

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
February (01/28/18 - 02/24/18)**

**Prepared  
March 14, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

FEBRUARY (01/28/18 - 02/24/18)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
2,773		2,711		62	2.3%	93	3.5%	2,680				<b>GROSS INCOME</b>
1,650		1,710		(60)	(3.5%)	12	0.7%	1,638				UCLA Store
335		312		23	7.4%	76	29.3%	259				UCLA Restaurants
140		114		26	22.8%	30	27.3%	110				Services Division
												UCLA Student Union
<b>4,898</b>		<b>4,847</b>		<b>51</b>	<b>1.1%</b>	<b>211</b>	<b>4.5%</b>	<b>4,687</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
1,005	36.2%	1,005	37.1%	0	Pts. (0.9)	(51)	Pts. (3.2)	1,056	39.4%			UCLA Store
1,184	71.8%	1,228	71.8%	(44)	0.0	(1)	(0.5)	1,185	72.3%			UCLA Restaurants
335	100.0%	312	100.0%	23	0.0	76	0.0	259	100.0%			Services Division
77	55.0%	60	52.6%	17	2.4	12	(4.1)	65	59.1%			UCLA Student Union
<b>2,601</b>	<b>53.1%</b>	<b>2,605</b>	<b>53.7%</b>	<b>(4)</b>	<b>(0.6)</b>	<b>36</b>	<b>(1.6)</b>	<b>2,565</b>	<b>54.7%</b>			<b>TOTAL</b>
												<b>WAGES &amp; BENEFITS</b>
543	19.6%	577	21.3%	34	1.7	19	1.4	562	21.0%			UCLA Store
698	42.3%	708	41.4%	10	(0.9)	(3)	0.1	695	42.4%			UCLA Restaurants
56	16.7%	56	17.9%	0	1.2	(2)	4.1	54	20.8%			Services Division
71	50.7%	76	66.7%	5	16.0	(2)	12.0	69	62.7%			UCLA Student Union
<b>1,368</b>	<b>27.9%</b>	<b>1,417</b>	<b>29.2%</b>	<b>49</b>	<b>1.3</b>	<b>12</b>	<b>1.5</b>	<b>1,380</b>	<b>29.4%</b>			<b>TOTAL</b>
												<b>OTHER CONTROLLABLES</b>
47	1.7%	51	1.9%	4	0.2	13	0.5	60	2.2%			UCLA Store
171	10.4%	189	11.1%	18	0.7	8	0.5	179	10.9%			UCLA Restaurants
127	37.9%	92	29.5%	(35)	(8.4)	(61)	(12.4)	66	25.5%			Services Division
78	55.7%	56	49.1%	(22)	(6.6)	(8)	7.9	70	63.6%			UCLA Student Union
<b>423</b>	<b>8.6%</b>	<b>388</b>	<b>8.0%</b>	<b>(35)</b>	<b>(0.6)</b>	<b>(48)</b>	<b>(0.6)</b>	<b>375</b>	<b>8.0%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
415	15.0%	377	13.9%	38	1.1	(19)	(1.2)	434	16.2%			UCLA Store
315	19.1%	331	19.4%	(16)	(0.3)	4	0.1	311	19.0%			UCLA Restaurants
153	45.7%	164	52.6%	(11)	(6.9)	13	(8.4)	140	54.1%			Services Division
(72)	(51.4%)	(72)	(63.2%)	0	11.8	1	15.0	(73)	(66.4%)			UCLA Student Union
<b>811</b>	<b>16.6%</b>	<b>800</b>	<b>16.5%</b>	<b>11</b>	<b>0.1</b>	<b>(1)</b>	<b>(0.7)</b>	<b>812</b>	<b>17.3%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
645	13.2%	614	12.7%	(31)	(0.5)	(100)	(1.6)	545	11.6%			Admin&Support Services
238	4.9%	227	4.7%	(11)	(0.2)	(34)	(0.5)	204	4.4%			Facilities Division
78	1.6%	91	1.9%	13	0.3	1	0.1	79	1.7%			Utilities
184	3.8%	204	4.2%	20	0.4	0	0.1	184	3.9%			Depreciation
<b>1,145</b>	<b>23.4%</b>	<b>1,136</b>	<b>23.4%</b>	<b>(9)</b>	<b>0.0</b>	<b>(133)</b>	<b>(1.8)</b>	<b>1,012</b>	<b>21.6%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS)</b>
<b>(334)</b>	<b>(6.8%)</b>	<b>(336)</b>	<b>(6.9%)</b>	<b>2</b>	<b>0.1</b>	<b>(134)</b>	<b>(2.5)</b>	<b>(200)</b>	<b>(4.3%)</b>			<b>FROM OPERATIONS</b>
												<b>OTHER INC/(EXP)</b>
34	0.7%	10	0.2%	24	0.5	14	0.3	20	0.4%			Non-Recurrent Inc/(Exp)
14	0.3%	12	0.2%	2	0.1	3	0.1	11	0.2%			Interest Income
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.0	(35)	(0.7%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
234	4.8%	236	4.9%	(2)	(0.1)	3	(0.1)	231	4.9%			Student Union Fee Income
<b>250</b>	<b>5.1%</b>	<b>226</b>	<b>4.7%</b>	<b>24</b>	<b>0.4</b>	<b>23</b>	<b>0.3</b>	<b>227</b>	<b>4.8%</b>			<b>TOTAL</b>
<b>(84)</b>	<b>(1.7%)</b>	<b>(110)</b>	<b>(2.3%)</b>	<b>26</b>	<b>0.6</b>	<b>(111)</b>	<b>(2.3)</b>	<b>27</b>	<b>0.6%</b>			<b>NET INCOME (LOSS)</b>

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

FEBRUARY (01/28/18 - 02/24/18)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
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				\$	%	\$	%					
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140		114		26	22.8%	30	27.3%	110				Services Division
												UCLA Student Union
<b>4,898</b>		<b>4,847</b>		<b>51</b>	<b>1.1%</b>	<b>211</b>	<b>4.5%</b>	<b>4,687</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
1,005	36.2%	1,005	37.1%		Pts.		Pts.	1,056	39.4%			UCLA Store
1,184	71.8%	1,228	71.8%	(44)	(0.9)	(51)	(3.2)	1,185	72.3%			UCLA Restaurants
335	100.0%	312	100.0%	23	0.0	76	0.0	259	100.0%			Services Division
77	55.0%	60	52.6%	17	2.4	12	(4.1)	65	59.1%			UCLA Student Union
<b>2,601</b>	<b>53.1%</b>	<b>2,605</b>	<b>53.7%</b>	<b>(4)</b>	<b>(0.6)</b>	<b>36</b>	<b>(1.6)</b>	<b>2,565</b>	<b>54.7%</b>			<b>TOTAL</b>
												<b>TOTAL CONTROLLABLES</b>
590	21.3%	628	23.2%	38	1.9	32	1.9	622	23.2%			UCLA Store
869	52.7%	897	52.5%	28	(0.2)	5	0.7	874	53.4%			UCLA Restaurants
182	54.3%	148	47.4%	(34)	(6.9)	(62)	(8.0)	120	46.3%			Services Division
149	106.4%	132	115.8%	(17)	9.4	(10)	20.0	139	126.4%			UCLA Student Union
<b>1,790</b>	<b>36.5%</b>	<b>1,805</b>	<b>37.2%</b>	<b>15</b>	<b>0.7</b>	<b>(35)</b>	<b>0.9</b>	<b>1,755</b>	<b>37.4%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
415	15.0%	377	13.9%	38	1.1	(19)	(1.2)	434	16.2%			UCLA Store
315	19.1%	331	19.4%	(16)	(0.3)	4	0.1	311	19.0%			UCLA Restaurants
153	45.7%	164	52.6%	(11)	(6.9)	13	(8.4)	140	54.1%			Services Division
(72)	(51.4%)	(72)	(63.2%)	0	11.8	1	15.0	(73)	(66.4%)			UCLA Student Union
<b>811</b>	<b>16.6%</b>	<b>800</b>	<b>16.5%</b>	<b>11</b>	<b>0.1</b>	<b>(1)</b>	<b>(0.7)</b>	<b>812</b>	<b>17.3%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
537	19.4%	527	19.4%	(10)	0.0	(58)	(1.5)	479	17.9%			UCLA Store
418	25.3%	424	24.8%	6	(0.5)	(42)	(2.3)	376	23.0%			UCLA Restaurants
98	29.3%	94	30.1%	(4)	0.8	(22)	0.0	76	29.3%			Services Division
92	65.7%	91	79.8%	(1)	14.1	(11)	7.9	81	73.6%			UCLA Student Union
<b>1,145</b>	<b>23.4%</b>	<b>1,136</b>	<b>23.4%</b>	<b>(9)</b>	<b>0.0</b>	<b>(133)</b>	<b>(1.8)</b>	<b>1,012</b>	<b>21.6%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS) FROM OPERATIONS</b>
(121)	(2.5%)	(150)	(3.1%)	29	0.6	(78)	(1.6)	(43)	(0.9%)			UCLA Store
(103)	(2.1%)	(93)	(1.9%)	(10)	(0.2)	(38)	(0.7)	(65)	(1.4%)			UCLA Restaurants
54	1.1%	70	1.4%	(16)	(0.3)	(9)	(0.2)	63	1.3%			Services Division
(164)	(3.3%)	(163)	(3.4%)	(1)	0.1	(9)	0.0	(155)	(3.3%)			UCLA Student Union
<b>(334)</b>	<b>(6.8%)</b>	<b>(336)</b>	<b>(6.9%)</b>	<b>2</b>	<b>0.1</b>	<b>(134)</b>	<b>(2.5)</b>	<b>(200)</b>	<b>(4.3%)</b>			<b>TOTAL</b>
												<b>OTHER INC/(EXP)</b>
34	0.7%	10	0.2%	24	0.5	14	0.3	20	0.4%			Non-Recurrent Inc/(Exp)
14	0.3%	12	0.2%	2	0.1	3	0.1	11	0.2%			Interest Income
(32)	(0.7%)	(32)	(0.7%)	0	0.0	3	0.0	(35)	(0.7%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
234	4.8%	236	4.9%	(2)	(0.1)	3	(0.1)	231	4.9%			Student Union Fee Income
<b>250</b>	<b>5.1%</b>	<b>226</b>	<b>4.7%</b>	<b>24</b>	<b>0.4</b>	<b>23</b>	<b>0.3</b>	<b>227</b>	<b>4.8%</b>			<b>TOTAL</b>
<b>(84)</b>	<b>(1.7%)</b>	<b>(110)</b>	<b>(2.3%)</b>	<b>26</b>	<b>0.6</b>	<b>(111)</b>	<b>(2.3)</b>	<b>27</b>	<b>0.6%</b>			<b>NET INCOME (LOSS)</b>

ASUCLA  
P/L Reconciliation  
Feb-18

<i>Financial Analysis</i>	\$000's
	Feb-18
<b>Budgeted Net Income/(Loss)</b>	<b>(110)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear above plan: cooler weather at the end of the month motivated customers to purchase heavier weight items, which have a higher average price	5
Graduation ETC below plan primarily due to product mix of items sold (more lower margin items were sold than anticipated)	(7)
Campus Portrait Studio below plan: continued impact of marketing email incident in December as it relates to the scheduling of sitting (some recovery expected in March)	(13)
Market above plan due to shift in business from Energy Zone and strong sales performance in trending gift items	10
Wooden Store below plan due to closure earlier in the year	(6)
E-Commerce below plan: overall decline in fan enthusiasm contributed to less demand for emblematic product	(6)
Course Reader Solutions above plan due to higher department orders, unrealized income from January for sales at the print kiosks and overall trending higher print sales	14
Computer Store above plan due to strong sales in Apple Desktops, Apple Watch and PC Desktops (to UCLA Health), and timing for delayed receipt of Apple Bonus (budgeted in January)	15
Lualle Books below plan due to continued decline in Extension Textbook sales due in part to lower overall enrollment	(4)
Total Wages below plan	17
Other, positive controllables (mostly employee benefits)	13
Total Contribution	38
<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	10
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	(9)
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	(9)
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(33)
Café Synapse below plan due to ongoing customer traffic decline	(5)
Cooperage above plan due to A-Level customer traffic capturing some of the 1st floor customers from Veggie Grill delay	5
Catering below plan: lower sales due to mix of events, menu mix for orders trending to higher cost items, student group lower priced menu, high volume of breakfast and dessert drops	(7)
Concessions above plan: higher sales and unplanned consignment commission (3rd parties and food trucks) at Gymnastics and Women's Basketball events	7
Total Wages above plan	(11)
Other, positive controllables mostly employee benefits	36
Total Contribution	(16)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan: higher unit price and unit sales for Under Armour compared to prior year Adidas, and some strong new performance/programs	7
Licensing International above plan: The China Program continues to decline as does the program in the Middle East (some offset by a resurgence in sales for the program in India)	20
Licensing Campus Sourcing above plan: conservative budget for this new service area	7
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(12)
Photography above plan due to addition of two new events	2
Total Wages above plan	(1)
Other, negative controllables mostly Licensing	(34)
Total Contribution	(11)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly in student programming due to an increase in the number of events and also timing for a calendar shift (will reverse next month)	21
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(3)
Total Wages below plan	3
Other, negative controllables mostly student event expense (corresponds with higher student event income)	(21)
Total Contribution	0
<b>Allocated Expenses and Other</b>	
A&SS above plan mostly due to higher wages and also higher benefits as the change to UCPath utilizing a composite benefit rate (CBR) has shifted the positive results to other Divisions	(31)
Facilities above plan due mostly to higher repairs & maintenance	(11)
Utilities below plan: lower consumption for steam to heat the building due to a mild Winter, and continuing PM service on our larger units using electricity results in less demand for power	13
Depreciation lower than plan due to timing of capital expenditures	20
Other, mostly positive non recurrent (includes \$39K rebate check from DWP and some negative offsets)	24
Total	15
<b>Actual Net Income/(Loss)</b>	<b>(84)</b>

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

Financial Analysis	\$000's
<b>Budgeted Net Income/(Loss)</b>	<b>(912)</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	(11)
Graduation ETC below plan due to product mix (more lower margin items were sold)	(18)
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(52)
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	57
Wooden Store below plan due to closure	(30)
E-Commerce below plan: overall decline in fan enthusiasm	(95)
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	(42)
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(99)
Computer Store above plan mostly due to strong sales for various Apple products	22
Luvall Books below plan: used sales lower due to lack of available high quality used books for the law school	(33)
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(42)
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	(18)
Total Wages lower than plan	76
Other, positive controllables mostly employee benefits	181
Total Contribution	(104)
<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	(9)
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	62
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(36)
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	(61)
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(132)
Café Synapse below plan due ongoing customer traffic decline	(20)
Luvall Food Servery below plan mostly due to December fires	(10)
Cooperage above plan: higher Winter Break sales during 1st floor dining room remodel and A-Level customer traffic capturing some customers from Veggie Grill delay	22
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(35)
Total Wages above plan	(22)
Other, positive controllables (employee benefits, paper, and various other)	213
Total Contribution	(46)
<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	116
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July)	(34)
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year	15
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(64)
Photography slightly above plan	3
Total Wages above plan	(5)
Other, negative controllables mostly Licensing	(59)
Total Contribution	(28)
<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	(20)
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(16)
Total Wages below plan	13
Other, negative controllables mainly student event expense (corresponds with higher student event income)	(15)
Total Contribution	(38)
<b>Allocated Expenses and Other</b>	
A&SS below plan (savings in employee benefits and UCPATH charges)	274
Facilities below plan (mostly employee benefits)	14
Utilities below plan: savings in Gas, Water and Electricity (non air cond.) due to lower consumption	43
Depreciation lower than plan due to timing of capitals	95
Other- mostly higher non-recurrent and interest income	42
Total	468
<b>Actual Net Income/(Loss)</b>	<b>(660)</b>

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

	Current Month February 2018	Prior Month January 2018	Prior Year July 2017
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$15,443	\$12,471	\$12,191
Accounts receivable	3,965	4,207	3,526
Less: Allowance for doubtful accounts	(566)	(558)	(551)
Accounts receivable, net	3,399	3,649	2,975
Student fees receivable	0	0	373
Inventories	5,932	6,399	6,302
Prepaid expenses and other current assets	286	266	368
Total current assets	25,060	22,785	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,511	70,560	69,851
Less: Accumulated depreciation	(49,128)	(49,043)	(47,919)
Total long term assets	21,583	21,717	22,132
<b>TOTAL ASSETS</b>	<b>\$46,643</b>	<b>\$44,502</b>	<b>\$44,341</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$5,626	\$5,238	\$5,727
Wages and payroll taxes payable	5,795	3,575	3,155
Sales tax payable & other liabilities	920	990	758
Interest payable	110	78	81
Deferred income	743	1,114	573
Funds held for others	164	140	102
Current portion of long term debt	832	833	832
Total current liabilities	14,190	11,968	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>22,152</b>	<b>19,929</b>	<b>19,190</b>
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(660)	(578)	(857)
Ending Balance	24,491	24,573	25,151
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$46,643</b>	<b>\$44,502</b>	<b>\$44,341</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$84)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 184  
   Loss (Gain) on disposal of fixed assets 15  
(Increase)/decrease in current assets:  
   Accounts receivable 249  
   Student fees receivable 0  
   Inventories 468  
   Prepaid expenses and other current assets (20)  
Increase/(decrease) in current liabilities:  
   Accounts payable 389  
   Sales tax payable & other liabilities (70)  
   Wages and payroll taxes payable 2,221  
   Interest payable 32  
   Deferred Income (371)  
   Funds held for others 24

Net cash provided/(used) by operating activities

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

Purchase of property, equipment and improvements (65)

Net cash used in investing activities

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

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities

**NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS**

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

Current Month	Year to Date	Prior Year to Date
(\$84)	(\$660)	(\$697)
184	1,334	1,410
15	16	5
249	(423)	(435)
0	373	445
468	370	523
(20)	82	36
389	(101)	(993)
(70)	162	150
2,221	2,641	(319)
32	29	31
(371)	170	333
24	62	(7)
<b>3,037</b>	<b>4,055</b>	<b>482</b>
(65)	(803)	(689)
<b>(65)</b>	<b>(803)</b>	<b>(689)</b>
0	0	0
<b>0</b>	<b>0</b>	<b>0</b>
<b>2,972</b>	<b>3,252</b>	<b>(207)</b>
<b>12,471</b>	<b>12,191</b>	<b>11,907</b>
<b>\$15,443</b>	<b>\$15,443</b>	<b>\$11,700</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$15,443</b>
Less: Committed Capital Projects	
TFC Dining Room Remodel	(492)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
Subtotal	(1,208)
Adjustment for Cash Overdraft Entry	(1,402)
Uncommitted Cash	12,833
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>14,930</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$2,097)</b>

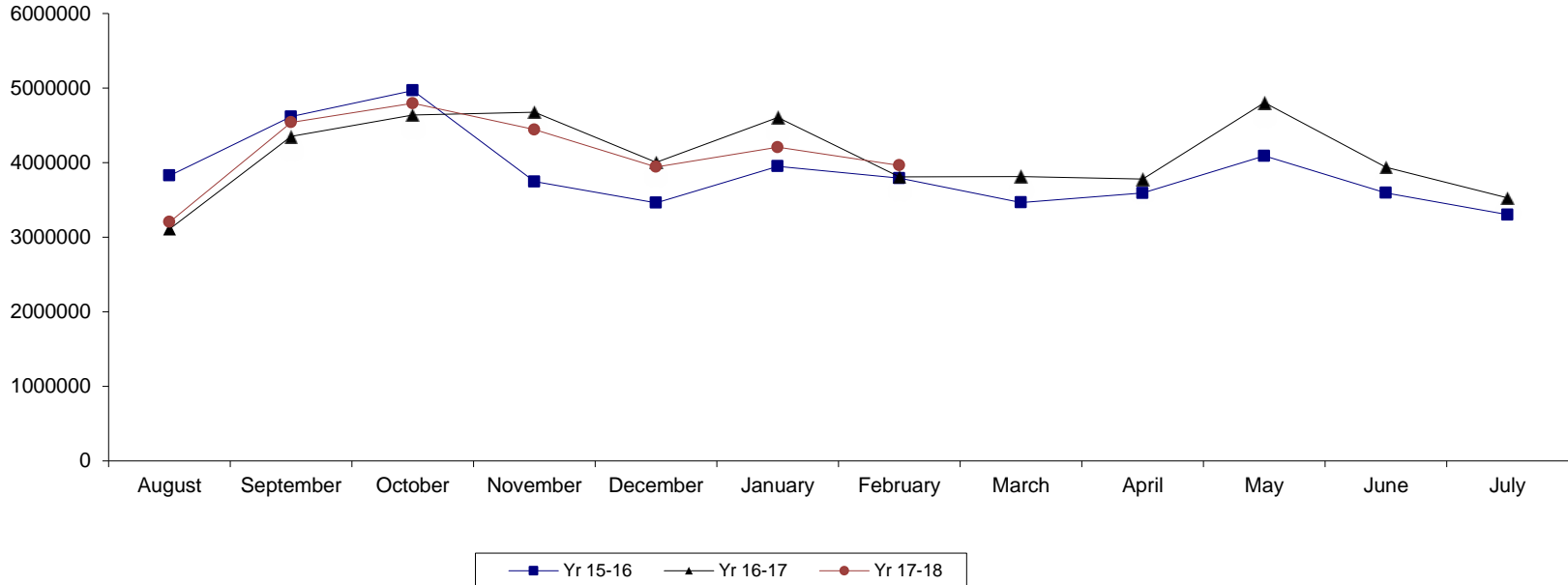
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2017-2018 February 2018

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	3.9	9.1	40.9		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>3.9</b>	<b>74.0</b>	<b>51.0</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	7.7	305.0	312.7	187.3		0.0	In Progress	
2017-036 Engineering 6 Café	0.0	0.0	0.0	0.0	150.0		150.0	Pending	
<b>Total Food Services</b>	<b>900.0</b>	<b>65.3</b>	<b>332.6</b>	<b>397.9</b>	<b>597.1</b>	<b>55.0</b>	<b>150.0</b>		
<b>Technology</b>									
2017-013 Network Infrastructure Upgrade	10.0	0.0	2.7	2.7	7.3		0.0	In Progress	
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)	Cancel	
2017-018 Marketing Misc. Hardware/Software Upgrades	5.0	9.9	0.0	9.9	0.0		4.9	Completed Awaiting Invoice	
<b>Total Technology</b>	<b>92.0</b>	<b>51.1</b>	<b>2.7</b>	<b>53.8</b>	<b>27.2</b>	<b>0.0</b>	<b>(11.0)</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	
2017-032 Fac. Gem Carts	0.0	17.6	0.0	17.6	0.0		17.6	Completed	
2017-033 Wolfgang Patio	0.0	51.5	0.0	51.5	0.0		51.5	Completed 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	11.3	22.9	34.2	0.0		34.2	Completed Awaiting Invoice	
2017-037 Video Wall AU1st Floor	0.0	0.0	0.0	0.0	135.0		135.0	Pending	
<b>Total Others</b>	<b>450.0</b>	<b>159.0</b>	<b>62.5</b>	<b>221.5</b>	<b>301.2</b>	<b>190.0</b>	<b>262.7</b>		
<b>Total Current Year Projects</b>	<b>1,617.0</b>	<b>345.5</b>	<b>401.7</b>	<b>747.2</b>	<b>976.5</b>	<b>295.0</b>	<b>401.7</b>		

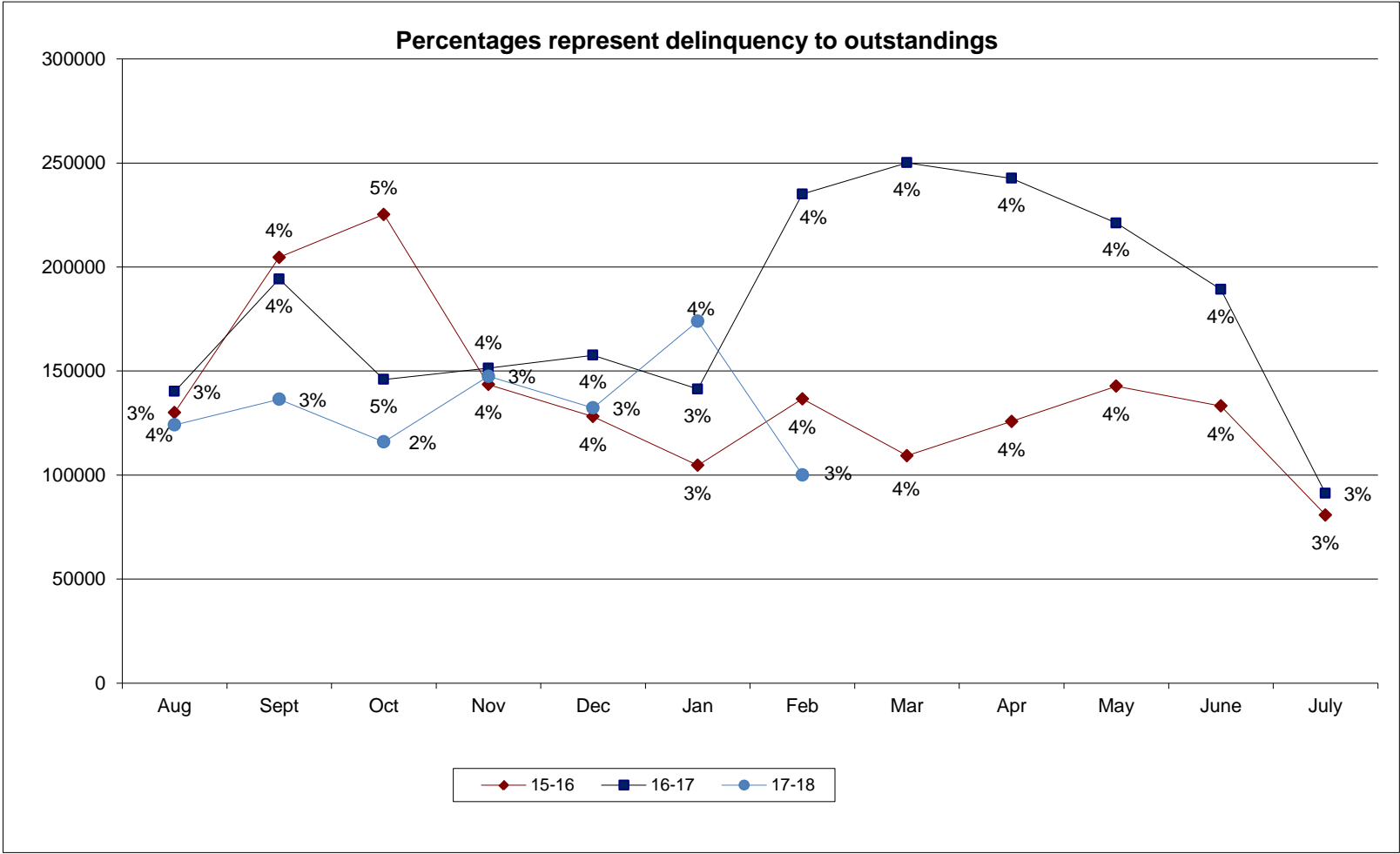
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

2/24/2018	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$609,612	17%	\$161,735	69%	\$6,843	59%	\$11,864	37%	\$10,744	31%	\$3,545	17%	\$804,343	20%
ASUCLA PUBLICATIONS		\$81,926	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,926	2%
ASUCLA USA/GSA		\$93,411	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$93,411	2%
DUE FROM VENDORS		\$606,861	17%	\$4,886	2%	(\$5,259)	-45%	\$14,295	44%	\$22,114	63%	\$14,743	69%	\$657,640	17%
DENTAL KITS		\$258,691	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$258,691	7%
OTHER		\$1,978,978	54%	\$68,463	29%	\$10,093	86%	\$6,196	19%	\$1,978	6%	\$2,948	14%	\$2,068,656	52%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,629,479</b>	<b>100%</b>	<b>\$235,084</b>	<b>100%</b>	<b>\$11,677</b>	<b>100%</b>	<b>\$32,355</b>	<b>100%</b>	<b>\$34,836</b>	<b>100%</b>	<b>\$21,236</b>	<b>100%</b>	<b>\$3,964,667</b>	<b>100%</b>
		91%		6%		0%		1%		1%		1%		100%	
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%	

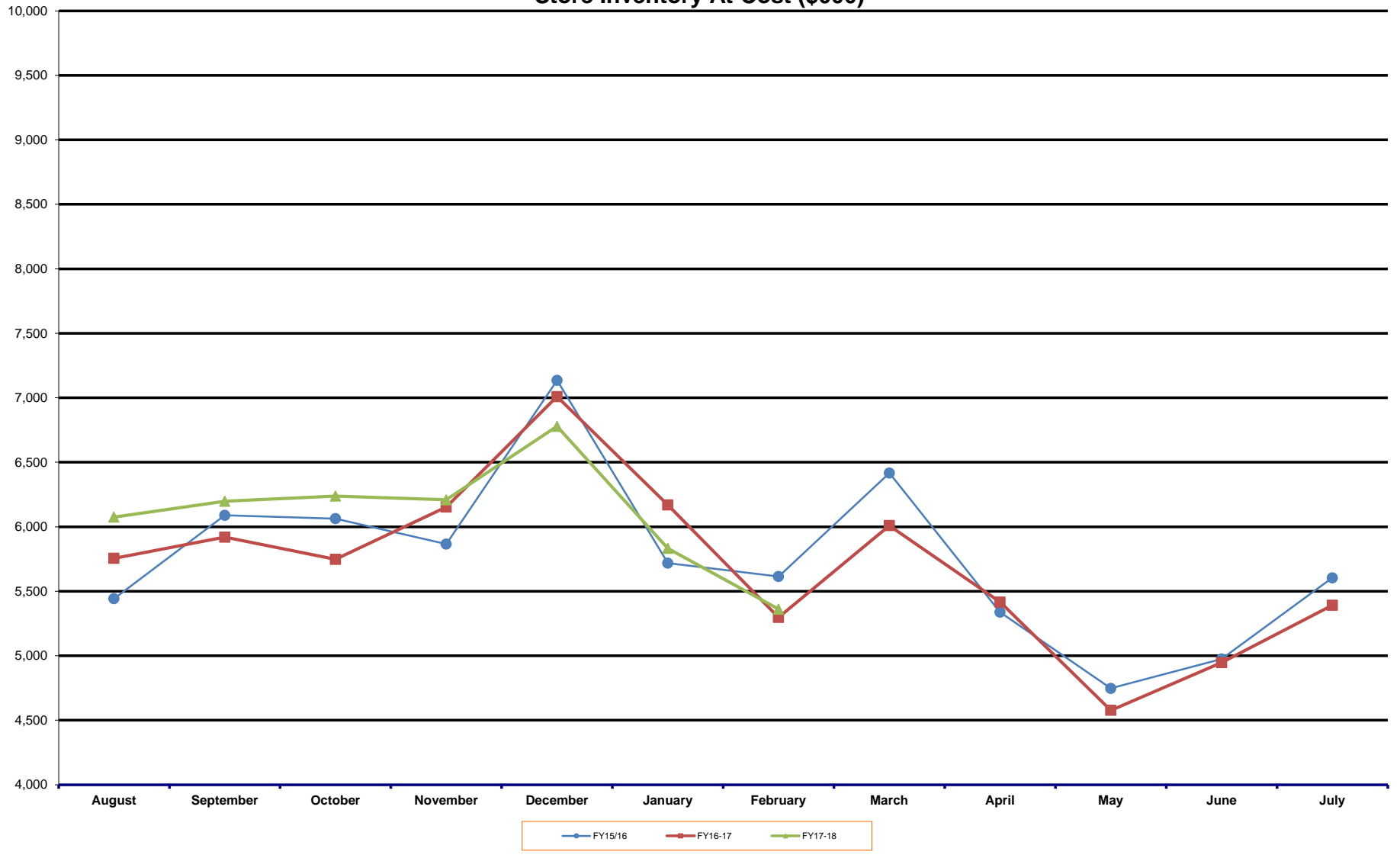
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 15 to Feb 18**



# 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**

FEB. 07(01/28/18-02/24/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
896,574	882,163	14,411	11,209,129	11,372,756	<163,627>	796,996	11,263,976
1,161,193	1,170,409	<9,216>	8,402,013	8,479,305	<77,292>	1,165,483	8,078,820
156,064	149,094	6,970	814,378	799,366	15,012	147,869	777,430
150,829	166,378	<15,549>	1,394,715	1,490,729	<96,014>	168,226	1,560,383
55,111	65,000	<9,889>	998,533	1,105,000	<106,467>	60,134	958,770
267,067	218,110	48,957	3,556,537	3,765,358	<208,821>	210,436	3,768,866
2,686,839	2,651,154	35,685	26,375,305	27,012,514	<637,209>	2,549,144	26,408,246
1,756,892	1,695,324	<61,568>	18,210,239	18,310,764	100,525	1,612,942	18,021,826
2,630	2,340	<290>	38,079	34,220	<3,859>	2,576	38,586
5,773	5,800	27	43,316	43,770	454	5,706	41,496
717	680	<37>	3,729	3,670	<59>	697	3,584
751	790	39	7,503	7,420	<83>	809	8,159
1,278	980	<298>	13,366	13,540	174	1,062	14,173
11,149	10,590	<559>	105,993	102,620	<3,373>	10,850	105,998
1,768,041	1,705,914	<62,127>	18,316,232	18,413,384	97,152	1,623,792	18,127,825
65.4	64.0	<1.4>	69.0	67.8	<1.3>	63.3	68.2
918,798	945,240	<26,442>	8,059,072	8,599,130	<540,058>	925,352	8,280,421
34.6	36.1	<1.4>	31.0	32.2	<1.3>	36.7	31.8
0.4	0.4	<0.0>	0.4	0.4		0.4	0.4
34.2	35.7	<1.5>	30.6	31.8	<1.3>	36.3	31.4
15.6	15.9	<0.3>	17.2	19.2	<2.1>	16.7	19.1
47.7	48.6	<0.9>	48.6	49.1	<0.5>	48.4	49.0
41.5	41.2	0.3	41.6	41.3	0.4	40.1	41.4
39.5	39.9	<0.4>	31.8	33.9	<2.2>	39.3	32.8
52.6	52.5	0.0	50.3	51.8	<1.5>	52.9	51.1
26.7	34.0	<7.3>	21.6	22.4	<0.8>	33.8	22.5
86,059	59,867	26,192	732,805	570,710	162,095	130,696	594,111
1,004,857	1,005,107	<250>	8,791,877	9,169,840	<377,963>	1,056,047	8,874,532
243,459	252,229	8,770	1,699,371	1,771,471	72,100	253,178	1,777,099
0	0	0	8,242	3,940	<4,302>	0	0
173,513	182,220	8,707	1,364,371	1,372,818	8,447	172,851	1,253,835
416,972	434,449	17,477	3,071,984	3,148,229	76,245	426,028	3,030,935
15.5	16.4	0.9	11.7	11.7	0.0	16.7	11.5
125,717	142,701	16,984	811,846	1,000,534	188,688	135,614	966,975
3,985	3,883	<102>	56,504	56,909	405	3,479	55,453
8,189	10,725	2,536	81,388	79,200	<2,188>	10,759	79,827
14	15	1	131	105	<26>	16	127
5,568	3,300	<2,268>	12,525	13,875	1,350	4,336	11,430
0	20	20	1,745	2,572	827	0	1,950
4,125	4,712	587	36,396	35,122	<1,274>	4,583	34,146
9,877	11,071	1,194	150,655	162,490	11,835	12,435	153,010
913	950	37	7,213	7,250	37	900	6,899
0	0	0	656	0	<656>	0	0
18	0	<18>	8	0	<8>	502	519
0	25	25	0	175	175	0	0
13,061	13,747	686	149,489	158,876	9,387	16,317	160,641
<76,655>	<77,250>	<595>	<90,539>	<92,950>	<2,411>	<73,956>	<90,215>
16	25	9	274,373	261,175	<13,198>	28	250,710
2,963	4,460	1,498	29,993	36,400	6,407	3,759	42,822
52,990	53,280	290	476,424	493,688	17,264	54,399	464,917
119	0	<119>	5,238	0	<5,238>	<372>	5,837
337	0	<337>	8,049	0	<8,049>	2,500	17,342
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	0	1,785
0	700	700	3,399	2,500	<899>	713	2,492
0	0	0	0	300	300	0	300
9,888	10,950	1,062	90,462	80,650	<9,812>	8,849	79,784
113	0	<113>	5,765	1,900	<3,865>	0	8,123
632	350	<282>	14,107	14,150	43	552	13,717
210	100	<110>	39,309	39,058	<251>	100	37,222
<105>	0	105	<105>	4	109	0	0
11,160	9,540	<1,620>	110,893	119,315	8,422	10,117	107,493
173,134	193,304	20,170	2,275,924	2,473,298	197,374	195,631	2,412,837
590,106	627,753	37,647	5,347,909	5,621,527	273,618	621,660	5,443,771
414,751	377,354	37,397	3,443,969	3,548,313	<104,344>	434,388	3,430,761
44,293	42,785	<1,508>	262,384	317,095	54,711	35,651	243,990
126,597	130,832	4,235	1,015,886	1,075,628	59,742	114,078	995,225
62,772	59,703	<3,069>	458,812	477,325	18,513	54,946	477,626
29,308	29,173	<135>	241,347	262,717	21,370	28,188	223,140
110,481	92,843	<17,638>	828,380	841,051	12,671	90,512	763,718
82,234	79,603	<2,631>	567,344	577,150	9,806	73,141	548,266
24,869	29,334	4,465	186,747	200,321	13,574	26,316	207,011
55,947	61,825	5,878	397,250	432,781	35,531	56,133	403,337
536,499	526,098	<10,401>	3,958,149	4,184,068	225,919	478,966	3,862,313
<121,748>	<148,744>	26,996	<514,180>	<635,755>	121,575	<44,578>	<431,552>



UCLA RESTAURANTS  
INCOME STATEMENT

FEB. 07(01/28/18-02/24/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
205,863	186,128	19,735	1,199,529	1,092,044	107,485	191,023	1,057,944
246,739	270,965	<24,226>	1,334,841	1,474,104	<139,263>	249,561	1,348,614
119,020	172,571	<53,551>	747,661	980,504	<232,843>	148,190	884,116
281,215	278,053	3,162	1,557,923	1,580,617	<22,695>	268,854	1,547,569
326,933	322,432	4,501	1,885,022	1,846,635	38,387	315,969	1,804,304
254,768	254,859	<91>	1,391,049	1,390,696	353	252,079	1,349,154
1,434,538	1,485,008	<50,470>	8,116,024	8,364,600	<248,576>	1,425,676	7,991,702
465,974	482,020	16,046	2,699,636	2,736,746	37,110	452,729	2,608,048
32.5	32.5	<0.0>	33.3	32.7	<0.5>	31.8	32.6
968,564	1,002,988	<34,424>	5,416,388	5,627,854	<211,466>	972,947	5,383,654
67.5	67.5	<0.0>	66.7	67.3	<0.5>	68.2	67.4
68.5	69.0	<0.5>	67.4	69.2	<1.8>	67.7	67.1
64.8	66.2	<1.4>	64.9	65.4	<0.5>	65.7	65.9
65.6	67.0	<1.4>	67.5	67.0	0.5	68.4	67.7
69.8	68.2	1.6	69.4	69.1	0.3	69.6	69.6
67.2	66.6	0.6	66.2	66.5	<0.3>	68.0	66.7
68.7	69.0	<0.3>	65.8	67.3	<1.5>	71.0	67.5
215,310	225,395	<10,085>	1,286,463	1,368,163	<81,700>	212,153	1,322,911
1,183,874	1,228,383	<44,509>	6,702,851	6,996,017	<293,166>	1,185,100	6,706,565
280,626	298,873	18,247	2,013,883	2,125,429	111,546	296,828	2,113,468
1,595	0	<1,595>	6,891	0	<6,891>	0	3,919
298,926	271,768	<27,158>	1,854,742	1,739,921	<114,821>	264,625	1,645,324
<43,811>	<44,501>	<690>	<274,355>	<286,163>	<11,808>	<36,354>	<248,341>
537,336	526,140	<11,196>	3,601,161	3,579,187	<21,974>	525,099	3,514,372
37.5	35.4	<2.0>	44.4	42.8	<1.6>	36.8	44.0
160,252	181,977	21,725	1,035,007	1,273,365	238,358	169,946	1,205,606
706	1,300	594	12,175	11,690	<485>	1,034	9,840
2,187	3,935	1,748	26,957	27,440	483	3,508	26,463
1,000	2,000	1,000	9,115	10,288	1,173	500	8,415
63,586	66,360	2,774	354,541	373,179	18,638	58,590	354,817
4.4	4.5	0.0	4.4	4.5	0.1	4.1	4.4
6,872	5,401	<1,471>	38,560	35,795	<2,765>	6,281	39,523
<15,102>	<13,000>	2,102	<94,200>	<88,000>	6,200	<10,070>	<27,932>
4,864	2,655	<2,209>	21,529	20,770	<759>	1,679	28,958
3,857	4,070	213	25,663	29,920	4,257	5,234	29,423
778	1,150	372	14,923	10,890	<4,033>	1,621	16,480
836	1,610	774	33,796	41,460	7,664	1,512	17,750
0	0	0	0	0	0	70	70
0	34	34	1	184	183	0	<0>
9,187	6,666	<2,521>	74,948	45,160	<29,788>	9,490	63,271
50,217	51,921	1,704	279,264	286,107	6,843	50,153	271,008
2,465	2,362	<103>	13,527	13,350	<177>	2,328	12,801
628	1,214	586	5,172	7,678	2,506	637	9,998
0	0	0	17	0	<17>	8	14
796	0	<796>	796	0	<796>	0	0
0	450	450	0	2,950	2,950	135	135
238	1,044	806	6,965	3,483	<3,482>	0	0
0	0	0	610	0	<610>	0	600
0	0	0	4,167	750	<3,417>	0	837
37,806	50,054	12,248	193,470	219,760	26,290	45,956	189,872
331,172	371,203	40,031	2,057,002	2,326,219	269,217	348,612	2,212,947
868,508	897,343	28,835	5,658,163	5,905,406	247,243	873,711	5,727,319
315,366	331,040	<15,674>	1,044,688	1,090,611	<45,923>	311,389	979,247
57,078	51,815	<5,263>	306,104	360,415	54,311	43,942	281,890
75,325	82,543	7,218	381,482	406,461	24,980	69,721	375,073
37,349	37,667	318	173,882	180,566	6,684	33,581	177,050
17,438	18,406	968	91,039	97,152	6,113	17,227	85,267
65,735	58,575	<7,160>	308,970	313,104	4,134	55,318	292,137
72,411	70,305	<2,106>	499,577	509,687	10,110	61,616	461,967
21,898	25,834	3,936	164,440	176,416	11,976	22,170	174,432
71,210	79,293	8,083	514,168	555,051	40,883	72,628	600,743
418,444	424,438	5,994	2,439,660	2,598,852	159,192	376,204	2,448,560
<103,078>	<93,398>	<9,680>	<1,394,972>	<1,508,241>	113,269	<64,816>	<1,469,313>
360,729	374,437	<13,708>	2,042,580	2,129,650	<87,070>	376,172	2,142,603
114,615	115,087	<472>	663,278	684,986	<21,708>	119,120	717,404
246,114	259,350	<13,236>	1,379,302	1,444,664	<65,362>	257,052	1,425,199
6.56	6.42	0.14	6.55	6.45	0.10	6.26	6.28
8.45	8.28	0.16	8.43	8.31	0.12	8.03	8.04
5.68	5.59	0.09	5.65	5.56	0.08	5.44	5.40
30,179	27,480	<2,699>	192,701	182,583	<10,118>	30,384	195,188
47.53	54.04	<6.51>	42.11	45.81	<3.70>	46.92	40.94

SERVICES DIVISION  
INCOME STATEMENT

FEB. 07(01/28/18-02/24/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
14,740	12,596	2,144	99,300	96,753	2,547	14,162	98,746
14,740	12,596	2,144	99,300	96,753	2,547	14,162	98,746
100	200	100	2,400	3,071	671	129	2,852
14,640	12,396	2,244	96,899	93,682	3,217	14,033	95,893
99.3	98.4	0.9	97.6	96.8	0.8	99.1	97.1
99.3	98.4	0.9	97.6	96.8	0.8	99.1	97.1
221,904	188,970	32,934	1,860,846	1,763,893	96,953	136,059	1,500,610
98,418	110,814	<12,396>	712,987	777,319	<64,332>	109,226	752,038
320,322	299,784	20,538	2,573,833	2,541,212	32,621	245,285	2,252,648
334,962	312,180	22,782	2,670,733	2,634,894	35,839	259,318	2,348,541
37,381	36,151	<1,230>	261,473	253,057	<8,416>	35,411	256,076
222	700	478	946	4,525	3,579	266	1,378
37,604	36,851	<753>	262,419	257,582	<4,837>	35,677	257,454
255.1	292.6	37.5	264.3	266.2	2.0	251.9	260.7
18,075	18,826	751	115,875	131,066	15,191	18,228	128,949
347	495	148	5,153	3,165	<1,988>	80	3,311
704	560	<144>	4,360	4,630	270	597	4,040
22	60	38	660	420	<240>	20	481
0	0	<0>	6,520	6,500	<20>	116	2,134
0	0	0	0	0	0	0	811
0	0	0	9,500	9,500	0	0	9,983
63	700	637	21,140	28,100	6,960	80	2,128
0	0	0	466	0	<466>	0	0
7,243	4,050	<3,193>	7,243	13,050	5,807	0	5,678
2,083	2,084	1	15,621	30,588	14,967	2,083	15,573
0	925	925	0	6,475	6,475	0	3,585
4,357	2,100	<2,257>	23,543	14,700	<8,843>	2,852	15,931
49,164	25,075	<24,089>	147,702	134,565	<13,137>	38,339	146,885
14,190	12,964	<1,226>	151,756	139,556	<12,200>	5,906	111,732
25	0	<25>	83	0	<83>	0	56
48,351	43,366	<4,985>	572,534	501,139	<71,395>	15,553	414,724
144,625	111,205	<33,420>	1,082,156	1,023,454	<58,702>	83,855	866,002
182,229	148,056	<34,173>	1,344,575	1,281,036	<63,539>	119,531	1,123,456
152,734	164,124	<11,390>	1,326,158	1,353,858	<27,700>	139,787	1,225,085
3,994	3,629	<365>	21,942	25,991	4,049	2,986	20,600
14,776	14,551	<225>	102,480	104,778	2,298	10,617	91,537
7,585	6,879	<706>	48,089	48,120	31	5,320	44,750
3,541	3,361	<180>	24,904	26,151	1,247	2,729	21,427
13,350	10,697	<2,653>	85,633	83,608	<2,025>	8,763	73,698
37,093	35,871	<1,222>	255,908	260,085	4,177	29,279	183,940
11,217	13,227	2,010	84,234	90,327	6,093	10,535	67,572
6,750	6,280	<470>	48,325	43,966	<4,359>	6,242	43,218
98,306	94,495	<3,811>	671,514	683,026	11,512	76,470	546,742
54,427	69,629	<15,202>	654,644	670,832	<16,188>	63,316	678,342

UCLA STUDENT UNION  
INCOME STATEMENT

FEB. 07(01/28/18-02/24/18)		
CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE
34,063	32,667	1,396
53,267	46,119	7,148
87,330	78,786	8,544
52,612	45,104	<7,508>
9,850	8,660	<1,190>
0	0	0
62,462	53,764	<8,698>
71.5	68.2	<3.3>
24,868	25,022	<154>
28.5	31.8	<3.3>
71.1	73.5	<2.4>
1.2	2.2	<1.0>
470	453	17
1,090	6,050	<4,960>
41,326	15,750	25,576
9,588	12,557	<2,969>
52,475	34,810	17,665
77,343	59,832	17,511
30,538	33,170	2,632
24,135	24,905	770
54,673	58,075	3,402
62.6	73.7	11.1
32.3	33.8	1.5
16,733	17,600	867
1,104	755	<349>
2,614	3,175	561
625	0	<625>
0	0	0
5,312	5,282	<30>
316	0	<316>
116	675	559
31,823	12,128	<19,695>
0	0	0
0	0	0
0	0	0
48	50	2
274	250	<24>
2,477	1,000	<1,477>
1,108	1,216	108
89	28	<61>
0	0	0
0	0	0
15,417	15,417	0
16,627	16,000	<627>
94,682	73,576	<21,106>
149,355	131,651	<17,704>
<72,012>	<71,819>	<193>
5,809	5,719	<90>
6,165	5,291	<874>
3,165	2,501	<664>
1,478	1,222	<256>
5,570	3,890	<1,680>
44,982	43,546	<1,436>
13,603	16,047	2,444
10,752	12,925	2,173
91,524	91,141	<383>
<163,536>	<162,960>	<576>

EVENT SERVICES OFFICE  
AU POST OFFICE  
TOTAL SALES  
AU Post Office Cost  
Facilities Costs  
Cost of Sales GM RM  
Less: Cost of Sales  
COST OF SALES %  
GROSS MARGIN  
GROSS MARGIN %  
EVENT SERVICES OFFICE  
AU POST OFFICE  
STUDENT UNION OPS  
EVENT SERVICES OFFICE  
STUDENT PROGRAMMING  
AU POST OFFICE  
OTHER INCOME  
GROSS MARGIN/OTHER  
Less: Controllable Exp  
Career Wages  
Student Wages  
TOTAL WAGES  
WAGE % TO SALES  
EVENT SERVICES OFFICE  
Employee Benefits  
Office Supplies  
Telephone  
Trav/Trips/Conference  
24 Hour Study Lounge  
Student Comm Art  
Training Programs  
Annual ASUCLA Events  
Student Event Exp  
Student Union Prog  
Operating Supplies  
Uniforms  
Advertising  
Business Promotion  
Repairs & Maintenance  
Bank Card Expense  
Overs/Shorts  
Board of Directors  
Student Support Svcs  
Interaction Fund  
STUDENT UNION EVENT F  
TOTAL OTHER CONTROL.  
TOTAL CONTROLLABLE EXP  
GROSS CONTRIBUTION TO  
SVCS AND ENTERPRISES  
Less: Allocated Exp  
Allocated Exp. -HR  
Allocated Exp. -Fin  
Allocated Exp. -IS  
Allocated Exp. Mktg  
Allocated Exp Othr SA  
Maintenance  
Utilities  
Depreciation  
TOTAL ALLOCATED EXP  
NET INCOME (LOSS)

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
301,685	327,217	<25,532>	22,573	295,598
331,296	273,082	58,214	41,171	256,119
632,981	600,299	32,682	63,744	551,716
325,301	267,074	<58,227>	38,956	248,950
58,723	59,171	448	5,434	52,776
0	0	0	0	16
384,025	326,245	<57,780>	44,391	301,742
60.7	54.4	<6.3>	69.6	54.7
248,956	274,054	<25,098>	19,354	249,975
39.3	45.7	<6.3>	30.4	45.3
80.5	81.9	<1.4>	75.9	82.2
1.8	2.2	<0.4>	5.4	2.8
4,115	3,034	1,081	428	2,903
3,615	26,150	<22,535>	490	26,882
115,554	88,201	27,353	37,916	107,882
58,153	74,351	<16,198>	7,227	45,128
181,437	191,736	<10,299>	46,062	182,795
430,393	465,790	<35,397>	65,415	432,770
223,724	232,184	8,460	32,203	224,270
157,691	162,323	4,632	19,438	121,964
381,415	394,507	13,092	51,641	346,234
60.3	65.7	5.5	81.0	62.8
25.3	23.0	<2.2>	46.4	24.3
100,588	122,480	21,892	16,973	117,916
7,564	8,634	1,070	754	6,319
20,543	22,165	1,622	2,638	19,151
2,175	1,100	<1,075>	853	1,192
2,974	2,694	<280>	0	2,758
6,276	6,246	<30>	5,282	6,246
4,909	5,108	199	65	6,478
26,100	23,421	<2,679>	1,308	24,259
92,905	67,913	<24,992>	31,099	89,355
0	0	0	0	352
0	0	0	0	1,190
1,570	2,000	430	0	1,940
353	804	451	398	1,179
1,634	1,750	117	249	1,902
22,195	9,234	<12,961>	582	11,671
7,481	7,196	<285>	1,055	6,448
674	164	<510>	1	190
840	0	<840>	0	0
2,787	2,750	<37>	0	2,654
107,917	107,919	2	15,417	107,917
66,482	69,000	2,518	10,323	71,164
475,966	460,578	<15,388>	86,996	480,282
857,381	855,085	<2,296>	138,637	826,516
<426,988>	<389,295>	<37,693>	<73,222>	<393,746>
32,249	39,743	7,494	4,322	27,914
32,040	31,995	<45>	4,493	28,737
15,125	14,677	<448>	2,251	14,236
7,826	8,010	184	1,155	6,691
26,864	25,424	<1,440>	3,709	22,987
310,340	315,727	5,387	39,708	295,116
102,151	109,585	7,434	14,287	111,294
81,118	90,475	9,357	11,424	89,492
607,713	635,636	27,923	81,350	596,469
<1,034,701>	<1,024,931>	<9,770>	<154,572>	<990,215>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

FEB. 07(01/28/18-02/24/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
351,416	314,985	<36,431>	2,235,950	2,239,025	3,075	289,250	2,081,307
8,406	300	<8,106>	38,720	2,100	<36,620>	0	0
34,821	37,325	2,504	238,164	235,395	<2,769>	32,296	205,485
394,643	352,610	<42,033>	2,512,834	2,476,520	<36,314>	321,546	2,286,792
8.1	7.3	<0.8>	6.3	6.1	<0.2>	6.9	5.8
0	0	0	14,735	15,000	265	0	15,178
0	0	0	2,000	4,000	2,000	0	4,000
167,764	157,033	<10,731>	995,351	1,099,900	104,549	141,214	1,004,843
5,756	9,824	4,068	45,407	57,237	11,830	6,005	51,282
11,651	8,404	<3,247>	60,159	60,401	242	7,352	54,382
4,576	867	<3,709>	8,403	4,947	<3,456>	1,050	4,991
0	1,025	1,025	8,584	7,410	<1,174>	237	5,933
264	25	<239>	2,110	1,125	<985>	0	645
105	655	550	6,931	9,803	2,872	114	8,849
0	53	53	0	106	106	0	0
0	724	724	490	5,068	4,578	0	2,428
90	324	234	3,570	6,185	2,615	150	7,223
534	125	<409>	1,276	875	<401>	0	459
1,099	360	<739>	2,762	2,470	<292>	297	2,590
27	<500>	<527>	<414>	<3,300>	<2,886>	<10>	<418>
320	50	<270>	320	350	30	736	921
2,536	2,650	114	15,225	18,300	3,075	3,110	18,963
1,500	1,758	258	10,737	12,560	1,823	1,061	8,225
1,150	1,150	0	8,050	8,050	0	1,545	10,815
4,677	6,232	1,555	42,672	48,516	5,844	4,916	48,314
734	927	193	6,026	6,489	463	723	6,250
13,377	12,378	<999>	74,593	86,640	12,047	9,896	84,201
0	11	11	1,348	423	<925>	122	122
2,934	2,934	0	25,246	25,246	0	3,146	34,130
0	40	40	<2>	280	282	<2>	41
20,723	21,086	363	145,061	147,602	2,541	19,169	134,183
8,290	5,254	<3,036>	72,533	78,850	6,317	6,657	63,855
1,396	1,536	140	9,771	10,747	976	1,396	9,771
11,126	11,088	<38>	78,371	77,610	<761>	10,047	70,719
186	1,500	1,314	4,577	5,400	823	2,689	13,126
10,443	10,568	125	73,099	73,972	873	9,607	67,251
0	0	0	3,841	3,841	0	0	3,729
4,455	4,000	<455>	8,634	7,000	<1,634>	455	3,390
10,457	12,000	1,543	81,043	93,100	12,057	11,469	88,556
0	150	150	3,310	4,550	1,240	180	4,119
3,914	4,929	1,015	29,529	31,582	2,053	4,183	28,896
3,238	4,135	897	23,027	27,770	4,743	3,346	23,603
6,917	6,917	0	48,417	48,419	2	7,635	53,445
0	23,417	23,417	608	163,919	163,311	10,274	41,754
8,292	8,292	0	57,805	57,805	3	8,050	44,275
16,431	13,695	<2,736>	115,019	95,865	<19,154>	13,296	92,945
7	550	543	24,862	26,200	1,338	4,680	27,511
324,970	336,166	11,196	2,115,083	2,432,313	317,230	294,796	2,145,493
719,613	688,776	<30,837>	4,627,917	4,908,833	280,916	616,343	4,432,284
19,671	19,029	<642>	135,717	137,968	2,251	17,161	125,555
5,949	7,012	1,063	44,672	47,885	3,213	6,175	47,243
21,287	22,308	1,021	160,869	156,156	<4,713>	20,773	143,725
46,908	48,349	1,441	341,259	342,009	750	44,109	316,523
766,521	737,125	<29,396>	4,969,176	5,250,842	281,666	660,451	4,748,808
<691,808>	<662,091>	29,717	<4,465,435>	<4,740,076>	<274,641>	<589,510>	<4,267,696>
<33,915>	<33,915>	0	<233,209>	<233,209>	0	<33,167>	<227,272>
<3,399>	<3,399>	0	<23,331>	<23,331>	0	<3,388>	<23,180>
<37,399>	<37,720>	<321>	<247,201>	<254,226>	<7,025>	<34,386>	<230,659>
<766,521>	<737,125>	29,396	<4,969,176>	<5,250,842>	<281,666>	<660,451>	<4,748,808>
0	0	0	0	0	<0>	0	0

FACILITIES DIVISION  
EXPENSE STATEMENT

FEB. 07(01/28/18-02/24/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
116,836	114,913	<1,923>	857,157	848,170	<8,987>	111,371	792,452
6,812	3,391	<3,421>	42,388	26,658	<15,730>	2,788	31,434
0	796	796	0	5,970	5,970	640	2,515
<138>	<665>	<527>	<2,859>	<4,370>	<1,511>	<506>	<3,586>
<10,631>	<7,739>	2,892	<67,753>	<55,186>	12,567	<9,251>	<57,204>
<2,300>	<4,500>	<2,200>	<29,141>	<31,500>	<2,359>	0	<33,354>
110,579	106,196	<4,383>	799,791	789,742	<10,049>	105,042	732,258
72,132	76,941	4,809	484,023	547,250	63,227	70,076	501,656
103	258	155	1,314	1,316	2	217	1,122
690	707	17	5,431	4,952	<479>	600	4,807
0	0	0	0	600	600	0	1,393
4,471	5,001	530	34,812	35,005	193	5,029	33,805
5.1	6.4	1.2	5.5	5.8	0.3	7.9	6.1
4,432	5,308	876	39,923	38,485	<1,438>	4,815	38,148
955	1,467	512	6,543	8,385	1,843	1,278	7,685
533	1,493	960	3,006	4,201	1,195	1,195	3,519
34,813	25,150	<9,663>	215,444	184,550	<30,894>	10,597	154,041
6,436	3,425	<3,011>	41,478	26,975	<14,503>	6,188	19,925
250	200	<50>	250	2,100	1,850	0	468
3,878	950	<2,928>	5,215	6,650	1,435	3,154	5,100
0	250	250	2,429	1,750	<679>	0	1,680
3,650	3,300	<350>	24,725	31,500	6,775	2,628	26,404
10,856	10,189	<667>	71,782	66,546	<5,236>	7,169	53,277
3,229	3,269	40	22,425	22,885	460	3,052	21,213
<248>	1,000	1,248	4,976	7,000	2,024	1,017	5,773
700	0	<700>	6,800	0	<6,800>	0	4,150
146,880	138,908	<7,972>	970,575	990,150	19,575	117,014	884,165
257,460	245,104	<12,356>	1,770,367	1,779,892	9,525	222,056	1,616,423
18,218	21,569	3,351	132,679	150,983	18,304	16,834	129,178
18,218	21,569	3,351	132,679	150,983	18,304	16,834	129,178
275,677	266,673	<9,004>	1,903,046	1,930,875	27,829	238,890	1,745,601
<236,720>	<229,327>	7,393	<1,633,169>	<1,662,658>	<29,489>	<203,744>	<1,489,290>
<7,851>	<7,851>	0	<54,957>	<54,957>	0	<7,673>	<53,711>
<3,069>	<3,069>	0	<21,483>	<21,483>	0	<3,009>	<21,063>
<8,366>	<7,397>	969	<57,721>	<53,809>	3,912	<7,303>	<55,983>
<19,671>	<19,029>	642	<135,717>	<137,968>	<2,251>	<17,161>	<125,555>
<275,677>	<266,673>	9,004	<1,903,046>	<1,930,875>	<27,829>	<238,890>	<1,745,601>
0	0	0	<0>	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

FEB. 07(01/28/18-02/24/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
7,806	10,749	2,943	Chiller Water
57,453	65,818	8,365	Elec-Non Air Cond.
9,771	8,841	<930>	Water-Non Air Cond.
4,053	8,269	4,216	Steam-Non Air Cond.
3,475	3,255	<220>	Gas
1,550	1,551	1	Energy Management
84,108	98,483	14,375	TOTAL OTHER CONTROL.
84,108	98,483	14,375	TOTAL CONTROLLABLE EXP
<71,587>	<84,444>	<12,857>	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<2,530>	<2,985>	<455>	Allocated-Comm Board
<5,949>	<7,012>	<1,063>	Allocated-A & SS
<84,109>	<98,483>	<14,375>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 7 MO(07/30/17-02/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
113,084	112,152	<932>	4,313	99,674
404,141	428,129	23,988	53,686	423,741
53,070	61,132	8,062	9,304	57,168
32,298	39,301	7,003	14,517	47,656
16,092	21,651	5,559	3,214	20,981
10,853	10,857	4	1,550	10,853
629,538	673,222	43,684	86,584	660,073
629,538	673,222	43,684	86,584	660,073
<537,573>	<576,660>	<39,087>	<73,308>	<560,309>
<20,342>	<20,342>	0	<3,214>	<22,498>
<7,952>	<7,952>	0	<1,260>	<8,820>
<18,999>	<20,383>	<1,384>	<2,628>	<21,203>
<44,672>	<47,885>	<3,213>	<6,175>	<47,243>
<629,538>	<673,222>	<43,684>	<86,585>	<660,074>
<0>	0	0	<0>	<0>