

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

March (02/25/18 - 03/31/18)

**Prepared
April 13, 2018**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MARCH (02/25/18 - 03/31/18)										FY 16-17	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,282		3,140		142	4.5%	183	5.9%	3,099			
1,604		1,821		(217)	(11.9%)	(156)	(8.9%)	1,760			
310		286		24	8.4%	58	23.0%	252			
182		139		43	30.9%	65	55.6%	117			
5,378		5,386		(8)	(0.1%)	150	2.9%	5,228			
1,151	35.1%	1,180	37.6%	(29)	(2.5)	14	(1.6)	1,137	36.7%		
1,151	71.8%	1,312	72.0%	(161)	(0.2)	(116)	(0.2)	1,267	72.0%		
310	100.0%	286	100.0%	24	0.0	59	0.4	251	99.6%		
111	61.0%	84	60.4%	27	0.6	52	10.6	59	50.4%		
2,723	50.6%	2,862	53.1%	(139)	(2.5)	9	(1.3)	2,714	51.9%		
567	17.3%	623	19.8%	56	2.5	31	2.0	598	19.3%		
775	48.3%	795	43.7%	20	(4.6)	(21)	(5.5)	754	42.8%		
57	18.4%	56	19.6%	(1)	1.2	(3)	3.0	54	21.4%		
70	38.5%	78	56.1%	8	17.6	2	23.0	72	61.5%		
1,469	27.3%	1,552	28.8%	83	1.5	9	1.0	1,478	28.3%		
138	4.2%	151	4.8%	13	0.6	51	1.9	189	6.1%		
174	10.8%	190	10.4%	16	(0.4)	8	(0.5)	182	10.3%		
91	29.4%	73	25.5%	(18)	(3.9)	(35)	(7.2)	56	22.2%		
40	22.0%	55	39.6%	15	17.6	11	21.6	51	43.6%		
443	8.2%	469	8.7%	26	0.5	35	0.9	478	9.1%		
446	13.6%	406	12.9%	40	0.7	96	2.3	350	11.3%		
202	12.6%	327	18.0%	(125)	(5.4)	(130)	(6.3)	332	18.9%		
162	52.3%	157	54.9%	5	(2.6)	21	(3.7)	141	56.0%		
2	1.1%	(49)	(35.3%)	51	36.4	66	55.8	(64)	(54.7%)		
812	15.1%	841	15.6%	(29)	(0.5)	53	0.6	759	14.5%		
582	10.8%	618	11.5%	36	0.7	16	0.6	598	11.4%		
231	4.3%	246	4.6%	15	0.3	3	0.2	234	4.5%		
56	1.0%	82	1.5%	26	0.5	2	0.1	58	1.1%		
184	3.4%	204	3.8%	20	0.4	2	0.2	186	3.6%		
1,053	19.6%	1,150	21.4%	97	1.8	23	1.0	1,076	20.6%		
(241)	(4.5%)	(309)	(5.7%)	68	1.2	76	1.6	(317)	(6.1%)		
74	1.4%	10	0.2%	64	1.2	55	1.0	19	0.4%		
23	0.4%	10	0.2%	13	0.2	9	0.1	14	0.3%		
(32)	(0.6%)	(32)	(0.6%)	0	0.0	3	0.1	(35)	(0.7%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
234	4.4%	236	4.4%	(2)	0.0	3	0.0	231	4.4%		
299	5.6%	224	4.2%	75	1.4	70	1.2	229	4.4%		
58	1.1%	(85)	(1.6%)	143	2.7	146	2.8	(88)	(1.7%)		
GROSS INCOME											
UCLA Store										30,390	
UCLA Restaurants										11,007	
Services Division										2,984	
UCLA Student Union										996	
TOTAL										45,377	
GROSS MARGIN											
UCLA Store										9,943	32.7%
UCLA Restaurants										7,854	71.4%
Services Division										2,981	99.9%
UCLA Student Union										541	54.3%
TOTAL										21,319	47.0%
WAGES & BENEFITS											
UCLA Store										4,451	14.6%
UCLA Restaurants										5,411	49.2%
Services Division										436	14.6%
UCLA Student Union										552	55.4%
TOTAL										10,850	23.9%
OTHER CONTROLLABLES											
UCLA Store										1,602	5.3%
UCLA Restaurants										1,196	10.9%
Services Division										1,057	35.4%
UCLA Student Union										415	41.7%
TOTAL										4,270	9.4%
CONTRIBUTION											
UCLA Store										3,890	12.8%
UCLA Restaurants										1,247	11.3%
Services Division										1,489	49.9%
UCLA Student Union										(425)	(42.7%)
TOTAL										6,201	13.7%
ALLOCATED EXPENSES											
Admin&Support Services										4,706	10.4%
Facilities Division										1,867	4.1%
Utilities										638	1.4%
Depreciation										1,519	3.3%
TOTAL										8,730	19.2%
NET INCOME (LOSS) FROM OPERATIONS											
										(2,529)	(5.6%)
OTHER INC/(EXP)											
Non-Recurrent Inc/(Exp)										174	0.4%
Interest Income										127	0.3%
Interest (Expense)										(256)	(0.6%)
Income Taxes										0	0.0%
Student Union Fee Income										1,882	4.1%
TOTAL										1,927	4.2%
NET INCOME (LOSS)										(602)	(1.3%)

FISCAL YEAR 2017-2018										FY 16-17	
YTD 8 MONTHS (07/30/17 - 03/31/18)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
30,390		30,724		(334)	(1.1%)	288	1.0%	30,102			
11,007		11,554		(547)	(4.7%)	(67)	(0.6%)	11,074			
2,984		2,924		60	2.1%	381	14.6%	2,603			
996		931		65	7.0%	144	16.9%	852			
45,377		46,133		(756)	(1.6%)	746	1.7%	44,631			
9,943	32.7%	10,350	33.7%	(407)	(1.0)	(69)	(0.6)	10,012	33.3%		
7,854	71.4%	8,308	71.9%	(454)	(0.5)	(120)	(0.6)	7,974	72.0%		
2,981	99.9%	2,921	99.9%	60	0.0	381	0.0	2,600	99.9%		
541	54.3%	550	59.1%	(9)	(4.8)	49	(3.4)	492	57.7%		
21,319	47.0%	22,129	48.0%	(810)	(1.0)	241	(0.2)	21,078	47.2%		
4,451	14.6%	4,772	15.5%	321	0.9	145	0.7	4,596	15.3%		
5,411	49.2%	5,648	48.9%	237	(0.3)	63	0.2	5,474	49.4%		
436	14.6%	444	15.2%	8	0.6	5	2.3	441	16.9%		
552	55.4%	595	63.9%	43	8.5	(16)	7.5	536	62.9%		
10,850	23.9%	11,459	24.8%	609	0.9	197	0.9	11,047	24.8%		
1,602	5.3%	1,624	5.3%	22	0.0	33	0.1	1,635	5.4%		
1,196	10.9%	1,242	10.7%	46	(0.2)	(7)	(0.2)	1,189	10.7%		
1,057	35.4%	965	33.0%	(92)	(2.4)	(264)	(4.9)	793	30.5%		
415	41.7%	394	42.3%	(21)	0.6	(2)	6.8	413	48.5%		
4,270	9.4%	4,225	9.2%	(45)	(0.2)	(240)	(0.4)	4,030	9.0%		
3,890	12.8%	3,954	12.9%	(64)	(0.1)	109	0.2	3,781	12.6%		
1,247	11.3%	1,417	12.3%	(170)	(1.0)	(64)	(0.5)	1,311	11.8%		
1,489	49.9%	1,511	51.7%	(22)	(1.8)	123	(2.6)	1,366	52.5%		
(425)	(42.7%)	(439)	(47.2%)	14	4.5	33	11.1	(458)	(53.8%)		
6,201	13.7%	6,443	14.0%	(242)	(0.3)	201	0.3	6,000	13.4%		
4,706	10.4%	5,016	10.9%	310	0.5	(156)	(0.2)	4,550	10.2%		
1,867	4.1%	1,895	4.1%	28	0.0	(148)	(0.2)	1,719	3.9%		
638	1.4%	706	1.5%	68	0.1	28	0.1	666	1.5%		
1,519	3.3%	1,634	3.5%	115	0.2	77	0.3	1,596	3.6%		
8,730	19.2%	9,251	20.1%	521	0.9	(199)	(0.1)	8,531	19.1%		
(2,529)	(5.6%)	(2,808)	(6.1%)	279	0.5	2	0.1	(2,531)	(5.7%)		
174	0.4%	80	0.2%	94	0.2	97	0.2	77	0.2%		
127	0.3%	97	0.2%	30	0.1	28	0.1	99	0.2%		
(256)	(0.6%)	(256)	(0.6%)	0	0.0	24	0.0	(280)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
1,882	4.1%	1,890	4.1%	(8)	0.0	31	0.0	1,851	4.1%		
1,927	4.2%	1,811	3.9%	116	0.3	180	0.3	1,747	3.9%		
(602)	(1.3%)	(997)	(2.2%)	395	0.9	182	0.5	(784)	(1.8%)		

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

MARCH (02/25/18 - 03/31/18)										FY 16-17		FISCAL YEAR 2017-2018										FY 16-17	
CURRENT MONTH										**		YTD 8 MONTHS (07/30/17 - 03/31/18)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,282		3,140		142	4.5%	183	5.9%	3,099				30,390		30,724		(334)	(1.1%)	288	1.0%	30,102			
1,604		1,821		(217)	(11.9%)	(156)	(8.9%)	1,760				11,007		11,554		(547)	(4.7%)	(67)	(0.6%)	11,074			
310		286		24	8.4%	58	23.0%	252				2,984		2,924		60	2.1%	381	14.6%	2,603			
182		139		43	30.9%	65	55.6%	117				996		931		65	7.0%	144	16.9%	852			
5,378		5,386		(8)	(0.1%)	150	2.9%	5,228				45,377		46,133		(756)	(1.6%)	746	1.7%	44,631			
1,151	35.1%	1,180	37.6%	(29)	(2.5)	14	(1.6)	1,137	36.7%			9,943	32.7%	10,350	33.7%	(407)	(1.0)	(69)	(0.6)	10,012	33.3%		
1,151	71.8%	1,312	72.0%	(161)	(0.2)	(116)	(0.2)	1,267	72.0%			7,854	71.4%	8,308	71.9%	(454)	(0.5)	(120)	(0.6)	7,974	72.0%		
310	100.0%	286	100.0%	24	0.0	59	0.4	251	99.6%			2,981	99.9%	2,921	99.9%	60	0.0	381	0.0	2,600	99.9%		
111	61.0%	84	60.4%	27	0.6	52	10.6	59	50.4%			541	54.3%	550	59.1%	(9)	(4.8)	49	(3.4)	492	57.7%		
2,723	50.6%	2,862	53.1%	(139)	(2.5)	9	(1.3)	2,714	51.9%			21,319	47.0%	22,129	48.0%	(810)	(1.0)	241	(0.2)	21,078	47.2%		
705	21.5%	774	24.6%	69	3.1	82	3.9	787	25.4%			6,053	19.9%	6,395	20.8%	342	0.9	178	0.8	6,231	20.7%		
949	59.2%	985	54.1%	36	(5.1)	(13)	(6.0)	936	53.2%			6,607	60.0%	6,890	59.6%	283	(0.4)	56	0.2	6,663	60.2%		
148	47.7%	128	44.8%	(20)	(2.9)	(38)	(4.0)	110	43.7%			1,493	50.0%	1,409	48.2%	(84)	(1.8)	(259)	(2.6)	1,234	47.4%		
109	59.9%	133	95.7%	24	35.8	14	45.2	123	105.1%			967	97.1%	988	106.1%	21	9.0	(18)	14.3	949	111.4%		
1,911	35.5%	2,020	37.5%	109	2.0	45	1.9	1,956	37.4%			15,120	33.3%	15,682	34.0%	562	0.7	(43)	0.5	15,077	33.8%		
446	13.6%	406	12.9%	40	0.7	96	2.3	350	11.3%			3,890	12.8%	3,954	12.9%	(64)	(0.1)	109	0.2	3,781	12.6%		
202	12.6%	327	18.0%	(125)	(5.4)	(130)	(6.3)	332	18.9%			1,247	11.3%	1,417	12.3%	(170)	(1.0)	(64)	(0.5)	1,311	11.8%		
162	52.3%	157	54.9%	5	(2.6)	21	(3.7)	141	56.0%			1,489	49.9%	1,511	51.7%	(22)	(1.8)	123	(2.6)	1,366	52.5%		
2	1.1%	(49)	(35.3%)	51	36.4	66	55.8	(64)	(54.7%)			(425)	(42.7%)	(439)	(47.2%)	14	4.5	33	11.1	(458)	(53.8%)		
812	15.1%	841	15.6%	(29)	(0.5)	53	0.6	759	14.5%			6,201	13.7%	6,443	14.0%	(242)	(0.3)	201	0.3	6,000	13.4%		
520	15.8%	545	17.4%	25	1.6	1	1.0	521	16.8%			4,479	14.7%	4,729	15.4%	250	0.7	(95)	(0.1)	4,384	14.6%		
362	22.6%	422	23.2%	60	0.6	32	(0.2)	394	22.4%			2,801	25.4%	3,021	26.1%	220	0.7	42	0.3	2,843	25.7%		
85	27.4%	89	31.1%	4	3.7	(8)	3.2	77	30.6%			756	25.3%	772	26.4%	16	1.1	(132)	(1.3)	624	24.0%		
86	47.3%	94	67.6%	8	20.3	(2)	24.5	84	71.8%			694	69.7%	729	78.3%	35	8.6	(14)	10.1	680	79.8%		
1,053	19.6%	1,150	21.4%	97	1.8	23	1.0	1,076	20.6%			8,730	19.2%	9,251	20.1%	521	0.9	(199)	(0.1)	8,531	19.1%		
(75)	(1.4%)	(139)	(2.6%)	64	1.2	96	1.9	(171)	(3.3%)			(588)	(1.3%)	(776)	(1.7%)	188	0.4	16	0.1	(604)	(1.4%)		
(159)	(3.0%)	(95)	(1.8%)	(64)	(1.2)	(97)	(1.8)	(62)	(1.2%)			(1,554)	(3.4%)	(1,603)	(3.5%)	49	0.1	(22)	0.0	(1,532)	(3.4%)		
78	1.5%	68	1.3%	10	0.2	14	0.3	64	1.2%			732	1.6%	739	1.6%	(7)	0.0	(11)	(0.1)	743	1.7%		
(85)	(1.6%)	(143)	(2.7%)	58	1.1	63	1.2	(148)	(2.8%)			(1,119)	(2.5%)	(1,168)	(2.5%)	49	0.0	19	0.0	(1,138)	(2.5%)		
(241)	(4.5%)	(309)	(5.7%)	68	1.2	76	1.6	(317)	(6.1%)			(2,529)	(5.6%)	(2,808)	(6.1%)	279	0.5	2	0.1	(2,531)	(5.7%)		
74	1.4%	10	0.2%	64	1.2	55	1.0	19	0.4%			174	0.4%	80	0.2%	94	0.2	97	0.2	77	0.2%		
23	0.4%	10	0.2%	13	0.2	9	0.1	14	0.3%			127	0.3%	97	0.2%	30	0.1	28	0.1	99	0.2%		
(32)	(0.6%)	(32)	(0.6%)	0	0.0	3	0.1	(35)	(0.7%)			(256)	(0.6%)	(256)	(0.6%)	0	0.0	24	0.0	(280)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
234	4.4%	236	4.4%	(2)	0.0	3	0.0	231	4.4%			1,882	4.1%	1,890	4.1%	(8)	0.0	31	0.0	1,851	4.1%		
299	5.6%	224	4.2%	75	1.4	70	1.2	229	4.4%			1,927	4.2%	1,811	3.9%	116	0.3	180	0.3	1,747	3.9%		
58	1.1%	(85)	(1.6%)	143	2.7	146	2.8	(88)	(1.7%)			(602)	(1.3%)	(997)	(2.2%)	395	0.9	182	0.5	(784)	(1.8%)		

ASUCLA
P/L Reconciliation
Mar-18

<i>Financial Analysis</i>	\$000's
	Mar-18
Budgeted Net Income/(Loss)	(85)
UCLA Store	
Gross Margin:	
Graduation ETC below plan: sales trend mirroring prior year timing, as students are waiting to place orders closer to commencement (most to be made up in future months)	(25)
Market above plan: increase in Sport Nutrition due to shift in business from Energy Zone closure and strong sales performance in gift items (Hydroflask bottles and POP figures)	7
New Text below plan: impact of new rental program and costing of returned books which was not reflected in the FY 17-18 budget	(28)
Used Text above plan: sales higher than plan with some offset next month and charges for rental books that were not returned (resulting from reconciliation of the winter rental program)	11
Luvalle Books below plan due to continued decline in Extension Textbook sales due in part to lower overall enrollment	(9)
HSS Dental sales above plan due to timing for early fulfillment of backordered items (negative impact expected for future months)	6
Hilltop sales above plan due to increased marketing for in-store promotions and an increase in store traffic	5
Total Wages below plan	36
Other, positive controllables (employee benefits and various other)	37
Total Contribution	40
UCLA Restaurants	
Gross Margin:	
Rubio's Baja Grill below plan: in addition to continued traffic decline in Northern campus this month experienced significant customer declines throughout all campus restaurants	(4)
Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass thorough traffic even more	(13)
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	(14)
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(41)
Café Synapse below plan due to ongoing customer traffic decline	(5)
Luvalle Food Servery below plan: general traffic has shifted away from northern areas plus cold, wet weather for lack of indoor seating at this location	(14)
Kerckhoff Coffeehouse below plan: in addition to continued traffic decline in northern campus, March had significant customer declines throughout all campus restaurants	(6)
Taco Bell below plan: in addition to continued traffic decline we've been seeing in northern campus all year, March had significant customer declines throughout all campus restaurants	(4)
Catering above plan due to several high volume conferences	18
Concessions below plan due to timing: two men's basketball and one gymnastics event occurred in February	(61)
Total Wages above plan	(14)
Other, positive controllables (mostly employee benefits and commission expense)	33
Total Contribution	(125)
Services	
Gross Margin:	
Licensing Domestic above plan: timing as expectations are to miss April and "give back" some of March	47
Licensing International below plan due to decline of program for key China licensee	(6)
Licensing Campus Sourcing below plan: campus departments/groups' timing and value of their orders is lower than anticipated.	(4)
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(7)
Photography below plan due to drop in both athletic and non-athletic event requests	(5)
Other, negative controllables mostly Licensing	(20)
Total Contribution	5
UCLA Student Union	
Gross Margin:	
Event Services above plan: increase in number of event revenue for University and off-campus clients (partly offset in student programming for a calendar shift reverse from prior month)	32
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(4)
Total Wages below plan	6
Other, positive controllables (student event expense which corresponds with lower student event income and positive student union event fund due to timing)	17
Total Contribution	51
Allocated Expenses and Other	
A&SS below plan: mostly due to reversal of current year UCPath and UCOP charges	36
Facilities below plan due mostly lower repairs & maintenance (partly from a credit from Facilities for a previous month billing error)	15
Utilities below plan: continued positive impact of energy efficient projects and the cooler month resulted in less demand on HVAC systems	26
Depreciation lower than plan due to timing of capital expenditures	20
Other, positive interest income and non recurrent (mostly reversal of prior year UCPath related costs)	75
Total	172
Actual Net Income/(Loss)	58

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

Financial Analysis	\$000's
Budgeted Net Income/(Loss)	(997)
UCLA Store	
Gross Margin:	
Bearwear below plan: unseasonably warm weather reduced demand for fleece products, and foot traffic associated with home basketball games is down	(9)
Graduation ETC below plan due to product mix (more lower margin items were sold) and timing of sales: trend for students waiting to place orders closer to commencement	(43)
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(51)
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	64
Wooden Store below plan due to closure	(36)
E-Commerce below plan: overall decline in fan enthusiasm	(91)
New Text below plan: interaction between New and Used, fewer books were sold, average price down due to competitive pricing and impact of new rental program	(70)
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(95)
Computer Store above plan mostly due to strong sales for various Apple products	20
Luvalle Books below plan: used sales lower due to lack of available high quality used books for the law school and decline in Extension enrollment	(43)
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(36)
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	(21)
Total Wages lower than plan	112
Other, positive controllables mostly employee benefits	235
Total Contribution	(64)
UCLA Restaurants	
Gross Margin:	
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(10)
Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales	(17)
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	65
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(49)
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	(75)
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(173)
Café Synapse below plan due ongoing customer traffic decline	(25)
Luvalle Food Servery below plan due to December fires, general traffic has shifted away from northern areas and cold, wet weather impacted lack of indoor seating	(23)
Kerckhoff Coffeehouse below plan: traffic decline in northern campus and significant customer declines throughout almost all campus restaurants in March	(11)
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	25
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(17)
Concessions below plan mostly due to attendance for men's and women's basketball games much lower than planned	(50)
Total Wages above plan	(36)
Other, various areas small gross margin negative variances offset by positive controllables (employee benefits, paper, commission and bank card expense)	226
Total Contribution	(170)
Services	
Gross Margin:	
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	162
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/acrued in July)	(40)
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year	11
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(72)
Photography slightly below plan	(2)
Total Wages above plan	(4)
Other, negative controllables mostly Licensing	(77)
Total Contribution	(22)
UCLA Student Union	
Gross Margin:	
Event Services above plan: increase in off-campus and University event support (including commercial film shoot IPAM conference and Regents' Meetings)	11
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(20)
Total Wages below plan	19
Other, positive controllables	4
Total Contribution	14
Allocated Expenses and Other	
A&SS below plan (mostly savings in employee benefits and UCPath related expenses)	310
Facilities below plan (mostly employee benefits)	28
Utilities below plan: savings in Gas, Water and Electricity (non air cond.) due to lower consumption and energy efficient projects	68
Depreciation lower than plan due to timing of capitals	115
Other- mostly higher non-recurrent and interest income	116
Total	637
Actual Net Income/(Loss)	(602)

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

	Current Month March 2018	Prior Month February 2018	Prior Year July 2017
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$14,361	\$15,443	\$12,191
Accounts receivable	3,930	3,965	3,526
Less: Allowance for doubtful accounts	(560)	(566)	(551)
Accounts receivable, net	3,370	3,399	2,975
Student fees receivable	210	0	373
Inventories	6,431	5,932	6,302
Prepaid expenses and other current assets	254	286	368
Total current assets	24,626	25,060	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,525	70,511	69,851
Less: Accumulated depreciation	(49,305)	(49,128)	(47,919)
Total long term assets	21,420	21,583	22,132
TOTAL ASSETS	\$46,046	\$46,643	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,086	\$5,626	\$5,727
Wages and payroll taxes payable	6,109	5,795	3,155
Sales tax payable & other liabilities	554	920	758
Interest payable	142	110	81
Deferred income	625	743	573
Funds held for others	186	164	102
Current portion of long term debt	833	832	832
Total current liabilities	13,535	14,190	11,228
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
TOTAL LIABILITIES	21,497	22,152	19,190
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(602)	(660)	(857)
Ending Balance	24,549	24,491	25,151
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,046	\$46,643	\$44,341

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) \$58
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 184
 Loss (Gain) on disposal of fixed assets 1
(Increase)/decrease in current assets:
 Accounts receivable 29
 Student fees receivable (210)
 Inventories (499)
 Prepaid expenses and other current assets 32
Increase/(decrease) in current liabilities:
 Accounts payable (540)
 Sales tax payable & other liabilities (366)
 Wages and payroll taxes payable 314
 Interest payable 32
 Deferred Income (118)
 Funds held for others 22

 Net cash provided/(used) by operating activities **(1,061)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (21)

 Net cash used in investing activities **(21)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan 0

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

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

	Current Month	Year to Date	Prior Year to Date
	\$58	(\$602)	(\$784)
	184	1,519	1,596
	1	17	5
	29	(394)	(430)
	(210)	163	213
	(499)	(129)	(208)
	32	114	100
	(540)	(641)	(895)
	(366)	(204)	(147)
	314	2,954	(855)
	32	61	66
	(118)	52	291
	22	84	24
	(1,061)	2,994	(1,024)
	(21)	(824)	(777)
	(21)	(824)	(777)
	0	0	0
	0	0	0
	(1,082)	2,170	(1,801)
	15,443	12,191	11,907
	\$14,361	\$14,361	\$10,106

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

CASH AND CASH EQUIVALENTS	\$14,361
Less: Committed Capital Projects	
TFC Dining Room Remodel	(492)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
AU 1st Floor Restrooms	(175)
Subtotal	(1,383)
Adjustment for Cash Overdraft Entry	(1,358)
Uncommitted Cash	11,620
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	14,918
RESERVE SURPLUS (DEFICIT)	(\$3,298)

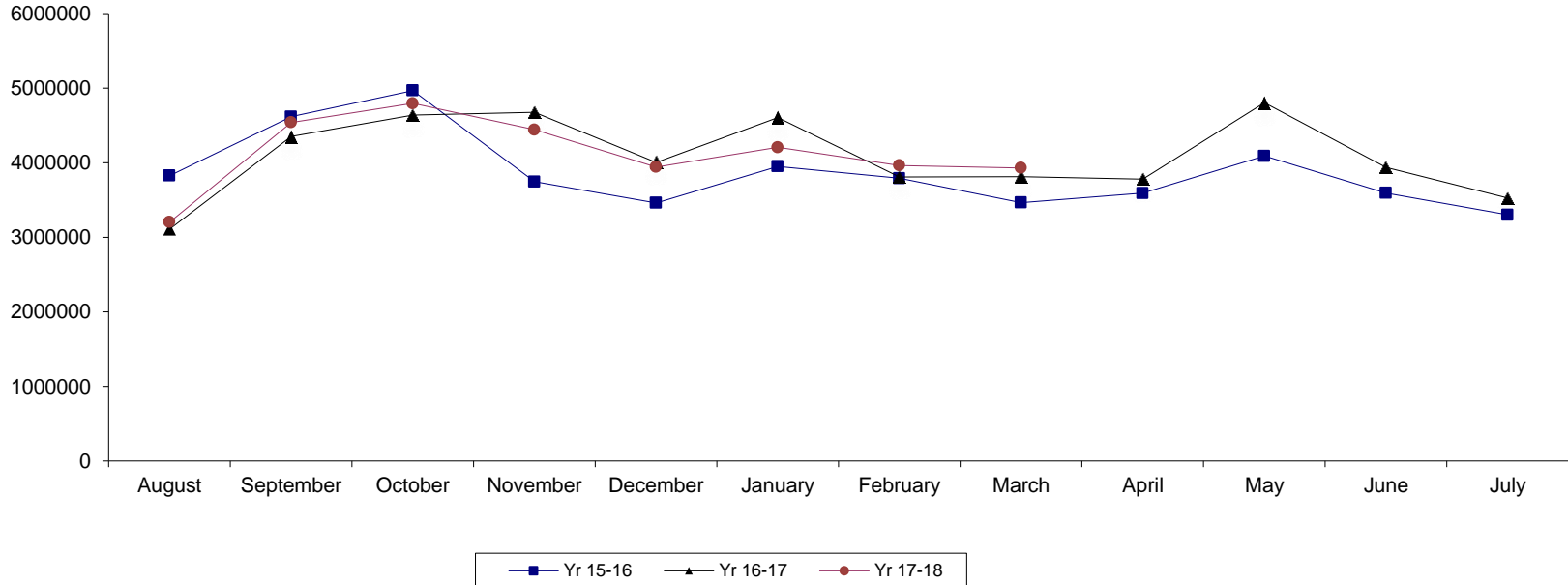
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2017-2018 March 2018

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
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
Total Store/Services	175.0	70.1	3.9	74.0	51.0	50.0	0.0	
Food Service								
2017-005 FS Miscellaneous and Unanticipated	50.0	25.0	0.0	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	33.1	0.0	33.1	91.9		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	307.7	315.4	184.6		0.0	In Progress
2017-036 Engineering 6 Café	0.0	0.0	0.0	0.0	150.0		150.0	Pending
Total Food Services	900.0	65.8	332.8	398.6	596.4	55.0	150.0	
Technology								
2017-013 Network Infrastructure Upgrade	10.0	1.8	3.7	5.5	4.5		0.0	In Progress
2017-014 Printer Replacement	20.0	7.2	0.0	7.2	12.8		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
Total Technology	92.0	56.7	3.7	60.4	20.6	0.0	(11.0)	
Others								
2017-019 Fac. Misc. Remodels	50.0	20.8	27.5	48.3	1.7		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	175.4	175.4	0.0		25.4	Completed Awaiting Invoice
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	2.8	0.0	2.8	12.2		0.0	In Progress
2017-028 MCO Equipment	20.0	0.0	19.5	19.5	0.5		0.0	In Progress
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	90.4	90.4	44.6		135.0	Pending
Total Others	450.0	161.8	412.3	574.1	59.0	155.0	338.1	
Total Current Year Projects	1,617.0	354.4	752.7	1,107.1	727.0	260.0	477.1	

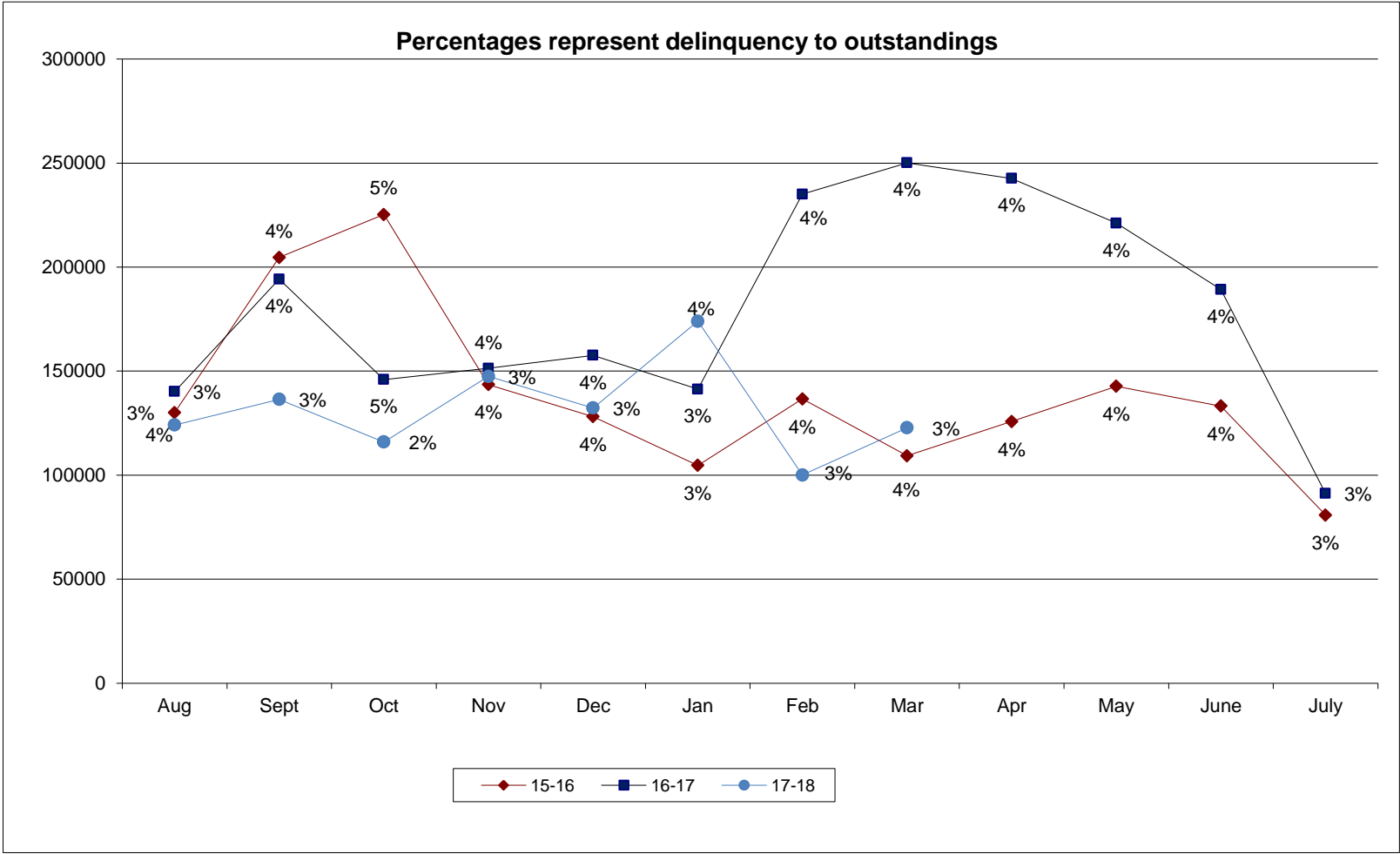
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

3/31/2018	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$876,316	25%	\$33,198	27%	\$4,448	9%	\$1,076	26%	\$6,352	17%	\$11,842	39%	\$933,232	24%
ASUCLA PUBLICATIONS		\$80,732	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,732	2%
ASUCLA USA/GSA		\$139,403	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$139,403	4%
DUE FROM VENDORS		\$276,085	7%	\$39,480	32%	\$5,871	12%	(\$860)	-21%	\$26,787	71%	\$17,858	58%	\$365,221	9%
DENTAL KITS		\$199,819	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$199,819	5%
OTHER		\$2,112,391	57%	\$50,045	41%	\$39,955	79%	\$3,985	95%	\$4,447	12%	\$1,003	3%	\$2,211,826	56%
TOTAL CURRENT MONTH		\$3,684,746	100%	\$122,723	100%	\$50,274	100%	\$4,201	100%	\$37,586	100%	\$30,703	100%	\$3,930,233	100%
		94%		3%		1%		0%		1%		1%		100%	
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%
TOTAL CURRENT MONTH		\$3,629,479	100%	\$235,084	100%	\$11,677	100%	\$32,355	100%	\$34,836	100%	\$21,236	100%	\$3,964,667	100%
		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%
TOTAL CURRENT MONTH		\$3,872,712	100%	\$159,897	100%	\$69,750	100%	\$28,355	100%	\$42,602	100%	\$33,312	100%	\$4,206,628	100%
		92%		4%		2%		0%		1%		1%		100%	

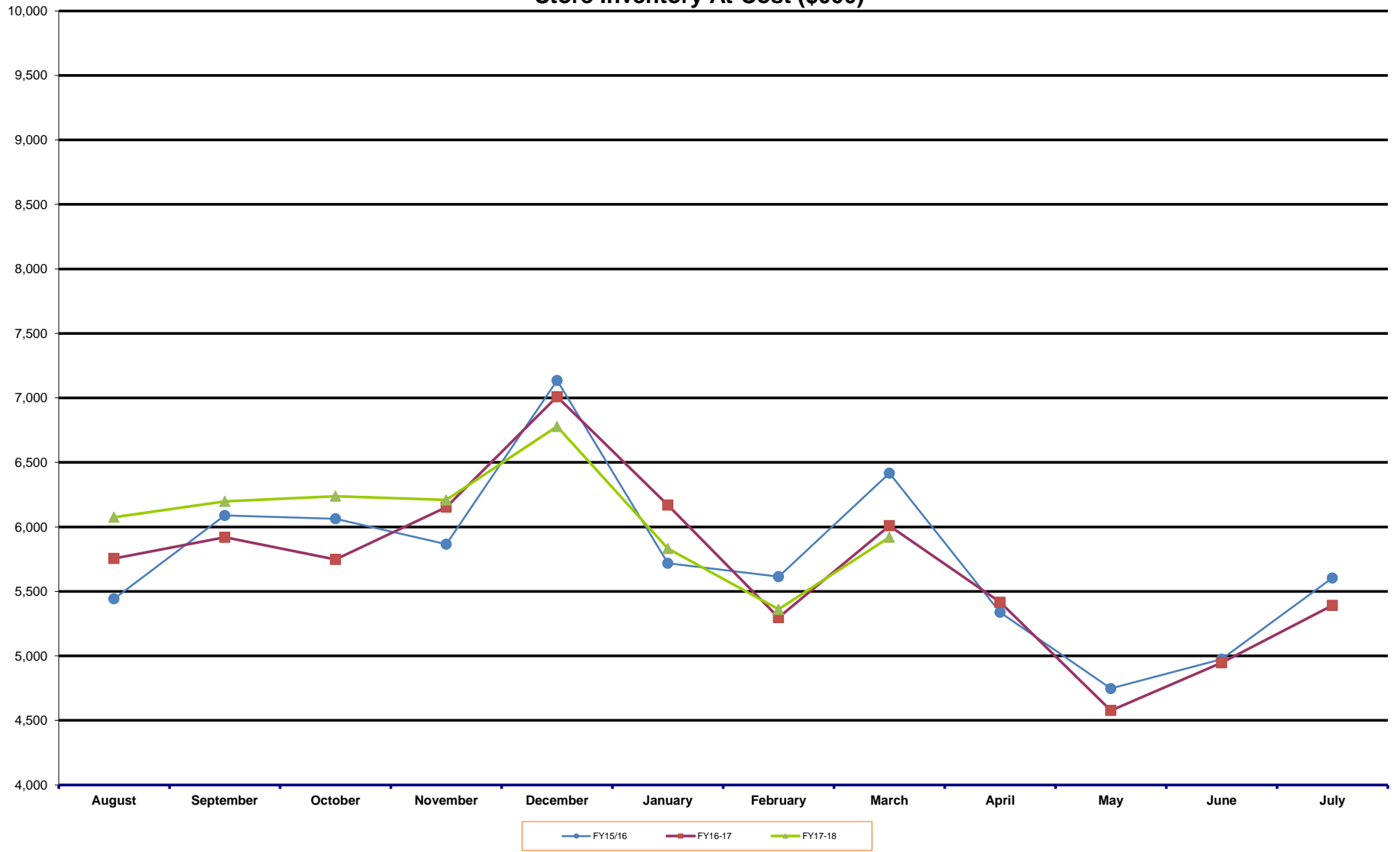
Total Accounts Receivable Balances
12 Month History
Aug 15 to Mar 18



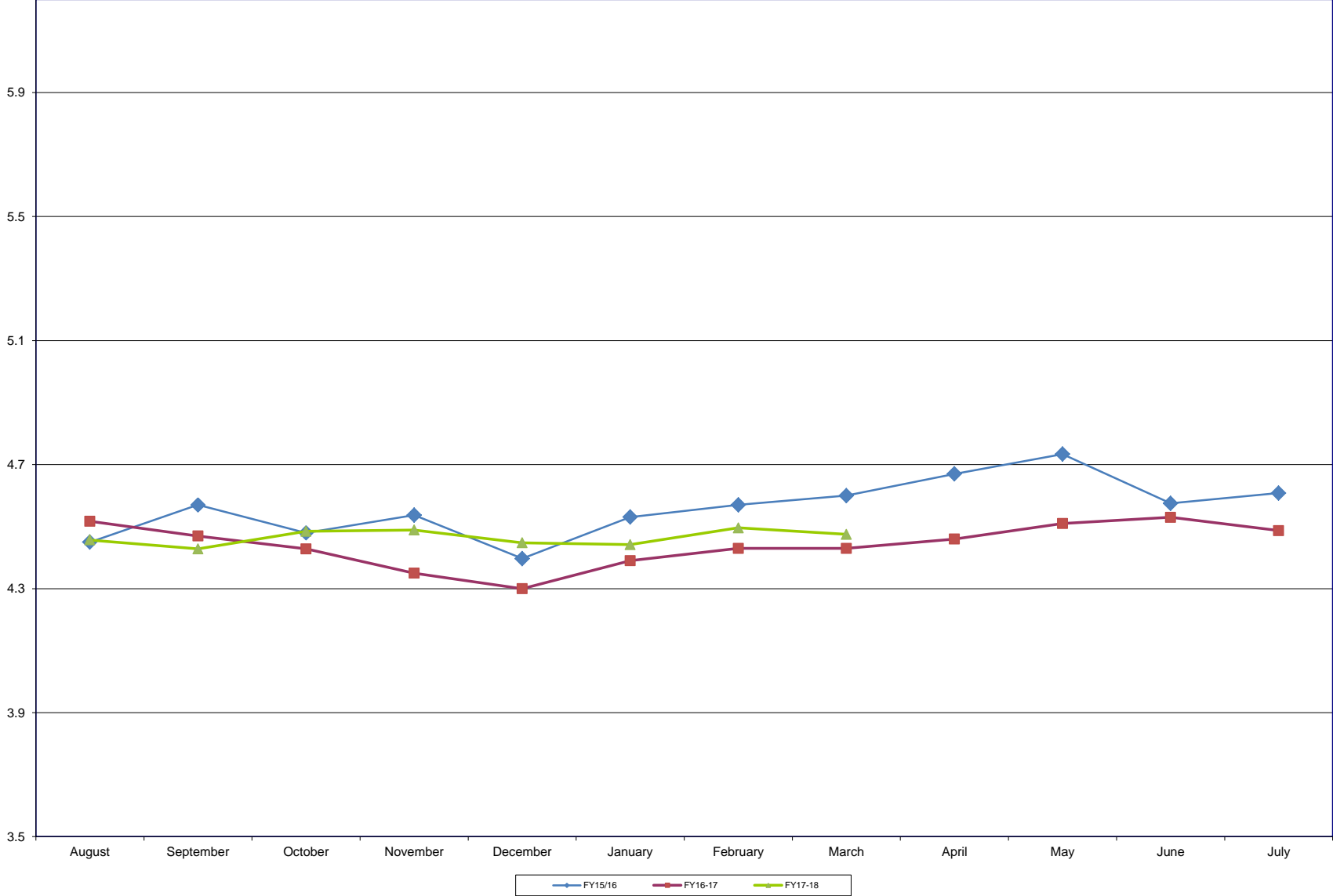
Aged Accounts Receivable Balances > 60 Days Past Due



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

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,242,646	1,115,161	127,485	12,451,776	12,487,917	<36,141>	1,079,354	12,343,331
1,278,083	1,333,167	<55,084>	9,680,096	9,812,472	<132,376>	1,292,879	9,371,699
176,399	166,626	9,773	990,777	965,992	24,785	170,851	948,281
170,668	202,628	<31,960>	1,565,383	1,693,357	<127,974>	176,880	1,737,263
75,053	73,000	2,053	1,073,586	1,178,000	<104,414>	94,492	1,053,262
274,045	197,603	76,442	3,830,582	3,962,961	<132,379>	219,595	3,988,461
3,216,895	3,088,185	128,710	29,592,199	30,100,699	<508,500>	3,034,050	29,442,296
2,116,306	1,947,948	<168,358>	20,326,545	20,258,712	<67,833>	1,949,222	19,971,048
4,382	3,440	<942>	42,461	37,660	<4,801>	3,791	42,377
6,015	6,480	465	49,331	50,250	919	6,165	47,661
807	770	<37>	4,537	4,440	<97>	791	4,375
861	990	129	8,364	8,410	46	865	9,023
2,550	1,010	<1,540>	15,916	14,550	<1,366>	1,245	15,418
14,615	12,690	<1,925>	120,609	115,310	<5,299>	12,857	118,855
2,130,921	1,960,638	<170,283>	20,447,154	20,374,022	<73,132>	1,962,079	20,089,903
65.8	63.1	<2.7>	68.7	67.3	<1.4>	64.2	67.8
1,085,973	1,127,547	<41,574>	9,145,046	9,726,677	<581,631>	1,071,972	9,352,393
34.2	36.9	<2.7>	31.3	32.7	<1.4>	35.8	32.2
0.5	0.4	<0.0>	0.4	0.4	<0.0>	0.4	0.4
33.8	36.5	<2.8>	30.9	32.3	<1.4>	35.3	31.8
14.6	18.0	<3.4>	16.9	19.1	<2.2>	16.2	18.8
50.4	50.1	0.4	48.9	49.2	<0.4>	48.8	49.0
42.0	41.4	0.6	41.7	41.3	0.4	41.1	41.4
37.3	37.5	<0.2>	32.4	34.3	<2.0>	39.2	33.4
53.5	50.8	2.7	50.6	51.8	<1.2>	54.3	51.4
30.0	39.5	<9.5>	22.2	23.2	<1.0>	34.6	23.1
65,233	52,292	12,941	798,038	623,002	175,036	65,400	659,511
1,151,206	1,179,839	<28,633>	9,943,084	10,349,679	<406,595>	1,137,372	10,011,904
244,972	254,263	9,291	1,944,343	2,025,734	81,391	252,753	2,029,852
0	0	0	8,242	3,940	<4,302>	0	0
196,352	222,847	26,495	1,560,723	1,595,665	34,942	203,293	1,457,129
441,324	477,110	35,786	3,513,309	3,625,339	112,030	456,046	3,486,981
13.7	15.5	1.7	11.9	12.0	0.2	15.0	11.8
125,710	145,630	19,920	937,556	1,146,164	208,608	141,698	1,108,673
6,581	5,483	<1,098>	63,086	62,392	<694>	6,468	61,921
6,820	11,745	4,925	88,208	90,945	2,737	12,167	91,993
15	15	0	146	120	<26>	16	143
5,127	11,700	6,573	17,652	25,575	7,923	12,105	23,535
1,050	0	<1,050>	2,795	2,572	<223>	0	1,950
5,535	4,312	<1,223>	41,931	39,434	<2,497>	5,401	39,546
12,760	14,545	1,785	163,415	177,035	13,620	15,613	168,623
950	950	0	8,163	8,200	37	900	7,799
0	0	0	656	0	<656>	64	64
0	0	0	8	0	<8>	<502>	17
0	25	25	0	200	200	0	0
13,870	12,022	<1,848>	163,359	170,898	7,539	11,354	171,995
<1,565>	<1,150>	415	<92,103>	<94,100>	<1,997>	<2,736>	<92,952>
9,092	5,925	4,433	279,464	270,700	<8,764>	510	251,220
7,346	3,630	<3,716>	37,340	40,030	2,690	4,286	47,108
52,664	56,468	3,804	529,088	550,156	21,068	57,985	522,903
265	0	<265>	5,502	0	<5,502>	829	6,666
896	0	<896>	8,945	0	<8,945>	<1,311>	16,031
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	0	1,785
957	0	<957>	4,356	2,500	<1,856>	0	2,492
0	0	0	0	300	300	0	300
9,888	10,950	1,062	100,350	91,600	<8,750>	12,711	92,495
708	0	<708>	6,473	1,900	<4,573>	0	8,123
352	400	48	14,459	14,550	91	41,627	55,344
691	100	<591>	40,000	39,158	<842>	100	37,322
105	0	<105>	0	4	4	0	0
8,094	10,449	2,355	118,988	129,764	10,776	11,872	119,366
263,911	296,799	32,888	2,539,836	2,770,097	230,261	331,156	2,743,993
705,236	773,909	68,673	6,053,144	6,395,436	342,292	787,202	6,230,974
445,971	405,930	40,041	3,889,940	3,954,243	<64,303>	350,170	3,780,930
28,042	42,445	14,403	290,427	359,540	69,113	39,745	283,735
135,574	136,833	1,259	1,151,460	1,212,461	61,001	128,689	1,123,914
62,664	61,646	<1,018>	521,476	538,971	17,495	71,537	549,163
31,517	30,408	<1,109>	272,865	293,125	20,260	29,678	252,817
108,414	99,545	<8,869>	936,794	940,596	3,802	93,615	857,333
79,823	85,674	5,851	647,167	662,824	15,657	82,922	631,188
17,934	26,177	8,243	204,680	226,498	21,818	19,300	226,311
55,947	61,825	5,878	453,197	494,606	41,409	56,134	459,471
519,916	544,553	24,637	4,478,065	4,728,621	250,556	521,620	4,383,933
<73,945>	<138,623>	64,678	<588,126>	<774,378>	186,252	<171,451>	<603,003>

UCLA RESTAURANTS
INCOME STATEMENT

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
198,653	190,880	7,773	1,398,181	1,282,924	115,257	203,390	1,261,335
231,105	276,079	<44,974>	1,565,946	1,750,183	<184,237>	257,583	1,606,197
123,382	189,797	<66,415>	871,043	1,170,301	<299,258>	156,964	1,041,080
284,667	308,737	<24,070>	1,842,589	1,889,354	<46,765>	285,653	1,833,222
328,365	343,770	<15,405>	2,213,387	2,190,405	22,982	337,345	2,141,649
206,174	263,907	<57,733>	1,597,222	1,654,603	<57,381>	276,708	1,625,863
1,372,345	1,573,170	<200,825>	9,488,369	9,937,770	<449,401>	1,517,643	9,509,345
452,788	509,947	57,159	3,152,424	3,246,693	94,269	492,332	3,100,380
33.0	32.4	<0.6>	33.2	32.7	<0.6>	32.4	32.6
919,557	1,063,223	<143,666>	6,335,945	6,691,077	<355,132>	1,025,311	6,408,965
67.0	67.6	<0.6>	66.8	67.3	<0.6>	67.6	67.4
67.7	69.0	<1.3>	67.4	69.2	<1.8>	67.7	67.2
66.7	66.1	0.6	65.2	65.5	<0.3>	65.9	65.9
64.6	66.3	<1.6>	67.1	66.9	0.2	67.4	67.7
69.2	69.4	<0.2>	69.4	69.2	0.2	69.3	69.6
67.3	66.6	0.7	66.3	66.5	<0.2>	66.7	66.7
66.9	68.5	<1.5>	66.0	67.5	<1.5>	68.8	67.7
231,837	248,299	<16,462>	1,518,300	1,616,462	<98,162>	242,005	1,564,916
1,151,394	1,311,522	<160,128>	7,854,245	8,307,539	<453,294>	1,267,316	7,973,881
320,623	336,868	16,245	2,334,506	2,462,297	127,791	332,027	2,445,495
1,065	0	<1,065>	7,956	0	<7,956>	0	3,919
336,725	312,094	<24,631>	2,191,467	2,052,015	<139,452>	295,230	1,940,555
<44,630>	<49,154>	<4,524>	<318,985>	<335,317>	<16,332>	<47,067>	<295,408>
613,782	599,808	<13,974>	4,214,944	4,178,995	<35,949>	580,190	4,094,561
44.7	38.1	<6.6>	44.4	42.1	<2.4>	38.2	43.1
161,335	195,444	34,109	1,196,342	1,468,809	272,467	173,436	1,379,042
1,821	1,400	<421>	13,996	13,090	<906>	1,112	10,951
2,595	3,935	1,340	29,552	31,375	1,823	3,884	30,347
2,209	2,000	<209>	11,323	12,288	965	108	8,523
64,068	69,864	5,796	418,609	443,043	24,434	61,184	416,001
4.7	4.4	<0.2>	4.4	4.5	0.1	4.0	4.4
7,527	5,458	<2,069>	46,087	41,253	<4,834>	8,137	47,660
<12,136>	<13,000>	<864>	<106,336>	<101,000>	5,336	<10,278>	<83,210>
8,525	3,285	<5,240>	30,054	24,055	<5,999>	3,813	32,771
3,170	4,845	1,675	28,833	34,765	5,932	4,231	33,654
2,246	1,325	<921>	17,169	12,215	<4,954>	1,294	17,773
921	1,415	494	34,717	42,875	8,158	656	18,406
0	0	0	0	0	0	0	70
0	37	37	1	221	220	0	<0>
25,396	6,758	<18,638>	100,344	51,918	<48,426>	13,500	76,771
43,897	54,203	10,306	323,161	340,310	17,149	49,425	320,433
2,407	2,515	108	15,933	15,865	<68>	2,405	15,206
492	1,258	766	5,664	8,936	3,272	219	10,217
0	0	0	17	0	<17>	60	74
0	0	0	796	0	<796>	0	0
0	450	450	0	3,400	3,400	1,634	1,769
238	344	106	7,203	3,827	<3,376>	305	305
0	0	0	610	0	<610>	0	600
847	0	<847>	5,013	750	<4,263>	0	837
19,631	43,507	23,876	213,101	263,267	50,166	40,391	230,264
335,189	385,043	49,854	2,392,191	2,711,262	319,071	355,516	2,568,463
948,971	984,851	35,880	6,607,134	6,890,257	283,123	935,706	6,663,025
202,423	326,671	<124,248>	1,247,111	1,417,282	<170,171>	331,610	1,310,857
39,001	53,360	14,359	345,104	413,775	68,671	50,564	332,454
66,264	79,363	13,099	447,746	485,824	38,078	73,061	448,134
30,628	35,754	5,126	204,510	216,320	11,810	40,614	217,664
15,404	17,636	2,232	106,443	114,788	8,345	16,849	102,116
52,989	57,735	4,746	361,959	370,839	8,880	53,148	345,285
70,288	75,653	5,365	569,865	585,340	15,475	69,856	531,824
15,792	23,053	7,261	180,232	199,469	19,237	16,259	190,691
71,211	79,293	8,082	585,379	634,344	48,965	73,659	674,402
361,577	421,847	60,270	2,801,238	3,020,699	219,461	394,010	2,842,570
<159,155>	<95,176>	<63,979>	<1,554,127>	<1,603,417>	49,290	<62,400>	<1,531,713>
355,510	401,644	<46,134>	2,398,090	2,531,294	<133,204>	396,224	2,538,827
119,096	127,560	<8,464>	782,374	812,546	<30,172>	129,857	847,261
236,414	274,084	<37,670>	1,615,716	1,718,748	<103,032>	266,367	1,691,566
6.41	6.47	<0.05>	6.53	6.45	0.08	6.33	6.29
8.36	8.42	<0.06>	8.24	8.14	0.11	8.17	7.88
5.44	5.56	<0.12>	5.62	5.56	0.05	5.43	5.41
33,760	32,243	<1,517>	226,461	214,826	<11,635>	34,441	229,629
40.65	48.78	<8.13>	41.90	46.26	<4.36>	44.07	41.41

SERVICES DIVISION
INCOME STATEMENT

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
13,849	19,000	<5,151>	113,149	115,753	<2,604>	11,952	110,697
13,849	19,000	<5,151>	113,149	115,753	<2,604>	11,952	110,697
0	266	266	2,400	3,337	937	476	3,329
13,849	18,734	<4,885>	110,749	112,416	<1,667>	11,475	107,368
100.0	98.6	1.4	97.9	97.1	0.8	96.0	97.0
100.0	98.6	1.4	97.9	97.1	0.8	96.0	97.0
194,179	157,455	36,724	2,055,025	1,921,348	133,677	133,129	1,633,739
102,347	109,579	<7,232>	815,334	886,898	<71,564>	106,629	858,667
296,526	267,034	29,492	2,870,359	2,808,246	62,113	239,758	2,492,406
310,375	285,768	24,607	2,981,108	2,920,662	60,446	251,233	2,599,774
36,316	36,151	<165>	297,788	289,208	<8,580>	35,138	291,214
111	700	589	1,057	5,225	4,168	193	1,572
36,427	36,851	424	298,846	294,433	<4,413>	35,332	292,786
263.0	194.0	<69.1>	264.1	254.4	<9.8>	295.6	264.5
20,813	18,826	<1,987>	136,688	149,892	13,204	19,000	147,949
67	445	379	5,219	3,610	<1,609>	209	3,520
466	660	194	4,826	5,290	464	573	4,614
6	60	54	666	480	<186>	0	481
1,980	2,000	20	8,500	8,500	0	1,857	3,991
0	500	500	0	500	500	0	811
0	1,000	1,000	9,500	10,500	1,000	660	10,644
0	700	700	21,140	28,800	7,660	557	2,685
0	0	0	466	0	<466>	0	0
0	0	0	7,243	13,050	5,807	0	5,678
2,083	2,084	1	17,704	32,672	14,968	2,083	17,656
0	925	925	0	7,400	7,400	0	3,585
0	2,100	2,100	23,543	16,800	<6,743>	767	16,697
6,192	10,125	3,933	153,894	144,690	<9,204>	12,150	159,035
16,626	12,512	<4,114>	168,382	152,068	<16,314>	8,907	120,638
0	0	0	83	0	<83>	0	56
63,297	39,609	<23,688>	635,831	540,748	<95,083>	27,990	442,714
111,530	91,546	<19,984>	1,193,687	1,115,000	<78,687>	74,753	940,755
147,957	128,397	<19,560>	1,492,532	1,409,433	<83,099>	110,085	1,233,541
162,418	157,371	5,047	1,488,576	1,511,229	<22,653>	141,148	1,366,233
2,315	3,278	963	24,257	29,269	5,012	3,079	23,679
12,531	12,035	<496>	115,011	116,813	1,802	10,072	101,609
5,926	5,614	<312>	54,015	53,734	<281>	5,810	50,559
2,980	2,769	<211>	27,885	28,920	1,035	2,410	23,838
10,252	9,066	<1,186>	95,885	92,674	<3,211>	7,603	81,301
36,005	38,609	2,604	291,913	298,694	6,781	33,195	217,135
8,089	11,803	3,714	92,324	102,130	9,806	7,726	75,298
6,750	6,280	<470>	55,075	50,246	<4,829>	6,913	50,131
84,849	89,454	4,605	756,363	772,480	16,117	76,808	623,550
77,569	67,917	9,652	732,213	738,749	<6,536>	64,341	742,683

UCLA STUDENT UNION
INCOME STATEMENT

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
110,706	59,271	51,435	412,391	386,488	25,903	48,652	344,250
48,576	45,683	2,893	379,872	318,765	61,107	46,404	302,523
159,282	104,954	54,328	792,263	705,253	87,010	95,056	646,772
48,295	44,678	<3,617>	373,596	311,752	<61,844>	47,126	296,075
22,644	10,775	<11,869>	81,368	69,946	<11,422>	10,925	63,701
0	0	0	0	0	0	0	16
70,939	55,453	<15,486>	454,964	381,698	<73,266>	58,050	359,792
44.5	52.8	8.3	57.4	54.1	<3.3>	61.1	55.6
88,343	49,501	38,842	337,299	323,555	13,744	37,006	286,981
55.5	47.2	8.3	42.6	45.9	<3.3>	38.9	44.4
79.6	81.8	<2.3>	80.3	81.9	<1.6>	77.6	81.5
0.6	2.2	<1.6>	1.7	2.2	<0.6>	<1.6>	2.1
365	400	<35>	4,480	3,434	1,046	1,131	4,034
4,987	1,650	3,337	8,602	27,800	<19,198>	1,325	28,207
8,613	19,950	<11,337>	124,168	108,151	16,017	11,226	119,108
8,739	12,438	<3,699>	66,891	86,789	<19,898>	8,353	53,481
22,704	34,438	<11,734>	204,141	226,174	<22,033>	22,035	204,830
111,047	83,939	27,108	541,439	549,729	<8,290>	59,041	491,810
26,918	33,168	6,250	250,642	265,352	14,710	32,203	256,473
27,381	26,945	<436>	185,073	189,268	4,195	22,356	144,319
54,300	60,113	5,813	435,715	454,620	18,905	54,559	400,793
34.1	57.3	23.2	55.0	64.5	9.5	57.4	62.0
10.0	18.9	8.9	21.2	22.4	1.2	22.3	24.0
15,612	17,742	2,130	116,200	140,222	24,022	17,483	135,400
287	841	554	7,851	9,475	1,624	3,731	10,050
2,039	3,175	1,136	22,582	25,340	2,758	3,316	22,468
0	0	0	2,175	1,100	<1,075>	0	1,192
0	2,694	2,694	2,974	5,388	2,414	2,382	5,141
0	0	0	6,276	6,246	<30>	0	6,246
96	100	4	5,006	5,208	202	371	6,849
49	917	868	26,149	24,338	<1,811>	774	25,034
9,147	15,362	6,215	102,051	83,275	<18,776>	7,580	96,935
0	0	0	0	0	0	0	352
908	0	<908>	908	0	<908>	0	1,190
0	0	0	1,570	2,000	430	0	1,940
11	60	49	364	864	500	50	1,229
269	250	<19>	1,902	2,000	98	269	2,171
1,673	903	<770>	23,868	10,137	<13,731>	634	12,305
1,027	1,205	178	8,508	8,401	<107>	1,185	7,633
26	27	1	699	191	<508>	236	426
<840>	0	840	0	0	0	0	0
0	0	0	2,787	2,750	<37>	0	2,654
15,417	15,417	0	123,333	123,336	3	15,417	123,333
9,478	14,500	5,022	75,960	83,500	7,540	14,900	86,064
55,198	73,193	17,995	531,163	533,771	2,608	68,329	548,611
109,497	133,306	23,809	966,878	988,391	21,513	122,888	949,404
1,550	<49,367>	50,917	<425,439>	<438,662>	13,223	<63,847>	<457,593>
3,451	5,347	1,896	35,700	45,090	9,390	4,756	32,670
7,348	5,865	<1,483>	39,387	37,860	<1,527>	4,685	33,422
3,475	2,736	<739>	18,599	17,413	<1,186>	2,703	16,939
1,748	1,349	<399>	9,573	9,359	<214>	1,121	7,812
6,011	4,418	<1,593>	32,876	29,842	<3,034>	3,537	26,524
43,663	46,868	3,205	354,004	362,595	8,591	45,019	340,135
9,810	14,320	4,510	111,961	123,905	11,944	10,478	121,772
10,753	12,925	2,172	91,871	103,400	11,529	11,424	100,916
86,258	93,828	7,570	693,972	729,464	35,492	83,722	680,191
<84,709>	<143,195>	58,486	<1,119,410>	<1,168,126>	48,716	<147,569>	<1,137,785>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
323,802	314,794	<9,008>	2,559,751	2,553,819	<5,932>	301,811	2,383,117
6,947	300	<6,647>	45,667	2,400	<43,267>	0	0
34,547	35,050	503	272,712	270,445	<2,267>	32,792	238,277
365,296	350,144	<15,152>	2,878,130	2,826,664	<51,466>	334,603	2,621,394
6.8	6.5	<0.3>	6.3	6.1	<0.2>	6.4	5.9
0	0	0	14,735	15,000	265	0	15,178
2,000	0	<2,000>	4,000	4,000	0	0	4,000
148,555	156,917	8,362	1,143,906	1,256,817	112,911	150,215	1,155,058
6,570	8,239	1,669	51,977	65,476	13,499	8,204	59,486
5,510	8,444	2,934	65,669	68,845	3,176	7,784	62,166
498	833	335	8,902	5,780	<3,122>	762	5,754
2,016	1,025	<991>	10,600	8,435	<2,165>	184	6,117
175	25	<150>	2,285	1,150	<1,135>	0	645
4,254	689	<3,565>	11,185	10,492	<693>	5,700	14,549
0	53	53	0	159	159	0	0
131	724	593	621	5,792	5,171	0	2,428
105	232	127	3,675	6,417	2,742	68	7,290
0	125	125	1,276	1,000	<276>	0	459
367	360	<7>	3,129	2,830	<299>	0	2,590
51	<500>	<551>	<363>	<3,800>	<3,437>	43	<375>
1,125	50	<1,075>	1,445	400	<1,045>	87	1,007
2,541	2,650	109	17,766	20,950	3,184	2,400	21,363
1,500	1,758	258	12,237	14,318	2,081	1,061	9,286
1,150	1,150	0	9,200	9,200	0	1,545	12,360
4,954	5,997	1,043	47,626	54,513	6,887	8,412	56,726
734	927	193	6,760	7,416	656	723	6,973
10,991	12,378	1,387	85,584	99,018	13,434	11,332	95,533
0	19	19	1,348	442	<906>	0	122
2,848	2,848	0	28,094	28,094	0	2,765	36,895
2	40	38	0	320	320	9	50
20,723	21,086	363	165,784	168,688	2,904	19,169	153,352
11,917	5,254	<6,663>	84,450	84,104	<346>	24,662	88,517
1,396	1,536	140	11,166	12,283	1,117	1,396	11,166
11,126	11,088	<38>	89,497	88,698	<799>	10,033	80,752
2,392	400	<1,992>	6,969	5,800	<1,169>	129	13,254
10,443	10,568	125	83,542	84,540	998	9,607	76,858
3,605	3,605	0	7,446	7,446	0	3,500	7,229
455	3,000	2,545	9,088	10,000	912	4,455	7,845
12,505	17,000	4,495	93,548	110,100	16,552	12,278	100,834
126	500	374	3,436	5,050	1,614	0	4,119
3,059	4,929	1,870	32,589	36,511	3,922	4,567	33,462
3,240	4,135	895	26,266	31,905	5,639	3,346	26,949
<11,333>	6,917	18,250	37,083	55,336	18,253	7,635	61,080
0	23,417	23,417	608	187,336	186,728	11,222	52,976
8,292	8,292	0	66,094	66,097	3	8,050	52,325
16,431	13,695	<2,736>	131,451	109,560	<21,891>	13,296	106,241
88	550	462	24,950	26,750	1,800	0	27,511
290,542	340,955	50,413	2,405,625	2,773,268	367,643	334,638	2,480,131
655,838	691,099	35,261	5,283,754	5,599,932	316,178	669,241	5,101,526
19,095	20,481	1,386	154,812	158,449	3,637	19,456	145,011
4,290	6,257	1,967	48,963	54,142	5,179	4,528	51,771
21,397	22,309	912	182,266	178,465	<3,801>	20,862	164,588
44,782	49,047	4,265	386,040	391,056	5,016	44,847	361,370
700,619	740,146	39,527	5,669,795	5,990,988	321,193	714,088	5,462,896
<626,535>	<667,210>	<40,675>	<5,091,970>	<5,407,286>	<315,316>	<643,275>	<4,910,971>
<32,770>	<32,770>	0	<265,979>	<265,979>	0	<32,165>	<259,437>
<3,274>	<3,274>	0	<26,605>	<26,605>	0	<3,277>	<26,457>
<38,040>	<36,892>	1,148	<285,240>	<291,118>	<5,878>	<35,371>	<266,031>
<700,619>	<740,146>	<39,527>	<5,669,795>	<5,990,988>	<321,193>	<714,088>	<5,462,896>
0	0	0	0	0	<0>	0	0

FACILITIES DIVISION
EXPENSE STATEMENT

MAR. 08(02/25/18-03/31/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
130,158	129,667	<491>	987,314	977,837	<9,477>	117,757	910,209
7,259	4,378	<2,881>	49,648	31,036	<18,612>	3,221	34,655
0	796	796	0	6,766	6,766	491	3,006
<45>	<570>	<525>	<2,904>	<4,940>	<2,036>	<441>	<4,027>
<9,356>	<7,788>	1,568	<77,109>	<62,974>	14,135	<9,113>	<66,316>
0	<4,500>	<4,500>	<29,141>	<36,000>	<6,859>	0	<33,354>
128,016	121,983	<6,033>	927,807	911,725	<16,082>	111,915	844,173
70,022	81,677	11,655	554,045	628,927	74,882	70,310	571,966
41	78	37	1,356	1,394	38	139	1,260
510	708	198	5,941	5,660	<281>	626	5,433
0	0	0	0	600	600	0	1,393
5,260	5,247	<13>	40,072	40,252	180	5,339	39,143
3.3	5.0	1.7	5.1	5.7	0.7	5.6	6.1
5,848	5,791	<57>	45,771	44,276	<1,495>	5,779	43,927
1,185	1,066	<119>	7,727	9,451	1,724	404	8,089
1,238	468	<770>	4,244	4,669	425	567	4,086
17,709	25,150	7,441	233,153	209,700	<23,453>	25,859	179,901
2,268	3,425	1,157	43,747	30,400	<13,347>	2,289	22,214
0	0	0	250	2,100	1,850	0	468
30	950	920	5,245	7,600	2,355	731	5,831
221	250	29	2,649	2,000	<649>	0	1,680
1,772	3,300	1,528	26,497	34,800	8,303	11,347	37,752
10,340	10,292	<48>	82,122	76,838	<5,284>	10,335	63,612
3,179	3,269	90	25,604	26,154	550	4,242	25,455
509	1,000	491	5,485	8,000	2,515	2,692	8,465
1,550	0	<1,550>	8,350	0	<8,350>	0	4,150
121,682	142,671	20,989	1,092,257	1,132,821	40,564	140,659	1,024,825
249,697	264,654	14,957	2,020,064	2,044,546	24,482	252,574	1,868,997
18,218	21,569	3,351	150,897	172,552	21,655	16,834	146,012
18,218	21,569	3,351	150,897	172,552	21,655	16,834	146,012
267,915	286,223	18,308	2,170,962	2,217,098	46,136	269,408	2,015,009
<229,779>	<246,807>	<17,028>	<1,862,948>	<1,909,465>	<46,517>	<230,992>	<1,720,281>
<7,851>	<7,851>	0	<62,808>	<62,808>	0	<7,672>	<61,383>
<3,069>	<3,069>	0	<24,552>	<24,552>	0	<3,009>	<24,072>
<8,121>	<8,015>	106	<65,842>	<61,824>	4,018	<8,279>	<64,262>
<19,095>	<20,481>	<1,386>	<154,812>	<158,449>	<3,637>	<19,456>	<145,011>
<267,915>	<286,223>	<18,308>	<2,170,962>	<2,217,098>	<46,136>	<269,408>	<2,015,009>
0	0	0	<0>	0	0	0	0

UTILITIES
EXPENSE STATEMENT

MAR. 08(02/25/18-03/31/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
7,616	11,733	4,117	Chiller Water
34,528	55,154	20,626	Elec-Non Air Cond.
7,230	8,848	1,618	Water-Non Air Cond.
8,966	7,835	<1,131>	Steam-Non Air Cond.
1,891	3,195	1,304	Gas
1,550	1,551	1	Energy Management
61,781	88,316	26,535	TOTAL OTHER CONTROL.
61,781	88,316	26,535	TOTAL CONTROLLABLE EXP
<51,625>	<75,354>	<23,729>	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<1,825>	<2,663>	<838>	Allocated-Comm Board
<4,290>	<6,257>	<1,967>	Allocated-A & SS
<61,781>	<88,316>	<26,535>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 8 MO(07/30/17-03/31/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
120,700	123,885	3,185	1,286	100,960
438,669	483,283	44,614	47,369	471,110
60,300	69,980	9,680	10,225	67,393
41,264	47,136	5,872	<455>	47,201
17,983	24,846	6,863	4,717	25,698
12,404	12,408	4	1,550	12,404
691,320	761,538	70,218	64,692	724,766
691,320	761,538	70,218	64,692	724,766
<589,198>	<652,014>	<62,816>	<53,763>	<614,072>
<23,248>	<23,248>	0	<3,214>	<25,712>
<9,088>	<9,088>	0	<1,260>	<10,080>
<20,824>	<23,046>	<2,222>	<1,927>	<23,130>
<48,963>	<54,142>	<5,179>	<4,528>	<51,771>
<691,320>	<761,538>	<70,218>	<64,692>	<724,766>
<0>	0	0	0	<0>