

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
October (10/02/16 - 10/29/16)**

**Prepared  
November 16, 2016**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

OCTOBER (10/02/16 - 10/29/16)										FY 15-16	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,251		3,465		(214)	(6.2%)	(665)	(17.0%)	3,916			
1,786		1,743		43	2.5%	156	9.6%	1,630			
403		354		49	13.8%	59	17.2%	344			
135		121		14	11.6%	17	14.4%	118			
<b>5,575</b>		<b>5,683</b>		<b>(108)</b>	<b>(1.9%)</b>	<b>(433)</b>	<b>(7.2%)</b>	<b>6,008</b>			
					Pts.		Pts.				
1,245	38.3%	1,272	36.7%	(27)	1.6	(156)	2.5	1,401	35.8%		
1,295	72.5%	1,246	71.5%	49	1.0	118	0.3	1,177	72.2%		
402	99.8%	354	100.0%	48	(0.2)	58	(0.2)	344	100.0%		
86	63.7%	72	59.5%	14	4.2	18	6.1	68	57.6%		
<b>3,028</b>	<b>54.3%</b>	<b>2,944</b>	<b>51.8%</b>	<b>84</b>	<b>2.5</b>	<b>38</b>	<b>4.5</b>	<b>2,990</b>	<b>49.8%</b>		
585	18.0%	587	16.9%	2	(1.1)	(32)	(3.9)	553	14.1%		
721	40.4%	679	39.0%	(42)	(1.4)	(90)	(1.7)	631	38.7%		
54	13.4%	55	15.5%	1	2.1	(2)	1.7	52	15.1%		
69	51.1%	71	58.7%	2	7.6	0	7.4	69	58.5%		
<b>1,429</b>	<b>25.6%</b>	<b>1,392</b>	<b>24.5%</b>	<b>(37)</b>	<b>(1.1)</b>	<b>(124)</b>	<b>(3.9)</b>	<b>1,305</b>	<b>21.7%</b>		
174	5.4%	183	5.3%	9	(0.1)	41	0.1	215	5.5%		
189	10.6%	187	10.7%	(2)	0.1	(7)	0.6	182	11.2%		
134	33.3%	115	32.5%	(19)	(0.8)	(22)	(0.7)	112	32.6%		
44	32.6%	49	40.5%	5	7.9	(4)	1.3	40	33.9%		
<b>541</b>	<b>9.7%</b>	<b>534</b>	<b>9.4%</b>	<b>(7)</b>	<b>(0.3)</b>	<b>8</b>	<b>(0.6)</b>	<b>549</b>	<b>9.1%</b>		
486	14.9%	501	14.5%	(15)	0.4	(147)	(1.3)	633	16.2%		
385	21.6%	380	21.8%	5	(0.2)	22	(0.7)	363	22.3%		
215	53.3%	183	51.7%	32	1.6	36	1.3	179	52.0%		
(27)	(20.0%)	(49)	(40.5%)	22	20.5	14	14.7	(41)	(34.7%)		
<b>1,059</b>	<b>19.0%</b>	<b>1,015</b>	<b>17.9%</b>	<b>44</b>	<b>1.1</b>	<b>(75)</b>	<b>0.1</b>	<b>1,134</b>	<b>18.9%</b>		
597	10.7%	597	10.5%	0	(0.2)	(55)	(1.7)	542	9.0%		
214	3.8%	234	4.1%	20	0.3	30	0.3	244	4.1%		
92	1.7%	101	1.8%	9	0.1	18	0.1	110	1.8%		
203	3.6%	216	3.8%	13	0.2	(8)	(0.4)	195	3.2%		
<b>1,106</b>	<b>19.8%</b>	<b>1,148</b>	<b>20.2%</b>	<b>42</b>	<b>0.4</b>	<b>(15)</b>	<b>(1.6)</b>	<b>1,091</b>	<b>18.2%</b>		
<b>(47)</b>	<b>(0.8%)</b>	<b>(133)</b>	<b>(2.3%)</b>	<b>86</b>	<b>1.5</b>	<b>(90)</b>	<b>(1.5)</b>	<b>43</b>	<b>0.7%</b>		
(5)	(0.1%)	0	0.0%	(5)	(0.1)	(5)	(0.1)	0	0.0%		
13	0.2%	14	0.2%	(1)	0.0	(7)	(0.1)	20	0.3%		
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.0	(37)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
231	4.1%	231	4.1%	0	0.0	5	0.3	226	3.8%		
<b>204</b>	<b>3.7%</b>	<b>210</b>	<b>3.7%</b>	<b>(6)</b>	<b>0.0</b>	<b>(5)</b>	<b>0.2</b>	<b>209</b>	<b>3.5%</b>		
<b>157</b>	<b>2.8%</b>	<b>77</b>	<b>1.4%</b>	<b>80</b>	<b>1.4</b>	<b>(95)</b>	<b>(1.4)</b>	<b>252</b>	<b>4.2%</b>		

FISCAL YEAR 2016-2017										FY 15-16	
YTD 3 MONTHS (07/31/16 - 10/29/16)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
14,345		15,678		(1,333)	(8.5%)	(1,359)	(8.7%)	15,704			
3,957		4,047		(90)	(2.2%)	(27)	(0.7%)	3,984			
1,039		981		58	5.9%	(26)	(2.4%)	1,065			
377		307		70	22.8%	85	29.1%	292			
<b>19,718</b>		<b>21,013</b>		<b>(1,295)</b>	<b>(6.2%)</b>	<b>(1,327)</b>	<b>(6.3%)</b>	<b>21,045</b>			
4,592	32.0%	4,925	31.4%	(333)	0.6	(208)	1.4	4,800	30.6%		
2,822	71.3%	2,864	70.8%	(42)	0.5	(16)	0.1	2,838	71.2%		
1,037	99.8%	981	100.0%	56	(0.2)	(26)	0.0	1,063	99.8%		
242	64.2%	174	56.7%	68	7.5	76	7.4	166	56.8%		
<b>8,693</b>	<b>44.1%</b>	<b>8,944</b>	<b>42.6%</b>	<b>(251)</b>	<b>1.5</b>	<b>(174)</b>	<b>2.0</b>	<b>8,867</b>	<b>42.1%</b>		
1,763	12.3%	1,801	11.5%	38	(0.8)	(72)	(1.5)	1,691	10.8%		
2,011	50.8%	2,008	49.6%	(3)	(1.2)	(113)	(3.2)	1,898	47.6%		
162	15.6%	166	16.9%	4	1.3	(1)	(0.5)	161	15.1%		
200	53.1%	207	67.4%	7	14.3	(8)	12.7	192	65.8%		
<b>4,136</b>	<b>21.0%</b>	<b>4,182</b>	<b>19.9%</b>	<b>46</b>	<b>(1.1)</b>	<b>(194)</b>	<b>(2.3)</b>	<b>3,942</b>	<b>18.7%</b>		
832	5.8%	851	5.4%	19	(0.4)	27	(0.3)	859	5.5%		
407	10.3%	419	10.4%	12	0.1	22	0.5	429	10.8%		
320	30.8%	319	32.5%	(1)	1.7	58	4.7	378	35.5%		
145	38.5%	140	45.6%	(5)	7.1	(18)	5.0	127	43.5%		
<b>1,704</b>	<b>8.6%</b>	<b>1,729</b>	<b>8.2%</b>	<b>25</b>	<b>(0.4)</b>	<b>89</b>	<b>(0.1)</b>	<b>1,793</b>	<b>8.5%</b>		
1,998	13.9%	2,273	14.5%	(275)	(0.6)	(252)	(0.4)	2,250	14.3%		
405	10.2%	437	10.8%	(32)	(0.6)	(107)	(2.7)	512	12.9%		
555	53.4%	495	50.5%	60	2.9	30	4.1	525	49.3%		
(103)	(27.3%)	(173)	(56.4%)	70	29.1	49	24.8	(152)	(52.1%)		
<b>2,855</b>	<b>14.5%</b>	<b>3,032</b>	<b>14.4%</b>	<b>(177)</b>	<b>0.1</b>	<b>(280)</b>	<b>(0.4)</b>	<b>3,135</b>	<b>14.9%</b>		
1,754	8.9%	1,759	8.4%	5	(0.5)	(168)	(1.4)	1,586	7.5%		
618	3.1%	679	3.2%	61	0.1	44	0.0	662	3.1%		
281	1.4%	287	1.4%	6	0.0	20	0.0	301	1.4%		
607	3.1%	647	3.1%	40	0.0	(28)	(0.3)	579	2.8%		
<b>3,260</b>	<b>16.5%</b>	<b>3,372</b>	<b>16.0%</b>	<b>112</b>	<b>(0.5)</b>	<b>(132)</b>	<b>(1.6)</b>	<b>3,128</b>	<b>14.9%</b>		
<b>(405)</b>	<b>(2.1%)</b>	<b>(340)</b>	<b>(1.6%)</b>	<b>(65)</b>	<b>(0.5)</b>	<b>(412)</b>	<b>(2.1)</b>	<b>7</b>	<b>0.0%</b>		
9	0.0%	0	0.0%	9	0.0	(10)	(0.1)	19	0.1%		
37	0.2%	35	0.2%	2	0.0	(8)	0.0	45	0.2%		
(105)	(0.5%)	(105)	(0.5%)	0	0.0	6	0.0	(111)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
694	3.5%	694	3.3%	0	0.2	15	0.3	679	3.2%		
<b>635</b>	<b>3.2%</b>	<b>624</b>	<b>3.0%</b>	<b>11</b>	<b>0.2</b>	<b>3</b>	<b>0.2</b>	<b>632</b>	<b>3.0%</b>		
<b>230</b>	<b>1.2%</b>	<b>284</b>	<b>1.4%</b>	<b>(54)</b>	<b>(0.2)</b>	<b>(409)</b>	<b>(1.8)</b>	<b>639</b>	<b>3.0%</b>		

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

OCTOBER (10/02/16 - 10/29/16)										FY 15-16	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,251		3,465		(214)	(6.2%)	(665)	(17.0%)	3,916			
1,786		1,743		43	2.5%	156	9.6%	1,630			
403		354		49	13.8%	59	17.2%	344			
135		121		14	11.6%	17	14.4%	118			
<b>5,575</b>		<b>5,683</b>		<b>(108)</b>	<b>(1.9%)</b>	<b>(433)</b>	<b>(7.2%)</b>	<b>6,008</b>			
1,245	38.3%	1,272	36.7%	(27)		156		1,401	35.8%		
1,295	72.5%	1,246	71.5%	49	1.0	118	0.3	1,177	72.2%		
402	99.8%	354	100.0%	48	(0.2)	58	(0.2)	344	100.0%		
86	63.7%	72	59.5%	14	4.2	18	6.1	68	57.6%		
<b>3,028</b>	<b>54.3%</b>	<b>2,944</b>	<b>51.8%</b>	<b>84</b>	<b>2.5</b>	<b>38</b>	<b>4.5</b>	<b>2,990</b>	<b>49.8%</b>		
759	23.3%	771	22.3%	12	(1.0)	9	(3.7)	768	19.6%		
909	50.9%	866	49.7%	(43)	(1.2)	(95)	(1.0)	814	49.9%		
187	46.4%	170	48.0%	(17)	1.6	(23)	1.3	164	47.7%		
113	83.7%	121	100.0%	8	16.3	(4)	8.7	109	92.4%		
<b>1,968</b>	<b>35.3%</b>	<b>1,928</b>	<b>33.9%</b>	<b>(40)</b>	<b>(1.4)</b>	<b>(113)</b>	<b>(4.4)</b>	<b>1,855</b>	<b>30.9%</b>		
486	14.9%	501	14.5%	(15)	0.4	(147)	(1.3)	633	16.2%		
385	21.6%	380	21.8%	5	(0.2)	22	(0.7)	363	22.3%		
215	53.3%	183	51.7%	32	1.6	36	1.3	179	52.0%		
(27)	(20.0%)	(49)	(40.5%)	22	20.5	14	14.7	(41)	(34.7%)		
<b>1,059</b>	<b>19.0%</b>	<b>1,015</b>	<b>17.9%</b>	<b>44</b>	<b>1.1</b>	<b>(75)</b>	<b>0.1</b>	<b>1,134</b>	<b>18.9%</b>		
525	16.1%	565	16.3%	40	0.2	30	(1.9)	555	14.2%		
401	22.5%	397	22.8%	(4)	0.3	(23)	0.7	378	23.2%		
91	22.6%	89	25.1%	(2)	2.5	(30)	(4.9)	61	17.7%		
89	65.9%	97	80.2%	8	14.3	8	16.3	97	82.2%		
<b>1,106</b>	<b>19.8%</b>	<b>1,148</b>	<b>20.2%</b>	<b>42</b>	<b>0.4</b>	<b>(15)</b>	<b>(1.6)</b>	<b>1,091</b>	<b>18.2%</b>		
(40)	(0.7%)	(64)	(1.1%)	24	0.4	(118)	(2.0)	78	1.3%		
(16)	(0.3%)	(17)	(0.3%)	1	0.0	(1)	(0.1)	(15)	(0.2%)		
124	2.2%	94	1.7%	30	0.5	6	0.2	118	2.0%		
(115)	(2.1%)	(146)	(2.6%)	31	0.5	23	0.2	(138)	(2.3%)		
<b>(47)</b>	<b>(0.8%)</b>	<b>(133)</b>	<b>(2.3%)</b>	<b>86</b>	<b>1.5</b>	<b>(90)</b>	<b>(1.5)</b>	<b>43</b>	<b>0.7%</b>		
(5)	(0.1%)	0	0.0%	(5)	(0.1)	(5)	(0.1)	0	0.0%		
13	0.2%	14	0.2%	(1)	0.0	(7)	(0.1)	20	0.3%		
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.0	(37)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
231	4.1%	231	4.1%	0	0.0	5	0.3	226	3.8%		
<b>204</b>	<b>3.7%</b>	<b>210</b>	<b>3.7%</b>	<b>(6)</b>	<b>0.0</b>	<b>(5)</b>	<b>0.2</b>	<b>209</b>	<b>3.5%</b>		
<b>157</b>	<b>2.8%</b>	<b>77</b>	<b>1.4%</b>	<b>80</b>	<b>1.4</b>	<b>(95)</b>	<b>(1.4)</b>	<b>252</b>	<b>4.2%</b>		
<b>GROSS INCOME</b>											
UCLA Store										14,345	
UCLA Restaurants										3,957	
Services Division										1,039	
UCLA Student Union										377	
<b>TOTAL</b>										<b>19,718</b>	
<b>GROSS MARGIN</b>											
UCLA Store										4,592	32.0%
UCLA Restaurants										2,822	71.3%
Services Division										1,037	99.8%
UCLA Student Union										242	64.2%
<b>TOTAL</b>										<b>8,693</b>	<b>44.1%</b>
<b>TOTAL CONTROLLABLES</b>											
UCLA Store										2,594	18.1%
UCLA Restaurants										2,417	61.1%
Services Division										482	46.4%
UCLA Student Union										345	91.5%
<b>TOTAL</b>										<b>5,838</b>	<b>29.6%</b>
<b>CONTRIBUTION</b>											
UCLA Store										1,998	13.9%
UCLA Restaurants										405	10.2%
Services Division										555	53.4%
UCLA Student Union										(103)	(27.3%)
<b>TOTAL</b>										<b>2,855</b>	<b>14.5%</b>
<b>ALLOCATED EXPENSES</b>											
UCLA Store										1,767	12.3%
UCLA Restaurants										1,027	26.0%
Services Division										201	19.3%
UCLA Student Union										265	70.3%
<b>TOTAL</b>										<b>3,260</b>	<b>16.5%</b>
<b>NET INCOME (LOSS) FROM OPERATIONS</b>											
UCLA Store										230	1.2%
UCLA Restaurants										(622)	(3.2%)
Services Division										355	1.8%
UCLA Student Union										(368)	(1.9%)
<b>TOTAL</b>										<b>(405)</b>	<b>(2.1%)</b>
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)										9	0.0%
Interest Income										37	0.2%
Interest (Expense)										(105)	(0.5%)
Income Taxes										0	0.0%
Student Union Fee Income										694	3.5%
<b>TOTAL</b>										<b>635</b>	<b>3.2%</b>
<b>NET INCOME (LOSS)</b>										<b>230</b>	<b>1.2%</b>

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YTD 3 MONTHS (07/31/16 - 10/29/16)										**	
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1,037	99.8%	981	100.0%	56	(0.2)	(26)	0.0	1,063	99.8%		
242	64.2%	174	56.7%	68	7.5	76	7.4	166	56.8%		
<b>8,693</b>	<b>44.1%</b>	<b>8,944</b>	<b>42.6%</b>	<b>(251)</b>	<b>1.5</b>	<b>(174)</b>	<b>2.0</b>	<b>8,867</b>	<b>42.1%</b>		
2,594	18.1%	2,652	16.9%	58	(1.2)	(44)	(1.9)	2,550	16.2%		
2,417	61.1%	2,427	60.0%	10	(1.1)	(91)	(2.7)	2,326	58.4%		
482	46.4%	486	49.5%	4	3.1	57	4.2	539	50.6%		
345	91.5%	347	113.0%	2	21.5	(26)	17.7	319	109.2%		
<b>5,838</b>	<b>29.6%</b>	<b>5,912</b>	<b>28.1%</b>	<b>74</b>	<b>(1.5)</b>	<b>(104)</b>	<b>(2.4)</b>	<b>5,734</b>	<b>27.2%</b>		
1,998	13.9%	2,273	14.5%	(275)	(0.6)	(252)	(0.4)	2,250	14.3%		
405	10.2%	437	10.8%	(32)	(0.6)	(107)	(2.7)	512	12.9%		
555	53.4%	495	50.5%	60	2.9	30	4.1	525	49.3%		
(103)	(27.3%)	(173)	(56.4%)	70	29.1	49	24.8	(152)	(52.1%)		
<b>2,855</b>	<b>14.5%</b>	<b>3,032</b>	<b>14.4%</b>	<b>(177)</b>	<b>0.1</b>	<b>(280)</b>	<b>(0.4)</b>	<b>3,135</b>	<b>14.9%</b>		
1,767	12.3%	1,852	11.8%	85	(0.5)	(54)	(1.4)	1,713	10.9%		
1,027	26.0%	1,007	24.9%	(20)	(1.1)	(40)	(1.2)	987	24.8%		
201	19.3%	240	24.5%	39	5.2	(36)	(3.8)	165	15.5%		
265	70.3%	273	88.9%	8	18.6	(2)	19.8	263	90.1%		
<b>3,260</b>	<b>16.5%</b>	<b>3,372</b>	<b>16.0%</b>	<b>112</b>	<b>(0.5)</b>	<b>(132)</b>	<b>(1.6)</b>	<b>3,128</b>	<b>14.9%</b>		
230	1.2%	422	2.0%	(192)	(0.8)	(307)	(1.4)	537	2.6%		
(622)	(3.2%)	(571)	(2.7%)	(51)	(0.5)	(147)	(0.9)	(475)	(2.3%)		
355	1.8%	255	1.2%	100	0.6	(5)	0.1	360	1.7%		
(368)	(1.9%)	(446)	(2.1%)	78	0.2	47	0.1	(415)	(2.0%)		
<b>(405)</b>	<b>(2.1%)</b>	<b>(340)</b>	<b>(1.6%)</b>	<b>(65)</b>	<b>(0.5)</b>	<b>(412)</b>	<b>(2.1)</b>	<b>7</b>	<b>0.0%</b>		
9	0.0%	0	0.0%	9	0.0	(10)	(0.1)	19	0.1%		
37	0.2%	35	0.2%	2	0.0	(8)	0.0	45	0.2%		
(105)	(0.5%)	(105)	(0.5%)	0	0.0	6	0.0	(111)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
694	3.5%	694	3.3%	0	0.2	15	0.3	679	3.2%		
<b>635</b>	<b>3.2%</b>	<b>624</b>	<b>3.0%</b>	<b>11</b>	<b>0.2</b>	<b>3</b>	<b>0.2</b>	<b>632</b>	<b>3.0%</b>		
<b>230</b>	<b>1.2%</b>	<b>284</b>	<b>1.4%</b>	<b>(54)</b>	<b>(0.2)</b>	<b>(409)</b>	<b>(1.8)</b>	<b>639</b>	<b>3.0%</b>		

ASUCLA  
P/L Reconciliation  
Oct-16

<i>Financial Analysis</i>	\$000's
	Oct-16
<b>Budgeted Net Income/(Loss)</b>	<b>\$77</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear above plan due to UCLA Family Weekend stronger than anticipated and strong One Day Sale with liquidation of aged adidas product and mild weather	13
E-Commerce below plan due to weak Score Big resulting from diminished fan enthusiasm	(24)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites, (requisitions, titles requested are down over last year)	(7)
CRS above plan due to department orders higher than plan	20
Computer Store below as the demand for un-released new Apple MacBooks is holding back both individual and institutional purchases	(25)
Total Wages above plan (mostly student)	(6)
Other, positive controllables (mostly employee benefits and freight out)	14
Total Contribution	(15)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	23
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned	(7)
Northern Lights below plan due to lower sales (small amounts each day)	(6)
North Campus Student CTR above plan due to several menu mix changes to add variety and make best advantage of various seasonal pricing on certain raw ingredients	6
CSSC below plan due to general declining pattern for this area and budgeted increase for pizza concept not yet executed	(12)
Taco Bell above plan due to A-level customer traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	6
Cooperage above plan as we had not budgeted for being open Saturday 10/8 for UCLA Open House	5
Catering above plan due to timing for some additional events	11
Concessions above plan mostly due to timing for several sports events that were budgeted to occur next month	14
Total Wages above plan	(46)
Other, positive controllables (\$3K) and small positive margins in various other areas	11
Total Contribution	5
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing International below plan (the Japan program has not performed as well recently as in prior years)	(10)
Licensing Domestic above plan due to timing with negative future offsets (one contributing factor is expectations of declining adidas royalties as retailers prepare to discontinue this program)	48
Leased Ops above plan mostly due to income from the transfer center for September (partial) and October (expense to fund Student Media is reported in A&SS)	13
Other, negative controllables mostly Licensing	(19)
Total Contribution	32
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops. above plan due mostly to timing of events that were budgeted in period 2 and period 4 (thus some negative offset next month)	16
AU Post Office below plan due to downturn for international sales	(1)
Total wages below plan	3
Other, positive controllables	4
Total Contribution	22
<b>Allocated Expenses and Other</b>	
A&SS on plan	0
Maintenance below plan: positive career wages (unrealized budgeted increase for contract agreement and timing related to budget calculations) and positive employee benefits	20
Utilities lower than plan due to efficiencies in running pumps and air handling units	9
Depreciation lower than plan due to timing of capital expenditures	13
Other	(6)
Total	36
<b>Actual Net Income/(Loss)</b>	<b>\$157</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>\$284</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to Rose Bowl Sales lower than anticipated and less campus visitor traffic associated with the opening of the Luskin Conference Center	(36)
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(13)
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(38)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(51)
Course Reader Solutions below plan: courses shifting to content posted on course websites, several key classes opted for no reader and higher shift to lower-priced digital titles	(34)
Bookzone below plan due to lower department sales, specifically library	(25)
Computer Store below plan due to continued decline in institutional sales and general softness in Apple Promo sales	(99)
Luvallé Books below plan due to decline in same titles sales compared to last year in New Text for Law rush, and Used Text average unit price lower than last year	(46)
Total Wages lower than plan, mostly student	11
Other, positive controllables mostly employee benefits, freight out	56
Total Contribution	(275)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	12
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned for this location	(11)
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(31)
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	10
Catering below plan due to aggressive budget which planned for new growth of sales	(35)
Concessions above plan (much of this is timing for several sports events budgeted to occur next month)	17
Total Wages above plan	(36)
Other, positive controllables mostly employee benefits, advertising, paper	42
Total Contribution	(32)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan due to timing	51
Licensing International below plan	(9)
Leased Ops above plan mostly due to income from September (partial) and October for the transfer center (expense to fund Student Media in A&SS)	11
Photography above plan due to additional bookings	3
Other, positive controllables mostly Licensing	4
Total Contribution	60
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops above plan due to new clients and increased spending (budget based on historical sales understated based on prior year Special Olympics cancellations)	68
Total Wages lower than plan	5
Other, negative controllables	(3)
Total Contribution	70
<b>Allocated Expenses and Other</b>	
A&SS below plan	5
Maintenance below plan (mostly positive capitalized wages and employee benefits)	61
Utilities below plan	6
Depreciation lower than plan due to timing of capitals	40
Various positive non-recurrent	11
Total	123
<b>Actual Net Income/(Loss)</b>	<b>\$230</b>

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

	Current Month October 2016	Prior Month September 2016	Prior Year July 2016
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,800	\$11,965	\$11,907
Accounts receivable	4,642	4,352	3,303
Less: Allowance for doubtful accounts	(446)	(436)	(423)
Accounts receivable, net	4,196	3,916	2,880
Student fees receivable	1,333	1,102	639
Inventories	6,213	6,336	6,303
Prepaid expenses and other current assets	239	249	331
Total current assets	23,781	23,568	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,805	69,763	69,501
Less: Accumulated depreciation	(46,708)	(46,505)	(46,101)
Total long term assets	23,297	23,458	23,600
<b>TOTAL ASSETS</b>	<b>\$47,078</b>	<b>\$47,026</b>	<b>\$45,660</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$5,381	\$6,800	\$5,380
Wages and payroll taxes payable	3,226	2,644	3,359
Sales tax payable & other liabilities	1,341	1,073	762
Interest payable	194	159	89
Deferred income	961	570	349
Funds held for others	149	110	119
Current portion of long term debt	798	799	799
Total current liabilities	12,050	12,155	10,857
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
<b>TOTAL LIABILITIES</b>	<b>20,845</b>	<b>20,950</b>	<b>19,652</b>
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	225	68	(197)
Ending Balance	26,233	26,076	26,008
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$47,078</b>	<b>\$47,026</b>	<b>\$45,660</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$157  
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
    Depreciation 203  
(Increase)/decrease in current assets:  
    Accounts receivable (280)  
    Student fees receivable (231)  
    Inventories 123  
    Prepaid expenses and other current assets 10  
Increase/(decrease) in current liabilities:  
    Accounts payable (1,419)  
    Sales tax payable & other liabilities 268  
    Wages and payroll taxes payable 582  
    Interest payable 35  
    Deferred Income 391  
    Funds held for others 39  
  
Net cash provided/(used) by operating activities **(122)**

**CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:**

Purchase of property, equipment and improvements (43)  
Change in capital projects in progress 0  
  
Net cash used in investing activities **(43)**

**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
	\$157	\$230	\$639
	203	607	579
	(280)	(1,318)	(920)
	(231)	(695)	(679)
	123	90	(665)
	10	92	75
	(1,419)	1	1,710
	268	578	663
	582	(134)	(471)
	35	105	111
	391	611	488
	39	30	73
	<b>(122)</b>	<b>197</b>	<b>1,603</b>
	(43)	(304)	(433)
	0	0	0
	<b>(43)</b>	<b>(304)</b>	<b>(433)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(165)</b>	<b>(107)</b>	<b>1,170</b>
	<b>11,965</b>	<b>11,907</b>	<b>11,434</b>
	<b>\$11,800</b>	<b>\$11,800</b>	<b>\$12,604</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	\$11,800
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(300)
New Store POS System	(250)
KH Coffeehouse Patio Membrane	(186)
AU TFC Expansion Joint and Pavers	(170)
Subtotal	(1,688)
Adjustment for Cash Overdraft Entry	(1,197)
Uncommitted Cash	8,915
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>12,757</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$3,842)</b>

ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2016-2017 October 2016

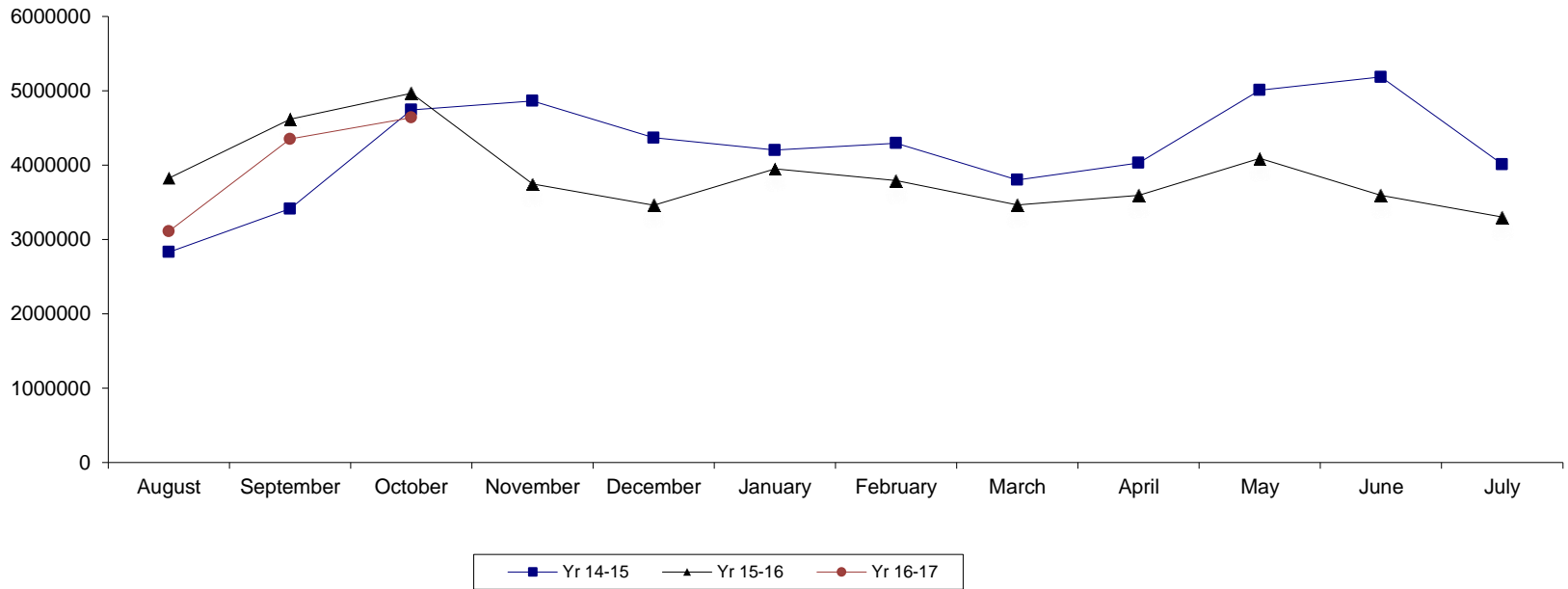
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2016-001 Store General Replacement	30.0	0.0	2.9	2.9	27.1		0.0	In Progress
2016-002 CRS Copier	50.0	0.0	47.6	47.6	2.4		0.0	Completed Awaiting Invoice
2016-003 Store Copiers	25.0	0.0	4.1	4.1	20.9		0.0	In Progress
2016-027 Custom Shop	0.0	32.8	0.0	32.8	27.2		60.0	In Progress
<b>Total Store/Services</b>	<b>105.0</b>	<b>32.8</b>	<b>54.6</b>	<b>87.4</b>	<b>77.6</b>	<b>0.0</b>	<b>60.0</b>	
<b>Food Service</b>								
2016-004 FS Miscellaneous and Unanticipated	50.0	2.8	21.1	23.9	26.1		0.0	In Progress
2016-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-006 CSSC Pizza Concept	300.0	0.0	0.0	0.0	0.0	300.0	0.0	Pending
2016-007 Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-008 Coffeeshouse Turbo Chef ovens	30.0	0.0	28.6	28.6	1.4		0.0	In Progress
<b>Total Food Services</b>	<b>410.0</b>	<b>2.8</b>	<b>49.7</b>	<b>52.5</b>	<b>27.5</b>	<b>330.0</b>	<b>0.0</b>	
<b>Technology</b>								
2016-009 Printer Replacement	10.0	1.7	1.8	3.5	6.5		0.0	In Progress
2016-010 Network Infrastructure Upgrade	150.0	0.0	146.3	146.3	3.7		0.0	In Progress
2016-011 New Store POS system	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2016-012 UPS replacement for all data closets	30.0	0.0	31.6	31.6	0.0		1.6	Completed Awaiting Invoice
2016-013 Misc. Hardware/Software Upgrades	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
<b>Total Technology</b>	<b>445.0</b>	<b>1.7</b>	<b>179.7</b>	<b>181.4</b>	<b>10.2</b>	<b>255.0</b>	<b>1.6</b>	
<b>Others</b>								
2016-014 Maintenance Truck	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-015 Fac. Misc. Remodels	60.0	8.8	0.0	8.8	51.2		0.0	In Progress
2016-016 AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending
2016-017 AU Grand Ballroom Door Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-018 AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending
2016-019 Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-020 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-021 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-022 Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2016-023 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-024 MCO Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-025 Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2016-026 EDO Copier	7.0	0.0	8.9	8.9	0.0		1.9	Completed Awaiting Invoice
2016-028 SUO Exterior Trash/Recycling Receptacles	0.0	0.0	0.0	0.0	90.0		90.0	In Progress
2016-029 Computer Server Room Electronic Locks	0.0	0.0	0.0	0.0	12.0		12.0	In Progress
<b>Total Others</b>	<b>572.0</b>	<b>8.8</b>	<b>8.9</b>	<b>17.7</b>	<b>153.2</b>	<b>505.0</b>	<b>103.9</b>	
<b>Total Current Year Projects</b>	<b>1,532.0</b>	<b>46.1</b>	<b>292.9</b>	<b>339.0</b>	<b>268.5</b>	<b>1,090.0</b>	<b>165.5</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

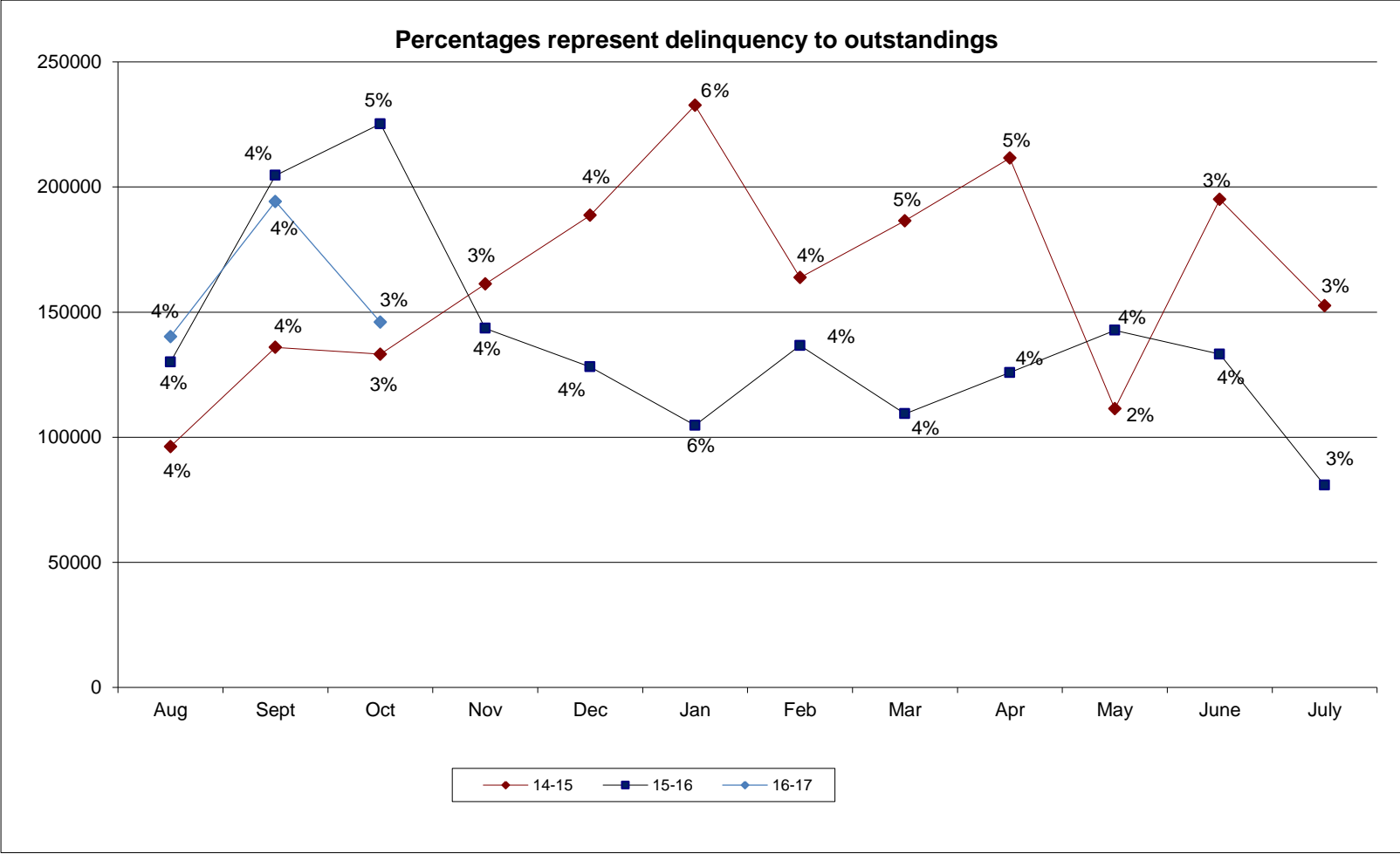
10/29/2016	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$880,934	21%	\$102,144	48%	\$13,218	54%	\$17,390	28%	\$8,487	25%	\$8,443	34%	\$1,030,616	22%
ASUCLA PUBLICATIONS		\$304,559	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$304,559	7%
ASUCLA USA/GSA		\$77,943	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,943	2%
DUE FROM VENDORS		\$178,145	4%	\$10,849	5%	\$2,044	8%	\$41,022	67%	\$25,687	74%	\$17,125	68%	\$274,872	6%
DENTAL KITS		\$480,615	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$480,615	10%
OTHER		\$2,359,162	55%	\$100,563	47%	\$9,299	38%	\$3,322	5%	\$417	1%	(\$487)	-2%	\$2,472,276	53%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,281,358</b>	<b>100%</b>	<b>\$213,556</b>	<b>100%</b>	<b>\$24,561</b>	<b>100%</b>	<b>\$61,734</b>	<b>100%</b>	<b>\$34,591</b>	<b>100%</b>	<b>\$25,081</b>	<b>100%</b>	<b>\$4,640,881</b>	<b>100%</b>
		92%		5%		0%		1%		1%		1%		100%	
10/1/2016	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$765,608	19%	\$93,104	78%	\$59,866	76%	\$28,158	50%	\$1,456	5%	\$7,463	27%	\$955,655	22%
ASUCLA PUBLICATIONS		\$311,909	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$311,909	7%
ASUCLA USA/GSA		\$67,268	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,268	2%
DUE FROM VENDORS		\$178,393	4%	\$965	1%	\$14,175	18%	\$23,546	42%	\$29,874	93%	\$19,915	72%	\$266,868	6%
DENTAL KITS		\$717,347	18%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$717,347	16%
OTHER		\$1,998,488	49%	\$24,448	21%	\$4,436	6%	\$4,320	8%	\$704	2%	\$339	1%	\$2,032,735	47%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,039,013</b>	<b>100%</b>	<b>\$118,517</b>	<b>100%</b>	<b>\$78,477</b>	<b>100%</b>	<b>\$56,024</b>	<b>100%</b>	<b>\$32,034</b>	<b>100%</b>	<b>\$27,717</b>	<b>100%</b>	<b>\$4,351,782</b>	<b>100%</b>
		93%		3%		1%		1%		1%		1%		100%	
8/27/2016	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$630,983	22%	\$95,321	57%	\$35,379	45%	\$2,945	84%	\$6,660	16%	\$2,635	11%	\$773,923	24%
ASUCLA PUBLICATIONS		\$257,544	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$257,544	8%
ASUCLA USA/GSA		\$60,672	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$60,672	2%
DUE FROM VENDORS		\$456,603	16%	\$34,035	20%	\$19,340	24%	(\$3,123)	-89%	\$31,399	77%	\$20,932	88%	\$559,186	17%
DENTAL KITS		\$83,012	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,012	3%
OTHER		\$1,400,466	49%	\$39,471	23%	\$24,231	31%	\$3,701	105%	\$2,796	7%	\$317	1%	\$1,470,982	46%
<b>TOTAL CURRENT MONTH</b>		<b>\$2,889,280</b>	<b>100%</b>	<b>\$168,827</b>	<b>100%</b>	<b>\$78,950</b>	<b>100%</b>	<b>\$3,523</b>	<b>100%</b>	<b>\$40,855</b>	<b>100%</b>	<b>\$23,884</b>	<b>100%</b>	<b>\$3,205,319</b>	<b>100%</b>
		91%		5%		2%		0%		1%		1%		100%	

## Total Aged Accounts Receivable Balances

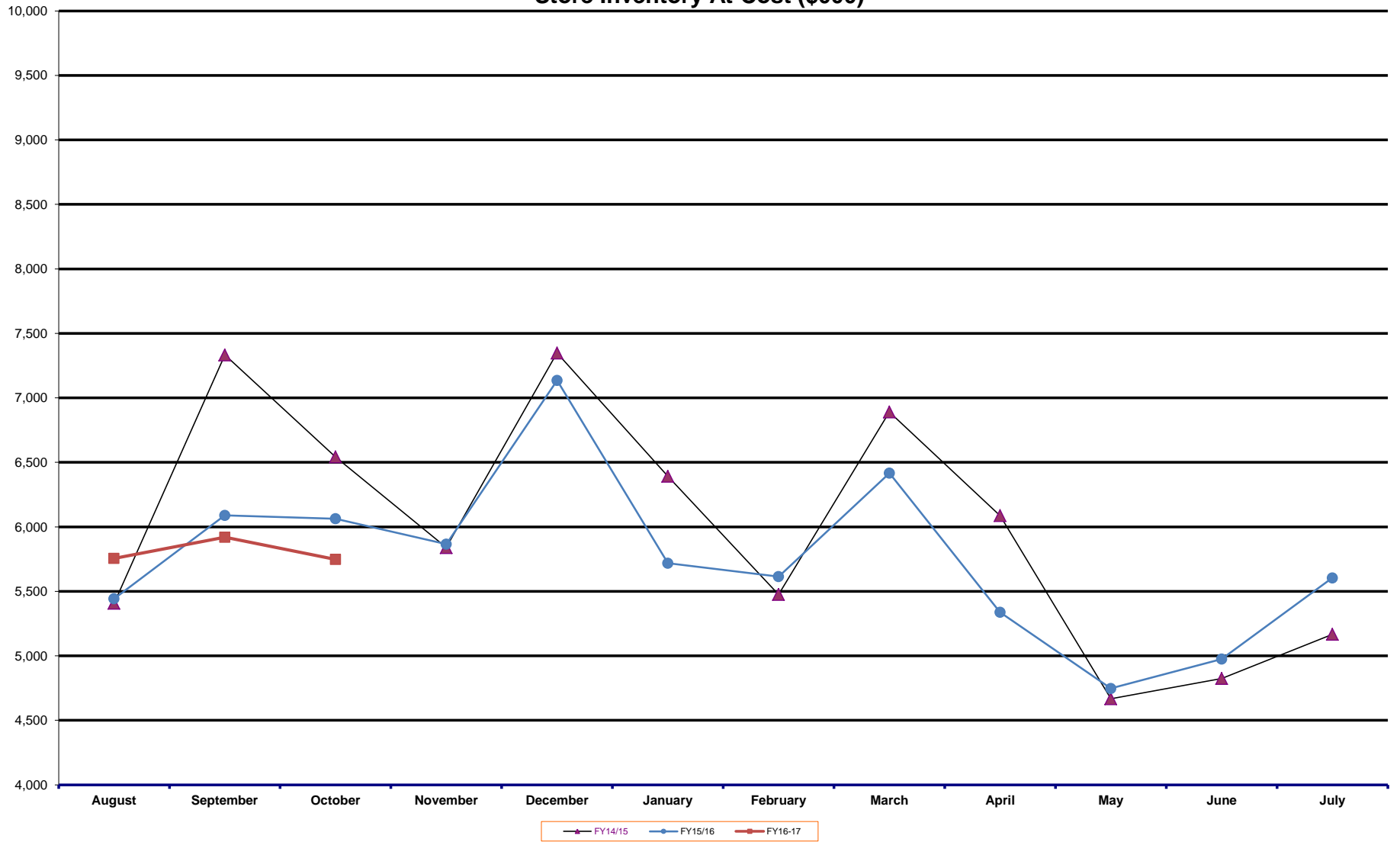
12 Month History  
Aug 14 to Oct 16



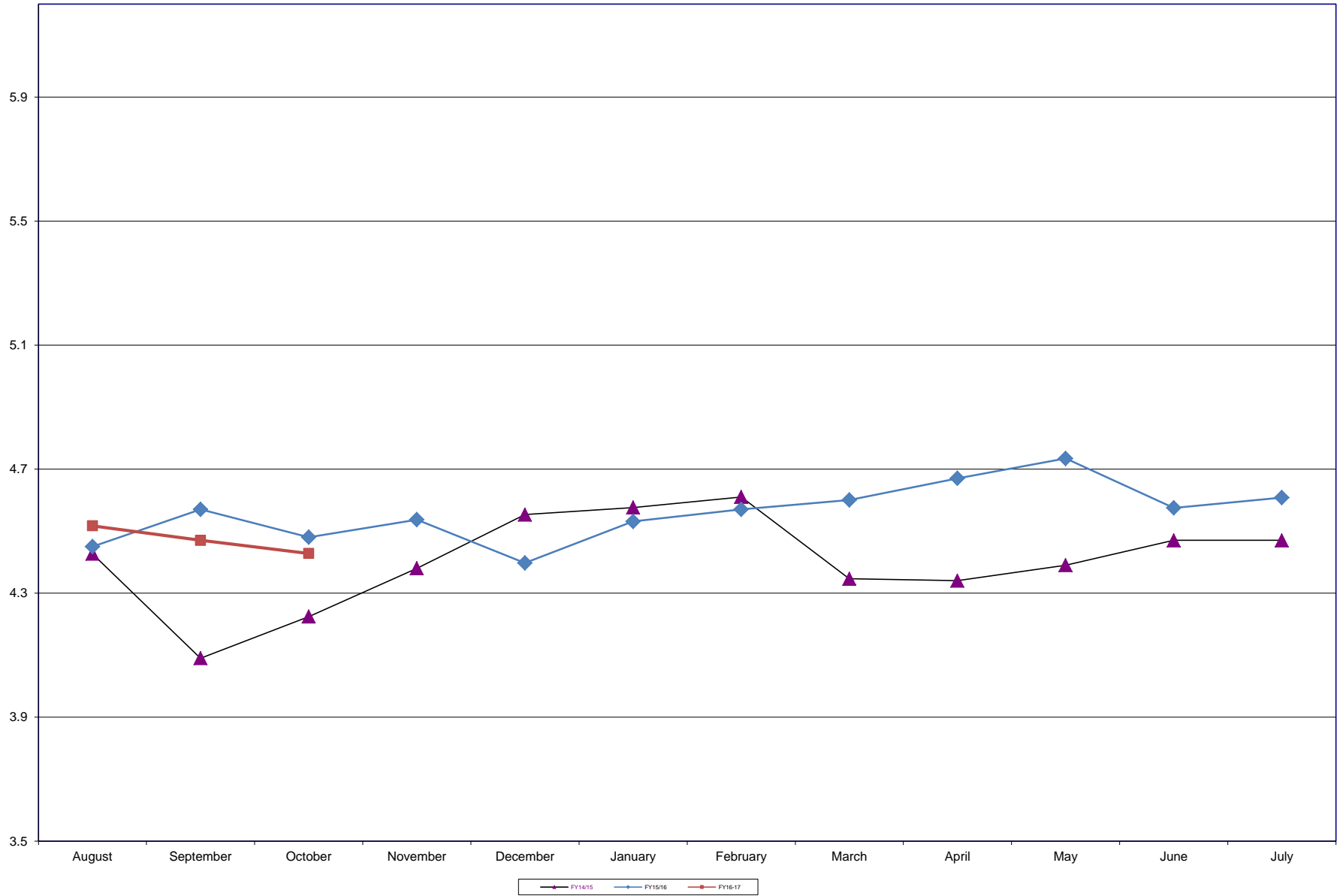
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,032,628	1,273,591	<240,963>	5,643,247	6,865,318	<1,222,071>	1,835,176	6,941,138
1,459,963	1,395,436	64,527	4,106,771	4,178,549	<71,778>	1,218,283	3,827,055
151,243	135,000	16,243	313,800	255,987	57,813	133,778	233,535
178,235	194,961	<16,726>	772,621	904,390	<131,769>	219,973	873,356
110,082	150,000	<39,918>	413,385	475,000	<61,615>	158,645	470,076
233,194	213,647	19,547	2,859,988	2,748,462	111,526	198,899	2,933,229
3,165,344	3,362,635	<197,291>	14,109,812	15,427,706	<1,317,894>	3,764,754	15,278,389
1,990,339	2,178,954	188,615	9,695,119	10,692,323	997,204	2,498,015	10,843,458
4,084	4,040	<44>	21,024	22,620	1,596	7,899	26,085
7,801	7,565	<236>	21,236	22,080	844	5,986	18,937
701	630	<71>	1,427	1,200	<227>	623	1,075
863	920	57	4,133	4,400	267	1,400	5,059
0	0	0	0	0	0	0	<533>
1,614	1,130	<484>	10,035	10,050	15	1,100	10,444
15,063	14,285	<778>	57,855	60,350	2,495	17,009	61,068
2,005,401	2,193,239	187,838	9,752,974	10,752,673	999,699	2,515,024	10,904,525
62.9	64.8	1.9	68.7	69.3	0.6	66.4	71.0
1,159,943	1,169,396	<9,453>	4,356,838	4,675,033	<318,195>	1,249,730	4,373,864
37.1	35.2	1.9	31.3	30.7	0.6	33.7	29.0
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.5	0.4
36.7	34.8	1.9	30.9	30.3	0.6	33.2	28.6
21.6	18.2	3.4	20.9	20.1	0.8	20.1	18.1
45.6	46.9	<1.3>	49.1	49.6	<0.5>	49.2	50.0
41.0	40.5	0.5	42.2	40.4	1.8	40.8	41.1
40.2	39.3	0.9	31.3	32.0	<0.7>	36.2	30.6
48.9	48.1	0.8	51.3	51.4	<0.2>	47.2	51.4
36.0	37.2	<1.3>	20.1	21.4	<1.3>	36.9	20.6
85,201	102,298	<17,097>	234,910	250,288	<15,378>	151,545	426,011
1,245,144	1,271,694	<26,550>	4,591,748	4,925,321	<333,573>	1,401,275	4,799,875
250,454	254,142	3,688	760,029	767,667	7,638	247,081	745,141
0	0	0	0	0	0	2,367	3,599
196,522	187,305	<9,217>	589,128	592,266	3,138	166,103	530,157
446,976	441,447	<5,529>	1,349,157	1,359,933	10,776	415,550	1,278,897
14.1	13.1	<1.0>	9.6	8.8	<0.8>	11.0	8.4
137,766	145,793	8,027	413,573	440,706	27,133	137,046	411,970
6,882	6,140	<742>	28,415	27,605	<810>	7,679	31,630
11,147	12,528	1,381	32,418	37,464	5,046	12,023	38,541
0	0	0	0	0	0	80	240
19	12	<7>	59	36	<23>	20	62
135	350	215	4,509	3,900	<609>	426	3,542
0	0	0	800	800	0	0	800
3,955	5,600	1,645	18,721	19,000	279	6,678	19,016
16,060	27,071	11,011	67,786	83,541	15,755	27,494	77,646
1,000	1,000	0	3,000	3,000	0	904	2,706
<3>	0	3	26	0	<26>	0	0
15,293	16,670	1,377	102,478	103,970	1,492	19,450	103,108
<4,239>	<650>	3,589	<12,312>	<4,650>	7,662	<1,150>	<6,218>
158	35	<123>	190,235	190,105	<130>	73	190,161
8,296	5,088	<3,208>	23,774	20,168	<3,606>	6,393	27,220
70,657	65,699	<4,958>	231,374	233,889	2,515	72,849	234,157
1,972	0	<1,972>	3,581	0	<3,581>	1,152	4,532
224	0	<224>	5,628	0	<5,628>	<28>	1,542
0	0	0	<468>	0	468	255	1,273
595	0	<595>	1,785	1,144	<641>	547	1,114
265	0	<265>	1,779	1,200	<579>	<32>	1,168
11,532	11,750	218	36,469	35,050	<1,419>	16,604	36,026
0	0	0	2,862	0	<2,862>	174	<294>
3,401	4,600	1,199	5,866	7,800	1,934	4,850	8,008
6,137	6,137	0	24,647	24,648	1	11,682	23,439
0	1	1	0	3	3	0	0
20,550	21,250	700	58,084	62,771	4,687	27,277	59,929
311,801	329,074	17,273	1,245,089	1,292,150	47,061	352,447	1,271,319
758,777	770,521	11,744	2,594,246	2,652,083	57,837	767,997	2,550,216
486,367	501,173	<14,806>	1,997,502	2,273,238	<275,736>	633,278	2,249,659
37,418	38,993	1,575	119,592	121,756	2,164	33,120	94,748
126,654	134,374	7,720	463,531	478,458	14,927	130,062	436,647
58,599	69,249	10,650	231,056	248,585	17,529	67,493	213,269
27,483	29,399	1,916	98,612	103,809	5,197	29,302	100,668
109,048	105,335	<3,713>	346,269	348,834	2,565	103,463	329,610
76,892	86,145	9,253	236,300	250,746	14,446	93,559	255,122
30,328	34,463	4,135	98,948	97,561	<1,387>	39,897	108,788
57,876	67,404	9,528	173,517	202,212	28,695	58,518	175,422
524,299	565,362	41,063	1,767,825	1,851,961	84,136	555,415	1,714,276
<37,932>	<64,189>	26,257	229,677	421,277	<191,600>	77,863	535,383



UCLA RESTAURANTS  
INCOME STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
219,035	199,847	19,188	448,935	443,823	5,112	177,271	387,886
280,524	283,958	<3,434>	569,445	583,898	<14,453>	264,497	515,908
164,834	186,563	<21,729>	402,021	461,386	<59,365>	168,915	412,516
313,518	310,165	3,353	660,148	664,656	<4,508>	295,331	596,438
370,469	367,149	3,320	792,410	795,588	<3,178>	338,189	722,692
196,918	162,782	34,136	500,136	503,892	<3,756>	158,666	740,436
1,545,298	1,510,464	34,834	3,373,095	3,453,243	<80,148>	1,402,870	3,375,876
490,842	496,576	5,734	1,134,822	1,183,578	48,756	452,890	1,145,701
31.8	32.9	1.1	33.6	34.3	0.6	32.3	33.9
1,054,456	1,013,888	40,568	2,238,273	2,269,665	<31,392>	949,980	2,230,175
68.2	67.1	1.1	66.4	65.7	0.6	67.7	66.1
67.5	66.1	1.4	65.0	65.5	<0.5>	68.2	65.9
67.3	66.6	0.7	65.1	64.4	0.7	66.9	63.6
68.9	68.0	0.9	67.3	66.8	0.5	67.6	66.4
70.8	71.0	<0.2>	69.6	69.0	0.7	71.0	69.1
68.7	65.8	2.9	66.4	65.0	1.4	66.3	64.8
65.1	64.1	1.1	64.3	63.7	0.6	66.5	66.8
240,309	232,179	8,130	584,134	594,089	<9,955>	226,777	608,024
1,294,765	1,246,067	48,698	2,822,407	2,863,754	<41,347>	1,176,756	2,838,199
305,569	293,686	<11,883>	914,320	892,457	<21,863>	293,576	898,881
288,646	259,412	<29,234>	710,143	702,035	<8,108>	224,388	607,639
<45,344>	<50,047>	<4,703>	<112,900>	<119,020>	<6,120>	<51,165>	<118,865>
548,871	503,051	<45,820>	1,511,563	1,475,472	<36,091>	466,799	1,387,655
35.5	33.3	<2.2>	44.8	42.7	<2.1>	33.3	41.1
171,861	175,949	4,088	498,968	532,653	33,686	164,499	509,962
1,940	1,650	<290>	5,100	4,980	<120>	1,789	5,898
3,740	3,910	170	10,642	11,670	1,028	4,161	12,948
2,898	3,000	102	6,915	7,000	85	4,000	7,175
65,924	69,485	3,561	153,693	162,827	9,134	62,467	159,829
4.3	4.6	0.3	4.6	4.7	0.2	4.5	4.7
6,473	5,064	<1,409>	17,648	14,191	<3,457>	5,788	17,347
<11,031>	<10,500>	531	<30,946>	<31,500>	<554>	<11,079>	<27,457>
8,275	3,175	<5,100>	21,501	8,930	<12,571>	2,757	12,837
4,278	4,720	442	12,684	15,112	2,428	5,815	13,118
3,836	1,400	<2,436>	10,699	4,900	<5,799>	3,122	7,287
6,235	14,375	8,140	12,343	31,130	18,787	16,661	22,104
0	15	15	<0>	22	22	0	2
13,354	6,734	<6,620>	27,825	18,084	<9,741>	9,675	31,682
52,296	57,880	5,584	102,465	116,351	13,886	53,001	107,110
2,686	2,549	<137>	5,415	5,512	97	2,500	4,962
2,684	1,366	<1,318>	5,062	3,484	<1,578>	5,443	8,467
4	0	<4>	4	0	<4>	6	67
0	0	0	0	0	0	71	2,073
0	300	300	0	900	900	0	1,288
0	0	0	0	75	75	0	75
600	0	<600>	600	0	<600>	0	0
304	0	<304>	587	0	<587>	0	5,250
24,165	22,189	<1,976>	44,329	45,288	959	16,088	36,737
360,522	363,261	2,739	905,533	951,609	46,076	346,764	938,762
909,393	866,312	<43,081>	2,417,096	2,427,081	9,985	813,563	2,326,417
385,372	379,755	5,617	405,311	436,673	<31,362>	363,194	511,782
45,948	44,435	<1,513>	133,531	131,820	<1,711>	37,205	102,985
69,575	67,581	<1,994>	139,942	136,853	<3,089>	54,122	122,292
32,190	34,828	2,638	68,307	70,845	2,538	28,085	60,412
15,097	14,785	<312>	29,892	29,738	<154>	12,193	28,037
59,903	52,977	<6,926>	109,366	102,025	<7,341>	43,053	94,320
64,776	69,914	5,138	199,157	203,502	4,345	78,870	215,067
25,549	27,963	2,414	83,396	79,162	<4,234>	33,633	91,708
87,876	84,510	<3,366>	263,524	253,530	<9,994>	90,682	271,815
400,915	396,993	<3,922>	1,027,115	1,007,475	<19,640>	377,842	986,637
<15,543>	<17,238>	1,695	<621,804>	<570,802>	<51,002>	<14,649>	<474,855>
416,429	414,306	2,123	912,310	918,326	<6,016>	416,797	901,211
133,145	136,653	<3,508>	318,538	323,875	<5,337>	142,194	319,838
283,284	277,653	5,631	593,772	594,451	<679>	274,603	581,373
6.16	6.11	0.05	6.25	6.24	0.00	5.79	5.99
7.99	7.77	0.21	7.98	7.78	0.20	7.45	7.56
5.29	5.29	0.00	5.31	5.40	<0.09>	4.93	5.13
32,046	29,829	<2,217>	84,103	84,275	172	29,534	83,349
48.20	50.64	<2.44>	40.10	40.98	<0.88>	47.50	40.50

SERVICES DIVISION  
INCOME STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,793	18,700	<907>	47,868	42,680	5,188	18,764	40,692
17,793	18,700	<907>	47,868	42,680	5,188	18,764	40,692
572	150	<422>	2,519	550	<1,969>	324	1,281
17,221	18,550	<1,329>	45,350	42,130	3,220	18,439	39,411
96.8	99.2	<2.4>	94.7	98.7	<4.0>	98.3	96.9
96.8	99.2	<2.4>	94.7	98.7	<4.0>	98.3	96.9
269,401	232,333	37,068	675,205	632,999	42,206	225,451	723,614
115,875	102,635	13,240	316,227	305,691	10,536	99,612	300,269
385,276	334,968	50,308	991,432	938,690	52,742	325,063	1,023,883
402,497	353,518	48,979	1,036,781	980,820	55,961	343,502	1,063,294
35,289	35,479	190	106,950	107,349	399	34,593	107,162
0	500	500	0	1,125	1,125	0	0
224	200	<24>	612	525	<87>	215	536
35,513	36,179	666	107,562	108,999	1,437	34,808	107,698
199.6	193.5	<6.1>	224.7	255.4	30.7	185.5	264.7
18,315	18,977	662	53,965	57,228	3,263	17,650	52,978
199	465	266	1,129	1,400	271	120	556
620	680	60	1,701	2,140	439	943	2,406
39	60	21	159	180	21	25	31
17	0	<17>	2,017	10,000	7,983	5,000	7,078
442	0	<442>	442	0	<442>	0	0
2,000	2,000	<0>	3,500	3,500	<0>	2,000	3,500
562	1,250	688	1,722	3,750	2,028	694	7,687
0	336	336	0	816	816	336	816
4,000	1,600	<2,400>	<10,972>	3,200	14,172	0	0
2,083	12,083	10,000	6,249	26,249	20,000	2,083	6,249
250	550	300	3,585	1,650	<1,935>	0	250
1,100	2,300	1,200	8,789	6,900	<1,889>	4,226	8,023
13,230	16,125	2,895	35,190	36,375	1,185	15,630	20,802
22,207	17,500	<4,707>	55,621	50,500	<5,121>	16,101	62,512
28	0	<28>	56	0	<56>	0	0
86,878	60,392	<26,486>	210,851	172,613	<38,238>	64,548	258,090
151,970	134,318	<17,652>	374,006	376,501	2,495	129,356	430,977
187,483	170,497	<16,986>	481,568	485,500	3,932	164,164	538,674
215,014	183,021	31,993	555,213	495,320	59,893	179,338	524,620
2,973	3,195	222	9,573	9,791	218	2,774	7,983
15,135	13,248	<1,887>	35,381	32,169	<3,212>	10,988	29,186
7,266	7,068	<198>	18,041	17,241	<800>	5,925	14,906
3,408	3,000	<408>	7,814	7,225	<589>	2,573	6,970
13,522	10,751	<2,771>	28,261	24,629	<3,632>	9,083	23,039
30,781	32,517	1,736	59,057	94,647	35,590	16,596	45,254
12,141	13,014	873	24,313	36,842	12,529	7,077	19,297
6,035	5,764	<271>	18,105	17,292	<813>	6,097	18,290
91,261	88,557	<2,704>	200,544	239,836	39,292	61,113	164,925
123,753	94,464	29,289	354,669	255,484	99,185	118,225	359,695

UCLA STUDENT UNION  
INCOME STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
76,918	50,217	26,701	209,814	141,480	68,334	47,783	130,360
0	69	<69>	0	254	<254>	0	0
35,305	41,992	<6,687>	106,526	110,524	<3,998>	41,633	109,447
112,223	92,278	19,945	316,340	252,258	64,082	89,416	239,807
34,512	41,068	6,556	103,546	108,092	4,546	40,153	105,935
14,143	8,788	<5,355>	30,948	24,691	<6,257>	10,121	19,986
0	0	0	16	0	<16>	0	0
48,655	49,856	1,201	134,510	132,783	<1,727>	50,275	125,922
43.4	54.0	10.7	42.5	52.6	10.1	56.2	52.5
63,567	42,422	21,145	181,831	119,475	62,356	39,141	113,885
56.6	46.0	10.7	57.5	47.4	10.1	43.8	47.5
81.6	82.5	<0.9>	85.3	82.6	2.7	78.8	84.7
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	0.0
2.3	2.2	0.1	2.8	2.2	0.6	3.6	3.2
16,656	21,800	<5,144>	41,462	34,978	6,484	21,617	33,128
6,151	7,392	<1,241>	18,837	19,457	<620>	7,345	19,192
22,807	29,192	<6,385>	60,299	54,435	5,864	28,962	52,320
86,374	71,614	14,760	242,130	173,910	68,220	68,104	166,205
30,599	31,749	1,150	95,586	95,247	<339>	33,113	93,097
21,187	22,665	1,478	54,953	60,472	5,519	17,973	48,741
51,786	54,414	2,629	150,540	155,719	5,179	51,085	141,838
46.2	59.0	12.8	47.6	61.7	14.1	57.1	59.2
17,030	17,081	51	49,903	50,830	927	17,761	50,050
740	905	165	2,580	2,155	<425>	297	1,733
2,648	3,210	562	7,864	9,832	1,968	2,716	9,048
0	1,150	1,150	0	1,150	1,150	0	0
464	464	0	464	464	0	464	464
2,920	2,410	<510>	4,936	4,108	<828>	922	2,610
1,750	998	<752>	20,794	21,051	257	1,262	21,083
5,036	10,313	5,277	19,576	17,439	<2,137>	7,440	15,784
340	0	<340>	634	0	<634>	42	42
0	0	0	229	0	<229>	0	0
118	20	<98>	603	569	<34>	5	308
97	601	504	921	1,803	882	601	1,695
760	698	<62>	8,169	5,349	<2,820>	828	3,803
973	987	14	2,637	2,598	<39>	1,081	2,536
<32>	25	57	101	67	<34>	467	1,049
15,417	15,417	0	46,250	46,251	1	15,417	46,250
13,021	12,000	<1,021>	29,224	27,500	<1,724>	8,738	20,366
61,283	66,279	4,996	194,886	191,166	<3,720>	58,040	176,820
113,069	120,693	7,624	345,425	346,885	1,460	109,125	318,658
<26,694>	<49,079>	22,385	<103,296>	<172,975>	69,679	<41,021>	<152,453>
4,336	4,024	<312>	13,390	12,799	<591>	4,073	10,557
5,070	4,776	<294>	13,491	10,290	<3,201>	3,783	8,454
2,434	2,548	114	6,931	5,508	<1,423>	2,040	4,342
1,142	1,081	<61>	2,964	2,310	<654>	886	2,013
4,530	3,876	<654>	10,646	7,922	<2,724>	3,127	6,751
41,745	45,085	3,340	125,750	131,231	5,481	49,304	134,445
16,465	18,035	1,570	52,627	51,055	<1,572>	21,025	57,329
13,016	17,217	4,201	39,021	51,651	12,630	12,872	38,615
88,738	96,642	7,904	264,819	272,766	7,947	97,110	262,507
<115,432>	<145,721>	30,289	<368,115>	<445,741>	77,626	<138,131>	<414,961>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
296,682	312,259	15,577	892,958	936,125	43,167	287,949	868,009
0	300	300	0	900	900	0	0
30,902	38,358	7,456	91,987	105,153	13,166	30,014	104,272
327,585	350,917	23,332	984,945	1,042,178	57,233	317,963	972,282
5.9	6.2	0.3	5.0	5.0	<0.0>	5.3	4.6
15,000	1,915	<13,085>	15,178	1,915	<13,263>	1,859	1,859
2,000	0	<2,000>	4,000	2,060	<1,940>	0	2,000
142,726	154,873	12,147	427,303	464,010	36,707	141,948	418,497
5,740	7,140	1,400	22,469	24,233	1,764	8,091	23,557
7,738	9,107	1,369	23,094	27,103	4,009	8,234	25,074
610	874	264	2,181	2,683	502	635	2,363
2,723	2,100	<623>	3,975	7,044	3,069	949	2,218
0	0	0	417	0	<417>	0	0
356	590	234	3,723	1,770	<1,953>	243	528
188	703	515	1,402	2,109	707	0	701
1,729	743	<986>	6,675	5,196	<1,479>	723	4,148
105	0	<105>	143	965	822	0	937
294	386	92	1,006	1,158	152	651	1,496
<299>	<600>	<301>	<316>	<1,600>	<1,284>	<565>	<1,470>
327	50	<277>	117	150	33	0	384
0	2,550	2,550	5,561	7,650	2,089	3,085	8,447
1,061	1,460	399	3,183	4,231	1,048	1,429	4,058
1,545	1,545	0	4,635	4,635	0	1,500	4,500
5,413	6,815	1,402	27,287	20,779	<6,508>	4,068	16,766
1,041	1,272	231	3,806	3,816	10	479	1,438
10,552	12,684	2,132	39,021	38,052	<969>	11,094	34,816
0	57	57	0	168	168	0	0
7,582	7,582	0	15,911	15,911	0	7,361	15,447
41	40	<1>	52	120	68	<11>	<20>
19,169	15,734	<3,435>	57,507	47,202	<10,305>	14,303	42,910
8,511	4,263	<4,248>	34,089	13,098	<20,991>	3,285	10,156
1,396	1,408	12	4,187	4,224	37	1,383	4,148
10,033	10,313	280	30,573	30,939	366	9,976	30,390
2,400	350	<2,050>	4,103	1,050	<3,053>	1,035	3,465
9,607	10,111	504	28,822	30,333	1,511	9,167	27,501
661	1,583	922	1,571	4,749	3,178	12,000	13,950
10,047	11,090	1,043	37,919	42,410	4,491	10,767	41,174
87	3,087	3,000	1,311	5,017	3,706	2,997	4,870
4,241	4,326	85	12,860	12,778	<82>	4,200	11,726
3,249	3,600	351	9,746	10,800	1,054	3,004	9,068
7,635	7,635	0	22,905	22,905	0	7,635	22,905
15,650	0	<15,650>	47,129	0	<47,129>	0	0
12,075	0	<12,075>	12,075	0	<12,075>	0	0
13,296	13,669	373	39,760	41,007	1,247	13,401	40,203
15,202	17,053	1,851	18,331	17,900	<431>	16,556	17,379
339,730	316,108	<23,622>	973,711	918,570	<55,141>	301,482	847,587
667,315	667,025	<290>	1,958,655	1,960,748	2,093	619,445	1,819,869
18,041	19,462	1,421	52,357	56,649	4,292	20,140	54,920
7,116	7,784	668	21,888	22,037	149	8,589	23,419
19,449	21,653	2,204	57,988	64,959	6,971	12,545	32,490
44,606	48,899	4,293	132,233	143,645	11,412	41,274	110,829
711,921	715,924	4,003	2,090,889	2,104,393	13,504	660,719	1,930,698
<641,734>	<645,536>	<3,802>	<1,886,589>	<1,902,640>	<16,051>	<583,350>	<1,697,191>
<33,742>	<33,742>	0	<96,553>	<96,553>	0	<30,122>	<89,779>
<3,454>	<3,454>	0	<9,842>	<9,842>	0	<2,592>	<7,532>
<32,991>	<33,192>	<201>	<97,905>	<95,358>	2,547	<44,655>	<136,196>
<711,921>	<715,924>	<4,003>	<2,090,889>	<2,104,393>	<13,504>	<660,719>	<1,930,698>
0	0	0	<0>	0	0	0	0

MAINTENANCE DIVISION  
EXPENSE STATEMENT

OCT. 03(10/02/16-10/29/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
106,721	121,926	15,205	337,298	350,575	13,277	101,494	334,393
5,612	2,198	<3,414>	13,517	6,594	<6,923>	2,618	10,832
141	600	459	141	1,800	1,659	0	209
<470>	<660>	<190>	<1,556>	<1,820>	<264>	<584>	<2,243>
<7,041>	<7,228>	<187>	<21,963>	<21,837>	126	<6,222>	<19,967>
<7,820>	<4,000>	3,820	<31,073>	<12,000>	19,073	0	<4,520>
97,143	112,836	15,693	296,364	323,312	26,948	97,306	318,705
67,665	80,437	12,772	205,047	233,525	28,478	66,328	209,095
229	78	<151>	467	349	<118>	29	280
710	622	<88>	2,002	1,866	<136>	583	2,047
150	0	<150>	150	0	<150>	0	0
3,705	5,247	1,542	13,171	15,866	2,695	5,888	15,192
7,203	5,375	<1,828>	17,929	16,652	<1,277>	6,020	15,647
2,423	1,199	<1,224>	4,172	3,968	<204>	916	2,714
581	507	<74>	1,273	1,582	309	551	1,430
27,526	24,225	<3,301>	75,935	71,525	<4,410>	64,228	99,912
1,285	4,690	3,405	7,180	14,070	6,890	426	5,764
142	175	33	468	350	<118>	232	232
209	1,500	1,291	763	4,500	3,737	572	1,705
352	250	<102>	592	750	158	0	0
8,254	3,754	<4,500>	12,006	13,264	1,258	5,363	12,266
8,960	8,641	<319>	22,730	23,570	841	10,182	20,457
2,977	3,152	175	8,931	9,456	525	4,954	11,335
2,681	1,050	<1,631>	5,431	3,150	<2,281>	573	2,344
135,052	140,902	5,850	378,244	414,443	36,199	166,844	400,419
232,195	253,738	21,543	674,608	737,755	63,147	264,150	719,123
18,398	19,145	747	54,894	57,435	2,541	14,124	42,353
18,398	19,145	747	54,894	57,435	2,541	14,124	42,353
250,593	272,883	22,290	729,502	795,190	65,688	278,274	761,477
<214,193>	<233,663>	<19,470>	<620,264>	<680,129>	<59,865>	<238,328>	<649,889>
<7,673>	<7,673>	0	<23,019>	<23,019>	0	<6,994>	<20,982>
<3,009>	<3,009>	0	<9,027>	<9,027>	0	<2,742>	<8,226>
<7,677>	<9,075>	<1,398>	<24,835>	<26,362>	<1,527>	<10,070>	<27,460>
<18,041>	<19,463>	<1,422>	<52,357>	<56,653>	<4,296>	<20,140>	<54,920>
<250,593>	<272,883>	<22,290>	<729,502>	<795,190>	<65,688>	<278,274>	<761,477>
0	0	<0>	0	0	<0>	0	<0>

UTILITIES  
EXPENSE STATEMENT

OCT. 03(10/02/16-10/29/16)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
18,630	23,980	5,350	Chiller Water
62,420	67,528	5,108	Elec-Non Air Cond.
9,381	10,121	740	Water-Non Air Cond.
3,402	3,456	54	Steam-Non Air Cond.
3,717	2,964	<753>	Gas
1,550	1,551	1	Energy Management
99,100	109,600	10,500	TOTAL OTHER CONTROL.
99,100	109,600	10,500	TOTAL CONTROLLABLE EXP
<84,483>	<93,475>	<8,992>	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,260>	<1,260>	0	Allocated-GSA
<3,028>	<3,865>	<837>	Allocated-Comm Board
<7,116>	<7,786>	<670>	Allocated-A & SS
<99,100>	<109,600>	<10,500>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 16-17			FISCAL YEAR 15-16	
YTD 3 MO(07/31/16-10/29/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
70,088	71,913	1,825	26,478	82,296
188,733	188,962	229	74,349	193,002
26,659	27,989	1,330	10,224	28,471
6,447	10,060	3,613	4,618	11,970
8,429	7,449	<980>	2,365	7,066
4,651	4,653	2	1,292	3,876
305,007	311,026	6,019	119,326	326,681
305,007	311,026	6,019	119,326	326,681
<259,284>	<264,622>	<5,338>	<101,633>	<277,123>
<9,642>	<9,642>	0	<3,455>	<10,365>
<3,780>	<3,780>	0	<1,355>	<4,065>
<10,414>	<10,941>	<527>	<4,294>	<11,709>
<21,888>	<22,041>	<153>	<8,589>	<23,419>
<305,007>	<311,026>	<6,019>	<119,326>	<326,681>
<0>	0	0	0	0