

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
December (11/27/16 - 12/31/16)**

**Prepared  
January 18, 2017**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

DECEMBER (11/27/16 - 12/31/16)										FY 15-16	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,408		3,259		149	4.6%	(30)	(0.9%)	3,438			
961		1,006		(45)	(4.5%)	(155)	(13.9%)	1,116			
355		296		59	19.9%	66	22.8%	289			
76		106		(30)	(28.3%)	(21)	(21.6%)	97			
<b>4,800</b>		<b>4,667</b>		<b>133</b>	<b>2.8%</b>	<b>(140)</b>	<b>(2.8%)</b>	<b>4,940</b>			
977	28.7%	1,081	33.2%	(104)		(201)		1,178	34.3%		
699	72.7%	721	71.7%	(22)		(100)		799	71.6%		
355	100.0%	296	100.0%	59		66		289	100.0%		
27	35.5%	48	45.3%	(21)		(12)		39	40.2%		
<b>2,058</b>	<b>42.9%</b>	<b>2,146</b>	<b>46.0%</b>	<b>(88)</b>	<b>(3.1)</b>	<b>(247)</b>	<b>(3.8)</b>	<b>2,305</b>	<b>46.7%</b>		
559	16.4%	577	17.7%	18		(30)		529	15.4%		
672	69.9%	666	66.2%	(6)		(41)		631	56.5%		
60	16.9%	57	19.3%	(3)		(7)		53	18.3%		
63	82.9%	66	62.3%	3		(7)		56	57.7%		
<b>1,354</b>	<b>28.2%</b>	<b>1,366</b>	<b>29.3%</b>	<b>12</b>	<b>1.1</b>	<b>(85)</b>	<b>(2.5)</b>	<b>1,269</b>	<b>25.7%</b>		
175	5.1%	176	5.4%	1		22		197	5.7%		
109	11.3%	125	12.4%	16		24		133	11.9%		
117	33.0%	89	30.1%	(28)		(25)		92	31.8%		
33	43.4%	38	35.8%	5		5		38	39.2%		
<b>434</b>	<b>9.0%</b>	<b>428</b>	<b>9.2%</b>	<b>(6)</b>	<b>0.2</b>	<b>26</b>	<b>0.3</b>	<b>460</b>	<b>9.3%</b>		
243	7.1%	327	10.0%	(84)		(209)		452	13.1%		
(83)	(8.6%)	(69)	(6.9%)	(14)		(117)		34	3.0%		
178	50.1%	150	50.7%	28		34		144	49.8%		
(69)	(90.8%)	(56)	(52.8%)	(13)		(15)		(54)	(55.7%)		
<b>269</b>	<b>5.6%</b>	<b>352</b>	<b>7.5%</b>	<b>(83)</b>	<b>(1.9)</b>	<b>(307)</b>	<b>(6.1)</b>	<b>576</b>	<b>11.7%</b>		
547	11.4%	600	12.9%	53		10		557	11.3%		
226	4.7%	245	5.2%	19		(8)		218	4.4%		
90	1.9%	100	2.1%	10		(21)		69	1.4%		
207	4.3%	216	4.6%	9		(12)		195	3.9%		
<b>1,070</b>	<b>22.3%</b>	<b>1,161</b>	<b>24.9%</b>	<b>91</b>	<b>2.6</b>	<b>(31)</b>	<b>(1.3)</b>	<b>1,039</b>	<b>21.0%</b>		
(801)	(16.7%)	(809)	(17.3%)	8		(338)		(463)	(9.4%)		
0	0.0%	0	0.0%	0		2		(2)	0.0%		
13	0.3%	10	0.2%	3		2		11	0.2%		
(35)	(0.7%)	(35)	(0.7%)	0		2		(37)	(0.7%)		
0	0.0%	0	0.0%	0		0		0	0.0%		
231	4.8%	231	4.9%	0		5		226	4.6%		
<b>209</b>	<b>4.4%</b>	<b>206</b>	<b>4.4%</b>	<b>3</b>	<b>0.0</b>	<b>11</b>	<b>0.4</b>	<b>198</b>	<b>4.0%</b>		
(592)	(12.3%)	(603)	(12.9%)	11		(327)		(265)	(5.4%)		
<b>GROSS INCOME</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>GROSS MARGIN</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>WAGES &amp; BENEFITS</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>OTHER CONTROLLABLES</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>CONTRIBUTION</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>ALLOCATED EXPENSES</b>											
Admin&Support Services											
Maintenance Division											
Utilities											
Depreciation											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											
<b>FROM OPERATIONS</b>											
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											

FISCAL YEAR 2016-2017										FY 15-16	
YTD 5 MONTHS (07/31/16 - 12/31/16)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
19,934		21,646		(1,712)	(7.9%)	(2,114)	(9.6%)	22,048			
6,393		6,631		(238)	(3.6%)	(304)	(4.5%)	6,697			
1,791		1,697		94	5.5%	43	2.5%	1,748			
551		562		(11)	(2.0%)	26	5.0%	525			
<b>28,669</b>		<b>30,536</b>		<b>(1,867)</b>	<b>(6.1%)</b>	<b>(2,349)</b>	<b>(7.6%)</b>	<b>31,018</b>			
6,463	32.4%	7,087	32.7%	(624)		(642)		7,105	32.2%		
4,594	71.9%	4,719	71.2%	(125)		(191)		4,785	71.4%		
1,788	99.8%	1,696	99.9%	92		42		1,746	99.9%		
331	60.1%	320	56.9%	11		3.2		289	55.0%		
<b>13,176</b>	<b>46.0%</b>	<b>13,822</b>	<b>45.3%</b>	<b>(646)</b>	<b>0.7</b>	<b>(749)</b>	<b>1.1</b>	<b>13,925</b>	<b>44.9%</b>		
2,882	14.5%	2,950	13.6%	68		(0.9)		2,760	12.5%		
3,383	52.9%	3,332	50.2%	(51)		(212)		3,171	47.3%		
277	15.5%	278	16.4%	1		(11)		266	15.2%		
331	60.1%	341	60.7%	10		(15)		316	60.2%		
<b>6,873</b>	<b>24.0%</b>	<b>6,901</b>	<b>22.6%</b>	<b>28</b>	<b>(1.4)</b>	<b>(360)</b>	<b>(3.0)</b>	<b>6,513</b>	<b>21.0%</b>		
1,245	6.2%	1,269	5.9%	24		(0.3)		1,292	5.9%		
679	10.6%	699	10.5%	20		(0.1)		707	10.6%		
592	33.1%	630	37.1%	38		4.0		645	36.9%		
251	45.6%	233	41.5%	(18)		(4.1)		217	41.3%		
<b>2,767</b>	<b>9.7%</b>	<b>2,831</b>	<b>9.3%</b>	<b>64</b>	<b>(0.4)</b>	<b>94</b>	<b>(0.5)</b>	<b>2,861</b>	<b>9.2%</b>		
2,336	11.7%	2,868	13.2%	(532)		(717)		3,053	13.8%		
532	8.3%	687	10.4%	(155)		(375)		907	13.5%		
919	51.3%	788	46.4%	131		4.9		835	47.8%		
(251)	(45.6%)	(255)	(45.4%)	4		(0.2)		0.9	(244)	(46.5%)	
<b>3,536</b>	<b>12.3%</b>	<b>4,088</b>	<b>13.4%</b>	<b>(552)</b>	<b>(1.1)</b>	<b>(1,015)</b>	<b>(2.4)</b>	<b>4,551</b>	<b>14.7%</b>		
2,866	10.0%	2,943	9.6%	77		(0.4)		2,665	8.6%		
1,060	3.7%	1,149	3.8%	89		0.1		1,110	3.6%		
454	1.6%	475	1.6%	21		0.0		475	1.5%		
1,017	3.5%	1,078	3.5%	61		(0.4)		969	3.1%		
<b>5,397</b>	<b>18.8%</b>	<b>5,645</b>	<b>18.5%</b>	<b>248</b>	<b>(0.3)</b>	<b>(178)</b>	<b>(2.0)</b>	<b>5,219</b>	<b>16.8%</b>		
(1,861)	(6.5%)	(1,557)	(5.1%)	(304)		(1.4)		(668)	(2.2%)		
18	0.1%	0	0.0%	18		(6)		24	0.1%		
61	0.2%	58	0.2%	3		(6)		67	0.2%		
(175)	(0.6%)	(175)	(0.6%)	0		0		(185)	(0.6%)		
0	0.0%	0	0.0%	0		0		0	0.0%		
1,157	4.0%	1,157	3.8%	0		0.2		1,131	3.6%		
<b>1,061</b>	<b>3.7%</b>	<b>1,040</b>	<b>3.4%</b>	<b>21</b>	<b>0.3</b>	<b>24</b>	<b>0.4</b>	<b>1,037</b>	<b>3.3%</b>		
(800)	(2.8%)	(517)	(1.7%)	(283)		(1.1)		369	1.2%		

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

DECEMBER (11/27/16 - 12/31/16)								FY 15-16		FISCAL YEAR 2016-2017								FY 15-16		
CURRENT MONTH								**		YTD 5 MONTHS (07/31/16 - 12/31/16)								**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT		ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT		
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%			
				\$	%	\$	%					\$	%	\$	%					
3,408		3,259		149	4.6%	(30)	(0.9%)	3,438		<b>GROSS INCOME</b>										
961		1,006		(45)	(4.5%)	(155)	(13.9%)	1,116		UCLA Store	19,934		21,646		(1,712)	(7.9%)	(2,114)	(9.6%)	22,048	
355		296		59	19.9%	66	22.8%	289		UCLA Restaurants	6,393		6,631		(238)	(3.6%)	(304)	(4.5%)	6,697	
76		106		(30)	(28.3%)	(21)	(21.6%)	97		Services Division	1,791		1,697		94	5.5%	43	2.5%	1,748	
										UCLA Student Union	551		562		(11)	(2.0%)	26	5.0%	525	
<b>4,800</b>		<b>4,667</b>		<b>133</b>	<b>2.8%</b>	<b>(140)</b>	<b>(2.8%)</b>	<b>4,940</b>		<b>TOTAL</b>	<b>28,669</b>		<b>30,536</b>		<b>(1,867)</b>	<b>(6.1%)</b>	<b>(2,349)</b>	<b>(7.6%)</b>	<b>31,018</b>	
										<b>GROSS MARGIN</b>										
977	28.7%	1,081	33.2%	(104)	Pts.	(201)	Pts.	1,178	34.3%	UCLA Store	6,463	32.4%	7,087	32.7%	(624)	(9.5%)	(642)	(9.2%)	7,105	32.2%
699	72.7%	721	71.7%	(22)	1.0	(100)	1.1	799	71.6%	UCLA Restaurants	4,594	71.9%	4,719	71.2%	(125)	(2.7%)	(191)	(4.1%)	4,785	71.4%
355	100.0%	296	100.0%	59	0.0	66	0.0	289	100.0%	Services Division	1,788	99.8%	1,696	99.9%	92	(0.1)	42	(0.1)	1,746	99.9%
27	35.5%	48	45.3%	(21)	(9.8)	(12)	(4.7)	39	40.2%	UCLA Student Union	331	60.1%	320	56.9%	11	3.2	42	5.1	289	55.0%
<b>2,058</b>	<b>42.9%</b>	<b>2,146</b>	<b>46.0%</b>	<b>(88)</b>	<b>(3.1)</b>	<b>(247)</b>	<b>(3.8)</b>	<b>2,305</b>	<b>46.7%</b>	<b>TOTAL</b>	<b>13,176</b>	<b>46.0%</b>	<b>13,822</b>	<b>45.3%</b>	<b>(646)</b>	<b>0.7</b>	<b>(749)</b>	<b>1.1</b>	<b>13,925</b>	<b>44.9%</b>
										<b>TOTAL CONTROLLABLES</b>										
734	21.5%	754	23.1%	20	1.6	(8)	(0.4)	726	21.1%	UCLA Store	4,127	20.7%	4,219	19.5%	92	(1.2)	(75)	(2.3)	4,052	18.4%
782	81.4%	790	78.5%	8	(2.9)	(17)	(12.9)	765	68.5%	UCLA Restaurants	4,062	63.5%	4,031	60.8%	(31)	(2.7)	(184)	(5.6)	3,878	57.9%
177	49.9%	146	49.3%	(31)	(0.6)	(32)	0.3	145	50.2%	Services Division	870	48.6%	908	53.5%	38	4.9	41	3.5	911	52.1%
96	126.3%	104	98.1%	8	(28.2)	(3)	(30.4)	93	95.9%	UCLA Student Union	582	105.6%	575	102.3%	(7)	(3.3)	(49)	(4.1)	533	101.5%
<b>1,789</b>	<b>37.3%</b>	<b>1,794</b>	<b>38.4%</b>	<b>5</b>	<b>1.1</b>	<b>(60)</b>	<b>(2.3)</b>	<b>1,729</b>	<b>35.0%</b>	<b>TOTAL</b>	<b>9,641</b>	<b>33.6%</b>	<b>9,733</b>	<b>31.9%</b>	<b>92</b>	<b>(1.7)</b>	<b>(267)</b>	<b>(3.4)</b>	<b>9,374</b>	<b>30.2%</b>
										<b>CONTRIBUTION</b>										
243	7.1%	327	10.0%	(84)	(2.9)	(209)	(6.0)	452	13.1%	UCLA Store	2,336	11.7%	2,868	13.2%	(532)	(1.5)	(717)	(2.1)	3,053	13.8%
(83)	(8.6%)	(69)	(6.9%)	(14)	(1.7)	(117)	(11.6)	34	3.0%	UCLA Restaurants	532	8.3%	687	10.4%	(155)	(2.1)	(375)	(5.2)	907	13.5%
178	50.1%	150	50.7%	28	(0.6)	34	0.3	144	49.8%	Services Division	919	51.3%	788	46.4%	131	4.9	84	3.5	835	47.8%
(69)	(90.8%)	(56)	(52.8%)	(13)	(38.0)	(15)	(35.1)	(54)	(55.7%)	UCLA Student Union	(251)	(45.6%)	(255)	(45.4%)	4	(0.2)	(7)	0.9	(244)	(46.5%)
<b>269</b>	<b>5.6%</b>	<b>352</b>	<b>7.5%</b>	<b>(83)</b>	<b>(1.9)</b>	<b>(307)</b>	<b>(6.1)</b>	<b>576</b>	<b>11.7%</b>	<b>TOTAL</b>	<b>3,536</b>	<b>12.3%</b>	<b>4,088</b>	<b>13.4%</b>	<b>(552)</b>	<b>(1.1)</b>	<b>(1,015)</b>	<b>(2.4)</b>	<b>4,551</b>	<b>14.7%</b>
										<b>ALLOCATED EXPENSES</b>										
575	16.9%	619	19.0%	44	2.1	(22)	(0.8)	553	16.1%	UCLA Store	2,817	14.1%	2,992	13.8%	175	(0.3)	(53)	(1.6)	2,764	12.5%
319	33.2%	350	34.8%	31	1.6	25	(2.4)	344	30.8%	UCLA Restaurants	1,750	27.4%	1,756	26.5%	6	(0.9)	(29)	(1.7)	1,721	25.7%
92	25.9%	91	30.7%	(1)	4.8	(34)	(5.8)	58	20.1%	Services Division	394	22.0%	428	25.2%	34	3.2	(103)	(5.4)	291	16.6%
84	110.5%	101	95.3%	17	(15.2)	0	(23.9)	84	86.6%	UCLA Student Union	436	79.1%	469	83.5%	33	4.4	7	5.3	443	84.4%
<b>1,070</b>	<b>22.3%</b>	<b>1,161</b>	<b>24.9%</b>	<b>91</b>	<b>2.6</b>	<b>(31)</b>	<b>(1.3)</b>	<b>1,039</b>	<b>21.0%</b>	<b>TOTAL</b>	<b>5,397</b>	<b>18.8%</b>	<b>5,645</b>	<b>18.5%</b>	<b>248</b>	<b>(0.3)</b>	<b>(178)</b>	<b>(2.0)</b>	<b>5,219</b>	<b>16.8%</b>
										<b>NET INCOME (LOSS)</b>										
										<b>FROM OPERATIONS</b>										
(333)	(6.9%)	(292)	(6.3%)	(41)	(0.6)	(232)	(4.9)	(101)	(2.0%)	UCLA Store	(481)	(1.7%)	(125)	(0.4%)	(356)	(1.3)	(771)	(2.6)	290	0.9%
(401)	(8.4%)	(420)	(9.0%)	19	0.6	(91)	(2.1)	(310)	(6.3%)	UCLA Restaurants	(1,218)	(4.2%)	(1,068)	(3.5%)	(150)	(0.7)	(404)	(1.6)	(814)	(2.6%)
86	1.8%	60	1.3%	26	0.5	(1)	0.0	87	1.8%	Services Division	525	1.8%	359	1.2%	166	0.6	(19)	0.0	544	1.8%
(153)	(3.2%)	(157)	(3.4%)	4	0.2	(14)	(0.4)	(139)	(2.8%)	UCLA Student Union	(687)	(2.4%)	(723)	(2.4%)	36	0.0	1	(0.2)	(688)	(2.2%)
<b>(801)</b>	<b>(16.7%)</b>	<b>(809)</b>	<b>(17.3%)</b>	<b>8</b>	<b>0.6</b>	<b>(338)</b>	<b>(7.3)</b>	<b>(463)</b>	<b>(9.4%)</b>	<b>TOTAL</b>	<b>(1,861)</b>	<b>(6.5%)</b>	<b>(1,557)</b>	<b>(5.1%)</b>	<b>(304)</b>	<b>(1.4)</b>	<b>(1,193)</b>	<b>(4.3)</b>	<b>(668)</b>	<b>(2.2%)</b>
										<b>OTHER INC/(EXP)</b>										
0	0.0%	0	0.0%	0	0.0	2	0.0	(2)	0.0%	Non-Recurrent Inc/(Exp)	18	0.1%	0	0.0%	18	0.1	(6)	0.0	24	0.1%
13	0.3%	10	0.2%	3	0.1	2	0.1	11	0.2%	Interest Income	61	0.2%	58	0.2%	3	0.0	(6)	0.0	67	0.2%
(35)	(0.7%)	(35)	(0.7%)	0	0.0	2	0.0	(37)	(0.7%)	Interest (Expense)	(175)	(0.6%)	(175)	(0.6%)	0	0.0	10	0.0	(185)	(0.6%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
231	4.8%	231	4.9%	0	(0.1)	5	0.2	226	4.6%	Student Union Fee Income	1,157	4.0%	1,157	3.8%	0	0.2	26	0.4	1,131	3.6%
<b>209</b>	<b>4.4%</b>	<b>206</b>	<b>4.4%</b>	<b>3</b>	<b>0.0</b>	<b>11</b>	<b>0.4</b>	<b>198</b>	<b>4.0%</b>	<b>TOTAL</b>	<b>1,061</b>	<b>3.7%</b>	<b>1,040</b>	<b>3.4%</b>	<b>21</b>	<b>0.3</b>	<b>24</b>	<b>0.4</b>	<b>1,037</b>	<b>3.3%</b>
<b>(592)</b>	<b>(12.3%)</b>	<b>(603)</b>	<b>(12.9%)</b>	<b>11</b>	<b>0.6</b>	<b>(327)</b>	<b>(6.9)</b>	<b>(265)</b>	<b>(5.4%)</b>	<b>NET INCOME (LOSS)</b>	<b>(800)</b>	<b>(2.8%)</b>	<b>(517)</b>	<b>(1.7%)</b>	<b>(283)</b>	<b>(1.1)</b>	<b>(1,169)</b>	<b>(4.0)</b>	<b>369</b>	<b>1.2%</b>

ASUCLA  
P/L Reconciliation  
Dec-16

<i>Financial Analysis</i>	\$000's
	Dec-16
<b>Budgeted Net Income/(Loss)</b>	<b>(603)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: the increase in fan enthusiasm was not enough to achieve the aggressive sales plan, and the response to the Faculty/Staff promotion was lower than prior year	(29)
Fast Track below plan due to additional promotional markdowns taken to clear seasonal merchandise and counter the negative sales trend	(5)
Campus Portrait Studio above plan: the online appointment system proved beneficial in making it easier to book appointments, which helped to accommodate a higher number of sittings	6
Market below plan due to aggressive sales plan and cold weather had a negative impact on beverage sales	(6)
E-Commerce below plan due to post Thanksgiving orders down as football fan enthusiasm has diminished and basketball fan enthusiasm was just on the rise	(52)
New Text below plan due to lower sales during the closure period and the extended break pushed some web sales to the last week of break (fiscal January), and overall downward sales trend	(15)
Luvall Books below plan: lower web traffic mainly from extension and their system conversion which has impacted information on their website, and downward sales trend	(8)
HSS Dental above plan due to due to timing of receipt of backordered kit merchandise	9
Total Wages below plan	9
Other, positive controllables	7
Total Contribution	(84)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	7
Greenhouse below plan due to lower average check and not capturing as many of the Sbarro customers as planned	(4)
CSSC below plan due to general declining pattern for this area and budgeted increase for pizza concept not yet executed	(6)
Café Synapse below plan due to adjustment for prior month accrual, overly aggressive winter break and general customer count declining trend	(9)
Kerckhoff Coffeehouse below plan due to budget error for weekend of winter break	(4)
Catering above plan: budget slightly less aggressive than previous months (nothing specific that indicates a new sales trend)	11
Concessions below plan due to timing: one extra men's basketball game budgeted this month occurred in November	(16)
Total Wages above plan	(5)
Other, positive controllables	12
Total Contribution	(14)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan: some timing with negative future offsets (a contributing factor is expectations of declining adidas royalties as retailers prepare to discontinue this program)	53
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	7
Other, negative controllables mostly Licensing	(32)
Total Contribution	28
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops. below plan due to timing of events that were budgeted in a prior period and less reoccurring events	(19)
AU Post Office below plan due to downturn for international sales	(2)
Total wages below plan	3
Other, positive controllables	5
Total Contribution	(13)
<b>Allocated Expenses and Other</b>	
A&SS below plan in various accounts	52
Maintenance below plan: positive career wages and employee benefits (unrealized budgeted increase for contract agreement), and lower repairs and maintenance labor charges from Facilities	21
Utilities lower than plan: mostly decrease in the need for chilled water due to the earlier occurrence and longer lasting rainfall/cold weather	9
Depreciation lower than plan due to timing of capital expenditures	9
Positive interest income	3
Total	94
<b>Actual Net Income/(Loss)</b>	<b>(592)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(517)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to Rose Bowl Sales lower than anticipated, aggressive sales plan and less campus visitor traffic for the opening of the Luskin Conference Center	(169)
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(25)
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(89)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(66)
Course Reader Solutions below plan: courses shifting to content posted on course websites, several classes opted for no reader and higher shift to lower-priced digital titles	(28)
Bookzone below plan due to lower department sales, specifically library	(18)
Computer Store below plan due to continued decline in institutional sales and general softness in Apple Promo sales	(164)
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	(54)
Total Wages lower than plan	21
Other, positive controllables mostly employee benefits, freight out and advertising	60
Total Contribution	(532)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	39
Greenhouse below plan due to not capturing as many of the Sbarro customers as planned for this location	(12)
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(52)
Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend	(20)
LuValle Food Servery below plan due to budgeting error for Thanksgiving week and small daily variances	(15)
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	13
Stage Canteen below plan due to significant traffic decline trend in this location	(12)
Catering below plan due to aggressive budget which planned for new growth of sales	(61)
Concessions above plan (some of this is timing)	13
Total Wages above plan	(79)
Other, positive controllables mostly employee benefits, advertising, paper	31
Total Contribution	(155)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan due (some of this is due to timing)	119
Licensing International below plan (revised estimates for Japan, India and the Middle East programs)	(56)
Leased Ops above plan mostly due to income for the transfer center for rent starting 1/2 month September, (offset to fund Student Media is reported in A&SS)	26
Photography above plan due to additional bookings	4
Other, positive controllables mostly Licensing	38
Total Contribution	131
<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)	15
AU Post Office below plan due mostly to downturn for international sales	(4)
Total Wages lower than plan	9
Other, negative controllables	(16)
Total Contribution	4
<b>Allocated Expenses and Other</b>	
A&SS below plan (mostly wages, employee benefits and professional fees)	77
Maintenance below plan (positive wages, employee benefits and other controllables)	89
Utilities below plan due to continuous efficiencies in running air handling units and running pumps	21
Depreciation lower than plan due to timing of capitals	61
Other- mostly various positive non-recurrent	21
Total	269
<b>Actual Net Income/(Loss)</b>	<b>(800)</b>

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

	Current Month December 2016	Prior Month November 2016	Prior Year July 2016
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$9,649	\$10,855	\$11,907
Accounts receivable	4,006	4,678	3,303
Less: Allowance for doubtful accounts	(479)	(472)	(423)
Accounts receivable, net	3,527	4,206	2,880
Student fees receivable	0	1,350	639
Inventories	7,468	6,662	6,303
Prepaid expenses and other current assets	285	235	331
Total current assets	20,929	23,308	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,064	69,880	69,501
Less: Accumulated depreciation	(47,118)	(46,911)	(46,101)
Total long term assets	23,146	23,169	23,600
<b>TOTAL ASSETS</b>	<b>\$44,075</b>	<b>\$46,477</b>	<b>\$45,660</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$4,468	\$6,070	\$5,380
Wages and payroll taxes payable	2,885	3,205	3,359
Sales tax payable & other liabilities	679	822	762
Interest payable	50	15	89
Deferred income	1,088	886	349
Funds held for others	103	90	119
Current portion of long term debt	799	799	799
Total current liabilities	10,072	11,887	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>18,867</b>	<b>20,682</b>	<b>19,652</b>
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	(800)	(213)	(197)
Ending Balance	25,208	25,795	26,008
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$44,075</b>	<b>\$46,477</b>	<b>\$45,660</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$592)

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

    Depreciation 207

    Loss (Gain) on disposal of fixed assets 0

(Increase)/decrease in current assets:

    Accounts receivable 680

    Student fees receivable 1,351

    Inventories (805)

    Prepaid expenses and other current assets (50)

Increase/(decrease) in current liabilities:

    Accounts payable (1,600)

    Sales tax payable & other liabilities (143)

    Wages and payroll taxes payable (320)

    Interest payable 35

    Deferred Income 202

    Funds held for others 13

Net cash provided/(used) by operating activities **(1,022)**

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

Purchase of property, equipment and improvements (184)

Net cash used in investing activities **(184)**

**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
	(\$592)	(\$800)	\$369
	207	1,017	969
	0	0	1
	680	(647)	593
	1,351	639	(1,055)
	(805)	(1,164)	(1,704)
	(50)	46	20
	(1,600)	(912)	(507)
	(143)	(83)	152
	(320)	(474)	(480)
	35	(39)	108
	202	739	418
	13	(16)	24
	<b>(1,022)</b>	<b>(1,694)</b>	<b>(1,092)</b>
	(184)	(564)	(516)
	<b>(184)</b>	<b>(564)</b>	<b>(516)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(1,206)</b>	<b>(2,258)</b>	<b>(1,608)</b>
	<b>10,855</b>	<b>11,907</b>	<b>11,434</b>
	<b>\$9,649</b>	<b>\$9,649</b>	<b>\$9,826</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	\$9,649
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	(565)
Uncommitted Cash	7,396
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>12,908</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$5,512)</b>

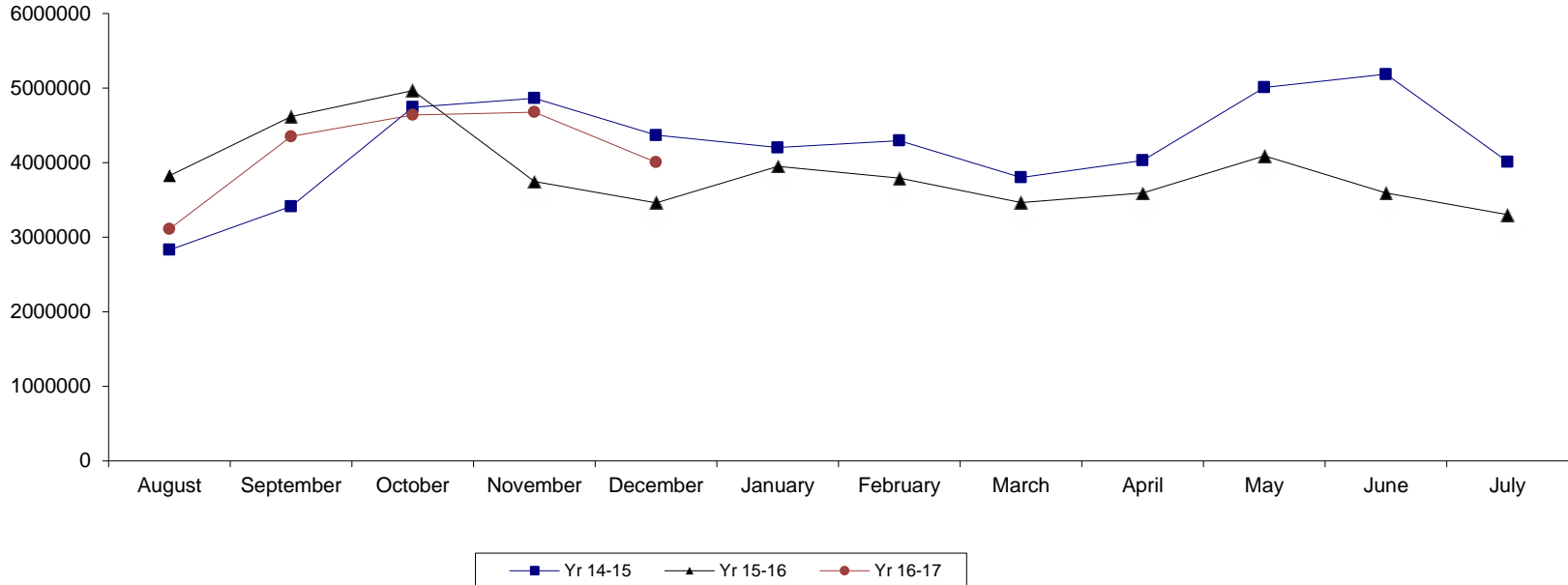
ASUCLA SERVICES AND ENTERPRISES  
 Capital Expenditures -Current Year Projects (\$000's)  
 FY 2016-2017 December 2016

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	0.3	8.4	8.7	21.3		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	48.3	10.2	58.5	1.5		60.0	In Progress
<b>Total Store/Services</b>	<b>105.0</b>	<b>48.6</b>	<b>70.3</b>	<b>118.9</b>	<b>46.1</b>	<b>0.0</b>	<b>60.0</b>	
<b>Food Service</b>								
2016-004 FS Miscellaneous and Unanticipated	50.0	5.9	38.0	43.9	6.1		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 Coffeehouse 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>5.9</b>	<b>66.6</b>	<b>72.5</b>	<b>7.5</b>	<b>330.0</b>	<b>0.0</b>	
<b>Technology</b>								
2016-009 Printer Replacement	10.0	3.5	3.6	7.1	2.9		0.0	In Progress
2016-010 Network Infrastructure Upgrade	150.0	146.3	0.0	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	31.7	0.0	31.7	0.0		1.7	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>181.5</b>	<b>3.6</b>	<b>185.1</b>	<b>6.6</b>	<b>255.0</b>	<b>1.7</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	82.5	82.5	7.5		90.0	In Progress
2016-029 Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.3		12.0	In Progress
<b>Total Others</b>	<b>572.0</b>	<b>8.8</b>	<b>103.1</b>	<b>111.9</b>	<b>59.0</b>	<b>505.0</b>	<b>103.9</b>	
<b>Total Current Year Projects</b>	<b>1,532.0</b>	<b>244.8</b>	<b>243.6</b>	<b>488.4</b>	<b>119.2</b>	<b>1,090.0</b>	<b>165.6</b>	

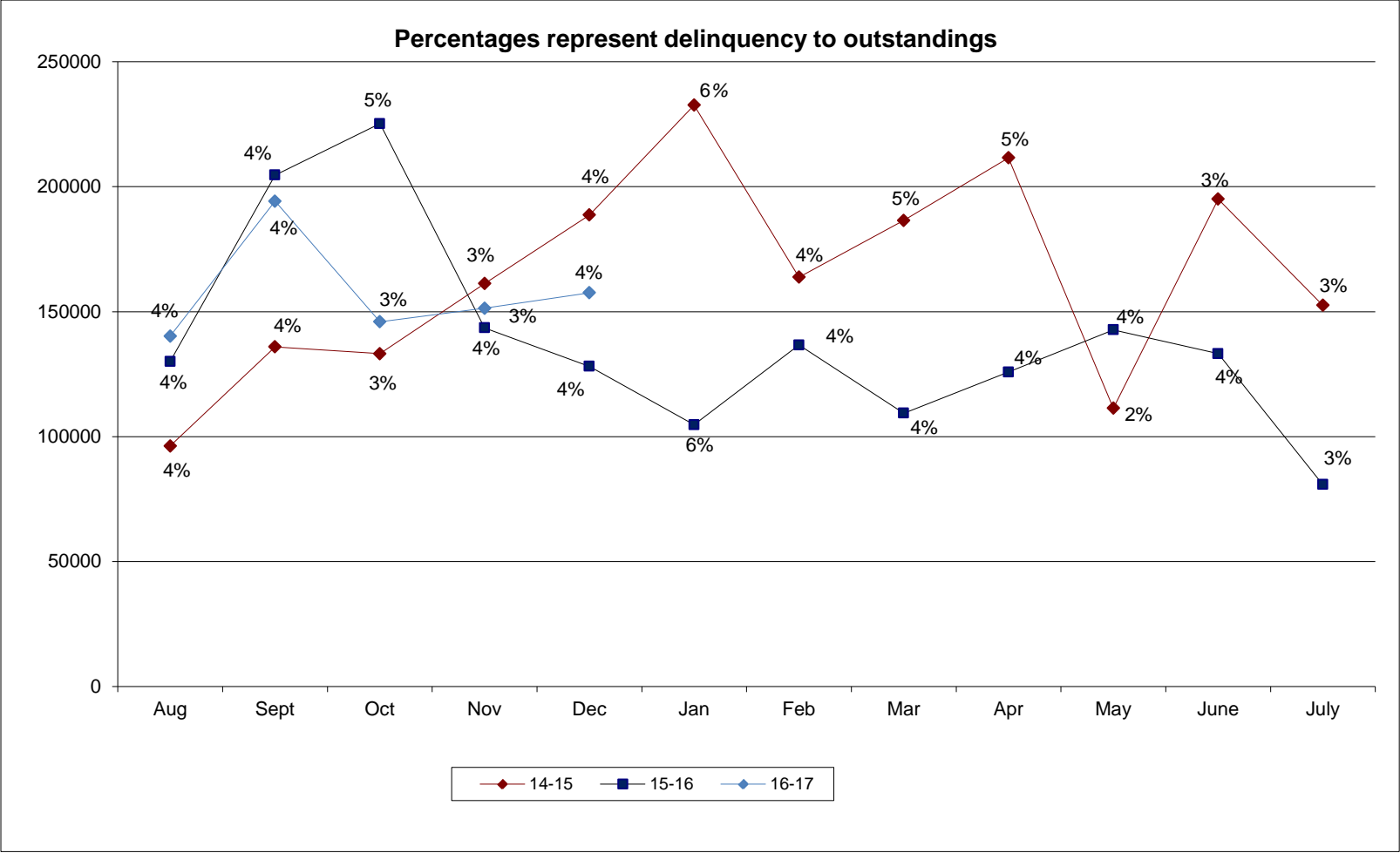
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

12/31/2016	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$786,879	21%	\$100,040	96%	\$30,964	81%	\$6,730	32%	\$3,844	8%	\$14,888	32%	\$943,345	24%
ASUCLA PUBLICATIONS		\$372,145	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$372,145	9%
ASUCLA USA/GSA		\$94,787	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,787	2%
DUE FROM VENDORS		\$363,671	10%	\$2,528	2%	\$1,649	4%	\$9,485	46%	\$47,158	92%	\$31,439	66%	\$455,930	11%
DENTAL KITS		\$338,168	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$338,168	8%
OTHER		\$1,789,226	47%	\$1,158	1%	\$5,723	15%	\$4,890	22%	\$0	0%	\$799	2%	\$1,801,796	46%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,744,876</b>	<b>100%</b>	<b>\$103,726</b>	<b>100%</b>	<b>\$38,336</b>	<b>100%</b>	<b>\$21,105</b>	<b>100%</b>	<b>\$51,002</b>	<b>100%</b>	<b>\$47,126</b>	<b>100%</b>	<b>\$4,006,171</b>	<b>100%</b>
		93%		3%		1%		1%		1%		1%		100%	
11/26/2016	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$616,924	16%	\$242,395	34%	\$15,529	44%	\$5,246	16%	\$8,344	20%	\$16,490	41%	\$904,928	19%
ASUCLA PUBLICATIONS		\$346,631	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$346,631	7%
ASUCLA USA/GSA		\$96,822	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,822	2%
DUE FROM VENDORS		\$603,608	16%	\$6,250	1%	\$7,288	20%	\$24,967	77%	\$34,269	80%	\$22,846	56%	\$699,228	15%
DENTAL KITS		\$395,477	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$395,477	8%
OTHER		\$1,757,930	46%	\$461,031	65%	\$12,942	36%	\$2,348	7%	\$63	0%	\$1,021	3%	\$2,235,335	48%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,817,393</b>	<b>100%</b>	<b>\$709,676</b>	<b>100%</b>	<b>\$35,759</b>	<b>100%</b>	<b>\$32,561</b>	<b>100%</b>	<b>\$42,676</b>	<b>100%</b>	<b>\$40,357</b>	<b>100%</b>	<b>\$4,678,421</b>	<b>100%</b>
		82%		15%		0%		1%		1%		1%		100%	
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%	

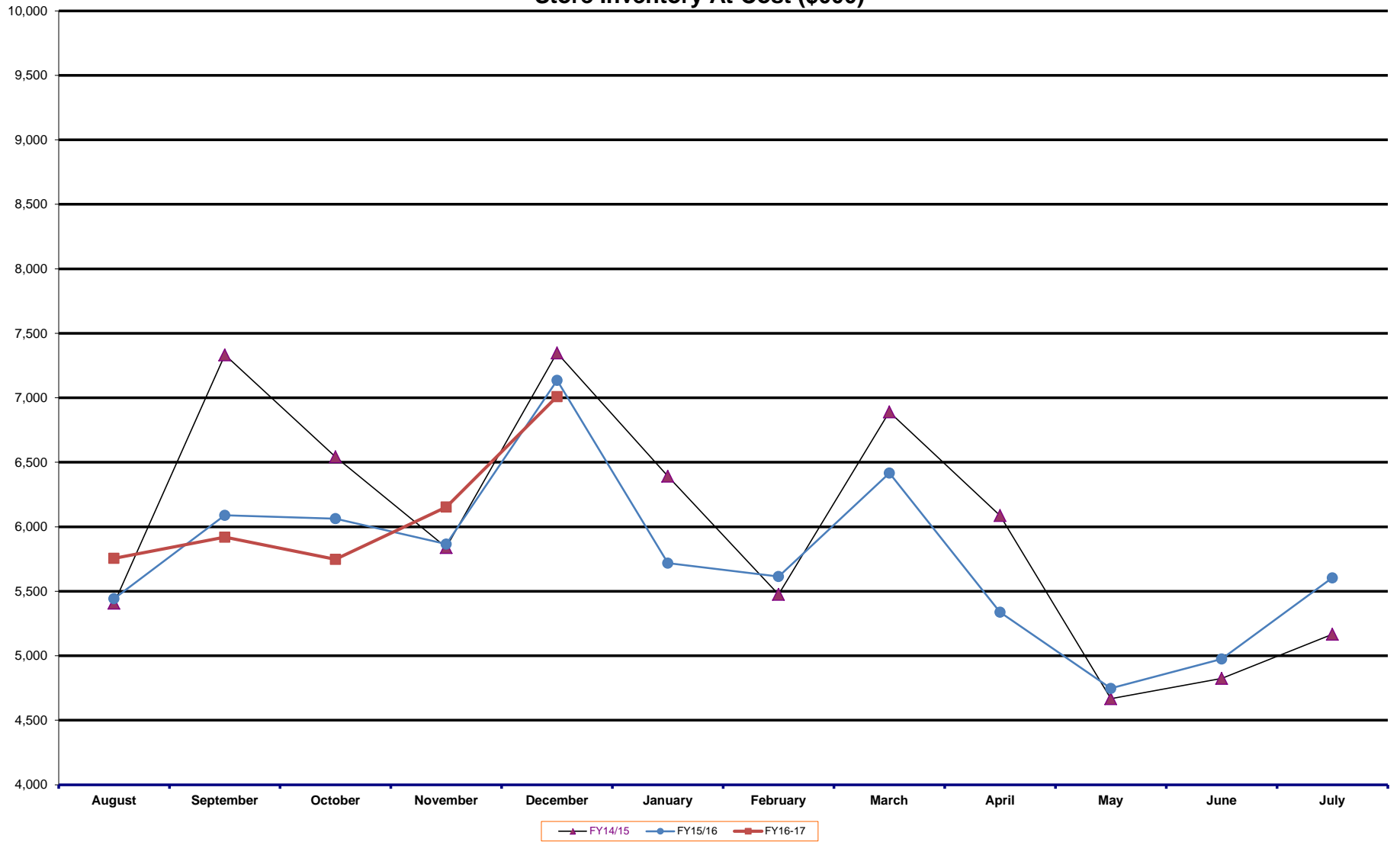
**Total Aged Accounts Receivable Balances**  
**12 Month History**  
**Aug 14 to Dec 16**



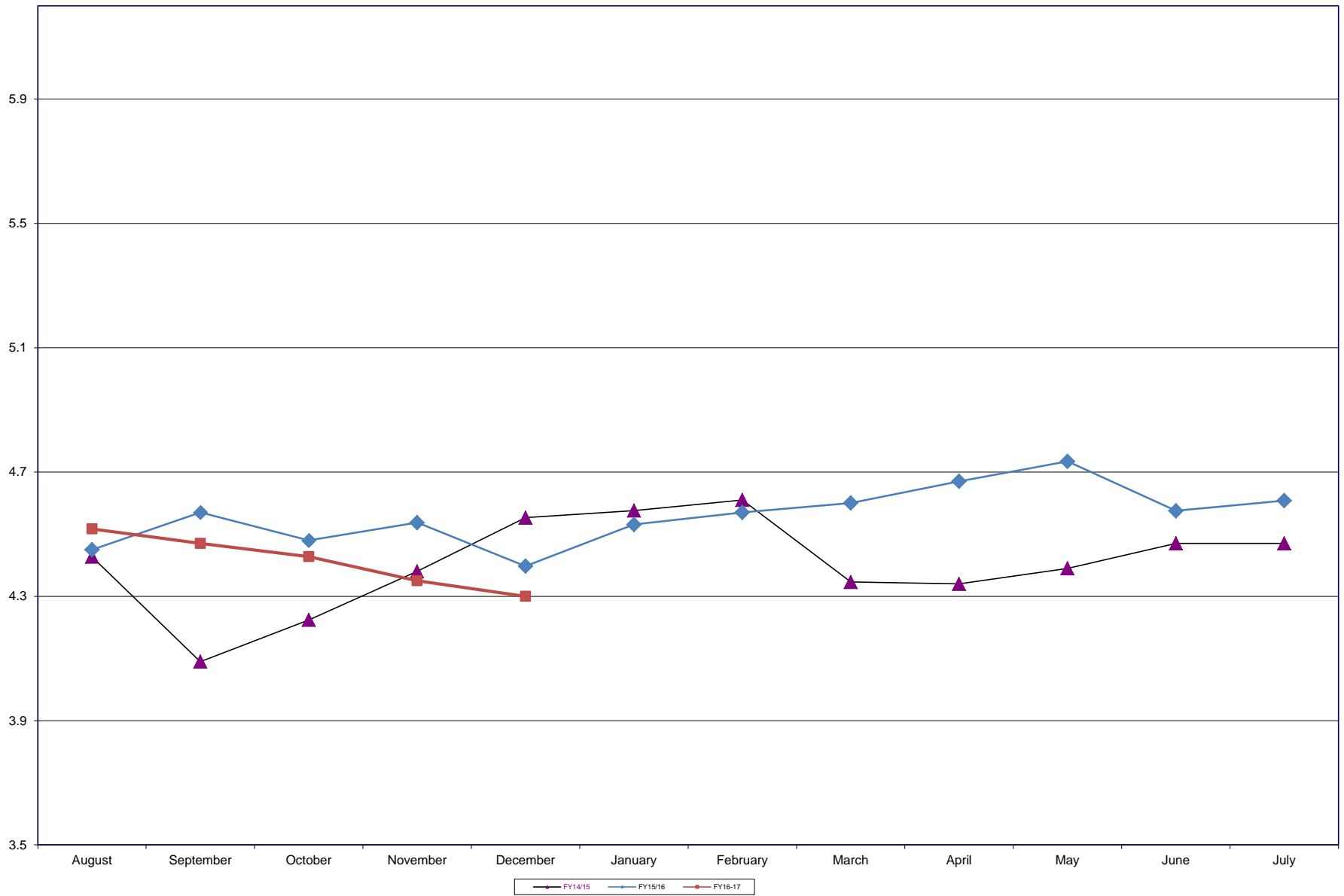
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,755,124	1,444,562	310,562	7,941,551	9,078,823	<1,137,272>	1,392,609	9,137,586
917,690	969,014	<51,324>	6,022,577	6,389,568	<366,991>	1,115,096	6,274,530
74,681	95,097	<20,416>	524,357	492,992	31,365	94,621	469,074
118,111	159,919	<41,808>	1,015,159	1,195,847	<180,688>	176,622	1,208,701
282,492	360,000	<77,508>	837,891	975,000	<137,109>	356,128	994,477
163,840	134,576	29,264	3,200,031	3,057,514	142,517	147,647	3,262,172
3,311,938	3,163,168	148,770	19,541,568	21,189,744	<1,648,177>	3,282,723	21,346,541
2,421,050	2,167,698	<253,352>	13,394,198	14,477,436	1,083,238	2,247,709	14,857,048
3,806	3,600	<206>	26,733	28,280	1,547	4,384	33,186
4,677	5,120	443	31,066	33,575	2,509	5,299	30,687
361	450	89	2,425	2,320	<105>	441	2,178
564	780	216	5,274	5,810	536	984	7,032
0	0	0	0	0	0	0	<530>
786	690	<96>	11,719	11,640	<79>	1,560	13,164
10,193	10,640	447	77,217	81,625	4,408	12,668	85,717
2,431,243	2,178,338	<252,905>	13,471,415	14,559,061	1,087,646	2,260,378	14,942,765
73.1	68.5	<4.6>	68.5	68.3	<0.2>	68.5	69.6
880,694	984,830	<104,136>	6,070,153	6,630,683	<560,530>	1,022,345	6,403,775
26.9	31.5	<4.6>	31.5	31.7	<0.2>	31.5	30.4
0.3	0.3	0.0	0.4	0.4	<0.0>	0.4	0.4
26.6	31.1	<4.5>	31.1	31.3	<0.2>	31.1	30.0
10.3	13.4	<3.0>	18.3	18.5	<0.2>	11.6	16.8
47.0	48.0	<1.1>	48.9	49.4	<0.5>	47.6	48.7
38.7	39.2	<0.6>	41.3	40.1	1.2	39.9	40.8
36.6	32.5	4.1	33.2	33.1	0.0	32.3	32.2
51.1	52.9	<1.8>	50.9	51.7	<0.8>	52.1	51.4
31.7	34.5	<2.9>	21.6	22.9	<1.2>	33.7	22.2
96,157	96,270	<113>	392,925	456,238	<63,313>	155,618	701,384
976,852	1,081,100	<104,248>	6,463,078	7,086,921	<623,843>	1,177,963	7,105,159
260,115	259,383	<732>	1,270,338	1,281,192	10,854	247,063	1,237,191
0	2,500	2,500	0	2,500	2,500	0	5,984
159,387	165,759	6,372	916,165	930,314	14,149	142,462	828,161
419,502	427,642	8,140	2,186,503	2,214,006	27,503	389,526	2,071,336
12.7	13.5	0.9	11.2	10.5	<0.7>	11.9	9.7
139,137	149,815	10,678	695,822	735,524	39,702	139,384	688,852
13,764	14,178	414	47,267	50,003	2,736	18,308	55,988
13,423	12,048	<1,375>	58,109	61,755	3,646	12,366	62,461
0	0	0	0	0	0	80	400
19	12	<7>	95	60	<35>	19	100
1,130	1,200	70	5,896	7,400	1,504	2,833	6,811
0	780	780	800	1,580	780	0	800
3,936	3,650	<286>	26,696	26,250	<446>	3,867	25,538
40,793	46,002	5,209	124,101	147,613	23,512	46,544	145,433
1,000	1,000	0	5,000	5,000	0	1,472	5,287
0	0	0	0	0	0	0	53
<9>	0	9	17	0	<17>	<480>	<487>
7,147	16,355	9,208	133,284	146,825	13,541	16,947	146,686
<1,817>	<900>	917	<15,934>	<7,200>	8,734	<751>	<9,704>
30	35	5	260,305	260,175	<130>	23	260,991
6,886	6,960	74	35,475	29,218	<6,257>	9,072	38,166
55,498	51,405	<4,093>	339,101	332,364	<6,737>	52,644	336,388
18	0	<18>	4,516	0	<4,516>	631	6,059
2,438	0	<2,438>	13,484	0	<13,484>	506	2,282
0	0	0	<468>	0	468	0	<297>
<595>	0	595	1,785	1,144	<641>	547	2,208
0	0	0	1,779	1,200	<579>	0	1,168
300	300	0	300	300	0	300	300
11,262	11,850	588	60,324	58,750	<1,574>	14,207	60,018
2,029	0	<2,029>	8,123	0	<8,123>	4,184	5,217
1,542	2,700	1,158	8,368	11,500	3,132	2,709	11,680
100	100	0	37,021	37,022	1	75	35,195
0	2	2	0	6	6	0	0
16,395	8,648	<7,747>	89,110	98,404	9,294	11,371	93,007
314,424	326,140	11,716	1,940,373	2,004,893	64,520	336,857	1,980,601
733,926	753,782	19,856	4,126,876	4,218,899	92,023	726,383	4,051,937
242,926	327,318	<84,392>	2,336,202	2,868,022	<531,820>	451,581	3,053,222
25,972	41,456	15,484	175,437	204,079	28,642	42,169	171,206
152,565	150,642	<1,923>	733,052	753,624	20,572	137,969	692,361
67,378	87,730	20,352	350,108	400,102	49,994	66,637	336,093
34,526	33,133	<1,393>	160,071	165,154	5,083	31,285	159,316
125,585	114,212	<11,373>	558,262	547,561	<10,701>	107,561	512,904
81,116	89,745	8,629	395,291	423,504	28,213	83,872	427,470
29,761	33,984	4,223	156,329	161,576	5,247	25,078	171,854
57,876	67,404	9,528	289,268	337,020	47,752	58,518	292,458
574,778	618,306	43,528	2,817,820	2,992,620	174,800	553,089	2,763,662
<331,853>	<290,988>	<40,865>	<481,618>	<124,598>	<357,020>	<101,508>	289,561



UCLA RESTAURANTS  
INCOME STATEMENT

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
97,153	96,680	473	724,061	696,443	27,618	100,722	643,798
112,592	119,134	<6,542>	913,224	944,422	<31,198>	145,253	916,128
87,693	107,444	<19,751>	623,110	729,622	<106,512>	85,201	637,959
167,432	168,627	<1,195>	1,083,569	1,113,678	<30,109>	195,062	1,083,696
177,987	187,939	<9,952>	1,257,142	1,285,104	<27,962>	219,114	1,272,398
172,255	180,667	<8,412>	858,802	912,961	<54,160>	196,558	1,131,790
815,112	860,491	<45,379>	5,459,908	5,682,230	<222,322>	941,911	5,685,767
262,660	285,830	23,170	1,799,345	1,912,240	112,895	316,821	1,912,625
32.2	33.2	1.0	33.0	33.7	0.7	33.6	33.6
552,452	574,661	<22,209>	3,660,564	3,769,990	<109,426>	625,090	3,773,142
67.8	66.8	1.0	67.0	66.4	0.7	66.4	66.4
68.7	65.3	3.4	66.9	65.6	1.2	66.5	66.1
69.2	66.8	2.3	65.8	65.4	0.4	66.9	65.1
66.8	68.3	<1.5>	67.5	67.4	0.1	67.9	66.7
69.7	67.5	2.2	69.6	69.2	0.4	67.3	69.2
65.1	64.5	0.6	66.4	65.3	1.1	64.8	65.4
68.1	68.6	<0.5>	66.2	65.3	0.9	68.0	66.8
146,329	145,975	354	933,365	948,555	<15,190>	173,598	1,011,684
698,781	720,636	<21,855>	4,593,929	4,718,545	<124,616>	798,688	4,784,827
318,185	318,927	742	1,529,510	1,500,995	<28,515>	316,583	1,510,841
0	0	0	3,919	0	<3,919>	0	0
191,627	194,621	2,994	1,161,852	1,136,386	<25,466>	177,497	1,013,641
<28,053>	<36,375>	<8,322>	<180,186>	<200,843>	<20,657>	<33,232>	<202,065>
481,759	477,173	<4,586>	2,515,095	2,436,538	<78,557>	460,848	2,322,417
59.1	55.5	<3.7>	46.1	42.9	<3.2>	48.9	40.9
190,676	188,339	<2,337>	867,546	895,914	28,368	170,417	849,074
1,188	1,490	302	7,721	7,930	209	2,178	9,187
3,901	3,880	<21>	19,730	19,435	<295>	3,756	20,307
0	500	500	7,415	8,000	585	500	8,175
38,549	40,296	1,747	246,070	263,227	17,157	43,807	259,534
4.7	4.7	<0.1>	4.5	4.6	0.1	4.7	4.6
4,809	4,528	<281>	29,285	23,380	<5,905>	5,558	28,162
<10,768>	<10,500>	268	<51,775>	<52,500>	<725>	<8,980>	<46,502>
1,709	2,540	831	24,647	14,035	<10,612>	3,420	20,252
3,955	3,313	<642>	20,755	22,842	2,087	2,724	20,741
1,094	980	<114>	12,798	6,990	<5,808>	788	10,373
1,161	1,350	189	15,069	34,085	19,016	224	24,129
0	8	8	<0>	43	43	0	2
5,645	6,571	926	44,379	30,491	<13,888>	10,191	52,463
24,661	26,560	1,899	180,018	182,348	2,330	28,557	175,153
1,234	1,262	28	8,785	8,930	145	1,447	8,718
7	938	931	8,607	5,694	<2,913>	1,492	6,638
3	0	<3>	6	0	<6>	2	85
0	800	800	0	800	800	833	3,346
0	300	300	0	1,500	1,500	334	1,641
0	50	50	0	125	125	50	125
0	650	650	600	650	50	550	550
0	0	0	837	0	<837>	1,276	6,556
31,999	39,044	7,045	104,333	120,739	16,406	34,636	96,890
299,823	312,899	13,076	1,546,826	1,594,658	47,832	303,759	1,555,598
781,582	790,072	8,490	4,061,921	4,031,196	<30,725>	764,607	3,878,015
<82,801>	<69,436>	<13,365>	532,008	687,349	<155,341>	34,081	906,811
29,826	46,258	16,432	200,660	224,452	23,792	49,890	193,206
43,040	46,516	3,476	262,034	255,870	<6,164>	44,762	231,821
19,008	27,090	8,082	122,242	135,073	12,831	21,619	112,938
9,740	10,231	491	57,837	56,395	<1,442>	10,150	53,239
35,428	35,266	<162>	203,197	186,498	<16,699>	34,896	170,874
68,335	72,834	4,499	333,097	343,707	10,611	70,704	360,356
25,071	27,576	2,505	131,736	131,106	<630>	21,141	144,872
88,156	84,510	<3,646>	439,671	422,550	<17,121>	90,914	453,505
318,604	350,281	31,677	1,750,472	1,755,651	5,179	344,076	1,720,812
<401,405>	<419,717>	18,312	<1,218,464>	<1,068,302>	<150,162>	<309,994>	<814,001>
221,459	226,768	<5,309>	1,477,515	1,498,306	<20,791>	272,157	1,568,975
75,446	77,001	<1,555>	505,579	515,172	<9,593>	96,691	553,649
146,013	149,767	<3,754>	971,936	983,134	<11,198>	175,466	1,015,326
6.36	6.46	<0.10>	6.27	6.27	0.00	6.15	6.02
8.18	8.07	0.11	8.02	7.84	0.18	7.77	7.60
5.42	5.63	<0.21>	5.36	5.45	<0.09>	5.25	5.16
24,570	25,358	788	138,632	137,507	<1,125>	27,042	140,225
33.17	33.93	<0.76>	39.38	41.32	<1.94>	34.83	40.55

SERVICES DIVISION  
INCOME STATEMENT

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,943	10,600	<657>	70,922	65,600	5,322	10,432	58,211
9,943	10,600	<657>	70,922	65,600	5,322	10,432	58,211
0	150	150	2,612	900	<1,712>	102	1,710
9,943	10,450	<507>	68,310	64,700	3,610	10,330	56,501
100.0	98.6	1.4	96.3	98.6	<2.3>	99.0	97.1
100.0	98.6	1.4	96.3	98.6	<2.3>	99.0	97.1
237,739	185,333	52,406	1,187,667	1,124,665	63,002	184,938	1,197,369
107,813	100,495	7,318	532,361	506,242	26,119	94,047	492,288
345,553	285,828	59,725	1,720,028	1,630,907	89,121	278,985	1,689,657
355,496	296,278	59,218	1,788,339	1,695,607	92,732	289,316	1,746,158
40,389	36,392	<3,997>	183,931	179,221	<4,710>	34,834	176,515
0	500	500	0	2,125	2,125	0	0
121	70	<51>	949	810	<139>	70	836
40,510	36,962	<3,548>	184,880	182,156	<2,724>	34,903	177,351
407.4	348.7	<58.7>	260.7	277.7	17.0	334.6	304.7
19,314	19,620	306	92,466	95,826	3,360	18,169	89,097
106	465	359	2,941	2,330	<611>	60	1,563
628	680	52	2,928	3,500	572	814	3,794
0	60	60	435	300	<135>	0	57
0	0	0	2,017	10,000	7,983	0	7,123
0	0	0	811	0	<811>	0	0
3,853	2,000	<1,853>	9,353	7,500	<1,853>	2,000	7,499
116	1,250	1,134	1,993	6,250	4,257	291	8,765
0	0	0	0	816	816	0	816
0	800	800	5,678	49,200	43,522	0	0
3,075	2,083	<992>	11,407	40,415	29,008	2,083	10,886
0	550	550	3,585	2,750	<835>	1,019	4,997
3,441	2,300	<1,141>	13,079	11,500	<1,579>	2	20,667
8,170	10,125	1,955	90,376	128,540	38,164	10,230	113,535
20,256	15,000	<5,256>	93,315	81,500	<11,815>	15,160	92,773
0	0	0	56	0	<56>	0	0
77,585	54,054	<23,531>	354,395	285,309	<69,086>	60,267	372,195
136,544	108,987	<27,557>	684,835	725,736	40,901	110,096	733,767
177,055	145,949	<31,106>	869,715	907,892	38,177	144,999	911,119
178,442	150,329	28,113	918,623	787,715	130,908	144,316	835,039
2,508	3,583	1,075	14,713	16,842	2,129	3,779	14,719
15,315	13,221	<2,094>	71,139	63,967	<7,172>	11,166	55,702
7,028	7,978	950	34,452	35,079	627	5,609	28,133
3,601	3,013	<588>	16,306	14,599	<1,707>	2,633	13,313
13,100	10,386	<2,714>	57,051	48,080	<8,971>	9,054	42,360
32,472	33,876	1,404	122,703	159,857	37,154	14,877	75,826
11,913	12,834	921	47,283	61,017	13,734	4,448	30,484
6,043	5,764	<279>	30,192	28,820	<1,372>	6,097	30,483
91,981	90,655	<1,326>	393,839	428,261	34,422	57,663	291,019
86,461	59,674	26,787	524,784	359,454	165,330	86,653	544,020

**UCLA STUDENT UNION  
INCOME STATEMENT**

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
22,535	38,739	<16,204>	252,567	252,616	<49>	30,626	226,745
0	30	<30>	0	361	<361>	0	0
43,340	52,781	<9,441>	182,347	202,535	<20,188>	52,422	200,740
65,875	91,550	<25,675>	434,913	455,512	<20,599>	83,048	427,485
42,381	51,620	9,239	177,955	198,079	20,124	52,051	196,457
6,827	6,779	<48>	42,396	44,139	1,743	5,969	39,872
0	0	0	16	0	<16>	0	0
49,208	58,399	9,191	220,367	242,218	21,851	58,020	236,329
74.7	63.8	<10.9>	50.7	53.2	2.5	69.9	55.3
16,668	33,151	<16,483>	214,546	213,294	1,252	25,028	191,156
25.3	36.2	<10.9>	49.3	46.8	2.5	30.1	44.7
69.7	82.5	<12.8>	83.2	82.5	0.7	80.5	82.4
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	0.0
2.2	2.2	0.0	2.4	2.2	0.2	0.7	2.1
2,460	5,325	<2,865>	84,294	71,103	13,191	5,607	63,482
7,658	9,292	<1,634>	32,203	35,655	<3,452>	8,311	34,106
10,119	14,617	<4,498>	116,497	106,758	9,739	13,918	97,589
26,786	47,768	<20,982>	331,044	320,052	10,992	38,946	288,744
32,203	31,749	<454>	159,652	158,745	<907>	26,244	152,453
13,863	16,910	3,047	87,182	97,475	10,293	14,864	81,258
46,066	48,659	2,593	246,833	256,220	9,387	41,107	233,711
69.9	53.2	<16.8>	56.8	56.3	<0.5>	49.5	54.7
16,556	17,084	528	84,132	84,860	728	14,491	82,344
772	3,274	2,502	4,419	6,193	1,774	3,180	6,215
3,360	3,332	<28>	14,119	16,510	2,391	2,888	14,776
339	0	<339>	339	1,150	811	566	566
2,377	2,428	51	2,377	2,428	51	2,716	2,716
250	250	0	714	714	0	232	696
59	0	<59>	5,999	4,108	<1,891>	0	2,708
103	89	<14>	21,936	22,132	196	108	22,183
1,787	2,888	1,101	49,119	38,140	<10,979>	1,406	32,349
0	0	0	97	0	<97>	0	0
1,400	0	<1,400>	2,524	0	<2,524>	55	89
0	0	0	229	0	<229>	0	0
34	145	111	657	734	77	0	348
142	601	459	1,404	2,981	1,577	476	2,578
1,382	575	<807>	9,920	6,479	<3,441>	786	5,377
846	1,240	394	4,365	4,760	395	986	4,384
167	32	<135>	291	123	<168>	500	1,759
0	0	0	0	0	0	300	575
2,654	2,950	296	2,654	2,950	296	3,206	3,206
15,417	15,417	0	77,083	77,085	2	15,417	77,083
1,914	5,000	3,086	52,880	47,000	<5,880>	4,719	39,274
49,557	55,305	5,748	335,259	318,347	<16,912>	52,031	299,224
95,623	103,964	8,341	582,092	574,567	<7,525>	93,138	532,936
<68,837>	<56,196>	<12,641>	<251,049>	<254,515>	3,466	<54,192>	<244,191>
2,853	4,417	1,564	19,835	21,582	1,747	4,451	19,330
3,274	5,687	2,413	21,862	21,634	<228>	3,741	17,495
1,502	3,432	1,930	10,773	11,943	1,170	1,879	8,851
770	1,296	526	4,954	4,934	<20>	882	4,176
2,800	4,468	1,668	17,359	16,369	<990>	3,033	13,329
44,038	46,969	2,931	212,066	221,645	9,579	44,199	225,268
16,157	17,785	1,628	83,779	84,556	777	13,216	90,564
13,016	17,217	4,201	65,052	86,085	21,033	12,951	64,438
84,410	101,271	16,861	435,680	468,748	33,068	84,353	443,452
<153,247>	<157,467>	4,220	<686,728>	<723,263>	36,535	<138,545>	<687,643>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
307,520	312,259	4,739	1,497,721	1,560,643	62,922	313,288	1,468,676
0	300	300	0	1,500	1,500	0	0
24,840	32,817	7,977	148,162	174,862	26,700	23,758	157,437
332,360	345,376	13,016	1,645,883	1,737,005	91,122	337,047	1,626,112
6.9	7.4	0.5	5.7	5.7	<0.1>	6.8	5.2
0	10,300	10,300	15,178	12,215	<2,963>	10,000	11,859
0	2,060	2,060	4,000	4,120	120	2,000	4,000
146,024	157,283	11,259	722,439	776,088	53,649	156,946	717,508
11,899	6,785	<5,114>	42,168	38,051	<4,117>	7,525	37,037
8,780	9,030	250	40,001	44,752	4,751	8,680	41,583
612	893	281	3,438	4,498	1,060	624	4,021
640	2,025	1,385	5,458	11,169	5,711	164	3,438
0	0	0	446	40	<406>	0	39
4,454	6,590	2,136	8,634	8,950	316	2,619	3,090
0	703	703	1,858	3,515	1,657	393	2,228
203	180	<23>	7,050	5,616	<1,434>	173	4,493
66	38	<28>	459	1,003	544	37	974
698	386	<312>	1,999	1,930	<69>	294	1,790
146	<600>	<746>	<459>	<2,800>	<2,341>	<50>	<2,407>
0	50	50	185	250	65	0	384
2,758	2,550	<208>	13,309	12,750	<559>	2,525	13,592
1,061	1,311	250	6,103	6,803	700	1,150	6,438
1,545	1,545	0	7,725	7,725	0	1,500	7,500
4,577	6,018	1,441	38,585	34,257	<4,328>	7,685	29,222
517	1,272	755	4,963	6,360	1,397	581	2,600
10,507	12,684	2,177	58,703	63,420	4,717	11,736	57,871
0	30	30	0	230	230	0	0
3,481	3,481	0	25,071	25,071	0	3,380	24,341
10	40	30	47	200	153	<2>	<34>
19,169	15,734	<3,435>	95,845	78,670	<17,175>	14,303	71,517
4,596	4,263	<333>	47,083	27,744	<19,339>	4,285	27,837
1,396	1,408	12	6,979	7,040	61	1,383	6,913
10,033	10,314	281	50,639	51,566	927	9,976	50,727
1,800	350	<1,450>	8,925	2,600	<6,325>	2,985	9,453
9,607	10,111	504	48,036	50,555	2,519	9,167	45,835
0	0	0	3,729	3,729	0	0	3,620
455	13,583	13,128	2,480	19,915	17,435	1,000	15,950
16,797	11,240	<5,557>	66,298	64,803	<1,495>	10,914	62,917
20	349	329	3,863	6,518	2,655	339	6,328
3,640	4,058	418	20,682	21,304	622	3,163	19,227
3,631	3,800	169	16,911	18,200	1,289	3,629	16,191
7,635	7,635	0	38,175	38,175	0	7,635	38,175
<15,650>	0	15,650	31,480	0	<31,480>	0	0
8,050	0	<8,050>	28,175	0	<28,175>	0	0
13,296	13,669	373	66,353	68,345	1,992	13,401	67,005
50	266	216	18,769	18,379	<390>	258	17,844
282,504	321,434	38,930	1,561,782	1,543,756	<18,026>	300,401	1,431,104
614,864	666,810	51,946	3,207,665	3,280,761	73,096	637,448	3,057,216
19,033	20,275	1,243	89,662	95,678	6,016	18,055	92,021
6,983	7,677	694	35,351	36,498	1,147	5,399	36,995
22,673	21,653	<1,020>	100,123	108,265	8,142	12,363	57,398
48,688	49,605	917	225,136	240,441	15,305	35,817	186,415
663,553	716,415	52,862	3,432,801	3,521,202	88,401	673,265	3,243,631
<595,819>	<650,025>	<54,206>	<3,091,343>	<3,183,891>	<92,548>	<593,165>	<2,851,365>
<32,454>	<32,454>	0	<161,651>	<161,651>	0	<33,080>	<153,967>
<3,309>	<3,309>	0	<16,483>	<16,483>	0	<3,698>	<14,375>
<31,970>	<30,627>	1,343	<163,324>	<159,177>	4,147	<43,322>	<223,924>
<663,553>	<716,415>	<52,862>	<3,432,801>	<3,521,202>	<88,401>	<673,265>	<3,243,631>
0	0	0	0	0	<0>	0	0

MAINTENANCE DIVISION  
EXPENSE STATEMENT

DEC. 05(11/27/16-12/31/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
129,434	134,716	5,282	575,748	600,877	25,129	115,740	558,521
5,144	2,198	<2,946>	23,180	10,990	<12,190>	2,933	15,682
495	600	105	1,409	3,000	1,591	0	209
<632>	<580>	52	<2,616>	<2,980>	<364>	<1,009>	<3,747>
<8,860>	<7,470>	1,390	<38,816>	<36,376>	2,440	<7,274>	<33,574>
<1,053>	<4,000>	<2,947>	<33,354>	<20,000>	13,354	0	<4,520>
124,528	125,464	936	525,550	555,511	29,961	110,390	532,571
80,938	84,727	3,789	356,851	394,752	37,901	69,744	346,796
239	78	<161>	785	620	<165>	311	675
951	622	<329>	3,633	3,110	<523>	609	3,420
0	0	0	1,393	1,500	107	286	286
4,446	3,645	<801>	23,535	24,758	1,223	4,426	24,941
5,097	5,191	94	27,486	27,945	459	5,103	26,397
699	1,093	394	5,424	6,088	664	1,505	4,967
400	479	79	1,996	2,552	556	810	2,606
10,684	22,150	11,466	112,157	114,575	2,418	19,914	156,005
2,705	4,690	1,985	14,747	23,450	8,703	8,221	25,129
0	175	175	468	525	57	0	232
222	1,500	1,278	1,220	7,500	6,280	48	2,071
368	250	<118>	1,680	1,250	<430>	0	0
2,475	3,100	625	15,338	22,774	7,436	3,345	21,435
7,189	7,349	160	38,025	38,728	703	4,246	31,418
3,202	3,152	<50>	15,109	15,760	651	6,339	20,403
236	1,050	814	4,442	5,250	808	1,050	5,679
0	0	0	4,150	0	<4,150>	0	0
119,850	139,251	19,401	628,440	691,137	62,697	125,957	672,460
244,378	264,715	20,337	1,153,991	1,246,648	92,657	236,347	1,205,031
19,396	19,145	<251>	92,948	95,725	2,777	14,124	70,602
19,396	19,145	<251>	92,948	95,725	2,777	14,124	70,602
263,774	283,860	20,086	1,246,938	1,342,373	95,435	250,471	1,275,632
<225,960>	<243,423>	<17,463>	<1,063,157>	<1,148,714>	<85,557>	<213,652>	<1,088,920>
<7,673>	<7,673>	0	<38,365>	<38,365>	0	<6,994>	<34,970>
<3,009>	<3,009>	0	<15,045>	<15,045>	0	<2,742>	<13,710>
<8,099>	<9,478>	<1,379>	<40,709>	<44,563>	<3,854>	<9,028>	<46,011>
<19,033>	<20,277>	<1,245>	<89,662>	<95,686>	<6,024>	<18,055>	<92,021>
<263,774>	<283,860>	<20,086>	<1,246,938>	<1,342,373>	<95,435>	<250,471>	<1,275,632>
<0>	0	0	0	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

DEC. 05(11/27/16-12/31/16)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
6,598	12,986	6,388	Chiller Water
72,158	72,667	509	Elec-Non Air Cond.
7,224	11,051	3,827	Water-Non Air Cond.
6,951	6,608	<343>	Steam-Non Air Cond.
2,849	3,280	431	Gas
1,550	1,551	1	Energy Management
97,330	108,143	10,813	TOTAL OTHER CONTROL.
97,330	108,143	10,813	TOTAL CONTROLLABLE EXP
<82,902>	<92,180>	<9,278>	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,260>	<1,260>	0	Allocated-GSA
<2,971>	<3,811>	<840>	Allocated-Comm Board
<6,983>	<7,678>	<695>	Allocated-A & SS
<97,331>	<108,143>	<10,813>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 16-17			FISCAL YEAR 15-16	
YTD 5 MO(07/31/16-12/31/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
89,523	102,746	13,223	4,731	101,450
312,700	319,767	7,067	47,529	318,275
43,832	49,479	5,647	10,032	50,212
23,855	22,056	<1,799>	11,503	28,212
15,329	13,450	<1,879>	1,704	12,707
7,752	7,755	3	1,292	6,460
492,991	515,253	22,262	76,791	517,316
492,991	515,253	22,262	76,791	517,316
<419,127>	<438,259>	<19,132>	<63,883>	<437,774>
<16,070>	<16,070>	0	<3,455>	<17,275>
<6,300>	<6,300>	0	<1,355>	<6,775>
<16,143>	<18,120>	<1,977>	<2,699>	<18,497>
<35,351>	<36,504>	<1,153>	<5,399>	<36,995>
<492,991>	<515,253>	<22,262>	<76,791>	<517,316>
<0>	0	0	0	0