)	(1.7)	21,184	30.5%		
6,507	14.3%	6,404	13.6%	103	0.7	(275)	0.3	6,782	14.0%		
2,206	13.6%	2,081	12.6%	125	1.0	171	0.9	2,035	12.7%		
1,732	47.4%	2,041	51.9%	(309)	(4.5)	(167)	(4.2)	1,899	51.6%		
(610)	(45.1%)	(591)	(40.5%)	(19)	(4.6)	(64)	(8.4)	(546)	(36.7%)		
9,835	14.7%	9,935	14.4%	(100)	0.3	(335)	0.1	10,170	14.6%		
6,767	14.8%	6,743	14.3%	(24)	(0.5)	72	(0.6)	6,839	14.2%		
4,361	26.9%	4,272	25.8%	(89)	(1.1)	(110)	(0.4)	4,251	26.5%		
708	19.4%	983	25.0%	275	5.6	(15)	(0.6)	693	18.8%		
1,074	79.4%	1,070	73.4%	(4)	(6.0)	(1)	(7.2)	1,073	72.2%		
12,910	19.3%	13,068	18.9%	158	(0.4)	(54)	(0.8)	12,856	18.5%		
(259)	(0.4%)	(340)	(0.5%)	81	0.1	(203)	(0.3)	(56)	(0.1%)		
(2,155)	(3.2%)	(2,191)	(3.2%)	36	0.0	61	0.0	(2,216)	(3.2%)		
1,023	1.5%	1,059	1.5%	(36)	0.0	(182)	(0.2)	1,205	1.7%		
(1,684)	(2.5%)	(1,661)	(2.4%)	(23)	(0.1)	(65)	(0.2)	(1,619)	(2.3%)		
(3,075)	(4.6%)	(3,133)	(4.5%)	58	(0.1)	(389)	(0.7)	(2,686)	(3.9%)		
273	0.4%	0	0.0%	273	0.4	(319)	(0.5)	592	0.9%		
159	0.2%	153	0.2%	6	0.0	(5)	0.0	164	0.2%		
(443)	(0.7%)	(496)	(0.7%)	53	0.0	(52)	(0.1)	(391)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
2,730	4.1%	2,673	3.9%	57	0.2	128	0.4	2,602	3.7%		
2,719	4.1%	2,330	3.4%	389	0.7	(248)	(0.2)	2,967	4.3%		
(356)	(0.5%)	(803)	(1.2%)	447	0.7	(637)	(0.9)	281	0.4%		

ASUCLA
P/L Reconciliation
Jul-16

<i>Financial Analysis</i>	\$000's
	Jul-16
Budgeted Net Income/(Loss)	(\$542)
UCLA Store	
Gross Margin:	
Bearwear above plan due to stronger than anticipated foot traffic from campus visitors and summer camps. (Budget was low when compared to actual last year)	14
Fast Track above plan due to strong sales performance in impulse items popular with campus visitors	5
Graduation ETC above plan due to balance of rental fees for faculty purchases associated with Commencement	17
E-Commerce below plan due to aggressive plan compared to prior year actual. Actual results are slightly down to last year, as there were new sideline releases for July	(11)
Computer Store below plan due to mostly to continued decline in institutional sales	(16)
Course Reader Solutions below plan as overall top line sales are lower due to timing with the shift of some sales to the 5th week and department purchases are lower than expected	(17)
HSS Dental above plan mostly due to timing for shift of sales budgeted in August	5
Total Wages below plan mostly student	27
Other, positive controllables	8
Total Contribution	32
UCLA Restaurants	
Gross Margin:	
CSSC below plan due to soft summer traffic	(11)
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	9
Luvalle Food Servery below plan due to a decrease in customers from last year trends (budget was optimistic and planned for modest growth)	(4)
Kerckhoff Coffeehouse below plan due slightly aggressive budget with modest variances each day	(5)
Kikka Sushi above plan: sales continue to be better than expected	3
Carl's Jr above plan due new contract effective April increased minimum monthly rent, increased customers due to returning traffic on A Level and a higher average check than plan	3
Music Café above plan: conservative budget based on last year estimates (actual volume is about the same as last year)	5
Catering above plan due to overall budget was conservative and 4th of July weekend had no events budgeted but incurred \$8K in sales	14
Total Wages below plan	11
Other, positive controllables	7
Total Contribution	32
Services	
Gross Margin:	
Licensing International below plan: delays in new program development for Korea, no sales reported for Kuwait, Europe and Australia, lower sales for Japan (partial offset from China)	(16)
Licensing Domestic below plan mostly due to \$22K decline in Adidas royalty income over prior year	(24)
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates)	(9)
Photography above plan	4
Total Wages above plan	(2)
Other, negative controllables (includes additional bad debt reserve of \$55K against current year International earnings, offset by savings in other licensing expenses)	(29)
Total Contribution	(76)
UCLA Student Union	
Gross Margin:	
Student Union Ops. above plan due to increased off-campus client bookings	6
Other, positive controllables	2
Total Contribution	8
Allocated Expenses and Other	
A&SS above plan due mostly to year-end incentive compensation	(300)
Maintenance below plan: lower career wages and lower repairs and maintenance from reduced daily repairs which minimize material purchases, and less UCLA Facilities charges than plan	11
Utilities below plan with savings in all areas: largely electricity due to more efficient systems and in steam (reduced use of the heat exchanger during hotter months)	48
Depreciation higher than plan	(26)
Other, positive student union fee, interest income and interest expense with partial offset in non-recurrent expense	17
Total	(250)
Actual Net Income/(Loss)	(\$796)

ASUCLA
P/L Reconciliation
Year-To-Date Through July 2016

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(\$803)
UCLA Store	
Gross Margin:	
Bearwear below plan due to reduced fan enthusiasm, lower sales than budgeted in November and December related to reduction in promotional events, and unseasonably warm weather negatively impacted the One Day sale in February	(90)
Graduation ETC below plan: total categories, including caps and gowns are down compared to last year (impression is that fewer students participated in the ceremonies)	(40)
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	46
Market below plan due as overall mild weather negatively impacted sales of drinks and snacks	(26)
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(54)
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	65
Used Text below plan due to lower availability of used books and the continued downward trends	(33)
Course Reader Solutions below plan due to decline in third-party digital sales and soft summer sales	(43)
Computer Store below plan due to lower overall sluggish Apples sales	(85)
HSS Dental above plan due to strong lab coat sales to incoming residents and interns and addition of one hygiene school	41
Total Wages lower than plan, mostly career	94
Other, positive controllables (freight out, payment to UCLA, employee benefits, telephone and advertising)	228
Total Contribution	103
UCLA Restaurants	
Gross Margin:	
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(106)
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(46)
Northern Lights above plan due to average check higher than plan and a slight increase in customers	30
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	90
CSSC below plan due to closing of Southern Lights from a water leak and slow to rebound after re-opening	(115)
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	110
Luvallé Food Servery below plan due mostly due a decrease in customers from last year trends	(32)
Jimmy's above plan due to sales from a catering event not budgeted and small daily variances	22
Kikka Sushi above plan due to sales in new location better than expected	41
Music Café above plan due to more customer traffic than last year	41
Catering below plan due to loss of Football training table events and some regular events were cancelled	(129)
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	115
Total Wages higher than plan	(4)
Other, mostly positive controllables (paper, advertising, bank card expense, employee benefits)	108
Total Contribution	125
Services	
Gross Margin:	
Licensing International below plan due to mostly to poor performance in Europe and Australia	(135)
Licensing Domestic below plan due mostly to the decline in Adidas royalty income	(37)
Leased Ops below plan: delay of the Pharmacy and additional Enrollment Management office space, and the Chase renewal resulted in less ATM's and reduced rates	(89)
Photography below plan due to an aggressive budget (less on campus events)	(18)
Other, negative controllables mostly licensing	(30)
Total Contribution	(309)
UCLA Student Union	
Gross Margin:	
Student Union Ops below plan due to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities	(9)
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(18)
Total Wages lower than plan	19
Other, negative controllables	(11)
Total Contribution	(19)
Allocated Expenses and Other	
A&SS higher than plan due to year-end incentive compensation, (prior to this accrual A&SS is below plan \$115K mostly positive total wages, insurance and various other)	(160)
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvallé roof, prevention of water leaks in Kerchkoff, elevator repairs)	(74)
Utilities lower than plan in all areas: positive results from changes in the HVAC timer software program and mechanical equipment upgrades	225
Depreciation lower than plan due to timing of capitals and reduced expenditures	167
Interest Expense below plan due to prior year refinancing of AU debt	53
Various positive non-recurrent income	273
Other, mostly positive student fee income	63
Total	547
Actual Net Income/(Loss)	(\$356)

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

	Current Month July 2016	Prior Month June 2016	Prior Year July 2015
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,907	\$12,426	\$11,434
Accounts receivable	3,303	3,594	4,012
Less: Allowance for doubtful accounts	(423)	(368)	(263)
Accounts receivable, net	2,880	3,226	3,749
Student fees receivable	639	398	489
Inventories	6,303	5,421	5,893
Prepaid expenses and other current assets	331	205	278
Total current assets	22,060	21,676	21,843
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,501	69,338	68,112
Less: Accumulated depreciation	(46,101)	(45,865)	(43,761)
Total long term assets	23,600	23,673	24,551
TOTAL ASSETS	\$45,660	\$45,349	\$46,394
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,380	\$4,504	\$5,291
Wages and payroll taxes payable	3,359	3,118	3,324
Sales tax payable & other liabilities	762	961	767
Interest payable	89	53	139
Deferred income	349	310	235
Funds held for others	119	166	102
Current portion of long term debt	799	799	736
Total current liabilities	10,857	10,944	10,594
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	9,595
Total long term debt	8,795	8,795	9,595
TOTAL LIABILITIES	19,652	18,706	20,189
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	(197)	438	281
Ending Balance	26,008	26,643	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,660	\$45,349	\$46,394

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
July 2016
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$638)

Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:

 Depreciation 237

 Loss (Gain) on disposal of fixed assets 0

 (Gain) Loss on long-term debt refinancing 0

(Increase)/decrease in current assets:

 Accounts receivable 346

 Student fees receivable (241)

 Inventories (882)

 Prepaid expenses and other current assets (126)

Increase/(decrease) in current liabilities:

 Accounts payable 876

 Sales tax payable & other liabilities (199)

 Wages and payroll taxes payable 241

 Interest payable 36

 Deferred Income 39

 Funds held for others (47)

Net cash provided/(used) by operating activities **(358)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (30)

Change in capital projects in progress (131)

Net cash used in investing activities **(161)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities **0**

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
	(\$638)	(\$197)	\$281
	237	2,367	2,375
	0	2	2
	0	0	(495)
	346	869	(787)
	(241)	(150)	(198)
	(882)	(410)	221
	(126)	(53)	24
	876	89	823
	(199)	(5)	(79)
	241	35	332
	36	(50)	27
	39	114	11
	(47)	17	(40)
	(358)	2,628	2,497
	(30)	(1,288)	(606)
	(131)	(131)	(572)
	(161)	(1,419)	(1,178)
	0	(736)	(766)
	0	(736)	(766)
	(519)	473	553
	12,426	11,434	10,881
	\$11,907	\$11,907	\$11,434

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
July 2016
(\$000's)**

CASH AND CASH EQUIVALENTS	\$11,907
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(2,785)
KH Coffeehouse Patio Membrane	<u>(186)</u>
Subtotal	(2,971)
Adjustment for Cash Overdraft Entry	<u>(573)</u>
Uncommitted Cash	8,363
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>11,172</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(\$2,809)</u></u>

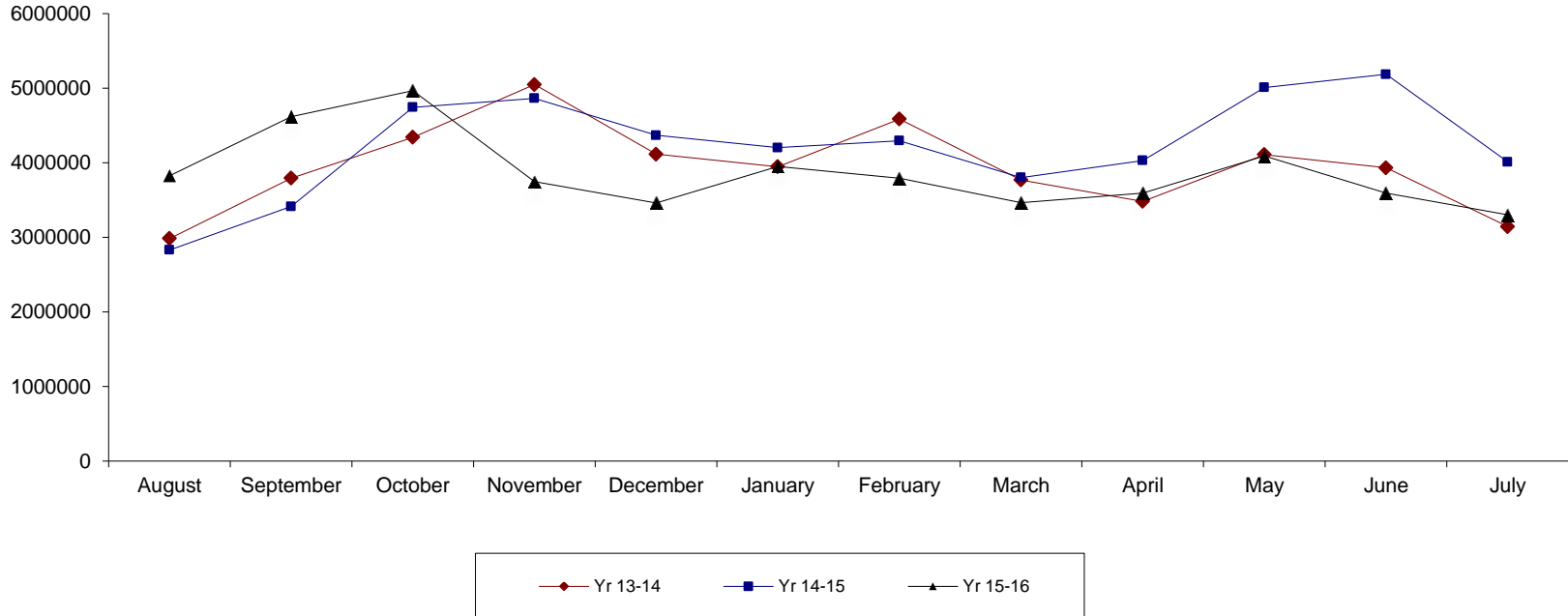
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2015-2016 July 2016

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
ASUCLA								
2015-001 A Level/1st Floor Remodel	1,000.0	158.7	56.0	214.7	785.3		0.0	In Progress
Total Store/Services	1,000.0	158.7	56.0	214.7	785.3	0.0	0.0	
Store/Services								
2015-002 Store General Replacement	50.0	6.7	0.7	7.4	42.6		0.0	In Progress
2015-003 Informal Photo-Equipment	5.0	0.0	2.8	2.8	2.2		0.0	In Progress
2015-004 DC Carts	25.0	0.0	27.1	27.1	0.0		2.1	Completed
2015-005 DC Equipment - Tunnel	50.0	3.3	36.7	40.0	10.0		0.0	In Progress
2015-006 DC Dock Retrofit - Tunnel	75.0	0.0	16.9	16.9	58.1		0.0	In Progress
2015-007 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008 Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-009 AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store/Services	505.0	10.0	84.2	94.2	112.9	300.0	2.1	
Food Service								
2015-010 FS Miscellaneous and Unanticipated	50.0	33.4	4.3	37.7	12.3		0.0	In Progress
2015-011 FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed
2015-012 FS New trash/recycling/compost receptacles	75.0	12.8	16.7	29.5	45.5		0.0	In Progress
2015-013 LV New cash stands and re-lamination of counters	25.0	14.3	0.0	14.3	10.7		0.0	In Progress
2015-014 NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015 Commissary Dish Machine	60.0	57.7	2.2	59.9	0.0		(0.1)	Completed
Total Food Services	240.0	138.1	23.2	161.3	68.5	10.0	(0.2)	
Technology								
2015-016 Printer Replacement	2.0	2.7	0.0	2.7	0.0		0.7	Completed
2015-017 PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018 Kronos Replacement.	150.0	60.8	0.0	60.8	89.2		0.0	In Progress
2015-019 Network Infrastructure Upgrade	180.0	170.9	8.5	179.4	0.6		0.0	Completed Awaiting Invoice
2015-020 Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-033 Virtual Server	0.0	147.0	0.0	147.0	0.0		147.0	Completed
Total Technology	357.0	381.4	8.5	389.9	89.8	25.0	147.7	
Others								
2015-021 Fac. Misc. Remodels	40.0	15.9	22.0	37.9	2.1		0.0	In Progress
2015-022 KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023 KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	20.2	20.2	0.0		0.2	Completed Awaiting Invoice
2015-024 NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025 KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026 LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027 SUO Omni Locks	75.0	0.0	74.7	74.7	0.0		(0.3)	Completed Awaiting Invoice
2015-028 Custodial Replacements	10.0	0.0	9.8	9.8	0.0		(0.2)	Completed Awaiting Invoice
2015-029 Finance Misc. Replacements	15.0	3.8	0.0	3.8	11.2		0.0	In Progress
2015-030 Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031 LP Security System	40.0	4.8	0.0	4.8	35.2		0.0	In Progress
2015-032 LP Electric cart	0.0	16.3	0.0	16.3	0.0		16.3	Completed
Total Others	415.0	40.8	126.7	167.5	48.5	215.0	16.0	
Total Current Year Projects	2,517.0	729.0	298.6	1,027.6	1,105.0	550.0	165.6	

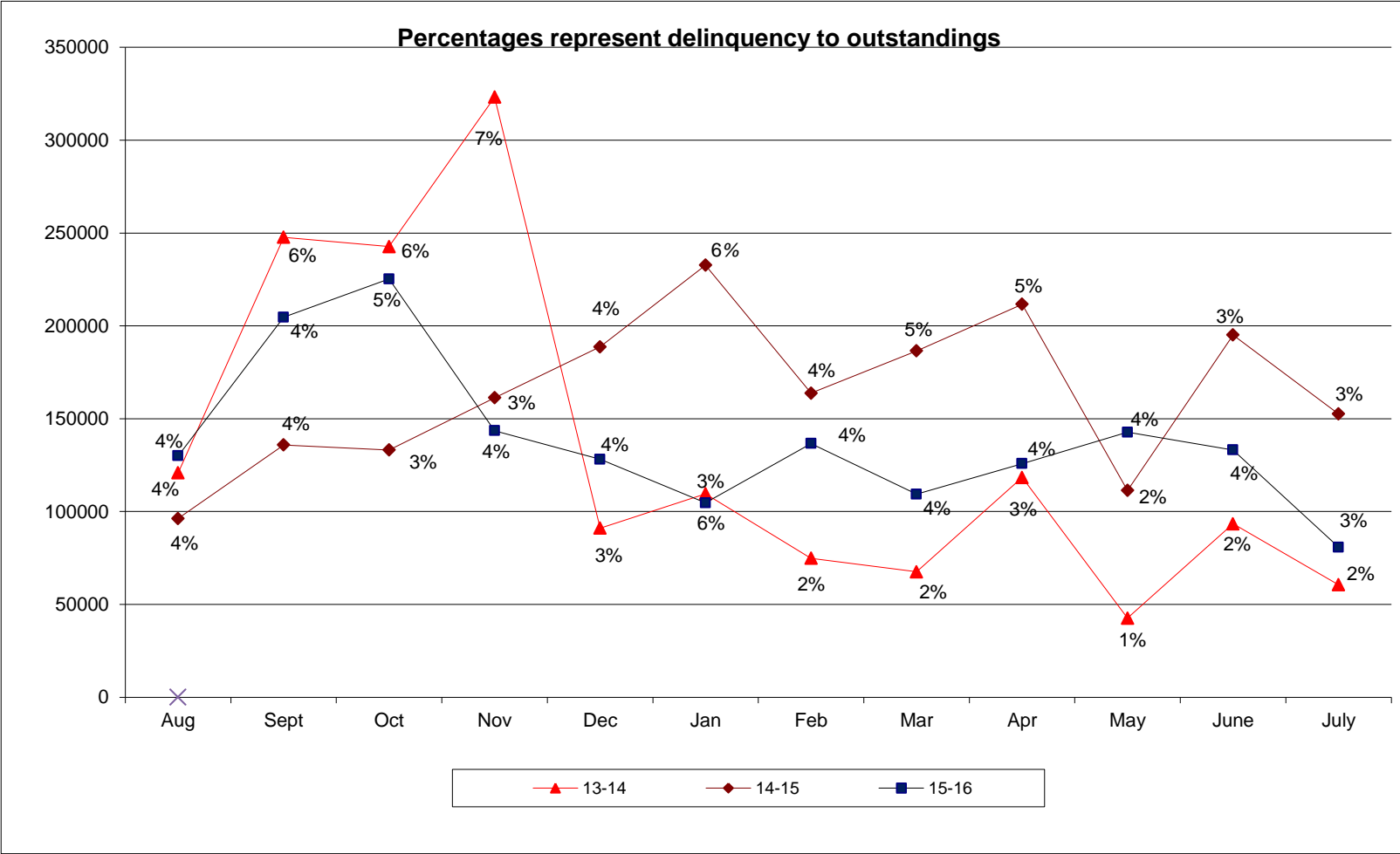
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

7/30/2016	Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$737,476	25%	\$69,919	25%	\$6,167	-125%	\$10,949	35%	\$1,463	4%	\$1,153	6%	\$827,127	25%
ASUCLA PUBLICATIONS		\$217,318	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,318	7%
ASUCLA USA/GSA		\$71,354	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,354	2%
DUE FROM VENDORS		\$372,839	13%	\$89,122	31%	(\$19,609)	397%	\$7,435	24%	\$24,449	67%	\$16,298	91%	\$490,534	15%
DENTAL KITS		\$101,453	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$101,453	3%
OTHER		\$1,437,287	50%	\$125,118	44%	\$8,508	-172%	\$13,052	41%	\$10,368	29%	\$537	3%	\$1,594,870	48%
TOTAL CURRENT MONTH		\$2,937,727	100%	\$284,159	100%	(\$4,934)	100%	\$31,436	100%	\$36,280	100%	\$17,988	100%	\$3,302,656	100%
		88%		9%		0%		1%		1%		1%		100%	
6/25/2016	Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$744,923	22%	\$68,651	48%	\$11,362	16%	\$1,843	14%	\$1,004	4%	\$4,393	19%	\$832,176	23%
ASUCLA PUBLICATIONS		\$286,087	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$286,087	8%
ASUCLA USA/GSA		\$99,006	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,006	3%
DUE FROM VENDORS		\$448,906	14%	(\$19,528)	-14%	\$5,543	8%	\$10,946	83%	\$25,235	89%	\$16,824	75%	\$487,926	14%
DENTAL KITS		\$114,854	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,854	3%
OTHER		\$1,623,056	49%	\$95,039	66%	\$52,317	76%	\$450	3%	\$1,965	7%	\$1,320	6%	\$1,774,147	49%
TOTAL CURRENT MONTH		\$3,316,832	100%	\$144,162	100%	\$69,222	100%	\$13,239	100%	\$28,204	100%	\$22,537	100%	\$3,594,196	100%
		92%		4%		2%		0%		1%		1%		100%	
5/21/2016	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$621,173	17%	\$128,276	56%	\$26,738	32%	\$4,190	161%	\$3,315	10%	\$3,322	15%	\$787,014	19%
ASUCLA PUBLICATIONS		\$301,387	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$301,387	7%
ASUCLA USA/GSA		\$108,775	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$108,775	3%
DUE FROM VENDORS		\$593,771	16%	\$7,833	3%	\$12,158	14%	(\$3,555)	-137%	\$28,451	85%	\$18,968	86%	\$657,626	16%
DENTAL KITS		\$284,531	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$284,531	7%
OTHER		\$1,807,355	48%	\$95,683	41%	\$45,876	54%	\$1,965	76%	\$1,501	5%	(\$181)	-1%	\$1,952,199	48%
TOTAL CURRENT MONTH		\$3,716,992	100%	\$231,792	100%	\$84,772	100%	\$2,600	100%	\$33,267	100%	\$22,109	100%	\$4,091,532	100%
		90%		6%		2%		0%		1%		1%		100%	

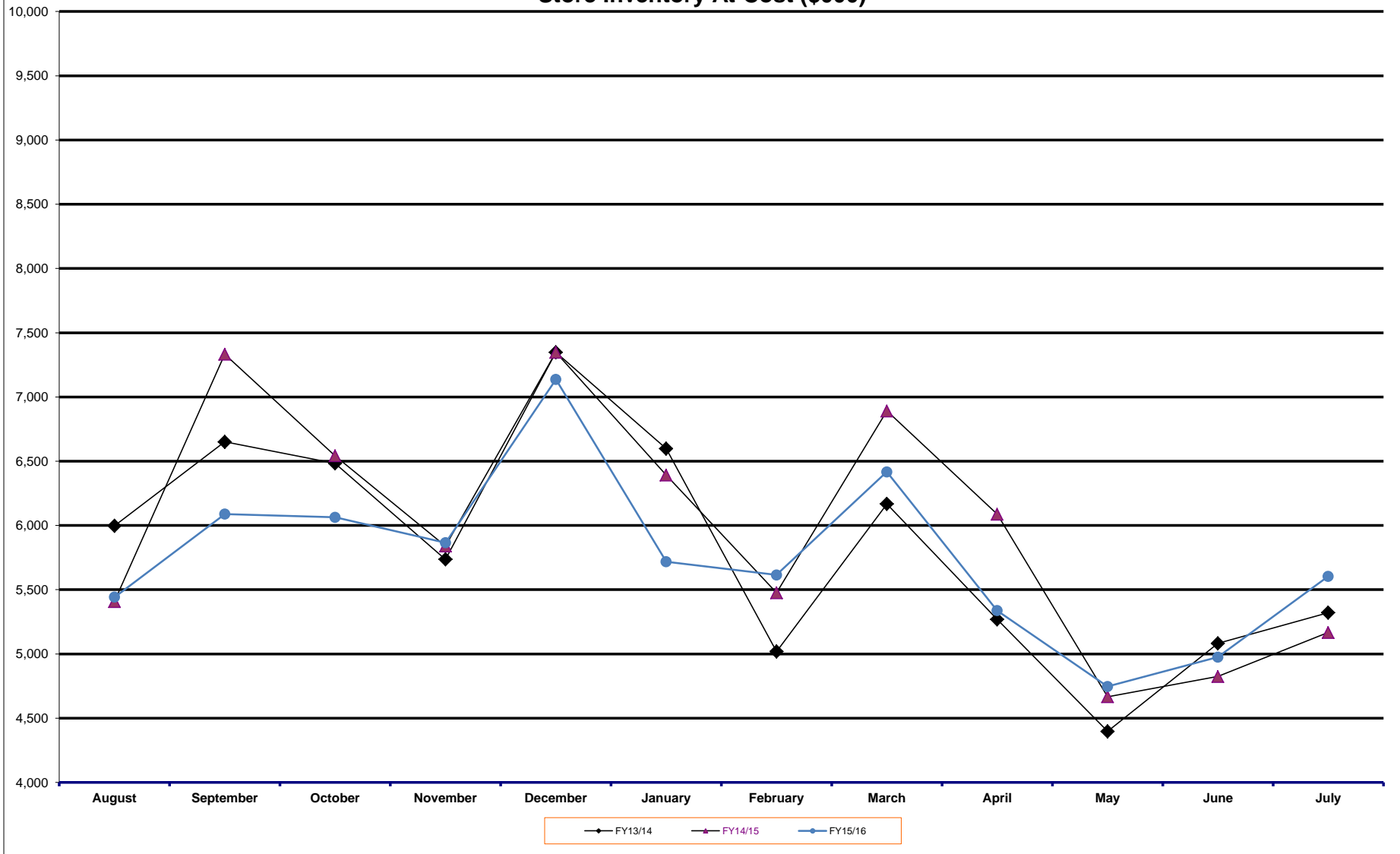
Total Aged Accounts Receivable Balances
12 Month History
August 13 to Jul 16



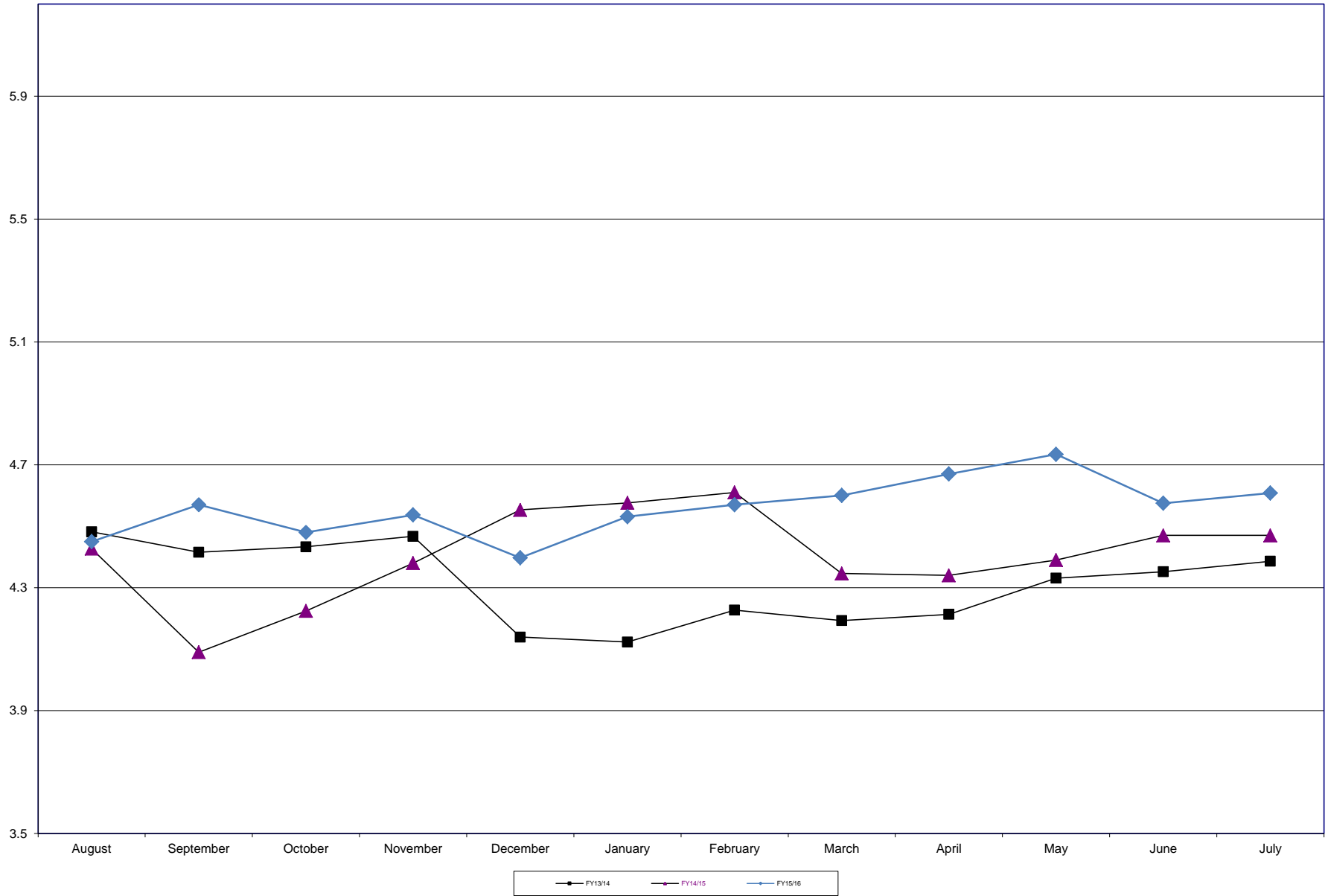
Aged Accounts Receivable Balances > 60 Days Past Due



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

PROFORMA

JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
982,862	1,270,447	<287,585>	18,803,231	20,255,395	<1,452,164>	1,095,735	21,358,806
1,082,498	1,004,200	78,298	14,625,768	14,703,115	<77,347>	1,093,761	14,765,159
75,019	80,000	<4,981>	1,378,872	1,394,200	<15,328>	45,152	1,298,308
93,452	108,495	<15,043>	2,709,975	2,819,885	<109,910>	107,150	2,837,866
36,513	60,000	<23,487>	1,393,542	1,487,000	<93,458>	39,198	1,533,881
316,797	296,141	20,656	5,334,902	5,095,195	239,707	266,406	5,016,632
2,587,142	2,819,283	<232,141>	44,246,290	45,754,790	<1,508,500>	2,647,401	46,810,652
1,744,025	1,948,060	204,035	30,168,056	31,342,937	1,174,881	1,775,229	32,357,278
4,484	3,620	<864>	50,344	70,350	20,006	3,706	141,861
1,355	4,140	2,785	80,557	59,075	<21,482>	3,989	75,242
415	380	<35>	6,316	6,570	254	138	10,026
712	490	<222>	9,361	11,990	2,629	1,123	28,671
0	220	<220>	<530>	5,390	5,920	784	3,712
1,436	1,310	<126>	13,158	20,950	7,792	340	37,940
8,403	10,160	1,757	159,206	174,325	15,119	10,080	297,453
1,752,427	1,958,220	205,793	30,327,262	31,517,262	1,190,000	1,785,308	32,654,731
67.4	69.1	1.7	68.2	68.5	0.3	67.1	69.1
834,714	861,063	<26,349>	13,919,028	14,237,528	<318,500>	862,093	14,155,921
32.6	30.9	1.7	31.8	31.5	0.3	32.9	30.9
0.3	0.4	0.0	0.4	0.4	0.0	0.4	0.6
32.3	30.5	1.7	31.5	31.1	0.3	32.6	30.2
14.3	14.5	<0.3>	16.8	16.6	0.1	14.0	15.7
48.3	49.1	<0.8>	49.4	49.8	<0.4>	49.5	49.4
44.3	39.9	4.4	41.2	39.8	1.4	43.2	39.6
37.6	36.0	1.6	33.1	32.5	0.6	40.7	32.0
52.8	49.9	2.9	51.9	51.2	0.7	49.1	50.9
26.7	27.8	<1.2>	25.4	25.9	<0.5>	32.2	26.0
113,614	95,264	18,350	1,404,967	1,321,246	83,721	191,043	1,468,122
948,328	956,327	<7,999>	15,323,996	15,558,774	<234,778>	1,053,135	15,624,042
256,263	263,624	7,361	2,957,353	3,059,918	102,565	251,039	3,003,022
0	0	0	5,984	2,500	<3,484>	0	2,412
134,543	154,569	20,026	2,021,006	2,015,674	<5,332>	130,008	1,849,950
390,806	418,193	27,387	4,984,343	5,078,092	93,749	381,046	4,855,385
15.1	14.8	<0.3>	11.3	11.1	<0.2>	14.4	10.4
150,341	147,677	<2,664>	1,643,050	1,740,089	97,039	153,182	1,687,157
11,436	5,065	<6,371>	109,702	94,706	<14,996>	7,803	124,579
11,712	13,680	1,968	134,043	164,670	30,627	13,530	161,676
0	80	80	560	960	400	80	960
22	20	<2>	240	200	<40>	22	320
748	150	<598>	40,896	35,200	<5,696>	1,789	34,581
3,800	3,800	0	8,288	8,125	<163>	3,800	8,100
2,346	2,100	<246>	53,369	51,790	<1,579>	6,831	52,990
12,520	15,645	3,125	239,154	322,585	83,431	10,630	308,856
1,547	900	<647>	14,910	13,400	<1,510>	900	14,019
0	0	0	53	0	<53>	0	700
0	0	0	<32>	0	32	0	93
0	0	0	0	400	400	0	441
6,864	14,610	7,746	215,479	260,769	45,290	10,865	248,446
<48,663>	<51,100>	<2,437>	<135,322>	<137,950>	<2,628>	<75,068>	<151,689>
46	50	4	268,843	269,600	757	<2>	270,823
0	0	0	43	0	<43>	0	0
2,188	4,020	1,832	67,759	52,819	<14,940>	7,381	55,648
0	0	0	0	0	0	0	60
36,694	44,473	7,779	752,756	768,638	15,882	46,537	777,578
1,003	0	<1,003>	10,063	0	<10,063>	<1,306>	507
133	0	<133>	4,053	0	<4,053>	69	7,844
0	0	0	410	1,473	1,063	0	1,650
1,190	0	<1,190>	6,830	0	<6,830>	527	6,695
0	0	0	2,218	2,500	282	0	2,504
0	0	0	300	300	0	0	300
10,785	13,500	2,715	137,758	144,729	6,971	13,928	97,218
434	0	<434>	7,957	3,500	<4,457>	969	5,572
<7,460>	0	7,460	18,922	26,050	7,129	0	23,158
1,386	2,020	634	56,973	62,082	5,109	874	43,234
85	75	<10>	39,624	35,721	<3,903>	0	36,585
0	3	3	0	7	7	0	0
8,339	3,000	<5,339>	133,551	154,751	21,200	3,932	166,545
207,498	219,768	12,270	3,832,450	4,077,114	244,664	207,274	3,987,152
598,303	637,961	39,658	8,816,793	9,155,206	338,413	588,320	8,842,537
350,025	318,366	31,659	6,507,203	6,403,568	103,635	464,816	6,781,505
42,060	38,771	<3,289>	473,781	444,011	<29,770>	34,566	393,015
147,603	148,839	1,236	1,638,552	1,713,623	75,071	144,070	1,773,986
75,918	72,716	<3,202>	811,207	856,601	45,394	80,967	842,510
29,831	31,839	2,008	367,576	375,695	8,119	30,199	363,499
320,235	112,380	<207,855>	1,396,331	1,210,982	<185,349>	277,334	1,364,940
86,045	82,846	<3,199>	1,011,053	930,215	<80,838>	82,698	973,129
20,225	35,445	15,220	370,853	425,413	54,560	31,536	426,019
57,541	65,523	7,982	697,222	786,276	89,054	59,349	701,722
779,459	588,359	<191,100>	6,766,574	6,742,816	<23,758>	740,718	6,838,819
<429,434>	<269,993>	<159,441>	<259,371>	<339,248>	79,877	<275,903>	<57,314>

UCLA RESTAURANTS
INCOME STATEMENT

PROFORMA

JUL 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
109,320	110,979	<1,659>	1,643,719	1,845,279	<201,560>	109,625	1,672,674
120,459	120,345	114	2,398,526	2,254,934	143,592	123,439	2,192,481
103,036	107,075	<4,039>	1,540,478	1,594,887	<54,409>	118,051	1,600,941
129,569	138,977	<9,408>	2,704,712	2,802,254	<97,542>	127,614	2,707,979
183,918	182,329	1,589	3,237,765	3,258,795	<21,030>	180,973	3,031,340
198	0	198	198	0	198	0	0
80,847	66,688	14,159	2,295,961	2,389,704	<93,743>	97,896	2,413,067
727,347	726,393	954	13,821,358	14,145,853	<324,495>	757,599	13,618,482
254,627	255,507	880	4,580,723	4,910,592	329,869	270,466	4,809,460
35.0	35.2	0.2	33.1	34.7	1.6	35.7	35.3
472,720	470,886	1,834	9,240,635	9,235,261	5,374	487,133	8,809,022
65.0	64.8	0.2	66.9	65.3	1.6	64.3	64.7
65.9	67.2	<1.3>	66.7	67.6	<0.9>	63.3	66.5
63.8	64.1	<0.3>	66.2	64.4	1.8	63.0	64.1
64.4	64.3	0.1	66.4	64.4	2.0	65.7	64.6
68.2	67.0	1.2	69.4	67.2	2.3	68.5	67.8
65.2	64.3	0.9	65.7	64.9	0.8	63.0	63.8
<520.9>	0.0	<520.9>	<7,068.0>	0.0	<7,068.0>	0.0	0.0
62.3	61.3	1.0	67.2	63.6	3.6	60.4	62.2
149,946	135,436	14,510	2,408,076	2,384,175	23,901	149,913	2,443,073
622,666	606,322	16,344	11,648,711	11,619,436	29,275	637,046	11,252,095
284,264	324,993	40,729	3,578,594	3,631,908	53,314	275,661	3,490,974
0	0	0	0	3,300	3,300	672	12,268
173,857	144,540	<29,317>	2,647,615	2,572,498	<75,117>	156,967	2,496,698
<28,177>	<28,991>	<814>	<486,198>	<471,819>	14,379	<31,265>	<467,025>
429,944	440,542	10,598	5,740,011	5,735,887	<4,124>	402,035	5,532,915
59.1	60.7	1.5	41.5	40.6	<1.0>	53.1	40.6
179,950	179,702	<248>	2,043,913	2,076,118	32,205	171,265	1,957,924
1,502	2,085	583	20,643	22,190	1,547	2,373	21,935
3,528	4,375	847	44,608	52,557	7,949	4,606	50,971
0	0	0	108	0	<108>	0	0
0	500	500	9,372	15,000	5,628	0	9,733
35,742	36,529	787	627,779	668,310	40,531	36,479	655,432
4.9	5.0	0.1	4.5	4.7	0.2	4.8	4.8
5,598	4,391	<1,207>	65,074	58,099	<6,975>	4,921	61,361
0	0	0	106	0	<106>	0	0
<8,913>	<10,700>	<1,787>	<120,965>	<126,300>	<5,335>	<8,092>	<119,912>
5,120	2,495	<2,625>	41,536	31,890	<9,646>	5,250	41,886
3,526	3,452	<74>	53,639	60,804	7,165	3,249	58,908
1,326	805	<521>	18,877	12,600	<6,277>	1,305	11,341
548	1,055	507	35,317	57,773	22,456	3,448	53,738
0	100	100	0	1,200	1,200	0	0
<896>	12	908	<893>	178	1,071	5	12
6,725	4,298	<2,427>	95,791	65,787	<30,004>	7,850	115,054
20,905	27,244	6,339	449,935	497,200	47,265	26,039	445,659
1,375	1,167	<208>	22,453	20,492	<1,961>	1,067	20,130
415	846	431	14,009	12,415	<1,594>	2,501	22,491
2	0	<2>	114	0	<114>	0	216
<67>	0	67	5,329	4,200	<1,129>	1,710	6,388
270	400	130	5,541	4,950	<591>	269	4,328
100	0	<100>	736	675	<61>	0	586
0	0	0	600	650	50	0	600
0	300	300	11,718	3,300	<8,418>	441	9,321
4,062	6,647	2,585	257,710	262,381	4,671	6,838	256,472
260,820	265,703	4,883	3,703,049	3,802,469	99,420	271,527	3,684,574
690,764	706,245	15,481	9,443,060	9,538,356	95,296	673,562	9,217,489
<68,098>	<99,923>	31,825	2,205,652	2,081,080	124,572	<36,516>	2,034,606
46,272	40,842	<5,430>	547,273	500,312	<46,961>	36,470	445,733
47,947	44,012	<3,935>	616,531	628,873	12,342	46,063	614,580
24,661	21,502	<3,159>	306,820	314,489	7,669	25,887	282,924
9,690	9,415	<275>	138,208	138,132	<76>	9,655	124,830
104,023	33,231	<70,792>	511,284	441,020	<70,264>	88,670	461,295
72,536	67,238	<5,298>	852,314	754,973	<97,341>	69,714	820,344
17,050	28,762	11,712	312,628	345,204	32,576	26,585	359,133
90,536	95,779	5,243	1,075,876	1,149,348	73,472	97,124	1,142,252
412,713	340,781	<71,932>	4,360,933	4,272,351	<88,582>	400,168	4,251,091
<480,811>	<440,704>	<40,107>	<2,155,282>	<2,191,271>	35,989	<436,684>	<2,216,485>
210,841	223,039	<12,198>	3,903,098	4,018,397	<115,299>	218,671	3,999,419
83,941	85,139	<1,198>	1,367,798	1,412,209	<44,411>	85,255	1,410,155
126,900	137,900	<11,000>	2,535,300	2,606,188	<70,888>	133,416	2,589,264
6.51	5.87	0.63	6.09	5.84	0.25	6.12	5.72
8.04	7.20	0.85	7.32	6.96	0.36	7.58	7.02
5.49	5.06	0.43	5.18	5.01	0.17	5.19	4.77
21,190	22,352	1,162	340,239	342,712	2,473	22,779	353,365
34.32	32.50	1.82	40.62	41.36	<0.74>	33.26	38.54

SERVICES DIVISION
INCOME STATEMENT

PROFORMA

JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,788	7,000	3,788	159,021	178,500	<19,479>	10,615	157,803
10,788	7,000	3,788	159,021	178,500	<19,479>	10,615	157,803
261	300	39	2,098	3,750	1,652	470	3,460
10,527	6,700	3,827	156,923	174,750	<17,827>	10,145	154,344
97.6	95.7	1.9	98.7	97.9	0.8	95.6	97.8
97.6	95.7	1.9	98.7	97.9	0.8	95.6	97.8
179,321	220,187	<40,866>	2,327,743	2,500,127	<172,384>	205,174	2,359,163
97,984	106,984	<9,000>	1,164,712	1,253,441	<88,729>	96,217	1,165,057
277,305	327,171	<49,866>	3,492,455	3,753,568	<261,113>	301,392	3,524,221
287,832	333,871	<46,039>	3,649,378	3,928,318	<278,940>	311,537	3,678,564
37,995	35,844	<2,151>	427,073	418,644	<8,429>	33,854	406,409
481	750	269	2,473	9,675	7,202	93	4,521
38,475	36,594	<1,881>	429,547	428,319	<1,228>	33,947	410,930
356.7	522.8	166.1	270.1	240.0	<30.2>	319.8	260.4
19,726	19,151	<575>	215,009	224,798	9,789	19,108	208,766
319	650	331	7,231	8,800	1,569	407	6,596
542	709	167	8,528	8,418	<110>	653	8,026
0	105	105	383	1,260	877	24	775
<5,000>	50	5,050	6,964	18,600	11,636	0	21,047
0	0	0	8,500	8,500	0	0	7,818
0	0	0	0	0	0	0	500
<5,847>	1,550	7,397	4,448	34,600	30,152	354	30,565
0	100	100	816	1,200	384	0	1,239
55,369	0	<55,369>	91,180	0	<91,180>	0	0
2,083	2,683	600	28,885	30,496	1,611	2,083	25,546
<892>	250	1,142	10,547	3,000	<7,547>	0	6,200
<3,789>	3,800	7,589	29,548	45,600	16,052	7,073	52,512
29,263	22,000	<7,263>	298,132	277,053	<21,079>	33,375	285,723
9,499	11,986	2,487	159,151	163,013	3,862	11,184	146,720
36,546	45,995	9,449	618,783	633,414	14,631	40,048	567,044
137,820	109,029	<28,791>	1,488,104	1,458,752	<29,352>	114,308	1,369,077
176,296	145,623	<30,673>	1,917,651	1,887,071	<30,580>	148,255	1,780,007
111,536	188,248	<76,712>	1,731,727	2,041,247	<309,520>	163,281	1,898,557
4,141	3,393	<748>	41,054	37,515	<3,539>	3,079	33,342
15,163	16,431	1,268	131,100	144,102	13,002	15,228	133,348
8,098	8,337	239	67,363	74,538	7,175	8,900	65,222
3,182	3,651	469	30,436	32,764	2,328	3,320	28,296
34,160	12,885	<21,275>	120,618	105,699	<14,919>	30,485	111,327
15,263	31,272	16,009	179,343	351,113	171,770	14,669	172,616
3,588	13,386	9,798	65,783	160,663	94,880	5,594	75,568
6,035	6,361	326	72,790	76,332	3,542	6,052	73,712
89,630	95,716	6,086	708,486	982,726	274,240	87,327	693,432
21,907	92,532	<70,625>	1,023,241	1,058,521	<35,280>	75,954	1,205,124

UCLA STUDENT UNION
INCOME STATEMENT

PROFORMA

JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
76,479	72,280	4,199	589,944	562,135	27,809	81,798	591,140
0	76	<76>	0	886	<886>	0	32
0	0	0	0	0	0	0	5
27,678	36,260	<8,582>	492,637	589,028	<96,391>	28,935	596,803
104,157	108,616	<4,459>	1,082,581	1,152,049	<69,468>	110,733	1,187,979
27,501	35,462	7,961	482,158	576,068	93,910	27,802	584,659
6,890	8,972	2,082	105,860	91,206	<14,654>	12,970	103,244
0	0	0	0	0	0	0	0
34,391	44,434	10,043	588,018	667,274	79,256	40,772	687,903
33.0	40.9	7.9	54.3	57.9	3.6	36.8	57.9
69,766	64,182	5,584	494,563	484,775	9,788	69,961	500,076
67.0	59.1	7.9	45.7	42.1	3.6	63.2	42.1
91.0	87.6	3.4	82.1	83.8	<1.7>	84.1	82.5
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	100.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	99.4
0.6	2.2	<1.6>	2.1	2.2	<0.1>	3.9	2.0
4,966	2,725	2,241	181,503	202,309	<20,806>	11,680	190,833
6,228	6,383	<155>	88,054	103,694	<15,640>	5,050	106,948
11,194	9,108	2,086	269,557	306,003	<36,446>	16,730	297,781
80,960	73,290	7,670	764,120	790,778	<26,658>	86,691	797,858
31,862	31,779	<83>	357,503	371,228	13,725	29,483	356,824
16,491	15,390	<1,101>	218,586	224,311	5,725	15,107	200,717
48,353	47,169	<1,184>	576,089	595,539	19,450	44,590	557,541
46.4	43.4	<3.0>	53.2	51.7	<1.5>	40.3	46.9
17,545	16,113	<1,432>	194,118	193,162	<956>	17,682	196,927
696	614	<82>	14,747	13,104	<1,643>	608	11,525
2,624	3,380	756	33,492	39,765	6,273	3,739	40,038
0	0	0	566	2,250	1,684	0	3,255
0	0	0	7,756	6,250	<1,506>	0	7,505
0	0	0	4,961	4,995	34	160	6,220
609	0	<609>	7,097	5,208	<1,889>	0	6,719
6,603	6,603	0	47,431	40,462	<6,969>	6,603	43,025
1,020	930	<90>	124,914	114,112	<10,802>	295	119,583
0	139	139	214	1,668	1,454	2,178	3,097
0	0	0	0	0	0	0	6
<1,400>	0	1,400	0	2,000	2,000	0	600
0	20	20	595	1,179	584	46	1,799
412	601	189	5,885	7,182	1,297	506	6,153
391	1,057	666	20,776	12,616	<8,160>	1,636	15,928
573	852	279	11,586	13,842	2,256	753	13,902
<61>	22	83	2,578	353	<2,225>	371	2,667
<575>	0	575	0	0	0	0	0
0	0	0	3,206	2,629	<577>	0	2,791
15,417	15,417	0	185,000	185,004	4	15,417	185,000
1,008	0	<1,008>	132,850	140,000	7,150	849	119,675
44,862	45,748	886	797,772	785,781	<11,991>	50,843	786,414
93,214	92,917	<297>	1,373,861	1,381,320	7,459	95,433	1,343,954
<12,255>	<19,627>	7,372	<609,741>	<590,542>	<19,199>	<8,742>	<546,097>
5,205	4,224	<981>	54,904	47,889	<7,015>	4,046	44,988
6,071	6,270	199	50,135	56,534	6,399	6,221	55,066
3,243	3,182	<61>	25,835	29,304	3,469	3,636	26,922
1,274	1,393	119	11,596	12,840	1,244	1,356	11,629
13,677	4,917	<8,760>	46,382	41,414	<4,968>	12,454	45,889
45,344	43,360	<1,984>	532,805	486,852	<45,953>	43,580	512,820
10,658	18,550	7,892	195,432	222,643	27,211	16,619	224,504
18,875	14,398	<4,477>	156,994	172,776	15,782	13,360	151,047
104,348	96,294	<8,054>	1,074,083	1,070,252	<3,831>	101,273	1,072,864
<116,602>	<115,921>	<681>	<1,683,823>	<1,660,794>	<23,029>	<110,015>	<1,618,961>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

PROFORMA

JUL. 12(06/26/16-07/30/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
299,696	307,424	7,728	3,624,646	3,642,540	17,894	289,302	3,588,725
0	300	300	0	4,600	4,600	0	24,501
44,979	32,236	<12,743>	392,375	409,978	17,603	29,501	359,001
344,675	339,960	<4,715>	4,017,021	4,057,118	40,097	318,803	3,972,228
8.7	8.0	<0.6>	6.0	5.9	<0.1>	7.6	5.7
275,000	0	<275,000>	275,000	0	<275,000>	267,000	267,000
0	200	200	11,859	14,700	2,842	0	11,156
4,000	2,000	<2,000>	10,000	9,400	<600>	2,000	11,100
153,593	146,721	<6,872>	1,778,197	1,734,171	<44,026>	159,051	1,749,816
8,161	7,289	<872>	105,295	103,674	<1,621>	5,901	102,873
7,768	9,890	2,122	92,742	117,980	25,238	8,681	108,983
1,057	1,149	92	9,897	12,971	3,074	782	9,820
0	2,348	2,348	8,023	27,533	19,510	100	4,666
0	20	20	1,180	240	<940>	0	39
1,336	578	<758>	30,987	25,985	<5,002>	1,733	27,073
0	52	52	0	624	624	0	0
0	0	0	0	0	0	0	25
587	1,618	1,031	6,058	13,389	7,331	7,129	18,116
128	267	140	5,738	5,326	<412>	113	2,321
10	206	196	1,321	3,758	2,437	92	3,675
0	0	0	0	0	0	0	6
368	350	<18>	4,529	4,200	<329>	0	3,433
<188>	<400>	<212>	<3,911>	<4,800>	<889>	<701>	<1,383>
620	52	<568>	2,279	618	<1,661>	776	1,273
2,861	2,750	<111>	33,099	33,000	<99>	2,657	32,169
3,239	1,180	<2,059>	16,656	15,630	<1,026>	1,667	17,675
<5,081>	1,500	6,581	11,419	18,000	6,581	2,300	22,251
14,881	5,968	<8,913>	75,479	79,229	3,750	4,488	60,843
653	1,564	911	9,964	18,768	8,804	479	6,623
13,138	12,433	<705>	146,085	149,196	3,111	24,592	136,917
616	573	<43>	834	1,184	350	765	765
0	3,953	3,953	45,307	56,760	11,453	3,585	96,924
<1>	40	41	<37>	480	517	50	<8>
19,169	19,500	331	176,506	214,200	37,694	14,303	191,194
15,850	5,140	<10,710>	71,175	51,572	<19,603>	3,217	42,948
1,178	1,383	205	15,227	16,590	1,363	1,424	13,821
9,912	10,558	646	120,165	126,693	6,528	14,791	124,995
426	500	74	16,744	10,500	<6,244>	0	10,564
8,912	10,044	1,132	108,083	119,484	11,401	9,583	114,371
0	0	0	11,525	14,417	2,892	0	12,984
2,702	2,000	<702>	50,701	50,000	<701>	6,966	28,966
28,028	27,000	<1,028>	173,493	177,600	4,107	9,393	160,844
87	100	13	10,255	4,300	<5,955>	40	3,903
3,946	5,758	1,812	48,027	56,427	8,400	3,881	41,246
3,249	3,600	351	38,931	42,100	3,169	6,600	40,150
5,233	7,870	2,637	89,635	94,374	4,739	7,635	90,528
15,470	0	<15,470>	15,470	0	<15,470>	0	0
13,401	14,374	973	160,812	174,040	13,228	13,955	167,443
<4,374>	1,500	5,874	28,635	33,100	4,465	2,577	26,958
605,937	311,628	<294,309>	3,813,383	3,627,413	<185,970>	587,606	3,765,068
950,612	651,588	<299,024>	7,830,404	7,684,531	<145,873>	906,408	7,737,295
18,523	18,717	194	217,649	210,163	<7,486>	17,802	209,485
4,354	8,007	3,653	79,833	96,102	16,269	6,789	91,709
40,502	12,193	<28,309>	175,074	146,316	<28,758>	10,274	132,938
63,378	38,917	<24,461>	472,556	452,581	<19,975>	34,865	434,133
1,013,990	690,505	<323,485>	8,302,960	8,137,112	<165,848>	941,273	8,171,428
<942,453>	<618,230>	324,223	<7,386,984>	<7,206,329>	180,655	<862,605>	<7,223,341>
<31,202>	<31,202>	0	<378,140>	<378,140>	0	<29,245>	<363,196>
<3,252>	<3,252>	0	<38,508>	<38,508>	0	<3,018>	<36,818>
<37,084>	<37,821>	<737>	<499,328>	<514,135>	<14,807>	<46,405>	<548,072>
<1,013,990>	<690,505>	323,485	<8,302,960>	<8,137,112>	165,848	<941,273>	<8,171,428>
0	0	0	0	0	<0>	0	0

UTILITIES
EXPENSE STATEMENT

PROFORMA

JUL. 12(06/26/16-07/30/16)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
20,377	21,595	1,218	Chiller Water
33,847	65,828	31,981	Elec-Non Air Cond.
4,377	11,366	6,989	Water-Non Air Cond.
1,485	9,080	7,595	Steam-Non Air Cond.
1,222	3,515	2,293	Gas
1,550	1,551	1	Energy Management
62,860	112,935	50,075	TOTAL OTHER CONTROL.
62,860	112,935	50,075	TOTAL CONTROLLABLE EXP
<51,521>	<96,144>	<44,623>	Allocated-Svs and Ent
<3,454>	<3,454>	0	Allocated-USAC
<1,354>	<1,354>	0	Allocated-GSA
<2,177>	<3,976>	<1,799>	Allocated-Comm Board
<4,354>	<8,007>	<3,653>	Allocated-A & SS
<62,860>	<112,935>	<50,075>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 15-16			FISCAL YEAR 14-15	
YTD 12 MO(07/26/15-07/30/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
181,643	247,459	65,816	20,146	243,603
717,612	793,210	75,598	60,798	771,059
111,426	132,957	21,531	8,867	124,459
63,020	120,569	57,549	2,467	91,176
31,402	42,647	11,245	2,808	36,475
17,055	18,612	1,557	0	10,853
1,122,160	1,355,454	233,294	95,086	1,277,626
1,122,160	1,355,454	233,294	95,086	1,277,626
<944,696>	<1,153,922>	<209,226>	<80,335>	<1,085,224>
<41,457>	<41,457>	0	<3,280>	<39,393>
<16,257>	<16,257>	0	<1,288>	<15,445>
<39,917>	<47,716>	<7,799>	<3,394>	<45,855>
<79,833>	<96,102>	<16,269>	<6,789>	<91,709>
<1,122,160>	<1,355,454>	<233,294>	<95,086>	<1,277,626>
0	0	0	0	<0>