

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
January (12/31/17 - 01/27/18)**

**Prepared  
February 12, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

JANUARY (12/31/17 - 01/27/18)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,754		3,935		(181)	(4.6%)	(634)	(14.4%)	4,388				<b>GROSS INCOME</b>
1,260		1,325		(65)	(4.9%)	(24)	(1.9%)	1,284				UCLA Store
292		374		(82)	(21.9%)	(9)	(3.0%)	301				UCLA Restaurants
94		82		12	14.6%	21	28.8%	73				Services Division
												UCLA Student Union
<b>5,400</b>		<b>5,716</b>		<b>(316)</b>	<b>(5.5%)</b>	<b>(646)</b>	<b>(10.7%)</b>	<b>6,046</b>				<b>TOTAL</b>
1,194	31.8%	1,313	33.4%	(119)	Pts.	(161)	Pts.	1,355	30.9%			<b>GROSS MARGIN</b>
901	71.5%	955	72.1%	(54)	(0.6)	(27)	(0.8)	928	72.3%			UCLA Store
292	100.0%	374	100.0%	(82)	0.0	(9)	0.0	301	100.0%			UCLA Restaurants
45	47.9%	48		(3)	(10.6)	9	(1.4)	36	49.3%			Services Division
												UCLA Student Union
<b>2,432</b>	<b>45.0%</b>	<b>2,690</b>	<b>47.1%</b>	<b>(258)</b>	<b>(2.1)</b>	<b>(188)</b>	<b>1.7</b>	<b>2,620</b>	<b>43.3%</b>			<b>TOTAL</b>
522	13.9%	574	14.6%	52	0.7	32	(1.3)	554	12.6%			<b>WAGES &amp; BENEFITS</b>
640	50.8%	672	50.7%	32	(0.1)	2	(0.8)	642	50.0%			UCLA Store
55	18.8%	56	15.0%	1	(3.8)	0	(0.5)	55	18.3%			UCLA Restaurants
65	69.1%	72	87.8%	7	18.7	0	19.9	65	89.0%			Services Division
												UCLA Student Union
<b>1,282</b>	<b>23.7%</b>	<b>1,374</b>	<b>24.0%</b>	<b>92</b>	<b>0.3</b>	<b>34</b>	<b>(1.9)</b>	<b>1,316</b>	<b>21.8%</b>			<b>TOTAL</b>
145	3.9%	141	3.6%	(4)	(0.3)	(4)	(0.7)	141	3.2%			<b>OTHER CONTROLLABLES</b>
146	11.6%	156	11.8%	10	0.2	3	0.0	149	11.6%			UCLA Store
90	30.8%	118	31.6%	28	0.8	(11)	(4.6)	79	26.2%			UCLA Restaurants
40	42.6%	44	53.7%	4	11.1	1	13.6	41	56.2%			Services Division
												UCLA Student Union
<b>421</b>	<b>7.8%</b>	<b>459</b>	<b>8.0%</b>	<b>38</b>	<b>0.2</b>	<b>(11)</b>	<b>(1.0)</b>	<b>410</b>	<b>6.8%</b>			<b>TOTAL</b>
527	14.0%	598	15.2%	(71)	(1.2)	(133)	(1.0)	660	15.0%			<b>CONTRIBUTION</b>
115	9.1%	127	9.6%	(12)	(0.5)	(21)	(1.5)	136	10.6%			UCLA Store
146	50.0%	201	53.7%	(55)	(3.7)	(21)	(5.5)	167	55.5%			UCLA Restaurants
(60)	(63.8%)	(68)	(82.9%)	8	19.1	9	30.7	(69)	(94.5%)			Services Division
												UCLA Student Union
<b>728</b>	<b>13.5%</b>	<b>858</b>	<b>15.0%</b>	<b>(130)</b>	<b>(1.5)</b>	<b>(166)</b>	<b>(1.3)</b>	<b>894</b>	<b>14.8%</b>			<b>TOTAL</b>
464	8.6%	618	10.8%	154	2.2	76	0.3	540	8.9%			<b>ALLOCATED EXPENSES</b>
228	4.2%	231	4.0%	3	(0.2)	(6)	(0.5)	222	3.7%			Admin&Support Services
57	1.1%	72	1.3%	15	0.2	17	0.1	74	1.2%			Facilities Division
194	3.6%	204	3.6%	10	0.0	14	(0.2)	208	3.4%			Utilities
												Depreciation
<b>943</b>	<b>17.5%</b>	<b>1,125</b>	<b>19.7%</b>	<b>182</b>	<b>2.2</b>	<b>101</b>	<b>(0.2)</b>	<b>1,044</b>	<b>17.3%</b>			<b>TOTAL</b>
(215)	(4.0%)	(267)	(4.7%)	52	0.7	(65)	(1.5)	(150)	(2.5%)			<b>NET INCOME (LOSS)</b>
												<b>FROM OPERATIONS</b>
18	0.3%	10	0.2%	8	0.1	(2)	0.0	20	0.3%			<b>OTHER INC/(EXP)</b>
16	0.3%	12	0.2%	4	0.1	3	0.1	13	0.2%			Non-Recurrent Inc/(Exp)
(32)	(0.6%)	(32)	(0.6%)	0	0.0	3	0.0	(35)	(0.6%)			Interest Income
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Interest (Expense)
234	4.3%	236	4.1%	(2)	0.2	3	0.5	231	3.8%			Income Taxes
												Student Union Fee Income
<b>236</b>	<b>4.4%</b>	<b>226</b>	<b>4.0%</b>	<b>10</b>	<b>0.4</b>	<b>7</b>	<b>0.6</b>	<b>229</b>	<b>3.8%</b>			<b>TOTAL</b>
21	0.4%	(41)	(0.7%)	62	1.1	(58)	(0.9)	79	1.3%			<b>NET INCOME (LOSS)</b>

FISCAL YEAR 2017-2018										FY 16-17		
YTD 6 MONTHS (07/30/17 - 01/27/18)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
24,335		24,872		(537)	(2.2%)	12	0.0%	24,323				<b>GROSS INCOME</b>
7,753		8,022		(269)	(3.4%)	76	1.0%	7,677				UCLA Store
2,338		2,326		12	0.5%	246	11.8%	2,092				UCLA Restaurants
675		678		(3)	(0.4%)	50	8.0%	625				Services Division
												UCLA Student Union
<b>35,101</b>		<b>35,898</b>		<b>(797)</b>	<b>(2.2%)</b>	<b>384</b>	<b>1.1%</b>	<b>34,717</b>				<b>TOTAL</b>
7,787	32.0%	8,165	32.8%	(378)	Pts.	(31)	Pts.	7,818	32.1%			<b>GROSS MARGIN</b>
5,519	71.2%	5,768	71.9%	(249)	(0.7)	(2)	(0.7)	5,521	71.9%			UCLA Store
2,336	99.9%	2,323	99.9%	13	0.0	247	0.0	2,089	99.9%			UCLA Restaurants
353	52.3%	406	59.9%	(53)	(7.6)	(14)	(6.4)	367	58.7%			Services Division
												UCLA Student Union
<b>15,995</b>	<b>45.6%</b>	<b>16,662</b>	<b>46.4%</b>	<b>(667)</b>	<b>(0.8)</b>	<b>200</b>	<b>0.1</b>	<b>15,795</b>	<b>45.5%</b>			<b>TOTAL</b>
3,341	13.7%	3,572	14.4%	231	0.7	95	0.4	3,436	14.1%			<b>WAGES &amp; BENEFITS</b>
3,939	50.8%	4,144	51.7%	205	0.9	86	1.6	4,025	52.4%			UCLA Store
323	13.8%	333	14.3%	10	0.5	9	2.1	332	15.9%			UCLA Restaurants
411	60.9%	441	65.0%	30	4.1	(15)	2.5	396	63.4%			Services Division
												UCLA Student Union
<b>8,014</b>	<b>22.8%</b>	<b>8,490</b>	<b>23.7%</b>	<b>476</b>	<b>0.9</b>	<b>175</b>	<b>0.8</b>	<b>8,189</b>	<b>23.6%</b>			<b>TOTAL</b>
1,417	5.8%	1,422	5.7%	5	(0.1)	(31)	(0.1)	1,386	5.7%			<b>OTHER CONTROLLABLES</b>
851	11.0%	864	10.8%	13	(0.2)	(22)	(0.2)	829	10.8%			UCLA Store
840	35.9%	800	34.4%	(40)	(1.5)	(169)	(3.8)	671	32.1%			UCLA Restaurants
297	44.0%	282	41.6%	(15)	(2.4)	(5)	2.7	292	46.7%			Services Division
												UCLA Student Union
<b>3,405</b>	<b>9.7%</b>	<b>3,368</b>	<b>9.4%</b>	<b>(37)</b>	<b>(0.3)</b>	<b>(227)</b>	<b>(0.5)</b>	<b>3,178</b>	<b>9.2%</b>			<b>TOTAL</b>
3,029	12.4%	3,171	12.7%	(142)	(0.3)	33	0.1	2,996	12.3%			<b>CONTRIBUTION</b>
729	9.4%	760	9.5%	(31)	(0.1)	61	0.7	668	8.7%			UCLA Store
1,173	50.2%	1,190	51.2%	(17)	(1.0)	88	(1.7)	1,085	51.9%			UCLA Restaurants
(355)	(52.6%)	(317)	(46.8%)	(38)	(5.8)	(34)	(1.2)	(321)	(51.4%)			Services Division
												UCLA Student Union
<b>4,576</b>	<b>13.0%</b>	<b>4,804</b>	<b>13.4%</b>	<b>(228)</b>	<b>(0.4)</b>	<b>148</b>	<b>0.2</b>	<b>4,428</b>	<b>12.8%</b>			<b>TOTAL</b>
3,479	9.9%	3,784	10.5%	305	0.6	(73)	(0.1)	3,406	9.8%			<b>ALLOCATED EXPENSES</b>
1,398	4.0%	1,423	4.0%	25	0.0	(116)	(0.3)	1,282	3.7%			Admin&Support Services
505	1.4%	533	1.5%	28	0.1	23	0.1	528	1.5%			Facilities Division
1,150	3.3%	1,225	3.4%	75	0.1	76	0.2	1,226	3.5%			Utilities
												Depreciation
<b>6,532</b>	<b>18.6%</b>	<b>6,965</b>	<b>19.4%</b>	<b>433</b>	<b>0.8</b>	<b>(90)</b>	<b>0.0</b>	<b>6,442</b>	<b>18.6%</b>			<b>TOTAL</b>
(1,956)	(5.6%)	(2,161)	(6.0%)	205	0.4	58	0.2	(2,014)	(5.8%)			<b>NET INCOME (LOSS)</b>
												<b>FROM OPERATIONS</b>
66	0.2%	60	0.2%	6	0.0	28	0.1	38	0.1%			<b>OTHER INC/(EXP)</b>
90	0.3%	75	0.2%	15	0.1	16	0.1	74	0.2%			Non-Recurrent Inc/(Exp)
(192)	(0.5%)	(192)	(0.5%)	0	0.0	18	0.1	(210)	(0.6%)			Interest Income
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Interest (Expense)
1,414	4.0%	1,418	4.0%	(4)	0.0	26	0.0	1,388	4.0%			Income Taxes
												Student Union Fee Income
<b>1,378</b>	<b>3.9%</b>	<b>1,361</b>	<b>3.8%</b>	<b>17</b>	<b>0.1</b>	<b>88</b>	<b>0.2</b>	<b>1,290</b>	<b>3.7%</b>			<b>TOTAL</b>
(578)	(1.6%)	(800)	(2.2%)	222	0.6	146	0.5	(724)	(2.1%)			<b>NET INCOME (LOSS)</b>

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

JANUARY (12/31/17 - 01/27/18)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,754		3,935		(181)	(4.6%)	(634)	(14.4%)	4,388				<b>GROSS INCOME</b>
1,260		1,325		(65)	(4.9%)	(24)	(1.9%)	1,284				UCLA Store
292		374		(82)	(21.9%)	(9)	(3.0%)	301				UCLA Restaurants
94		82		12	14.6%	21	28.8%	73				Services Division
												UCLA Student Union
<b>5,400</b>		<b>5,716</b>		<b>(316)</b>	<b>(5.5%)</b>	<b>(646)</b>	<b>(10.7%)</b>	<b>6,046</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
1,194	31.8%	1,313	33.4%	(119)	Pts.	(161)	Pts.	1,355	30.9%			UCLA Store
901	71.5%	955	72.1%	(54)	(0.6)	(27)	(0.8)	928	72.3%			UCLA Restaurants
292	100.0%	374	100.0%	(82)	0.0	(9)	0.0	301	100.0%			Services Division
45	47.9%	48	58.5%	(3)	(10.6)	9	(1.4)	36	49.3%			UCLA Student Union
<b>2,432</b>	<b>45.0%</b>	<b>2,690</b>	<b>47.1%</b>	<b>(258)</b>	<b>(2.1)</b>	<b>(188)</b>	<b>1.7</b>	<b>2,620</b>	<b>43.3%</b>			<b>TOTAL</b>
												<b>TOTAL CONTROLLABLES</b>
667	17.8%	715	18.2%	48	0.4	28	(2.0)	695	15.8%			UCLA Store
786	62.4%	828	62.5%	42	0.1	6	(0.7)	792	61.7%			UCLA Restaurants
145	49.7%	174	46.5%	29	(3.2)	(11)	(5.2)	134	44.5%			Services Division
105	111.7%	116	141.5%	11	29.8	1	33.5	106	145.2%			UCLA Student Union
<b>1,703</b>	<b>31.5%</b>	<b>1,833</b>	<b>32.1%</b>	<b>130</b>	<b>0.6</b>	<b>24</b>	<b>(2.9)</b>	<b>1,727</b>	<b>28.6%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
527	14.0%	598	15.2%	(71)	(1.2)	(133)	(1.0)	660	15.0%			UCLA Store
115	9.1%	127	9.6%	(12)	(0.5)	(21)	(1.5)	136	10.6%			UCLA Restaurants
146	50.0%	201	53.7%	(55)	(3.7)	(21)	(5.5)	167	55.5%			Services Division
(60)	(63.8%)	(68)	(82.9%)	8	19.1	9	30.7	(69)	(94.5%)			UCLA Student Union
<b>728</b>	<b>13.5%</b>	<b>858</b>	<b>15.0%</b>	<b>(130)</b>	<b>(1.5)</b>	<b>(166)</b>	<b>(1.3)</b>	<b>894</b>	<b>14.8%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
522	13.9%	595	15.1%	73	1.2	45	(1.0)	567	12.9%			UCLA Store
269	21.3%	353	26.6%	84	5.3	53	3.8	322	25.1%			UCLA Restaurants
79	27.1%	93	24.9%	14	(2.2)	(3)	(1.9)	76	25.2%			Services Division
73	77.7%	84	102.4%	11	24.7	6	30.5	79	108.2%			UCLA Student Union
<b>943</b>	<b>17.5%</b>	<b>1,125</b>	<b>19.7%</b>	<b>182</b>	<b>2.2</b>	<b>101</b>	<b>(0.2)</b>	<b>1,044</b>	<b>17.3%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS) FROM OPERATIONS</b>
5	0.1%	4	0.1%	1	0.0	(90)	(1.5)	95	1.6%			UCLA Store
(154)	(2.9%)	(227)	(4.0%)	73	1.1	32	0.2	(186)	(3.1%)			UCLA Restaurants
67	1.2%	108	1.9%	(41)	(0.7)	(23)	(0.3)	90	1.5%			Services Division
(133)	(2.5%)	(152)	(2.7%)	19	0.2	16	0.0	(149)	(2.5%)			UCLA Student Union
<b>(215)</b>	<b>(4.0%)</b>	<b>(267)</b>	<b>(4.7%)</b>	<b>52</b>	<b>0.7</b>	<b>(65)</b>	<b>(1.5)</b>	<b>(150)</b>	<b>(2.5%)</b>			<b>TOTAL</b>
												<b>OTHER INC/(EXP)</b>
18	0.3%	10	0.2%	8	0.1	(2)	0.0	20	0.3%			Non-Recurrent Inc/(Exp)
16	0.3%	12	0.2%	4	0.1	3	0.1	13	0.2%			Interest Income
(32)	(0.6%)	(32)	(0.6%)	0	0.0	3	0.0	(35)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
234	4.3%	236	4.1%	(2)	0.2	3	0.5	231	3.8%			Student Union Fee Income
<b>236</b>	<b>4.4%</b>	<b>226</b>	<b>4.0%</b>	<b>10</b>	<b>0.4</b>	<b>7</b>	<b>0.6</b>	<b>229</b>	<b>3.8%</b>			<b>TOTAL</b>
<b>21</b>	<b>0.4%</b>	<b>(41)</b>	<b>(0.7%)</b>	<b>62</b>	<b>1.1</b>	<b>(58)</b>	<b>(0.9)</b>	<b>79</b>	<b>1.3%</b>			<b>NET INCOME (LOSS)</b>

FISCAL YEAR 2017-2018										FY 16-17		
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												<b>GROSS MARGIN</b>
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2,336	99.9%	2,323	99.9%	13	0.0	247	0.0	2,089	99.9%			Services Division
353	52.3%	406	59.9%	(53)	(7.6)	(14)	(6.4)	367	58.7%			UCLA Student Union
<b>15,995</b>	<b>45.6%</b>	<b>16,662</b>	<b>46.4%</b>	<b>(667)</b>	<b>(0.8)</b>	<b>200</b>	<b>0.1</b>	<b>15,795</b>	<b>45.5%</b>			<b>TOTAL</b>
												<b>TOTAL CONTROLLABLES</b>
4,758	19.6%	4,994	20.1%	236	0.5	64	0.2	4,822	19.8%			UCLA Store
4,790	61.8%	5,008	62.4%	218	0.6	64	1.4	4,854	63.2%			UCLA Restaurants
1,162	49.7%	1,133	48.7%	(29)	(1.0)	(158)	(1.7)	1,004	48.0%			Services Division
708	104.9%	723	106.6%	15	1.7	(20)	5.2	688	110.1%			UCLA Student Union
<b>11,418</b>	<b>32.5%</b>	<b>11,858</b>	<b>33.0%</b>	<b>440</b>	<b>0.5</b>	<b>(50)</b>	<b>0.2</b>	<b>11,368</b>	<b>32.7%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
3,029	12.4%	3,171	12.7%	(142)	(0.3)	33	0.1	2,996	12.3%			UCLA Store
729	9.4%	760	9.5%	(31)	(0.1)	61	0.7	668	8.7%			UCLA Restaurants
1,173	50.2%	1,190	51.2%	(17)	(1.0)	88	(1.7)	1,085	51.9%			Services Division
(355)	(52.6%)	(317)	(46.8%)	(38)	(5.8)	(34)	(1.2)	(321)	(51.4%)			UCLA Student Union
<b>4,576</b>	<b>13.0%</b>	<b>4,804</b>	<b>13.4%</b>	<b>(228)</b>	<b>(0.4)</b>	<b>148</b>	<b>0.2</b>	<b>4,428</b>	<b>12.8%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
3,422	14.1%	3,658	14.7%	236	0.6	(37)	(0.2)	3,385	13.9%			UCLA Store
2,021	26.1%	2,174	27.1%	153	1.0	51	0.9	2,072	27.0%			UCLA Restaurants
573	24.5%	589	25.3%	16	0.8	(103)	(2.0)	470	22.5%			Services Division
516	76.4%	544	80.2%	28	3.8	(1)	6.0	515	82.4%			UCLA Student Union
<b>6,532</b>	<b>18.6%</b>	<b>6,965</b>	<b>19.4%</b>	<b>433</b>	<b>0.8</b>	<b>(90)</b>	<b>0.0</b>	<b>6,442</b>	<b>18.6%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS) FROM OPERATIONS</b>
(393)	(1.1%)	(485)	(1.4%)	92	0.3	(4)	0.0	(389)	(1.1%)			UCLA Store
(1,292)	(3.7%)	(1,415)	(3.9%)	123	0.2	112	0.3	(1,404)	(4.0%)			UCLA Restaurants
600	1.7%	601	1.7%	(1)	0.0	(15)	(0.1)	615	1.8%			Services Division
(871)	(2.5%)	(862)	(2.4%)	(9)	(0.1)	(35)	(0.1)	(836)	(2.4%)			UCLA Student Union
<b>(1,956)</b>	<b>(5.6%)</b>	<b>(2,161)</b>	<b>(6.0%)</b>	<b>205</b>	<b>0.4</b>	<b>58</b>	<b>0.2</b>	<b>(2,014)</b>	<b>(5.8%)</b>			<b>TOTAL</b>
												<b>OTHER INC/(EXP)</b>
66	0.2%	60	0.2%	6	0.0	28	0.1	38	0.1%			Non-Recurrent Inc/(Exp)
90	0.3%	75	0.2%	15	0.1	16	0.1	74	0.2%			Interest Income
(192)	(0.5%)	(192)	(0.5%)	0	0.0	18	0.1	(210)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
1,414	4.0%	1,418	4.0%	(4)	0.0	26	0.0	1,388	4.0%			Student Union Fee Income
<b>1,378</b>	<b>3.9%</b>	<b>1,361</b>	<b>3.8%</b>	<b>17</b>	<b>0.1</b>	<b>88</b>	<b>0.2</b>	<b>1,290</b>	<b>3.7%</b>			<b>TOTAL</b>
<b>(578)</b>	<b>(1.6%)</b>	<b>(800)</b>	<b>(2.2%)</b>	<b>222</b>	<b>0.6</b>	<b>146</b>	<b>0.5</b>	<b>(724)</b>	<b>(2.1%)</b>			<b>NET INCOME (LOSS)</b>

ASUCLA  
P/L Reconciliation  
Jan-18

<i>Financial Analysis</i>	\$000's
	Jan-18
<b>Budgeted Net Income/(Loss)</b>	<b>(41)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down	(14)
Campus Portrait Studio below plan: marketing email was negatively impacted due to error in mailing list from Registrar's office (sales should rebound in February)	(16)
Market above plan due to shift in business from Energy Zone, and warm weather supported increased sales in beverages, ice cream and snacks	8
Wooden Store below plan due to closure earlier in the year	(5)
E-Commerce below plan: overall decline in fan enthusiasm as compared to last year for basketball related items	(9)
New Text below plan: overall, fewer books were sold and average price was down due to competitive pricing	(22)
Course Reader Solutions below plan: increased campus migration to CCLE and new guidelines from an academic department resulted in fewer custom readers	(27)
Computer Store below plan: introduction of new iMac Pro at selling price of \$5K to \$10K each and strong sales of Dell PC Desktops to UCLA Health	(11)
HSS Dental below plan due to timing of receipt of backordered merchandise	(14)
Total Wages below plan	16
Other, positive controllables (mostly employee benefits)	23
Total Contribution	(71)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	6
Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass through traffic even more	(7)
North Campus Student Ctr. below plan: continuing lower sales trend in this general area, plus construction in parking lot 5 negatively impacted pass through traffic even more	(7)
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(19)
Catering below plan due mostly to menu mix for orders trending to higher cost items	(4)
Concessions below plan as attendance for Men's basketball games was much lower than budgeted, and Women's' basketball sales were also soft this month	(19)
Total Wages above plan	(4)
Other, positive controllables mostly employee benefits	42
Total Contribution	(12)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan mostly for Costco in men's fashion fleece category	(29)
Licensing International below plan: sales lower in China (men's business casual continuing to decline), delay of new program launch for Scandinavia and conservative estimates for Japan	(33)
Licensing Campus Sourcing below plan: first year collecting royalty for these sales thus still establishing history and timeline (despite negative for the month the YTD is slightly positive)	(6)
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(10)
Photography below plan: events planned for January have been rescheduled (this may be made up in later months)	(4)
Total Wages above plan	(2)
Other, positive controllables mostly Licensing	29
Total Contribution	(55)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan as on campus competitor has entered our market and is affecting marketing activation income	(4)
Total Wages below plan	1
Other, positive controllables	11
Total Contribution	8
<b>Allocated Expenses and Other</b>	
A&SS below plan due to savings in employee benefits and adjustments for UCPath charges	154
Facilities slightly below plan	3
Utilities below plan due to lower consumption for steam (less heat in the building from a warmer month than normal) and lower electricity due to less operating needs during the Winter Break	15
Depreciation lower than plan due to timing of capital expenditures	10
Other, positive interest income and non recurrent	10
Total	192
<b>Actual Net Income/(Loss)</b>	<b>21</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(800)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down	(15)
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(39)
Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center	47
Wooden Store below plan due to closure	(24)
E-Commerce below plan: overall decline in fan enthusiasm	(89)
New Text below plan: general timing and interaction between New and Used, and fewer books were sold and average price was down due to competitive pricing	(38)
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(113)
Lualle Books below plan: used sales lower due to lack of available high quality used books for the law school	(29)
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(44)
HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area	(16)
Total Wages lower than plan	59
Other, positive controllables mostly employee benefits	159
Total Contribution	(142)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(11)
Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales	(18)
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	51
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(27)
No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5	(52)
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(99)
Café Synapse below plan due ongoing customer traffic decline	(16)
Lualle Food Servery below plan mostly due to December fires	(12)
Cooperage above plan (partially due to higher Winter Break sales during 1st floor dining room remodel)	17
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(28)
Total Wages above plan	(11)
Other, positive controllables (employee benefits, paper, and various other)	175
Total Contribution	(31)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	109
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/acrued in July)	(53)
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year	8
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(52)
Photography slightly above plan	1
Total Wages above plan	(4)
Other, negative controllables mostly Licensing	(26)
Total Contribution	(17)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall and reduced Undergraduate Admissions events	(41)
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(13)
Total Wages below plan	10
Other, positive controllables	6
Total Contribution	(38)
<b>Allocated Expenses and Other</b>	
A&SS below plan (savings in employee benefits and UCPath charges)	305
Facilities below plan (mostly employee benefits)	25
Utilities below plan: savings in Gas, Wager and Electricity (non air cond.) due to lower consumption	28
Depreciation lower than plan due to timing of capitals	75
Other- higher non-recurrent and interest income	17
Total	450
<b>Actual Net Income/(Loss)</b>	<b>(578)</b>

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

	Current Month January 2018	Prior Month December 2017	Prior Year July 2017
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,471	\$10,905	\$12,191
Accounts receivable	4,207	3,943	3,526
Less: Allowance for doubtful accounts	(558)	(550)	(551)
Accounts receivable, net	3,649	3,393	2,975
Student fees receivable	0	0	373
Inventories	6,399	7,265	6,302
Prepaid expenses and other current assets	266	242	368
Total current assets	22,785	21,805	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,560	70,447	69,851
Less: Accumulated depreciation	(49,043)	(48,849)	(47,919)
Total long term assets	21,717	21,798	22,132
<b>TOTAL ASSETS</b>	<b>\$44,502</b>	<b>\$43,603</b>	<b>\$44,341</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$5,238	\$5,167	\$5,727
Wages and payroll taxes payable	3,575	2,909	3,155
Sales tax payable & other liabilities	990	590	758
Interest payable	78	46	81
Deferred income	1,114	1,405	573
Funds held for others	140	140	102
Current portion of long term debt	833	833	832
Total current liabilities	11,968	11,090	11,228
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
<b>TOTAL LIABILITIES</b>	<b>19,929</b>	<b>19,052</b>	<b>19,190</b>
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(578)	(600)	(857)
Ending Balance	24,573	24,551	25,151
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>44,502</b>	<b>\$43,603</b>	<b>\$44,341</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
Net income/(loss)	\$21	(\$578)	(\$724)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	194	1,150	1,226
Loss (Gain) on disposal of fixed assets	0	0	0
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	(255)	(672)	(1,236)
Student fees receivable	0	373	639
Inventories	865	(98)	(337)
Prepaid expenses and other current assets	(24)	102	62
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	71	(488)	(901)
Sales tax payable & other liabilities	400	232	348
Wages and payroll taxes payable	665	420	(279)
Interest payable	32	(3)	(4)
Deferred Income	(291)	542	399
Funds held for others	0	38	26
Net cash provided/(used) by operating activities	<b>1,678</b>	<b>1,018</b>	<b>(781)</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Purchase of property, equipment and improvements	(112)	(738)	(674)
Net cash used in investing activities	<b>(112)</b>	<b>(738)</b>	<b>(674)</b>
<b>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</b>			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>1,566</b>	<b>280</b>	<b>(1,455)</b>
<b>CASH AND CASH EQUIVALENTS, Beginning</b>	<b>10,905</b>	<b>12,191</b>	<b>11,907</b>
<b>CASH AND CASH EQUIVALENTS, Ending</b>	<b>\$12,471</b>	<b>\$12,471</b>	<b>\$10,452</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	12,471
Less: Committed Capital Projects	
TFC Dining Room Remodel	(500)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
Subtotal	(1,216)
Adjustment for Cash Overdraft Entry	(935)
Uncommitted Cash	10,320
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>14,803</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(4,483)</b>

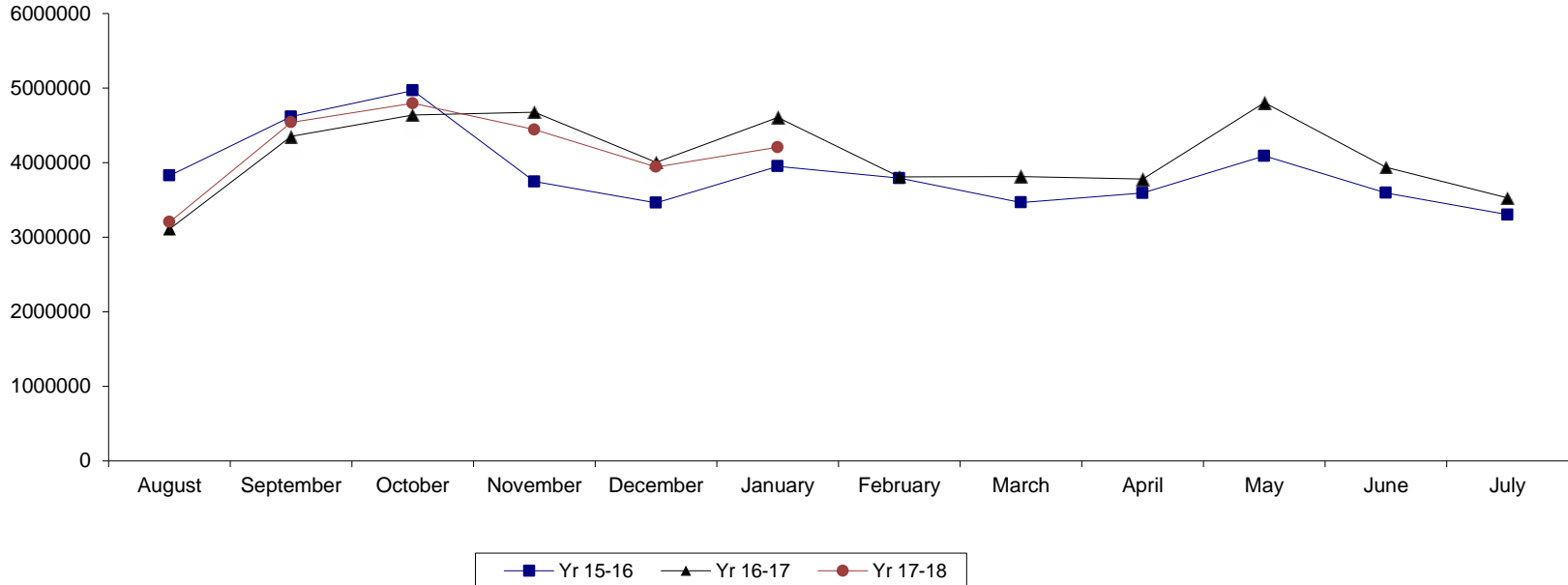
ASUCLA SERVICES AND ENTERPRISES  
 Capital Expenditures -Current Year Projects (\$000's)  
 FY 2017-2018 January 2018

PROJECT NAME	BUDGET	PROJECTED							Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)		
<b>Store/Services</b>									
2017-001 Store General Replacement	50.0	5.2	0.5	5.7	44.3		0.0	In Progress	
2017-002 DC Forklift	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2017-003 Market Counter Replacement	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2017-004 HSS Remodel	75.0	64.9	0.0	64.9	10.1		0.0	Pending	
<b>Total Store/Services</b>	<b>175.0</b>	<b>70.1</b>	<b>0.5</b>	<b>70.6</b>	<b>54.4</b>	<b>50.0</b>	<b>0.0</b>		
<b>Food Service</b>									
2017-005 FS Miscellaneous and Unanticipated	50.0	22.5	2.5	25.0	25.0		0.0	In Progress	
2017-006 Patio Furniture Upgrade	20.0	0.0	12.9	12.9	7.1		0.0	In Progress	
2017-007 FS POS Kiosks	150.0	0.0	12.2	12.2	137.8		0.0	In Progress	
2017-008 Taco Bell space remodel	125.0	35.1	0.0	35.1	89.9		0.0	In Progress	
2017-009 Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-010 NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-011 NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-012 TFC Dining Room Remodel	500.0	0.0	0.0	0.0	0.0	500.0	0.0	Pending	
<b>Total Food Services</b>	<b>900.0</b>	<b>57.6</b>	<b>27.6</b>	<b>85.2</b>	<b>259.8</b>	<b>555.0</b>	<b>0.0</b>		
<b>Technology</b>									
2017-013 Network Infrastructure Upgrade	10.0	9.9	0.0	9.9	0.0		(0.1)	Completed	
2017-014 Printer Replacement	20.0	3.4	0.0	3.4	16.6		0.0	In Progress	
2017-015 PC Replacement	20.0	21.1	0.0	21.1	0.0		1.1	Completed	
2017-016 Computing & Comm. Room Upgrade	20.0	16.7	0.0	16.7	3.3		0.0	In Progress	
2017-017 Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0	17.0	0.0	Pending	
2017-018 Marketing Misc. Hardware/Software Upgrades	5.0	0.0	9.9	9.9	0.0		4.9	Completed Awaiting Invoice	
<b>Total Technology</b>	<b>92.0</b>	<b>51.1</b>	<b>9.9</b>	<b>61.0</b>	<b>19.9</b>	<b>17.0</b>	<b>5.9</b>		
<b>Others</b>									
2017-019 Fac. Misc. Remodels	50.0	20.8	6.0	26.8	23.2		0.0	In Progress	
2017-020 AU 2nd Floor Concourse/Bridge & Coop West P	60.0	52.3	0.0	52.3	0.0		(7.7)	Completed	
2017-021 AU 1st Floor Restrooms	150.0	0.0	7.0	7.0	143.0		0.0	In Progress	
2017-022 Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2017-023 KGS Drapery Replacement	65.0	0.0	0.0	0.0	0.0	65.0	0.0	Pending	
2017-024 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2017-025 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-026 Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending	
2017-027 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-028 MCO Equipment - coin wrapper	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-029 Convert Darkroom to office	0.0	5.5	0.0	5.5	0.0		5.5	Completed	
2017-030 AU 1st Floor upgrade	0.0	0.0	0.0	0.0	0.0		0.0	Pending \$747400	
2017-031 AU 1st Floor Furniture	0.0	5.4	305.0	310.4	0.0		310.4	In Progress \$360000	
2017-032 Fac. Gem Carts	0.0	17.6	0.0	17.6	0.0		17.6	Completed	
2017-033 Wolfgang Patio	0.0	0.0	51.5	51.5	0.0		51.5	Completed Awaiting Invoice	
2017-034 NC Back Door	0.0	0.0	26.6	26.6	0.0		26.6	Completed Awaiting Invoice	
2017-035 KH 105/109 Carpet Replacement	0.0	0.0	34.2	34.2	0.0		34.2	Completed Awaiting Invoice	
<b>Total Others</b>	<b>450.0</b>	<b>101.6</b>	<b>430.3</b>	<b>531.9</b>	<b>166.2</b>	<b>190.0</b>	<b>438.1</b>		
<b>Total Current Year Projects</b>	<b>1,617.0</b>	<b>280.4</b>	<b>468.3</b>	<b>748.7</b>	<b>500.3</b>	<b>812.0</b>	<b>444.0</b>		

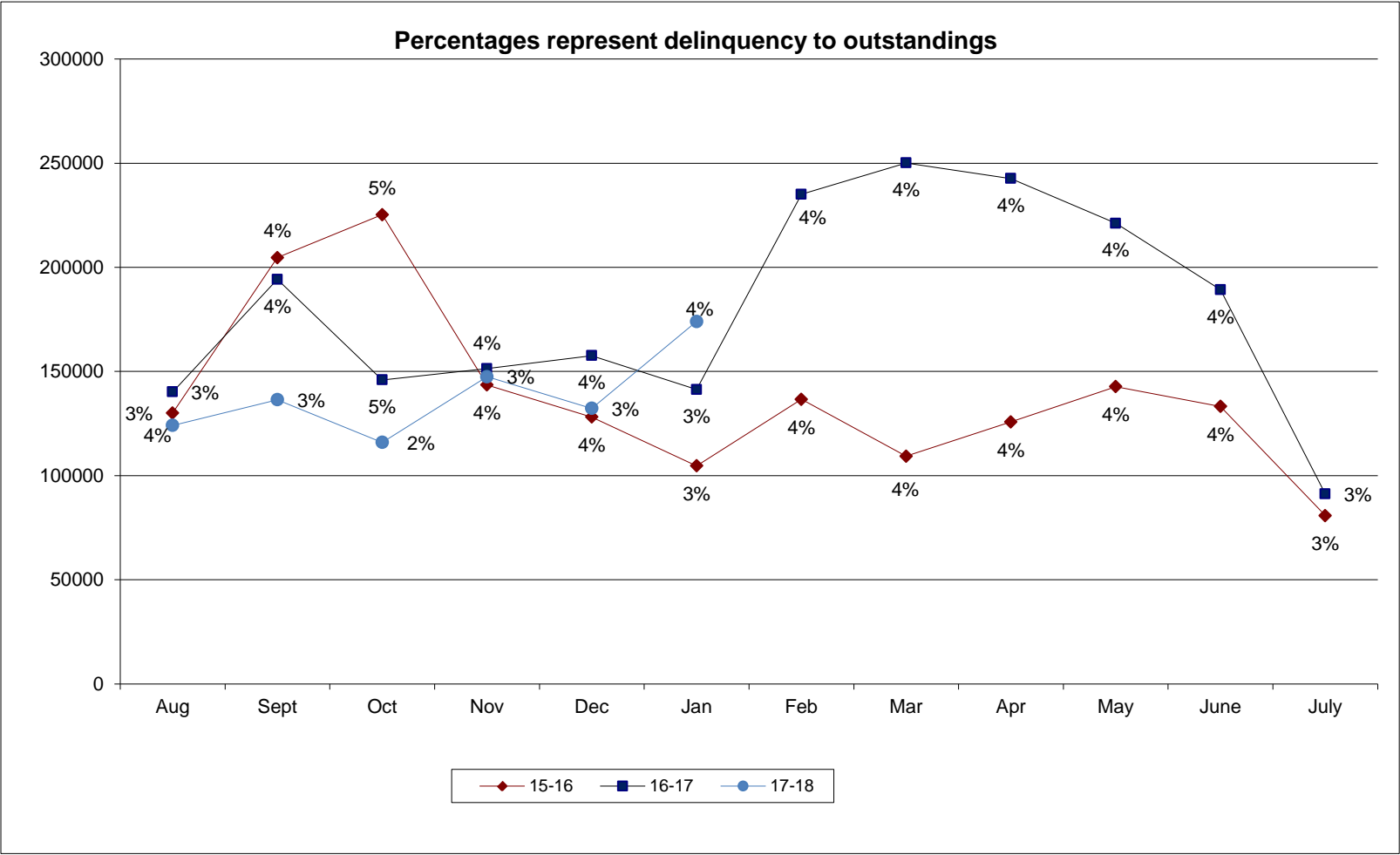
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

1/27/2018	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$832,666	22%	\$92,086	58%	\$17,056	24%	\$9,398	33%	\$795	2%	\$4,851	15%	\$956,852	23%
ASUCLA PUBLICATIONS		\$66,240	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$66,240	2%
ASUCLA USA/GSA		\$99,920	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,920	2%
DUE FROM VENDORS		\$271,264	7%	(\$22,114)	-14%	\$538	1%	\$14,478	51%	\$40,092	94%	\$26,728	80%	\$330,986	8%
DENTAL KITS		\$337,892	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$337,892	8%
OTHER		\$2,264,730	57%	\$89,925	56%	\$52,156	75%	\$4,479	16%	\$1,715	4%	\$1,733	5%	\$2,414,738	57%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,872,712</b>	<b>100%</b>	<b>\$159,897</b>	<b>100%</b>	<b>\$69,750</b>	<b>100%</b>	<b>\$28,355</b>	<b>100%</b>	<b>\$42,602</b>	<b>100%</b>	<b>\$33,312</b>	<b>100%</b>	<b>\$4,206,628</b>	<b>100%</b>
		92%		4%		2%		0%		1%		1%		100%	
12/30/2017	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$541,079	15%	\$143,675	71%	\$10,606	38%	\$9,591	29%	\$3,129	8%	\$2,147	7%	\$710,227	18%
ASUCLA PUBLICATIONS		\$71,499	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,499	2%
ASUCLA USA/GSA		\$121,170	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$121,170	3%
DUE FROM VENDORS		\$452,475	13%	\$983	0%	\$10,715	39%	\$18,603	57%	\$35,997	92%	\$23,998	73%	\$542,771	14%
DENTAL KITS		\$442,095	12%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$442,095	11%
OTHER		\$1,977,641	55%	\$60,134	29%	\$6,249	23%	\$4,716	14%	\$32	0%	\$6,535	20%	\$2,055,307	52%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,605,959</b>	<b>100%</b>	<b>\$204,792</b>	<b>100%</b>	<b>\$27,570</b>	<b>100%</b>	<b>\$32,910</b>	<b>100%</b>	<b>\$39,158</b>	<b>100%</b>	<b>\$32,680</b>	<b>100%</b>	<b>\$3,943,069</b>	<b>100%</b>
		92%		5%		0%		1%		1%		1%		100%	
11/25/2017	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$621,228	17%	\$148,477	24%	\$28,421	68%	\$10,994	23%	\$4,105	12%	\$2,168	9%	\$815,393	18%
ASUCLA PUBLICATIONS		\$78,222	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,222	2%
ASUCLA USA/GSA		\$87,595	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,595	2%
DUE FROM VENDORS		\$653,288	18%	\$16,489	3%	\$4,571	11%	\$33,611	68%	\$21,395	66%	\$14,263	60%	\$743,617	17%
DENTAL KITS		\$522,729	14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$522,729	12%
OTHER		\$1,723,844	47%	\$444,238	73%	\$8,600	21%	\$4,199	9%	\$7,400	22%	\$7,407	31%	\$2,195,688	50%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,686,906</b>	<b>100%</b>	<b>\$609,204</b>	<b>100%</b>	<b>\$41,592</b>	<b>100%</b>	<b>\$48,804</b>	<b>100%</b>	<b>\$32,900</b>	<b>100%</b>	<b>\$23,838</b>	<b>100%</b>	<b>\$4,443,244</b>	<b>100%</b>
		83%		14%		1%		1%		1%		0%		100%	

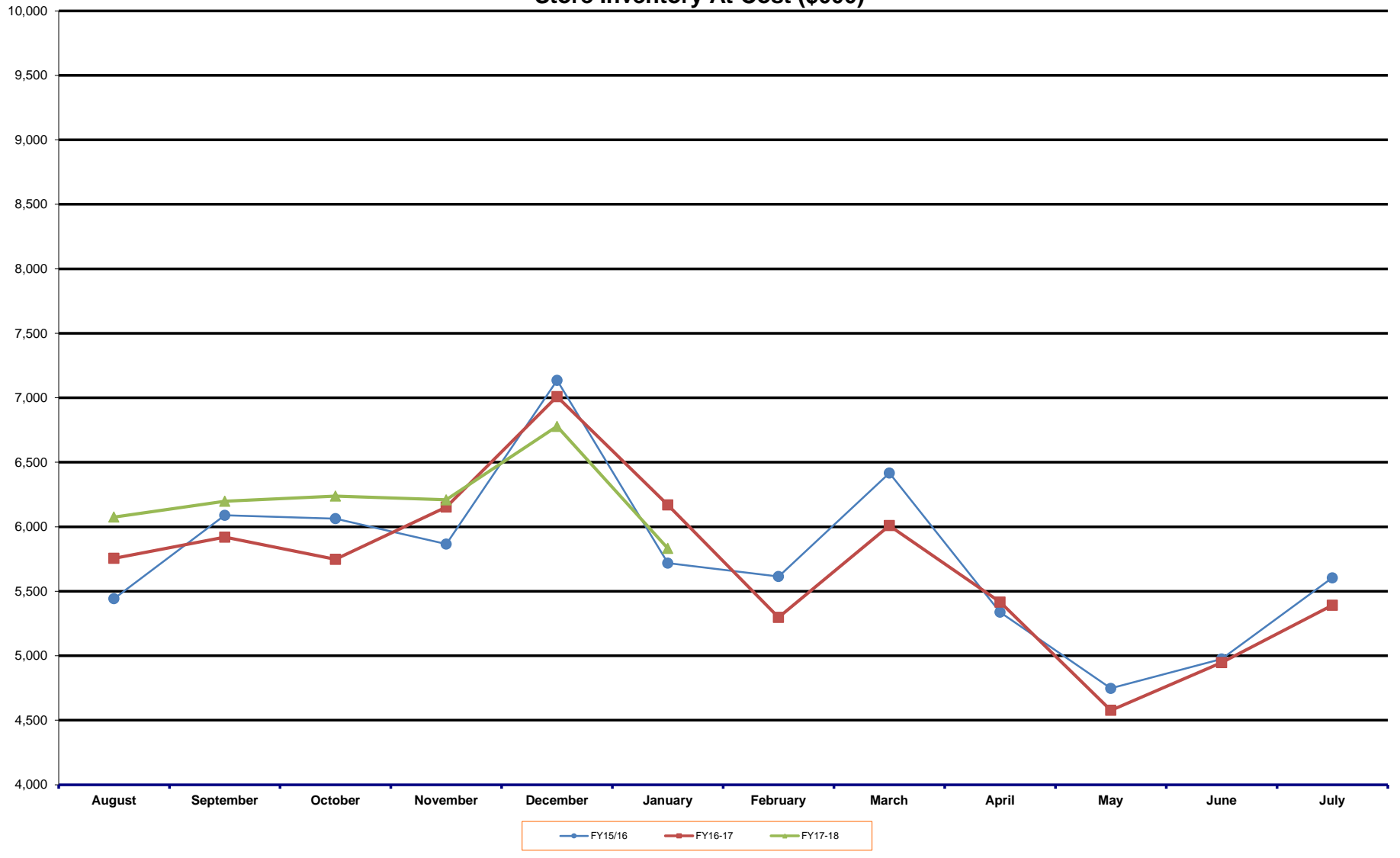
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 15 to Jan 18**



# Aged Accounts Receivable Balances > 60 Days Past Due



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



## Associated Students UCLA Store Inventory Turns\*



\*This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

**UCLA STORE  
INCOME STATEMENT**

JAN. 06(12/31/17-01/27/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,022,461	2,070,075	<47,614>	10,312,555	10,490,593	<178,038>	2,525,429	10,466,980
834,950	903,958	<69,008>	7,240,820	7,308,896	<68,077>	890,760	6,913,337
109,021	106,104	2,917	658,314	650,272	8,042	105,204	629,561
323,560	352,217	<28,657>	1,243,886	1,324,351	<80,465>	376,998	1,392,157
50,982	62,000	<11,018>	943,422	1,040,000	<96,578>	60,745	898,637
276,946	352,676	<75,730>	3,289,470	3,547,248	<257,778>	358,399	3,558,430
3,617,920	3,847,030	<229,110>	23,688,466	24,361,360	<672,894>	4,317,535	23,859,102
2,543,557	2,605,831	62,274	16,453,347	16,615,440	162,093	3,014,687	16,408,885
8,353	7,550	<803>	35,449	31,880	<3,569>	9,277	36,010
4,523	4,730	207	37,543	37,970	427	4,724	35,790
497	490	<7>	3,012	2,990	<22>	462	2,887
1,863	1,790	<73>	6,630	6,630	<0>	2,076	7,350
1,163	1,330	167	12,088	12,560	472	1,393	13,111
16,399	15,890	<509>	94,844	92,030	<2,814>	17,931	95,148
2,559,956	2,621,721	61,765	16,548,191	16,707,470	159,279	3,032,618	16,504,033
70.3	67.7	<2.6>	69.5	68.2	<1.3>	69.8	68.8
1,057,964	1,225,309	<167,345>	7,140,275	7,653,890	<513,615>	1,284,917	7,355,070
29.7	32.3	<2.6>	30.5	31.8	<1.3>	30.2	31.2
0.5	0.4	<0.0>	0.4	0.4	<0.0>	0.4	0.4
29.2	31.9	<2.6>	30.1	31.4	<1.3>	29.8	30.8
20.7	24.3	<3.7>	17.3	19.5	<2.2>	22.4	19.3
50.0	51.0	<1.0>	48.8	49.2	<0.4>	50.5	49.1
41.9	41.2	0.7	41.7	41.3	0.4	44.1	41.8
26.8	28.8	<2.0>	30.8	33.2	<2.4>	28.8	32.0
49.5	54.3	<4.8>	50.2	51.8	<1.6>	51.9	51.0
23.5	23.2	0.3	21.2	21.6	<0.5>	23.2	21.8
136,452	87,517	48,935	646,746	510,843	135,903	70,490	463,415
1,194,415	1,312,826	<118,411>	7,787,020	8,164,733	<377,713>	1,355,407	7,818,485
243,539	252,229	8,690	1,455,912	1,519,242	63,330	253,584	1,523,922
591	0	<591>	8,242	3,940	<4,302>	0	0
170,776	179,164	8,388	1,190,859	1,190,598	<261>	164,820	1,080,984
414,906	431,393	16,487	2,655,012	2,713,780	58,768	418,404	2,604,906
11.5	11.2	<0.3>	11.2	11.1	<0.1>	9.7	10.9
106,850	142,529	35,679	686,129	857,833	171,704	135,538	831,361
5,798	4,403	<1,395>	52,519	53,026	507	4,708	51,974
10,795	10,970	175	73,199	68,475	<4,724>	10,959	69,068
12	15	3	117	90	<27>	15	110
1,047	1,900	853	6,957	10,575	3,618	1,198	7,094
0	902	902	1,745	2,552	807	1,150	1,950
5,330	3,550	<1,780>	32,270	30,410	<1,860>	2,866	29,563
14,546	17,336	2,790	140,778	151,419	10,641	16,474	140,575
1,050	1,050	0	6,300	6,300	0	1,000	5,999
0	0	0	656	0	<656>	0	0
<10>	0	10	<10>	0	10	0	17
0	25	25	0	150	150	0	0
8,618	10,202	1,584	136,429	145,129	8,700	11,040	144,323
<1,038>	<1,700>	<662>	<13,883>	<15,700>	<1,817>	<326>	<16,260>
12	25	13	274,357	261,150	<13,207>	<9,623>	250,682
4,703	3,250	<1,453>	27,031	31,940	4,909	3,588	39,063
68,965	64,684	<4,281>	423,433	440,408	16,975	71,417	410,518
406	0	<406>	5,119	0	<5,119>	1,693	6,209
329	0	<329>	7,712	0	<7,712>	1,358	14,842
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	0	1,785
0	0	0	3,399	1,800	<1,599>	0	1,779
0	0	0	0	300	300	0	300
12,083	10,950	<1,133>	80,574	69,700	<10,874>	10,611	70,935
0	0	0	5,652	1,900	<3,752>	0	8,123
3,727	4,850	1,123	13,475	13,800	325	4,797	13,165
101	100	<1>	39,099	38,958	<141>	100	37,121
0	0	0	0	4	4	0	0
9,016	8,091	<925>	99,733	109,775	10,042	8,267	97,377
252,338	283,132	30,794	2,102,790	2,279,994	177,204	276,832	2,217,206
667,245	714,525	47,280	4,757,803	4,993,774	235,971	695,236	4,822,112
527,171	598,301	<71,130>	3,029,218	3,170,959	<141,741>	660,171	2,996,373
<16,084>	47,062	63,146	218,092	274,310	56,218	32,902	208,339
147,484	158,853	11,369	889,289	944,796	55,507	148,095	881,148
63,823	71,005	7,182	396,039	417,622	21,583	72,571	422,680
49,079	35,080	<13,999>	212,040	233,544	21,504	34,881	194,952
122,212	116,994	<5,218>	717,899	748,208	30,309	114,944	673,206
79,486	81,035	1,549	485,110	497,547	12,437	79,834	475,125
18,329	23,046	4,717	161,878	170,987	9,109	24,366	180,695
56,911	61,826	4,915	341,303	370,956	29,653	57,935	347,203
521,240	594,901	73,661	3,421,650	3,657,970	236,320	565,527	3,383,347
5,931	3,400	2,531	<392,432>	<487,011>	94,579	94,643	<386,975>



UCLA RESTAURANTS  
INCOME STATEMENT

JAN. 06(12/31/17-01/27/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
153,330	136,236	17,094	993,666	905,916	87,750	142,860	866,921
179,456	195,724	<16,268>	1,088,102	1,203,139	<115,037>	185,830	1,099,054
95,777	131,764	<35,987>	628,642	807,933	<179,291>	112,815	735,926
203,177	197,447	5,730	1,276,707	1,302,564	<25,857>	195,146	1,278,715
235,392	232,318	3,074	1,558,089	1,524,203	33,886	231,193	1,488,335
219,651	246,382	<26,731>	1,136,280	1,135,837	443	238,273	1,097,075
1,086,783	1,139,871	<53,088>	6,681,486	6,879,592	<198,106>	1,106,117	6,566,026
359,145	369,907	10,762	2,233,662	2,254,726	21,064	355,974	2,155,319
33.1	32.5	<0.6>	33.4	32.8	<0.7>	32.2	32.8
727,638	769,964	<42,326>	4,447,824	4,624,866	<177,042>	750,143	4,410,707
67.0	67.6	<0.6>	66.6	67.2	<0.7>	67.8	67.2
67.5	68.7	<1.2>	67.2	69.3	<2.1>	67.2	66.9
63.1	66.0	<2.9>	64.9	65.2	<0.3>	66.8	66.0
69.8	66.9	2.9	67.9	67.0	0.8	68.2	67.6
69.7	69.3	0.4	69.3	69.3	0.1	69.4	69.6
65.6	66.3	<0.6>	66.0	66.4	<0.5>	66.4	66.4
68.5	68.6	<0.1>	65.2	66.9	<1.7>	68.7	66.7
173,352	184,734	<11,382>	1,071,153	1,142,768	<71,615>	177,393	1,110,758
900,990	954,698	<53,708>	5,518,977	5,767,634	<248,657>	927,536	5,521,465
281,956	293,307	11,351	1,733,257	1,826,556	93,299	287,130	1,816,641
1,858	0	<1,858>	5,296	0	<5,296>	0	3,919
249,140	237,691	<11,449>	1,555,816	1,468,153	<87,663>	218,848	1,380,699
<36,910>	<38,666>	<1,756>	<230,544>	<241,662>	<11,118>	<31,801>	<211,987>
496,044	492,332	<3,712>	3,063,826	3,053,047	<10,779>	474,178	2,989,272
45.6	43.2	<2.5>	45.9	44.4	<1.5>	42.9	45.5
143,761	180,071	36,310	874,755	1,091,388	216,633	168,114	1,035,660
1,382	1,440	58	11,469	10,390	<1,079>	1,085	8,806
4,142	3,920	<222>	24,770	23,505	<1,265>	3,224	22,955
1,000	1,000	0	8,115	8,288	173	500	7,915
48,742	50,112	1,370	290,954	306,819	15,865	50,158	296,227
4.5	4.4	<0.1>	4.4	4.5	0.1	4.5	4.5
5,683	5,049	<634>	31,688	30,394	<1,294>	3,958	33,243
<11,537>	<12,500>	<963>	<79,098>	<75,000>	4,098	<11,088>	<62,863>
3,456	2,700	<756>	16,665	18,115	1,450	2,632	27,279
1,518	4,020	2,502	21,806	25,850	4,044	3,434	24,189
3,945	1,940	<2,005>	14,145	9,740	<4,405>	2,060	14,858
474	1,385	911	32,960	39,850	6,890	1,169	16,238
0	24	24	1	150	149	0	<0>
8,752	5,664	<3,088>	65,762	38,494	<27,268>	9,402	53,781
42,590	42,253	<337>	229,048	234,186	5,138	40,837	220,855
1,777	1,713	<64>	11,062	10,988	<74>	1,688	10,473
398	1,050	652	4,544	6,464	1,920	753	9,360
0	0	0	17	0	<17>	0	6
0	0	0	0	0	<0>	0	0
0	425	425	0	2,500	2,500	0	0
950	669	<281>	6,727	2,439	<4,288>	0	0
0	0	0	610	0	<610>	0	600
800	<800>	<800>	4,167	750	<3,417>	0	837
31,757	44,791	13,034	155,664	169,706	14,042	39,583	143,916
289,592	335,726	46,134	1,725,829	1,955,016	229,187	317,509	1,864,335
785,636	828,058	42,422	4,789,655	5,008,063	218,408	791,686	4,853,607
115,354	126,640	<11,286>	729,322	759,571	<30,249>	135,850	667,858
<19,230>	53,710	72,940	249,026	308,600	59,574	37,288	237,948
49,503	53,479	3,976	306,157	323,918	17,761	43,319	305,352
21,422	23,904	2,482	136,533	142,899	6,366	21,227	143,469
16,473	11,810	<4,663>	73,601	78,746	5,145	10,203	68,039
41,020	39,387	<1,633>	243,235	254,529	11,294	33,621	236,819
69,991	71,567	1,576	427,166	439,382	12,216	67,255	400,351
16,140	20,295	4,155	142,542	150,582	8,040	20,526	152,262
73,940	79,293	5,353	442,957	475,758	32,801	88,444	528,115
269,259	353,445	84,186	2,021,216	2,174,414	153,198	321,883	2,072,355
<153,905>	<226,805>	72,900	<1,291,894>	<1,414,843>	122,949	<186,033>	<1,404,498>
271,638	280,170	<8,532>	1,681,851	1,755,213	<73,362>	288,916	1,766,431
88,326	86,748	1,578	548,663	569,899	<21,236>	92,705	598,284
183,312	193,422	<10,110>	1,133,188	1,185,314	<52,126>	196,211	1,168,147
6.62	6.61	0.01	6.55	6.45	0.10	6.39	6.29
8.40	8.49	<0.09>	8.43	8.32	0.11	8.16	8.04
5.76	5.77	<0.01>	5.64	5.56	0.08	5.56	5.39
25,535	24,827	<708>	162,522	155,103	<7,419>	26,172	164,804
42.56	45.91	<3.35>	41.11	44.35	<3.25>	42.26	39.84

SERVICES DIVISION  
INCOME STATEMENT

JAN. 06(12/31/17-01/27/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,716	13,661	<3,945>	84,559	84,157	402	13,661	84,583
9,716	13,661	<3,945>	84,559	84,157	402	13,661	84,583
99	111	12	2,300	2,871	571	111	2,723
9,618	13,550	<3,932>	82,259	81,286	973	13,550	81,860
99.0	99.2	<0.2>	97.3	96.6	0.7	99.2	96.8
99.0	99.2	<0.2>	97.3	96.6	0.7	99.2	96.8
184,025	252,200	<68,175>	1,638,942	1,574,923	64,019	176,885	1,364,551
98,102	108,507	<10,405>	614,569	666,505	<51,936>	110,450	642,812
282,126	360,707	<78,581>	2,253,511	2,241,428	12,083	287,335	2,007,363
291,744	374,257	<82,513>	2,335,770	2,322,714	13,056	300,885	2,089,223
38,680	36,151	<2,529>	224,091	216,906	<7,185>	36,734	220,665
260	700	440	723	3,825	3,102	164	1,112
38,940	36,851	<2,089>	224,815	220,731	<4,084>	36,897	221,777
400.8	269.8	<131.0>	265.9	262.3	<3.6>	270.1	262.2
16,004	18,826	2,822	97,801	112,240	14,439	18,255	110,721
41	445	404	4,806	2,670	<2,136>	291	3,232
365	669	304	3,656	4,070	414	515	3,443
541	60	<481>	638	360	<278>	26	460
0	0	0	6,519	6,500	<19>	0	2,018
0	0	0	0	0	0	0	811
0	0	0	9,500	9,500	0	630	9,983
36	5,600	5,564	21,077	27,400	6,323	56	2,048
0	0	0	466	0	<466>	0	0
0	900	900	0	9,000	9,000	0	5,678
2,083	2,084	1	13,538	28,504	14,966	2,083	13,490
0	925	925	0	5,550	5,550	0	3,585
5,402	2,100	<3,302>	19,186	12,600	<6,586>	0	13,079
9,416	21,465	12,049	98,539	109,490	10,951	18,170	108,546
14,707	18,387	3,680	137,566	126,592	<10,974>	12,511	105,826
30	0	<30>	58	0	<58>	0	56
57,854	65,344	7,490	524,183	457,773	<66,410>	44,776	399,171
106,480	136,805	30,325	937,531	912,249	<25,282>	97,312	782,148
145,420	173,656	28,236	1,162,346	1,132,980	<29,366>	134,209	1,003,925
146,324	200,601	<54,277>	1,173,424	1,189,734	<16,310>	166,675	1,085,298
<1,510>	4,020	5,530	17,948	22,362	4,415	2,902	17,614
11,121	14,589	3,468	87,704	90,227	2,523	9,781	80,920
4,961	6,756	1,795	40,504	41,241	737	4,978	39,430
3,815	3,337	<478>	21,363	22,790	1,427	2,393	18,699
9,500	11,131	1,631	72,283	72,911	628	7,885	64,935
35,853	36,517	664	218,815	224,214	5,399	31,958	154,661
8,268	10,391	2,123	73,017	77,100	4,083	9,754	57,037
6,929	6,281	<648>	41,574	37,686	<3,888>	6,784	36,976
78,937	93,022	14,085	573,208	588,531	15,323	76,434	470,272
67,387	107,579	<40,192>	600,217	601,203	<986>	90,242	615,026

UCLA STUDENT UNION  
INCOME STATEMENT

JAN. 06(12/31/17-01/27/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
24,618	24,725	<107>	EVENT SERVICES OFFICE
46,213	30,928	15,285	AU POST OFFICE
70,831	55,653	15,178	TOTAL SALES
44,555	30,248	<14,307>	AU Post Office Cost
4,614	4,319	<295>	Facilities Costs
0	0	0	Cost of Sales GM RM
49,168	34,567	<14,601>	Less: Cost of Sales
69.4	62.1	<7.3>	COST OF SALES %
21,662	21,086	576	GROSS MARGIN
30.6	37.9	<7.3>	GROSS MARGIN %
81.3	82.5	<1.3>	EVENT SERVICES OFFICE
3.6	2.2	1.4	AU POST OFFICE
593	453	140	STUDENT UNION OPS
190	3,550	<3,360>	EVENT SERVICES OFFICE
14,162	14,175	<13>	STUDENT PROGRAMMING
8,339	8,421	<82>	AU POST OFFICE
23,285	26,599	<3,314>	OTHER INCOME
44,947	47,685	<2,738>	GROSS MARGIN/OTHER
			Less: Controllable Exp
32,951	33,168	217	Career Wages
21,106	21,546	440	Student Wages
54,057	54,714	657	TOTAL WAGES
76.3	98.3	22.0	WAGE % TO SALES
43.6	44.5	0.9	EVENT SERVICES OFFICE
10,556	17,377	6,821	Employee Benefits
269	757	488	Office Supplies
2,522	3,090	568	Telephone
40	0	<40>	Trav/Trips/Conference
0	0	0	24 Hour Study Lounge
250	250	0	Student Comm Art
237	800	563	Training Programs
249	614	365	Annual ASUCLA Events
11,334	10,915	<419>	Student Event Exp
0	0	0	Student Union Prog
0	0	0	Operating Supplies
1,400	2,000	600	Uniforms
0	145	145	Advertising
250	250	0	Business Promotion
1,504	955	<549>	Repairs & Maintenance
1,133	814	<319>	Bank Card Expense
<117>	19	136	Overs/Shorts
0	0	0	Board of Directors
0	0	0	Student Support Svcs
15,417	15,417	0	Interaction Fund
5,557	8,000	2,443	STUDENT UNION EVENT F
50,600	61,403	10,803	TOTAL OTHER CONTROL.
104,657	116,117	11,460	TOTAL CONTROLLABLE EXP
<59,710>	<68,432>	8,722	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES
			Less: Allocated Exp
<2,095>	5,969	8,064	Allocated Exp. -HR
3,586	3,205	<381>	Allocated Exp. Fin
1,600	1,484	<116>	Allocated Exp. -IS
1,230	733	<497>	Allocated Exp. Mktg
3,064	2,445	<619>	Allocated Exp Othr SA
43,479	44,330	851	Maintenance
10,026	12,607	2,581	Utilities
12,128	12,925	797	Depreciation
73,019	83,698	10,679	TOTAL ALLOCATED EXP
<132,728>	<152,130>	19,402	NET INCOME (LOSS)

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
267,622	294,550	<26,928>	20,458	273,025
278,029	226,963	51,066	32,601	214,948
545,651	521,513	24,138	53,059	487,972
272,690	221,970	<50,720>	32,038	209,993
48,874	50,511	1,637	4,946	47,342
0	0	0	0	16
321,563	272,481	<49,082>	36,984	257,351
58.9	52.3	<6.7>	69.7	52.7
224,088	249,032	<24,944>	16,075	230,621
41.1	47.8	<6.7>	30.3	47.3
81.7	82.9	<1.1>	75.8	82.7
1.9	2.2	<0.3>	1.7	2.3
3,645	2,581	1,064	456	2,475
2,525	20,100	<17,575>	680	26,392
74,228	72,451	1,777	13,401	69,965
48,565	61,794	<13,229>	5,698	37,902
128,962	156,926	<27,964>	20,236	136,733
353,050	405,958	<52,908>	36,311	367,355
193,186	199,014	5,828	32,415	192,067
133,556	137,418	3,862	15,344	102,526
326,742	336,432	9,690	47,760	294,593
59.9	64.5	4.6	90.0	60.4
24.4	21.9	<2.5>	50.6	22.5
83,855	104,880	21,025	16,811	100,944
6,460	7,879	1,419	1,146	5,565
17,930	18,990	1,060	2,395	16,513
1,550	1,100	<450>	0	339
2,974	2,694	<280>	382	2,758
964	964	0	250	964
4,593	5,108	515	414	6,413
25,984	22,746	<3,238>	1,015	22,951
61,082	55,785	<5,297>	9,137	58,256
0	0	0	255	352
0	0	0	<1,334>	1,190
1,570	2,000	430	1,711	1,940
305	754	449	123	781
1,360	1,500	140	249	1,653
19,718	8,234	<11,484>	1,169	11,089
6,373	5,980	<393>	1,029	5,394
585	136	<449>	<102>	189
840	0	<840>	0	0
2,787	2,750	<37>	0	2,654
92,500	92,502	2	15,417	92,500
49,855	53,000	3,145	7,961	60,841
381,284	387,002	5,718	58,026	393,286
708,026	723,434	15,408	105,786	687,879
<354,976>	<317,476>	<37,500>	<69,475>	<320,524>
26,440	34,024	7,584	3,757	23,592
25,875	26,704	829	2,382	24,244
11,960	12,176	216	1,212	11,985
6,348	6,788	440	583	5,536
21,294	21,534	240	1,920	19,279
265,358	272,181	6,823	43,342	255,408
88,548	93,538	4,990	13,228	97,007
70,366	77,550	7,184	13,016	78,068
516,189	544,495	28,306	79,439	515,119
<871,165>	<861,971>	<9,194>	<148,915>	<835,643>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

JAN. 06(12/31/17-01/27/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
314,305	314,795	490	1,884,534	1,924,040	39,506	294,336	1,792,057
10,783	300	<10,483>	30,314	1,800	<28,514>	0	0
31,400	33,429	2,029	203,344	198,070	<5,274>	25,026	173,188
356,489	348,524	<7,965>	2,118,191	2,123,910	5,719	319,362	1,965,245
6.6	6.1	<0.5>	6.0	5.9	<0.1>	5.3	5.7
0	0	0	14,735	15,000	265	0	15,178
0	2,000	2,000	2,000	4,000	2,000	0	4,000
131,026	156,829	25,803	827,587	942,867	115,280	141,190	863,629
4,883	8,727	3,844	39,650	47,413	7,763	3,110	45,278
4,400	9,313	4,913	48,507	51,997	3,490	7,030	47,031
492	528	36	3,827	4,080	253	503	3,941
0	1,025	1,025	8,584	6,385	<2,199>	238	5,696
78	100	22	1,847	1,100	<747>	199	645
1,149	128	<1,021>	6,826	9,148	2,322	100	8,735
0	53	53	0	53	53	0	0
0	724	724	490	4,344	3,854	570	2,428
15	77	62	3,480	5,861	2,381	23	7,073
0	125	125	742	750	8	0	459
329	360	32	1,663	2,110	447	294	2,293
51	<400>	<451>	<441>	<2,800>	<2,359>	51	<408>
0	50	50	0	300	300	0	185
2,496	2,650	154	12,689	15,650	2,961	2,543	15,852
1,500	1,758	258	9,237	10,802	1,565	1,061	7,164
1,150	1,150	0	6,900	6,900	0	1,545	9,270
7,464	5,745	<1,719>	37,994	42,284	4,290	4,812	43,398
723	927	204	5,292	5,562	270	564	5,527
7,961	12,377	4,416	61,216	74,262	13,046	15,603	74,305
0	175	175	1,348	412	<936>	0	0
3,490	3,490	0	22,312	22,312	0	5,913	30,984
5	40	35	<2>	240	242	<5>	42
20,723	21,086	363	124,338	126,516	2,178	19,169	115,014
25,700	11,334	<14,366>	64,243	73,596	9,353	10,115	57,198
1,396	1,536	140	8,375	9,211	836	1,396	8,375
11,126	11,087	<39>	67,245	66,522	<723>	10,033	60,672
543	400	<143>	4,391	3,900	<491>	1,512	10,437
10,443	10,568	125	62,656	63,404	748	9,607	57,644
0	0	0	3,841	3,841	0	0	3,729
913	500	<413>	4,179	3,000	<1,179>	455	2,935
10,926	11,775	849	70,586	81,100	10,514	10,789	77,087
45	150	105	3,310	4,400	1,090	75	3,938
4,490	4,352	<138>	25,616	26,653	1,037	4,031	24,713
3,240	4,135	895	19,789	23,635	3,847	3,346	20,257
6,917	6,917	0	41,500	41,502	2	7,635	45,810
<119,583>	23,417	143,000	608	140,502	139,894	0	31,480
8,292	8,295	3	49,510	49,513	3	8,050	36,225
16,431	13,695	<2,736>	98,588	82,170	<16,418>	13,296	79,649
7,370	5,000	<2,370>	24,855	25,650	795	4,062	22,831
176,184	342,198	166,014	1,790,113	2,096,147	306,034	288,915	1,850,697
532,673	690,722	158,049	3,908,304	4,220,057	311,753	608,277	3,815,942
19,014	19,372	358	116,045	118,939	2,894	18,732	108,393
4,385	5,509	1,124	38,724	40,873	2,149	5,717	41,068
23,952	22,308	<1,644>	139,582	133,848	<5,734>	22,829	122,953
47,351	47,189	<162>	294,351	293,660	<691>	47,278	272,414
580,023	737,911	157,888	4,202,655	4,513,717	311,062	655,555	4,088,356
<510,976>	<664,964>	<153,988>	<3,773,627>	<4,077,985>	<304,358>	<586,843>	<3,678,186>
<33,061>	<33,061>	0	<199,294>	<199,294>	0	<32,454>	<194,105>
<3,304>	<3,304>	0	<19,932>	<19,932>	0	<3,309>	<19,792>
<32,683>	<36,582>	<3,900>	<209,802>	<216,506>	<6,704>	<32,949>	<196,274>
<580,023>	<737,911>	<157,888>	<4,202,655>	<4,513,717>	<311,062>	<655,555>	<4,088,356>
0	0	0	0	0	<0>	0	0

FACILITIES DIVISION  
EXPENSE STATEMENT

JAN. 06(12/31/17-01/27/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
114,056	114,913	857	740,321	733,257	<7,064>	105,334	681,081
5,684	3,887	<1,797>	35,576	23,267	<12,309>	5,467	28,647
0	796	796	0	5,174	5,174	467	1,876
<92>	<570>	<478>	<2,721>	<3,705>	<984>	<464>	<3,080>
<9,352>	<7,821>	1,531	<57,123>	<47,447>	9,676	<9,137>	<47,953>
<7,130>	<4,500>	2,630	<26,841>	<27,000>	<159>	0	<33,354>
103,167	106,705	3,538	689,212	683,546	<5,666>	101,666	627,216
65,908	76,941	11,033	411,891	470,309	58,418	74,729	431,580
172	178	6	1,212	1,058	<154>	121	905
548	708	160	4,741	4,245	<496>	574	4,207
0	0	0	0	600	600	0	1,393
5,272	5,247	<25>	30,341	30,004	<337>	5,241	28,776
5,431	5,232	<199>	35,491	33,177	<2,314>	5,847	33,333
839	830	<9>	5,587	6,918	1,331	983	6,407
365	443	78	2,473	2,708	235	327	2,323
38,758	26,650	<12,108>	180,631	159,400	<21,231>	31,287	143,444
5,055	3,925	<1,130>	35,042	23,550	<11,492>	<1,010>	13,737
0	0	0	0	1,900	1,900	0	468
189	950	761	1,337	5,700	4,363	727	1,947
2,429	250	<2,179>	2,429	1,500	<929>	0	1,680
5,204	7,500	2,296	21,075	28,200	7,125	8,438	23,776
9,775	9,887	113	60,926	56,357	<4,569>	8,083	46,108
3,161	3,270	109	19,196	19,616	420	3,052	18,161
342	1,000	658	5,224	6,000	776	314	4,756
500	0	<500>	6,100	0	<6,100>	0	4,150
143,946	143,011	<935>	823,695	851,242	27,547	138,711	767,151
247,113	249,716	2,603	1,512,907	1,534,788	21,881	240,377	1,394,367
19,717	21,569	1,852	114,462	129,414	14,952	19,397	112,344
19,717	21,569	1,852	114,462	129,414	14,952	19,397	112,344
266,830	271,285	4,455	1,627,369	1,664,202	36,833	259,773	1,506,712
<228,809>	<233,450>	<4,641>	<1,396,449>	<1,433,331>	<36,882>	<222,389>	<1,285,546>
<7,851>	<7,851>	0	<47,106>	<47,106>	0	<7,673>	<46,038>
<3,069>	<3,069>	0	<18,414>	<18,414>	0	<3,009>	<18,054>
<8,087>	<7,543>	544	<49,354>	<46,412>	2,942	<7,971>	<48,680>
<19,014>	<19,372>	<358>	<116,045>	<118,939>	<2,894>	<18,732>	<108,393>
<266,830>	<271,285>	<4,455>	<1,627,369>	<1,664,202>	<36,833>	<259,773>	<1,506,712>
0	0	<0>	<0>	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

JAN. 06(12/31/17-01/27/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
6,680	6,996	316	Chiller Water
43,335	51,590	8,255	Elec-Non Air Cond.
5,250	7,434	2,184	Water-Non Air Cond.
4,770	7,792	3,022	Steam-Non Air Cond.
1,468	2,874	1,406	Gas
1,551	1,551	0	Energy Management
63,054	78,237	15,183	TOTAL OTHER CONTROL.
63,054	78,237	15,183	TOTAL CONTROLLABLE EXP
<52,762>	<66,341>	<13,579>	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<1,865>	<2,345>	<480>	Allocated-Comm Board
<4,385>	<5,509>	<1,124>	Allocated-A & SS
<63,054>	<78,237>	<15,183>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 6 MO(07/30/17-01/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
105,278	101,403	<3,875>	5,838	95,361
346,688	362,311	15,623	57,355	370,055
43,299	52,291	8,992	4,032	47,864
28,245	31,032	2,787	9,284	33,139
12,617	18,396	5,779	2,438	17,767
9,303	9,306	3	1,551	9,303
545,430	574,739	29,309	80,498	573,489
545,430	574,739	29,309	80,498	573,489
<465,985>	<492,216>	<26,231>	<67,874>	<487,001>
<17,436>	<17,436>	0	<3,214>	<19,284>
<6,816>	<6,816>	0	<1,260>	<7,560>
<16,469>	<17,398>	<929>	<2,433>	<18,576>
<38,724>	<40,873>	<2,149>	<5,717>	<41,068>
<545,430>	<574,739>	<29,309>	<80,498>	<573,489>
0	0	0	0	<0>