

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

April (04/01/18 - 04/28/18)

**Prepared
May 16, 2018**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

APRIL (04/01/18 - 04/28/18)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
4,280		4,271		9	0.2%	146	3.5%	4,134				GROSS INCOME
1,677		1,677		0	0.0%	25	1.5%	1,652				UCLA Store
240		315		(75)	(23.8%)	(46)	(16.1%)	286				UCLA Restaurants
129		138		(9)	(6.5%)	(14)	(9.8%)	143				Services Division
												UCLA Student Union
6,326		6,401		(75)	(1.2%)	111	1.8%	6,215				TOTAL
												GROSS MARGIN
1,561	36.5%	1,569	36.7%	(8)	(0.2)	38	(0.3)	1,523	36.8%			UCLA Store
1,203	71.7%	1,206	71.9%	(3)	(0.2)	47	1.7	1,156	70.0%			UCLA Restaurants
240	100.0%	315	100.0%	(75)	0.0	(46)	0.0	286	100.0%			Services Division
67	51.9%	79	57.2%	(12)	(5.3)	(14)	(4.7)	81	56.6%			UCLA Student Union
3,071	48.5%	3,169	49.5%	(98)	(1.0)	25	(0.5)	3,046	49.0%			TOTAL
												WAGES & BENEFITS
577	13.5%	597	14.0%	20	0.5	4	0.6	581	14.1%			UCLA Store
727	43.4%	703	41.9%	(24)	(1.5)	(19)	(0.5)	708	42.9%			UCLA Restaurants
52	21.7%	56	17.8%	4	(3.9)	2	(2.8)	54	18.9%			Services Division
66	51.2%	76	55.1%	10	3.9	5	(1.5)	71	49.7%			UCLA Student Union
1,422	22.5%	1,432	22.4%	10	(0.1)	(8)	0.3	1,414	22.8%			TOTAL
												OTHER CONTROLLABLES
190	4.4%	199	4.7%	9	0.3	(38)	(0.7)	152	3.7%			UCLA Store
173	10.3%	161	9.6%	(12)	(0.7)	(13)	(0.6)	160	9.7%			UCLA Restaurants
63	26.3%	84	26.7%	21	0.4	8	(1.5)	71	24.8%			Services Division
56	43.4%	53	38.4%	(3)	(5.0)	(3)	(6.3)	53	37.1%			UCLA Student Union
482	7.6%	497	7.8%	15	0.2	(46)	(0.6)	436	7.0%			TOTAL
												CONTRIBUTION
794	18.6%	774	18.1%	20	0.5	4	(0.5)	790	19.1%			UCLA Store
303	18.1%	342	20.4%	(39)	(2.3)	15	0.7	288	17.4%			UCLA Restaurants
125	52.1%	175	55.6%	(50)	(3.5)	(37)	(4.5)	162	56.6%			Services Division
(55)	(42.6%)	(50)	(36.2%)	(5)	(6.4)	(12)	(12.5)	(43)	(30.1%)			UCLA Student Union
1,167	18.4%	1,241	19.4%	(74)	(1.0)	(30)	(0.9)	1,197	19.3%			TOTAL
												ALLOCATED EXPENSES
590	9.3%	630	9.8%	40	0.5	(6)	0.1	584	9.4%			Admin&Support Services
226	3.6%	230	3.6%	4	0.0	19	0.3	245	3.9%			Facilities Division
61	1.0%	87	1.4%	26	0.4	52	0.8	113	1.8%			Utilities
200	3.2%	204	3.2%	4	0.0	(14)	(0.2)	186	3.0%			Depreciation
1,077	17.0%	1,151	18.0%	74	1.0	51	1.1	1,128	18.1%			TOTAL
												NET INCOME (LOSS) FROM OPERATIONS
90	1.4%	90	1.4%	0	0.0	21	0.3	69	1.1%			
												OTHER INC/(EXP)
(10)	(0.2%)	10	0.2%	(20)	(0.4)	(31)	(0.5)	21	0.3%			Non-Recurrent Inc/(Exp)
18	0.3%	11	0.2%	7	0.1	5	0.1	13	0.2%			Interest Income
(32)	(0.5%)	(32)	(0.5%)	0	0.0	3	0.1	(35)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
234	3.7%	236	3.7%	(2)	0.0	3	0.0	231	3.7%			Student Union Fee Income
210	3.3%	225	3.5%	(15)	(0.2)	(20)	(0.4)	230	3.7%			TOTAL
300	4.7%	315	4.9%	(15)	(0.2)	1	(0.1)	299	4.8%			NET INCOME (LOSS)

FISCAL YEAR 2017-2018										FY 16-17		
YTD 9 MONTHS (07/30/17 - 04/28/18)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
34,670		34,995		(325)	(0.9%)	434	1.3%	34,236				GROSS INCOME
12,684		13,231		(547)	(4.1%)	(42)	(0.3%)	12,726				UCLA Store
3,224		3,239		(15)	(0.5%)	335	11.6%	2,889				UCLA Restaurants
1,125		1,069		56	5.2%	130	13.1%	995				Services Division
												UCLA Student Union
51,703		52,534		(831)	(1.6%)	857	1.7%	50,846				TOTAL
												GROSS MARGIN
11,504	33.2%	11,919	34.1%	(415)	(0.9)	(31)	(0.5)	11,535	33.7%			UCLA Store
9,057	71.4%	9,514	71.9%	(457)	(0.5)	(73)	(0.3)	9,130	71.7%			UCLA Restaurants
3,221	99.9%	3,235	99.9%	(14)	0.0	335	0.0	2,886	99.9%			Services Division
608	54.0%	629	58.8%	(21)	(4.8)	35	(3.6)	573	57.6%			UCLA Student Union
24,390	47.2%	25,297	48.2%	(907)	(1.0)	266	(0.2)	24,124	47.4%			TOTAL
												WAGES & BENEFITS
5,027	14.5%	5,368	15.3%	341	0.8	150	0.6	5,177	15.1%			UCLA Store
6,138	48.4%	6,351	48.0%	213	(0.4)	44	0.2	6,182	48.6%			UCLA Restaurants
488	15.1%	500	15.4%	12	0.3	6	2.0	494	17.1%			Services Division
618	54.9%	671	62.8%	53	7.9	(10)	6.2	608	61.1%			UCLA Student Union
12,271	23.7%	12,890	24.5%	619	0.8	190	0.8	12,461	24.5%			TOTAL
												OTHER CONTROLLABLES
1,793	5.2%	1,823	5.2%	30	0.0	(6)	0.0	1,787	5.2%			UCLA Store
1,369	10.8%	1,403	10.6%	34	(0.2)	(20)	(0.2)	1,349	10.6%			UCLA Restaurants
1,120	34.7%	1,049	32.4%	(71)	(2.3)	(256)	(4.8)	864	29.9%			Services Division
471	41.9%	447	41.8%	(24)	(0.1)	(5)	4.9	466	46.8%			UCLA Student Union
4,753	9.2%	4,722	9.0%	(31)	(0.2)	(287)	(0.4)	4,466	8.8%			TOTAL
												CONTRIBUTION
4,684	13.5%	4,728	13.5%	(44)	0.0	113	0.1	4,571	13.4%			UCLA Store
1,550	12.2%	1,760	13.3%	(210)	(1.1)	(49)	(0.4)	1,599	12.6%			UCLA Restaurants
1,613	50.0%	1,686	52.1%	(73)	(2.1)	85	(2.9)	1,528	52.9%			Services Division
(481)	(42.8%)	(489)	(45.7%)	8	2.9	20	7.6	(501)	(50.4%)			UCLA Student Union
7,366	14.2%	7,685	14.6%	(319)	(0.4)	169	0.0	7,197	14.2%			TOTAL
												ALLOCATED EXPENSES
5,296	10.2%	5,646	10.7%	350	0.5	(162)	(0.1)	5,134	10.1%			Admin&Support Services
2,092	4.0%	2,126	4.0%	34	0.0	(127)	(0.1)	1,965	3.9%			Facilities Division
699	1.4%	793	1.5%	94	0.1	80	0.1	779	1.5%			Utilities
1,719	3.3%	1,838	3.5%	119	0.2	63	0.2	1,782	3.5%			Depreciation
9,806	19.0%	10,403	19.8%	597	0.8	(146)	0.0	9,660	19.0%			TOTAL
												NET INCOME (LOSS) FROM OPERATIONS
(2,440)	(4.7%)	(2,718)	(5.2%)	278	0.5	23	0.1	(2,463)	(4.8%)			
												OTHER INC/(EXP)
164	0.3%	90	0.2%	74	0.1	66	0.1	98	0.2%			Non-Recurrent Inc/(Exp)
145	0.3%	108	0.2%	37	0.1	37	0.1	112	0.2%			Interest Income
(288)	(0.6%)	(288)	(0.5%)	0	(0.1)	27	0.0	(315)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,116	4.1%	2,126	4.0%	(10)	0.1	34	0.0	2,082	4.1%			Student Union Fee Income
2,137	4.1%	2,036	3.9%	101	0.2	160	0.2	1,977	3.9%			TOTAL
(303)	(0.6%)	(682)	(1.3%)	379	0.7	183	0.4	(486)	(1.0%)			NET INCOME (LOSS)

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

APRIL (04/01/18 - 04/28/18)										FY 16-17									
CURRENT MONTH										**									
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT											
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%										
				\$	%	\$	%												
4,280		4,271		9	0.2%	146	3.5%	4,134											
1,677		1,677		0	0.0%	25	1.5%	1,652											
240		315		(75)	(23.8%)	(46)	(16.1%)	286											
129		138		(9)	(6.5%)	(14)	(9.8%)	143											
6,326		6,401		(75)	(1.2%)	111	1.8%	6,215											
1,561	36.5%	1,569	36.7%	(8)	Pts.	38	(0.3)	1,523	36.8%										
1,203	71.7%	1,206	71.9%	(3)	(0.2)	47	1.7	1,156	70.0%										
240	100.0%	315	100.0%	(75)	0.0	(46)	0.0	286	100.0%										
67	51.9%	79	57.2%	(12)	(5.3)	(14)	(4.7)	81	56.6%										
3,071	48.5%	3,169	49.5%	(98)	(1.0)	25	(0.5)	3,046	49.0%										
767	17.9%	796	18.6%	29	0.7	(34)	(0.2)	733	17.7%										
900	53.7%	864	51.5%	(36)	(2.2)	(32)	(1.2)	868	52.5%										
115	47.9%	140	44.4%	25	(3.5)	10	(4.2)	125	43.7%										
122	94.6%	129	93.5%	7	(1.1)	2	(7.9)	124	86.7%										
1,904	30.1%	1,929	30.1%	25	0.0	(54)	(0.3)	1,850	29.8%										
794	18.6%	774	18.1%	20	0.5	4	(0.5)	790	19.1%										
303	18.1%	342	20.4%	(39)	(2.3)	15	0.7	288	17.4%										
125	52.1%	175	55.6%	(50)	(3.5)	(37)	(4.5)	162	56.6%										
(55)	(42.6%)	(50)	(36.2%)	(5)	(6.4)	(12)	(12.5)	(43)	(30.1%)										
1,167	18.4%	1,241	19.4%	(74)	(1.0)	(30)	(0.9)	1,197	19.3%										
561	13.1%	596	14.0%	35	0.9	18	0.9	579	14.0%										
354	21.1%	378	22.5%	24	1.4	15	1.2	369	22.3%										
75	31.3%	87	27.6%	12	(3.7)	9	(1.9)	84	29.4%										
87	67.4%	90	65.2%	3	(2.2)	9	(0.3)	96	67.1%										
1,077	17.0%	1,151	18.0%	74	1.0	51	1.1	1,128	18.1%										
233	3.7%	179	2.8%	54	0.9	21	0.3	212	3.4%										
(51)	(0.8%)	(36)	(0.6%)	(15)	(0.2)	30	0.5	(81)	(1.3%)										
50	0.8%	88	1.4%	(38)	(0.6)	(27)	(0.4)	77	1.2%										
(142)	(2.2%)	(141)	(2.2%)	(1)	0.0	(3)	0.0	(139)	(2.2%)										
90	1.4%	90	1.4%	0	0.0	21	0.3	69	1.1%										
(10)	(0.2%)	10	0.2%	(20)	(0.4)	(31)	(0.5)	21	0.3%										
18	0.3%	11	0.2%	7	0.1	5	0.1	13	0.2%										
(32)	(0.5%)	(32)	(0.5%)	0	0.0	3	0.1	(35)	(0.6%)										
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%										
234	3.7%	236	3.7%	(2)	0.0	3	0.0	231	3.7%										
210	3.3%	225	3.5%	(15)	(0.2)	(20)	(0.4)	230	3.7%										
300	4.7%	315	4.9%	(15)	(0.2)	1	(0.1)	299	4.8%										
GROSS INCOME																			
UCLA Store										34,670		34,995		(325)	(0.9%)	434	1.3%	34,236	
UCLA Restaurants										12,684		13,231		(547)	(4.1%)	(42)	(0.3%)	12,726	
Services Division										3,224		3,239		(15)	(0.5%)	335	11.6%	2,889	
UCLA Student Union										1,125		1,069		56	5.2%	130	13.1%	995	
TOTAL										51,703		52,534		(831)	(1.6%)	857	1.7%	50,846	
GROSS MARGIN															Pts.		Pts.		
UCLA Store										11,504	33.2%	11,919	34.1%	(415)	(0.9)	(31)	(0.5)	11,535	33.7%
UCLA Restaurants										9,057	71.4%	9,514	71.9%	(457)	(0.5)	(73)	(0.3)	9,130	71.7%
Services Division										3,221	99.9%	3,235	99.9%	(14)	0.0	335	0.0	2,886	99.9%
UCLA Student Union										608	54.0%	629	58.8%	(21)	(4.8)	35	(3.6)	573	57.6%
TOTAL										24,390	47.2%	25,297	48.2%	(907)	(1.0)	266	(0.2)	24,124	47.4%
TOTAL CONTROLLABLES																			
UCLA Store										6,820	19.7%	7,191	20.5%	371	0.8	144	0.6	6,964	20.3%
UCLA Restaurants										7,507	59.2%	7,754	58.6%	247	(0.6)	24	0.0	7,531	59.2%
Services Division										1,608	49.9%	1,549	47.8%	(59)	(2.1)	(250)	(2.9)	1,358	47.0%
UCLA Student Union										1,089	96.8%	1,117	104.5%	28	7.7	(15)	11.1	1,074	107.9%
TOTAL										17,024	32.9%	17,611	33.5%	587	0.6	(97)	0.4	16,927	33.3%
CONTRIBUTION																			
UCLA Store										4,684	13.5%	4,728	13.5%	(44)	0.0	113	0.1	4,571	13.4%
UCLA Restaurants										1,550	12.2%	1,760	13.3%	(210)	(1.1)	(49)	(0.4)	1,599	12.6%
Services Division										1,613	50.0%	1,686	52.1%	(73)	(2.1)	85	(2.9)	1,528	52.9%
UCLA Student Union										(481)	(42.8%)	(489)	(45.7%)	8	2.9	20	7.6	(501)	(50.4%)
TOTAL										7,366	14.2%	7,685	14.6%	(319)	(0.4)	169	0.0	7,197	14.2%
ALLOCATED EXPENSES																			
UCLA Store										5,037	14.5%	5,325	15.2%	288	0.7	(73)	0.0	4,964	14.5%
UCLA Restaurants										3,156	24.9%	3,399	25.7%	243	0.8	56	0.3	3,212	25.2%
Services Division										832	25.8%	859	26.5%	27	0.7	(124)	(1.3)	708	24.5%
UCLA Student Union										781	69.4%	820	76.7%	39	7.3	(5)	8.6	776	78.0%
TOTAL										9,806	19.0%	10,403	19.8%	597	0.8	(146)	0.0	9,660	19.0%
NET INCOME (LOSS) FROM OPERATIONS																			
UCLA Store										(354)	(0.7%)	(597)	(1.1%)	243	0.4	39	0.1	(393)	(0.8%)
UCLA Restaurants										(1,606)	(3.1%)	(1,639)	(3.1%)	33	0.0	7	0.1	(1,613)	(3.2%)
Services Division										782	1.5%	827	1.6%	(45)	(0.1)	(38)	(0.1)	820	1.6%
UCLA Student Union										(1,262)	(2.4%)	(1,309)	(2.5%)	47	0.1	15	0.1	(1,277)	(2.5%)
TOTAL										(2,440)	(4.7%)	(2,718)	(5.2%)	278	0.5	23	0.1	(2,463)	(4.8%)
OTHER INC/(EXP)																			
Non-Recurrent Inc/(Exp)										164	0.3%	90	0.2%	74	0.1	66	0.1	98	0.2%
Interest Income										145	0.3%	108	0.2%	37	0.1	33	0.1	112	0.2%
Interest (Expense)										(288)	(0.6%)	(288)	(0.5%)	0	(0.1)	27	0.0	(315)	(0.6%)
Income Taxes										0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
Student Union Fee Income										2,116	4.1%	2,126	4.0%	(10)	0.1	34	0.0	2,082	4.1%
TOTAL										2,137	4.1%	2,036	3.9%	101	0.2	160	0.2	1,977	3.9%
NET INCOME (LOSS)										(303)	(0.6%)	(682)	(1.3%)	379	0.7	183	0.4	(486)	(1.0%)

ASUCLA
P/L Reconciliation
Apr-18

<i>Financial Analysis</i>	\$000's
	Apr-18
Budgeted Net Income/(Loss)	315
UCLA Store	
Gross Margin:	
Bearwear above plan: strong traffic from Post Easter/Spring Break, Bruin Day and Spring Showcase (prior year at this time in process of liquidating former team supplier inventory)	51
Graduation ETC below plan: timing as sales continue to shift to later in the season, closer to the opening of the distribution counter	(22)
Market above plan: continued positive trend in the gift area, added promotions in the food and beverage category and transfer in sales from the Wooden Center	10
Essentials below plan: aggressive plan compared to actual last year, and continued decline in paper products, spiral notebooks and pens	(7)
Wooden Store below plan due to closure	(6)
E-Commerce above plan: strong fleece sales due to introduction of updated "Classic" program, and as similar to Bearwear strong team supplier sales as compared to prior year	19
New Text below plan: impact of new rental program and costing of returned books which was not reflected in the budget, and overall continued sales decline	(14)
Used Text above plan: positive impact of new rental program adopted after writing 17-18 budget (prior program income reflected in Sales/ Gross Margin and now in "Other Income")	11
CRS below plan due to loss of one reader in Chemistry Department and overall plan is aggressive in light of prior year results	(38)
Custom Shop above plan due to higher department and student group purchases	10
Luvalle Books below plan due to continued negative trend as it relates to UCLA Extension course enrollment	(11)
Total Wages above plan	(3)
Other, mostly positive controllables (employee benefits and various other)	20
Total Contribution	20
UCLA Restaurants	
Gross Margin:	
Wetzels/RX above plan: Bruin Day was not budgeted and more sales from ice cream	7
Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	9
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	(11)
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	(8)
CSSC above plan due to strong opening for the Blaze concept	13
Café Synapse below plan due to ongoing customer traffic decline	(8)
Luvalle Food Servery below plan: general traffic has shifted away from northern areas	(6)
Jamba Juice below plan due to unplanned commission reduction for property tax payment	(6)
Catering above plan due to price increase in effect starting April plus several high volume events with CNSI, Graduate School of Management and Engineering	20
Concessions above plan: mostly Men's Volleyball championship games plus two unbudgeted softball games	15
Total Wages above plan	(54)
Other	(10)
Total Contribution	(39)
Services	
Gross Margin:	
Licensing Domestic below plan: timing from prior month as noted would give back some of the positive variance, Costco returns larger than anticipated and over optimistic budget	(47)
Licensing International below plan due to continued decline of program for key China licensee	(13)
Licensing Campus Sourcing below plan: campus departments/groups' timing and value of their orders is lower than anticipated.	(5)
Leased Ops below plan due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased (some offset in Student Union for UCPath rental)	(11)
Other, positive controllables mostly Licensing	26
Total Contribution	(50)
UCLA Student Union	
Gross Margin:	
Event Services below plan due to timing for off-campus client event which occurred last month, decrease in Bruin Day reservation and no experiential marketing was realized	(9)
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(3)
Total Wages below plan	7
Total Contribution	(5)
Allocated Expenses and Other	
A&SS below plan: mostly due to reversal of current year UCPath and UCOP charges	40
Facilities below plan (mostly employee benefits)	4
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	4
Other, mostly non-recurrent	(15)
Total	59
Actual Net Income/(Loss)	300

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

Financial Analysis	\$000's
Budgeted Net Income/(Loss)	(682)
UCLA Store	
Gross Margin:	
Bearwear above plan mostly due to a strong April sales month (last year at this time were processing the liquidation of former team supplier inventory)	42
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	(65)
Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan	(60)
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	74
Wooden Store below plan due to closure	(42)
E-Commerce below plan: overall decline in fan enthusiasm	(72)
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	(84)
Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)	(133)
Computer Store above plan mostly due to strong sales for various Apple products	24
Luvall Books below plan: used sales lower due to lack of available high quality used books for the law school and decline in Extension enrollment	(53)
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(40)
HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and delayed start of remodel	(24)
Total Wages lower than plan	109
Other, positive controllables mostly employee benefits	280
Total Contribution	(44)
UCLA Restaurants	
Gross Margin:	
Rubio's Baja Grill below plan: continued traffic and customer declines in Northern campus	(11)
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	74
Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic	(61)
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	(83)
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(161)
Café Synapse below plan due ongoing customer traffic decline	(33)
Luvall 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	(29)
Kerckhoff Coffeehouse below plan: traffic decline in northern campus and significant customer declines throughout almost all campus restaurants in March	(12)
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	27
Concessions below plan mostly due to attendance for men's and women's basketball games much lower than planned	(35)
Total Wages above plan	(90)
Other, various areas small gross margin negative variances offset by various positive controllables	221
Total Contribution	(210)
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	116
Licensing International below plan (challenges in China and timing of Middle East, and India sales data received earlier than budgeted/accrued in July)	(53)
Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year	6
Leased Ops below plan due to delay in lease for Admissions and space previously leased by Kaplan	(82)
Total Wages above plan	(2)
Other, negative controllables mostly Licensing	(58)
Total Contribution	(73)
UCLA Student Union	
Gross Margin:	
Event Services slightly above plan	2
AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)	(24)
Total Wages below plan	26
Other, positive controllables	4
Total Contribution	8
Allocated Expenses and Other	
A&SS below plan (mostly savings in employee benefits and UCPath related expenses)	350
Facilities below plan (mostly employee benefits)	34
Utilities below plan: savings in Gas, Water and Electricity (non air cond.) due to lower consumption and energy efficient projects	94
Depreciation lower than plan due to timing of capitals	119
Other- mostly higher non-recurrent and interest income	101
Total	698
Actual Net Income/(Loss)	(303)

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

	Current Month April 2018	Prior Month March 2018	Prior Year July 2017
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$14,361	\$14,361	\$12,191
Accounts receivable	4,238	3,930	3,526
Less: Allowance for doubtful accounts	(562)	(560)	(551)
Accounts receivable, net	3,676	3,370	2,975
Student fees receivable	444	210	373
Inventories	5,910	6,431	6,302
Prepaid expenses and other current assets	235	254	368
Total current assets	24,626	24,626	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	71,660	70,525	69,851
Less: Accumulated depreciation	(49,505)	(49,305)	(47,919)
Total long term assets	22,355	21,420	22,132
TOTAL ASSETS	\$46,981	\$46,046	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,313	\$5,086	\$5,727
Wages and payroll taxes payable	5,061	6,109	3,155
Sales tax payable & other liabilities	1,024	554	758
Interest payable	174	142	81
Deferred income	539	625	573
Funds held for others	227	186	102
Current portion of long term debt	833	833	832
Total current liabilities	14,171	13,535	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	22,133	21,497	19,190
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(303)	(602)	(857)
Ending Balance	24,848	24,549	25,151
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,981	\$46,046	\$44,341

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) \$300
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 200
 Loss (Gain) on disposal of fixed assets 0
(Increase)/decrease in current assets:
 Accounts receivable (306)
 Student fees receivable (234)
 Inventories 521
 Prepaid expenses and other current assets 19
Increase/(decrease) in current liabilities:
 Accounts payable 1,226
 Sales tax payable & other liabilities 470
 Wages and payroll taxes payable (1,048)
 Interest payable 32
 Deferred Income (86)
 Funds held for others 41

Net cash provided/(used) by operating activities

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (390)
 Change in capital projects in progress (745)

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
\$300	(\$303)	\$494
200	1,719	1,727
0	15	2
(306)	(700)	479
(234)	(71)	(419)
521	392	94
19	133	78
1,226	587	(655)
470	266	229
(1,048)	1,907	(282)
32	93	66
(86)	(34)	160
41	125	65
1,135	4,129	2,038
(390)	(1,214)	(773)
(745)	(745)	0
(1,135)	(1,959)	(773)
0	0	0
0	0	0
0	2,170	1,265
14,361	12,191	11,434
\$14,361	\$14,361	\$12,699

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

CASH AND CASH EQUIVALENTS	\$14,361
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
AU 1st Floor Restrooms	(175)
TFC Dining Room Remodel	(151)
Subtotal	(1,042)
Adjustment for Cash Overdraft Entry	(1,046)
Uncommitted Cash	12,273
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	15,069
RESERVE SURPLUS (DEFICIT)	(\$2,796)

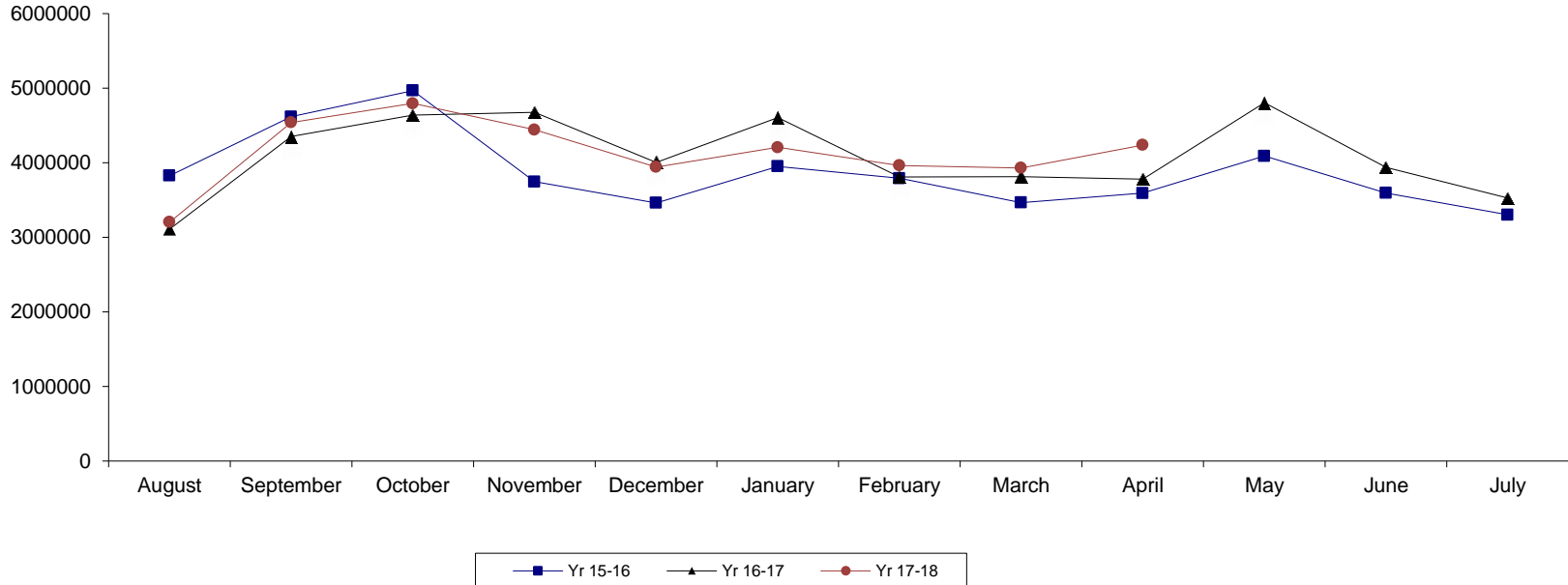
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2017-2018 April 2018

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	348.8	0.0	348.8	151.2		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	406.9	25.1	432.0	563.0	55.0	150.0	
Technology								
2017-013 Network Infrastructure Upgrade	10.0	4.5	1.9	6.4	3.6		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
Total Technology	92.0	59.4	1.9	61.3	19.7	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	19.5	0.0	19.5	0.0		(0.5)	Completed
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
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	34.2	0.0	34.2	0.0		34.2	Completed
2017-037 Video Wall AU1st Floor	0.0	0.0	90.4	90.4	44.6		135.0	Pending
2017-038 LVC Patio Deck	0.0	0.0	50.0	50.0	0.0		50.0	Pending
Total Others	450.0	204.2	369.9	574.1	58.5	155.0	337.6	
Total Current Year Projects	1,617.0	740.6	400.8	1,141.4	692.2	260.0	476.6	

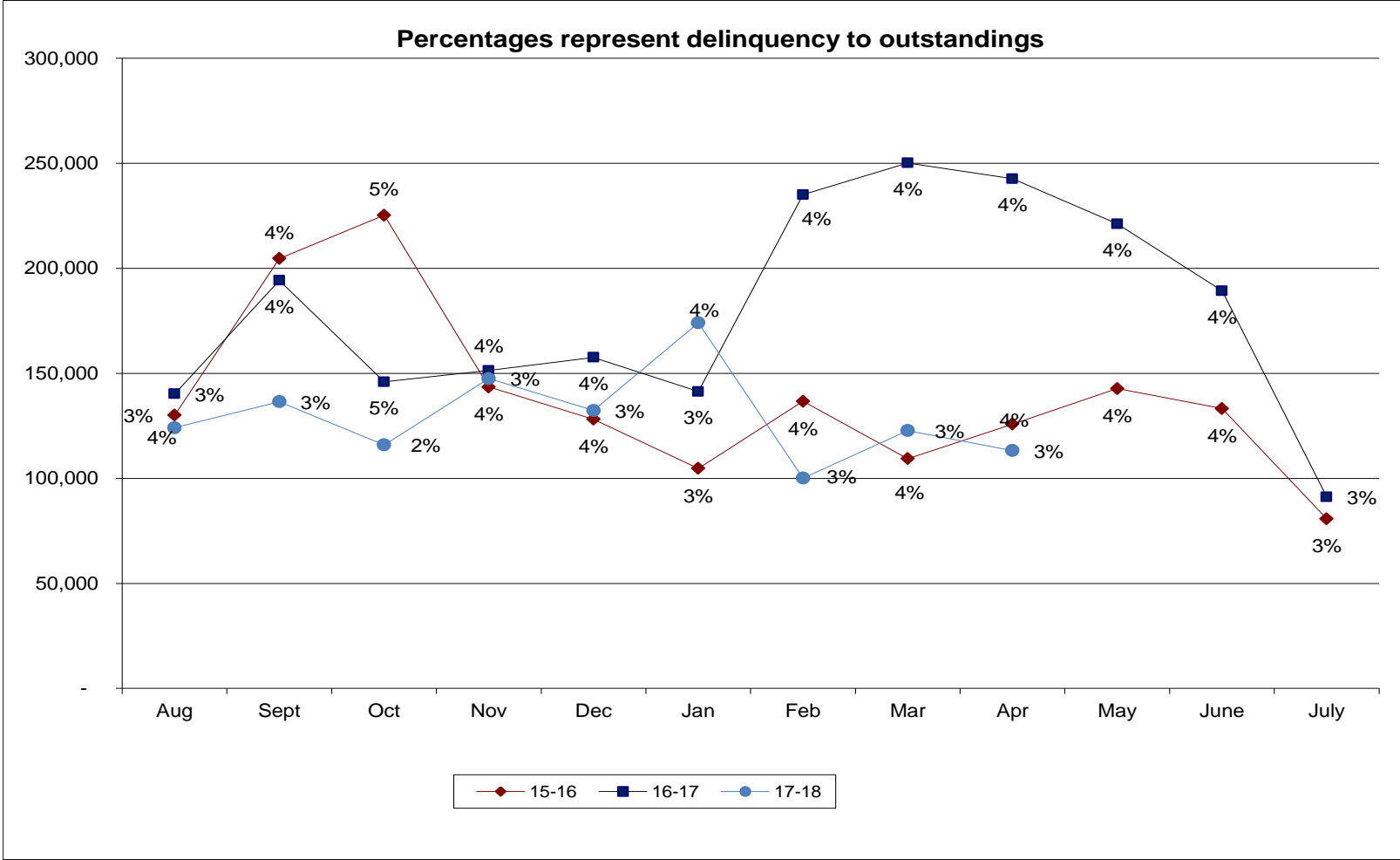
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

4/28/2018	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$972,542	25%	\$92,857	55%	\$12,531	58%	\$1,797	7%	\$964	3%	\$15,902	43%	\$1,096,593	26%
ASUCLA PUBLICATIONS		\$62,752	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$62,752	1%
ASUCLA USA/GSA		\$103,236	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,236	2%
DUE FROM VENDORS		\$308,859	8%	\$1,961	1%	\$3,471	16%	\$2,058	7%	\$27,296	99%	\$18,198	50%	\$361,843	9%
DENTAL KITS		\$122,137	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$122,137	3%
OTHER		\$2,388,100	59%	\$72,597	44%	\$5,664	26%	\$23,294	86%	(\$472)	-2%	\$2,502	7%	\$2,491,685	59%
TOTAL CURRENT MONTH		\$3,957,626	100%	\$167,415	100%	\$21,666	100%	\$27,149	100%	\$27,788	100%	\$36,602	100%	\$4,238,246	100%
		93%		4%		0%		1%		1%		1%		100%	
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%	

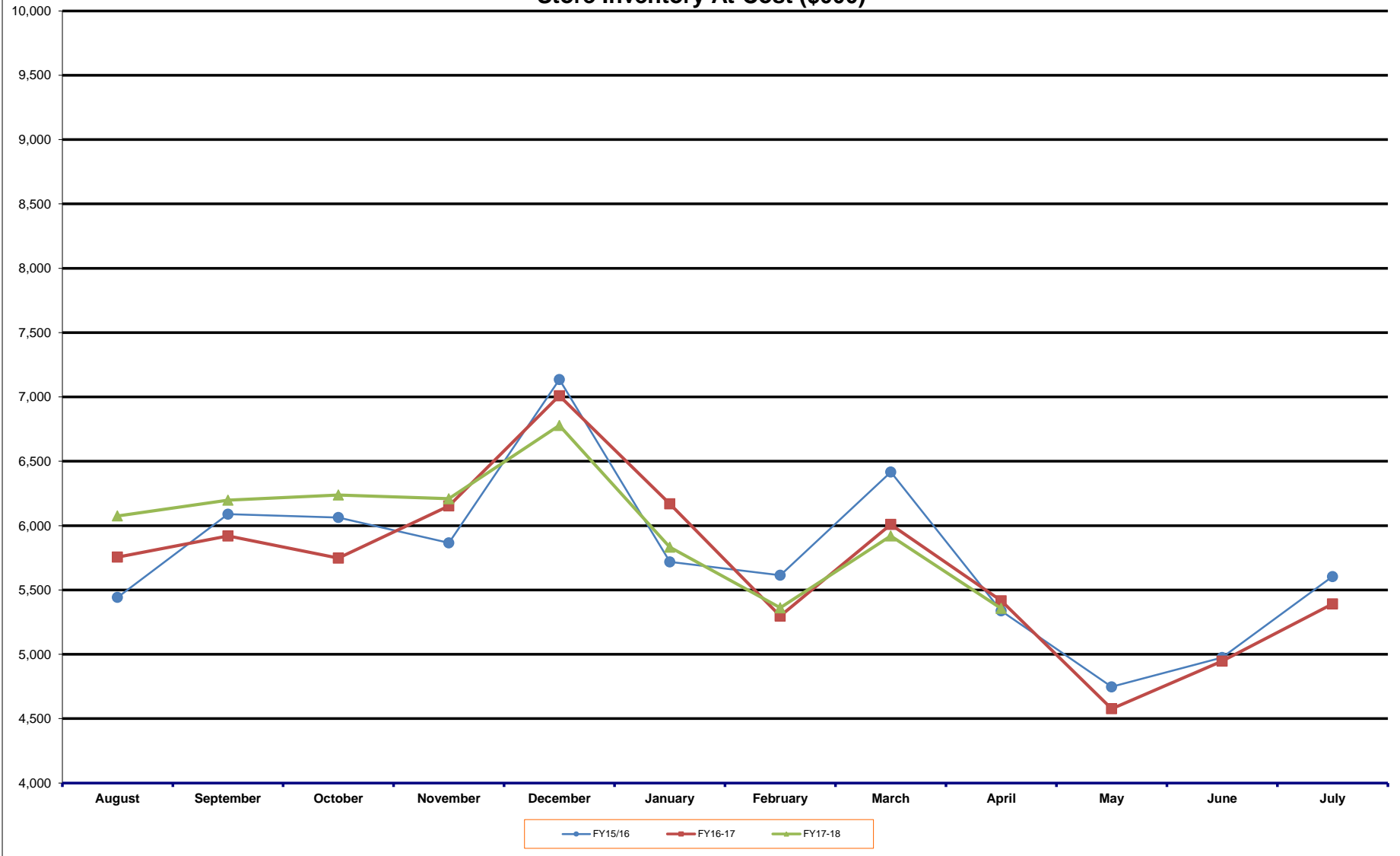
Total Accounts Receivable Balances
12 Month History
Aug 15 to Apr 18



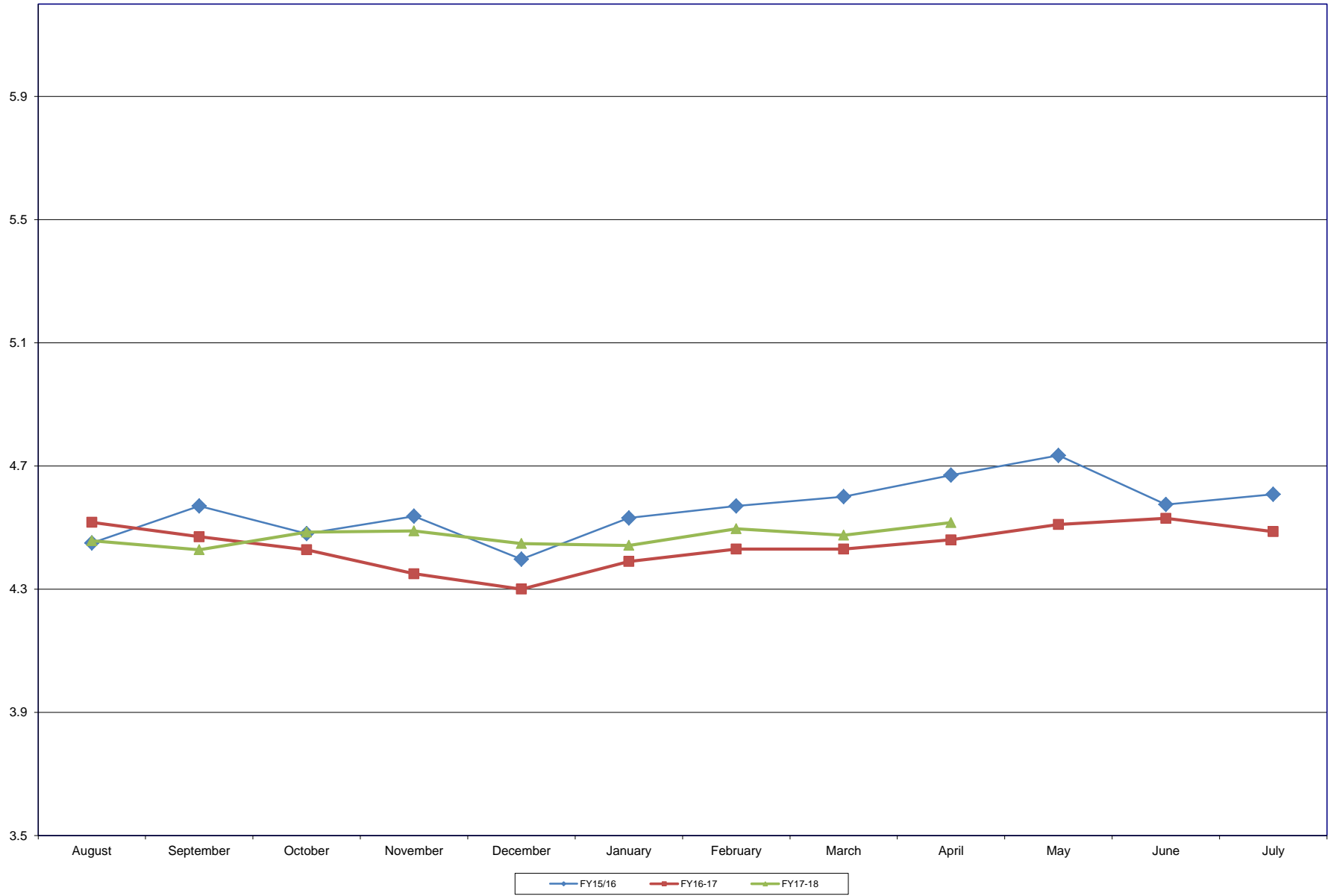
Aged Accounts Receivable Balances >60 Days Past Due



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

APR. 09(04/01/18-04/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,841,062	1,918,435	<77,373>	14,292,837	14,406,352	<113,515>	1,810,259	14,153,590
1,618,295	1,545,237	73,058	11,298,390	11,357,709	<59,319>	1,550,016	10,921,715
157,176	149,536	7,640	1,147,953	1,115,528	32,425	150,378	1,098,659
190,058	236,973	<46,915>	1,755,441	1,930,330	<174,889>	216,645	1,953,908
87,988	65,000	22,988	1,161,574	1,243,000	<81,426>	81,985	1,135,247
243,797	278,414	<34,617>	4,074,379	4,241,375	<166,996>	260,308	4,248,768
4,138,374	4,193,595	<55,221>	33,730,574	34,294,294	<563,720>	4,069,591	33,511,887
2,699,917	2,684,018	<15,899>	23,026,462	22,942,730	<83,732>	2,589,838	22,560,886
7,069	6,810	<259>	49,530	44,470	<5,060>	7,601	49,978
7,318	7,345	27	56,649	57,595	946	6,979	54,640
723	690	<33>	5,260	5,130	<130>	692	5,067
1,006	1,170	164	9,370	9,580	210	1,119	10,143
3,344	1,420	<1,924>	19,260	15,970	<3,290>	4,123	19,541
19,460	17,435	<2,025>	140,069	132,745	<7,324>	20,515	139,370
2,719,377	2,701,453	<17,924>	23,166,531	23,075,475	<91,056>	2,610,353	22,700,256
65.2	64.0	<1.2>	68.3	66.9	<1.4>	63.6	67.3
1,418,998	1,492,142	<73,144>	10,564,043	11,218,819	<654,776>	1,459,238	10,811,631
34.8	36.0	<1.2>	31.7	33.1	<1.4>	36.4	32.7
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.5	0.4
34.3	35.6	<1.3>	31.3	32.7	<1.4>	35.9	32.3
19.9	23.4	<3.5>	17.3	19.7	<2.4>	23.1	19.4
49.3	49.9	<0.6>	48.9	49.3	<0.4>	50.3	49.2
41.4	41.4	0.0	41.7	41.3	0.4	41.6	41.4
36.5	37.0	<0.5>	32.8	34.7	<1.9>	39.0	34.0
53.7	51.6	2.1	50.8	51.8	<1.0>	46.9	51.1
29.9	31.6	<1.7>	22.7	23.8	<1.1>	29.8	23.5
141,729	77,288	64,441	939,767	700,290	239,477	64,137	723,648
1,560,727	1,569,430	<8,703>	11,503,811	11,919,109	<415,298>	1,523,375	11,535,279
251,542	252,229	687	2,195,885	2,277,963	82,078	252,063	2,281,915
0	1,200	1,200	8,242	5,140	<3,102>	1,289	1,289
204,133	199,077	<5,056>	1,764,856	1,794,742	29,886	188,551	1,645,679
455,675	452,506	<3,169>	3,968,983	4,077,845	108,862	441,903	3,928,883
11.0	10.8	<0.2>	11.8	11.9	0.1	10.9	11.7
120,863	144,030	23,167	1,058,419	1,290,194	231,775	139,063	1,247,737
4,711	5,363	652	67,797	67,755	<42>	3,776	65,698
6,501	11,540	5,039	94,709	102,485	7,776	11,481	103,475
13	15	2	159	135	<24>	22	166
8,416	8,275	<141>	26,067	33,850	7,783	6,275	29,810
0	0	0	2,795	2,572	<223>	0	1,950
5,488	4,112	<1,376>	47,419	43,546	<3,873>	3,877	43,423
17,683	16,169	<1,514>	181,098	193,204	12,106	15,609	184,232
950	950	0	9,113	9,150	37	1,050	8,849
0	0	0	656	0	<656>	0	64
0	0	0	8	0	<8>	0	17
0	25	25	0	225	225	0	0
12,189	7,097	<5,092>	175,549	177,995	2,446	7,234	179,228
<8,104>	<1,150>	6,954	<100,208>	<95,250>	4,958	<3,172>	<96,124>
19	25	6	279,483	270,725	<8,758>	145	251,365
2,915	2,930	15	40,254	42,960	2,706	3,545	50,653
76,961	81,660	4,699	606,048	631,816	25,768	83,471	606,374
520	0	<520>	6,023	0	<6,023>	<90>	6,575
216	0	<216>	9,160	0	<9,160>	432	16,463
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	0	1,785
0	0	0	4,356	2,500	<1,856>	0	2,492
0	0	0	0	300	300	0	300
2,928	10,950	8,022	103,278	102,550	<728>	11,121	103,616
209	0	<209>	6,682	1,900	<4,782>	113	8,236
50,005	42,350	<7,655>	64,464	56,900	<7,564>	2,842	58,186
41	100	59	40,042	39,258	<784>	100	37,422
0	0	0	0	4	4	0	0
8,713	8,780	67	127,701	138,544	10,843	4,297	123,663
311,235	343,221	31,986	2,851,071	3,113,318	262,247	291,191	3,035,184
766,910	795,727	28,817	6,820,054	7,191,163	371,109	733,094	6,964,068
793,817	773,703	20,114	4,683,756	4,727,946	<44,190>	790,281	4,571,211
42,356	46,921	4,565	332,783	406,461	73,678	38,679	322,415
149,963	154,921	4,958	1,301,423	1,367,382	65,959	144,558	1,268,472
68,247	78,570	10,323	589,722	617,541	27,819	75,107	624,270
34,217	34,074	<143>	307,081	327,199	20,118	32,693	285,511
107,624	111,496	3,872	1,044,418	1,052,092	7,674	108,041	965,374
81,118	80,715	<403>	728,285	743,539	15,254	86,833	718,021
19,407	27,919	8,512	224,087	254,417	30,330	37,393	263,704
56,962	61,825	4,863	510,159	556,431	46,272	56,134	515,604
559,894	596,441	36,547	5,037,959	5,325,062	287,103	579,438	4,963,371
233,923	177,262	56,661	<354,203>	<597,116>	242,913	210,843	<392,160>

UCLA RESTAURANTS
INCOME STATEMENT

APR. 09(04/01/18-04/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
229,202	204,039	25,163	1,627,384	1,486,963	140,421	221,198	1,482,532
238,809	273,268	<34,459>	1,804,755	2,023,451	<218,696>	252,580	1,858,776
177,363	181,529	<4,166>	1,048,406	1,351,830	<303,424>	151,560	1,192,641
275,830	291,970	<16,140>	2,118,419	2,181,324	<62,905>	282,355	2,115,577
338,496	340,454	<1,958>	2,551,883	2,530,859	21,024	338,011	2,479,660
205,885	156,182	49,703	1,803,108	1,810,785	<7,677>	182,859	1,808,722
1,465,585	1,447,442	18,143	10,953,955	11,385,212	<431,258>	1,428,564	10,937,909
474,590	470,793	<3,797>	3,627,014	3,717,486	90,472	495,545	3,595,925
32.4	32.5	0.2	33.1	32.7	<0.5>	34.7	32.9
990,996	976,649	14,347	7,326,941	7,667,726	<340,785>	933,019	7,341,984
67.6	67.5	0.2	66.9	67.4	<0.5>	65.3	67.1
68.1	68.9	<0.9>	67.5	69.2	<1.6>	65.9	67.0
67.1	66.1	1.0	65.4	65.6	<0.2>	66.4	66.0
71.1	67.0	4.1	67.8	66.9	0.9	65.2	67.4
71.0	69.6	1.4	69.6	69.2	0.4	68.4	69.4
66.9	66.6	0.3	66.4	66.5	<0.1>	67.1	66.8
65.2	66.9	<1.7>	65.9	67.4	<1.5>	60.2	67.0
211,837	229,519	<17,682>	1,730,137	1,845,981	<115,844>	223,013	1,787,930
1,202,833	1,206,168	<3,335>	9,057,078	9,513,707	<456,629>	1,156,032	9,129,913
287,827	300,690	12,863	2,622,333	2,762,987	140,654	303,721	2,749,216
1,589	0	<1,589>	9,545	0	<9,545>	0	3,919
329,584	269,507	<60,077>	2,521,051	2,321,522	<199,529>	274,794	2,215,349
<43,840>	<48,845>	<5,005>	<362,825>	<384,162>	<21,337>	<43,667>	<339,074>
575,160	521,352	<53,808>	4,790,104	4,700,347	<89,757>	534,848	4,629,410
39.2	36.0	<3.2>	43.7	41.3	<2.5>	37.4	42.3
151,529	181,851	30,322	1,347,871	1,650,660	302,789	173,517	1,552,559
2,710	1,400	<1,310>	16,706	14,490	<2,216>	408	11,360
2,306	3,935	1,629	31,858	35,310	3,452	3,676	34,023
994	1,000	6	12,317	13,288	971	500	9,023
59,360	66,211	6,851	477,969	509,254	31,285	61,179	477,180
4.1	4.6	0.5	4.4	4.5	0.1	4.3	4.4
7,573	5,315	<2,258>	53,660	46,568	<7,092>	6,111	53,771
<7,708>	<13,000>	<5,292>	<114,044>	<114,000>	44	<8,291>	<91,501>
3,747	3,085	<662>	33,800	27,140	<6,660>	3,765	36,536
6,510	4,070	<2,440>	35,343	38,835	3,492	4,133	37,788
4,166	1,500	<2,666>	21,335	13,715	<7,620>	2,668	20,441
2,312	1,435	<877>	37,028	44,310	7,282	395	18,800
0	0	0	0	0	0	0	70
2	35	33	3	256	253	0	<0>
8,854	6,780	<2,074>	109,198	58,698	<50,500>	9,945	86,716
50,312	49,839	<473>	373,474	390,149	16,675	50,679	371,112
2,624	2,478	<146>	18,558	18,343	<215>	2,409	17,615
1,110	1,242	132	6,774	10,178	3,404	479	10,696
0	0	0	17	0	<17>	0	74
0	0	0	796	0	<796>	0	0
0	450	450	0	3,850	3,850	98	1,867
238	344	106	7,441	4,171	<3,270>	0	305
0	0	0	610	0	<610>	0	600
0	0	0	5,013	750	<4,263>	0	837
28,113	24,568	<3,545>	241,214	287,835	46,621	21,372	251,636
324,752	342,538	17,786	2,716,943	3,053,800	336,857	333,044	2,901,508
899,912	863,890	<36,022>	7,507,047	7,754,147	247,100	867,892	7,530,917
302,920	342,278	<39,358>	1,550,031	1,759,560	<209,529>	288,139	1,598,996
53,463	54,060	597	398,567	467,835	69,268	46,814	379,269
58,773	60,829	2,056	506,518	546,653	40,135	57,757	505,891
26,747	30,850	4,103	231,256	247,170	15,914	30,008	247,672
13,410	13,379	<31>	119,853	128,167	8,314	13,062	115,178
42,179	43,779	1,600	404,138	414,618	10,480	43,166	388,451
71,429	71,284	<145>	641,294	656,624	15,330	73,151	604,975
17,089	24,587	7,498	197,321	224,056	26,735	31,501	222,192
71,228	79,293	8,065	656,607	713,637	57,030	73,913	748,315
354,317	378,061	23,744	3,155,555	3,398,760	243,205	369,373	3,211,943
<51,397>	<35,783>	<15,614>	<1,605,524>	<1,639,200>	33,676	<81,234>	<1,612,947>
358,628	379,917	<21,289>	2,756,718	2,911,211	<154,493>	375,886	2,914,713
113,412	122,487	<9,075>	895,786	935,033	<39,247>	121,068	968,329
245,216	257,430	<12,214>	1,860,932	1,976,178	<115,246>	254,818	1,946,384
6.64	6.45	0.19	6.54	6.45	0.09	6.33	6.30
8.62	8.39	0.23	8.14	8.02	0.13	8.28	7.79
5.72	5.53	0.20	5.63	5.56	0.07	5.40	5.41
32,900	28,221	<4,679>	259,360	243,047	<16,313>	31,128	260,754
44.55	51.29	<6.74>	42.23	46.84	<4.61>	45.89	41.95

SERVICES DIVISION
INCOME STATEMENT

APR. 09(04/01/18-04/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,947	11,250	697	125,096	127,003	<1,907>	16,632	127,330
11,947	11,250	697	125,096	127,003	<1,907>	16,632	127,330
0	132	132	2,400	3,469	1,069	0	3,329
11,947	11,118	829	122,696	123,534	<838>	16,632	124,001
100.0	98.8	1.2	98.1	97.3	0.8	100.0	97.4
100.0	98.8	1.2	98.1	97.3	0.8	100.0	97.4
128,446	193,114	<64,668>	2,183,472	2,114,462	69,010	161,887	1,795,626
99,616	110,572	<10,956>	914,950	997,470	<82,520>	107,673	966,340
228,062	303,686	<75,624>	3,098,422	3,111,932	<13,510>	269,560	2,761,966
240,009	314,804	<74,795>	3,221,117	3,235,466	<14,349>	286,192	2,885,967
34,309	36,151	1,842	332,098	325,359	<6,739>	34,337	325,551
167	700	533	1,225	5,925	4,700	178	1,750
34,476	36,851	2,375	333,322	331,284	<2,038>	34,515	327,301
288.6	327.6	39.0	266.5	260.9	<5.6>	207.5	257.1
17,499	18,826	1,327	154,187	168,718	14,531	19,053	167,002
1,377	445	<932>	6,596	4,055	<2,541>	182	3,703
455	660	205	5,281	5,950	669	582	5,195
115	60	<55>	781	540	<241>	0	481
0	0	0	8,500	8,500	0	0	3,991
0	0	0	0	500	500	0	811
0	0	0	9,500	10,500	1,000	0	10,644
7,066	700	<6,366>	28,207	29,500	1,293	52	2,737
0	0	0	466	0	<466>	1,413	1,413
4,177	1,350	<2,827>	11,420	14,400	2,980	0	5,678
2,083	2,084	1	19,787	34,756	14,969	2,083	19,739
0	925	925	0	8,325	8,325	26	3,611
1,736	2,100	364	25,280	18,900	<6,380>	1,050	17,747
14,579	18,960	4,381	168,473	163,650	<4,823>	16,650	175,685
7,802	13,078	5,276	176,185	165,146	<11,039>	10,824	131,462
0	0	0	83	0	<83>	0	56
23,903	43,905	20,002	659,734	584,653	<75,081>	38,121	480,835
80,792	103,093	22,301	1,274,479	1,218,093	<56,386>	90,036	1,030,791
115,269	139,944	24,675	1,607,801	1,549,377	<58,424>	124,551	1,358,092
124,740	174,860	<50,120>	1,613,316	1,686,089	<72,773>	161,642	1,527,875
3,205	3,821	616	27,461	33,090	5,629	3,021	26,700
8,146	11,031	2,885	123,157	127,844	4,687	9,648	111,257
3,827	5,793	1,966	57,842	59,527	1,685	5,200	55,759
1,919	2,512	593	29,803	31,432	1,629	2,263	26,101
6,035	8,221	2,186	101,920	100,895	<1,025>	7,480	88,781
36,589	36,372	<217>	328,502	335,066	6,564	34,760	251,896
8,754	12,589	3,835	101,077	114,719	13,642	14,969	90,266
6,750	6,280	<470>	61,825	56,526	<5,299>	6,913	57,044
75,225	86,619	11,394	831,588	859,099	27,511	84,255	707,805
49,516	88,241	<38,725>	781,728	826,990	<45,262>	77,387	820,070

UCLA STUDENT UNION
INCOME STATEMENT

APR. 09(04/01/18-04/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
49,096	55,677	<6,581>	461,487	442,165	19,322	50,924	395,174
51,322	46,679	4,643	431,194	365,444	65,750	52,963	355,486
100,418	102,356	<1,938>	892,681	807,609	85,072	103,888	750,660
49,726	45,652	<4,074>	423,323	357,404	<65,919>	52,539	348,614
12,609	13,224	615	93,976	83,170	<10,806>	9,467	73,168
0	0	0	0	0	0	0	16
62,335	58,876	<3,459>	517,299	440,574	<76,725>	62,006	421,798
62.1	57.5	<4.6>	58.0	54.6	<3.4>	59.7	56.2
38,083	43,480	<5,397>	375,382	367,035	8,347	41,881	328,862
37.9	42.5	<4.6>	42.1	45.5	<3.4>	40.3	43.8
74.3	76.3	<1.9>	79.6	81.2	<1.6>	81.4	81.5
3.1	2.2	0.9	1.8	2.2	<0.4>	0.8	1.9
405	400	5	4,885	3,834	1,051	1,605	5,639
2,195	6,650	<4,455>	10,797	34,450	<23,653>	5,385	33,592
16,626	15,750	876	140,794	123,901	16,893	22,059	141,167
9,210	12,709	<3,499>	76,101	99,498	<23,397>	10,073	63,553
28,436	35,509	<7,073>	232,577	261,683	<29,106>	39,121	243,951
66,519	78,989	<12,470>	607,959	628,718	<20,759>	81,003	572,813
26,918	33,170	6,252	277,560	298,522	20,962	32,203	288,676
24,712	25,078	366	209,784	214,346	4,562	21,632	165,951
51,630	58,248	6,618	487,345	512,868	25,523	53,835	454,628
51.4	56.9	5.5	54.6	63.5	8.9	51.8	60.6
23.5	19.9	<3.6>	21.4	22.1	0.7	21.7	23.7
14,361	17,555	3,194	130,561	157,777	27,216	17,480	152,879
809	780	<29>	8,660	10,255	1,595	1,121	11,170
1,746	3,195	1,449	24,328	28,535	4,207	3,315	25,782
0	850	850	2,175	1,950	<225>	0	1,192
2,276	0	<2,276>	5,249	5,388	139	0	5,141
0	0	0	6,276	6,246	<30>	0	6,246
228	0	<228>	5,234	5,208	<26>	136	6,985
249	902	653	26,397	25,240	<1,157>	1,230	26,264
12,803	12,128	<675>	114,854	95,403	<19,451>	10,358	107,294
0	0	0	0	0	0	0	352
0	0	0	908	0	<908>	226	1,415
286	0	<286>	1,856	2,000	144	0	1,940
93	255	162	457	1,119	662	0	1,229
883	250	<633>	2,786	2,250	<536>	211	2,382
2,529	767	<1,762>	26,397	10,904	<15,493>	2,935	15,240
1,462	1,229	<233>	9,970	9,630	<340>	1,557	9,190
155	28	<127>	854	219	<635>	0	426
0	0	0	2,787	2,750	<37>	0	2,654
15,417	15,417	0	138,750	138,753	3	15,417	138,750
17,045	17,500	456	93,004	101,000	7,996	16,624	102,689
70,340	70,856	516	601,504	604,627	3,123	70,609	619,220
121,970	129,104	7,134	1,088,848	1,117,495	28,647	124,444	1,073,848
<55,451>	<50,115>	<5,336>	<480,890>	<488,777>	7,887	<43,441>	<501,035>
4,800	6,039	1,239	40,500	51,129	10,629	4,713	37,383
4,373	4,828	455	43,761	42,688	<1,073>	4,821	38,243
2,055	2,536	481	20,654	19,949	<705>	2,598	19,537
1,030	1,099	69	10,604	10,458	<146>	1,131	8,943
3,240	3,599	359	36,116	33,441	<2,675>	3,738	30,262
44,372	44,154	<218>	398,376	406,749	8,373	47,142	387,277
10,616	15,273	4,657	122,577	139,178	16,601	20,301	142,073
16,202	12,926	<3,276>	108,073	116,326	8,253	11,424	112,340
86,688	90,454	3,766	780,660	819,918	39,258	95,868	776,059
<142,139>	<140,569>	<1,570>	<1,261,550>	<1,308,695>	47,145	<139,309>	<1,277,094>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

APR. 09(04/01/18-04/28/18)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
317,131	314,794	<2,337>	2,876,883	2,868,613	<8,270>	305,095	2,688,212
5,264	300	<4,964>	50,931	2,700	<48,231>	0	0
29,200	35,276	6,076	301,912	305,721	3,809	28,561	266,838
351,596	350,370	<1,226>	3,229,726	3,177,034	<52,692>	333,656	2,955,050
5.6	5.5	<0.1>	6.3	6.1	<0.2>	5.4	5.8
0	0	0	14,735	15,000	265	0	15,178
0	0	0	4,000	4,000	0	0	4,000
147,054	156,928	9,874	1,290,959	1,413,745	122,786	150,990	1,306,048
9,935	7,433	<2,502>	61,912	72,909	10,997	6,871	66,358
4,670	8,406	3,736	70,339	77,251	6,912	8,230	70,396
466	810	344	9,367	6,590	<2,777>	871	6,624
2,277	1,025	<1,252>	12,877	9,460	<3,417>	1,790	7,907
195	25	<170>	2,480	1,175	<1,305>	895	1,540
9,359	7,494	<1,865>	20,544	17,986	<2,558>	1,663	16,212
0	54	54	0	213	213	0	0
29	0	<29>	29	0	<29>	0	0
114	724	610	735	6,516	5,781	0	2,428
128	85	<43>	3,803	6,502	2,699	83	7,373
0	125	125	1,276	1,125	<151>	250	709
0	360	360	3,129	3,190	61	687	3,277
11	<500>	<511>	<352>	<4,300>	<3,948>	<301>	<677>
316	50	<266>	1,761	450	<1,311>	163	1,171
2,726	2,650	<76>	20,492	23,600	3,108	5,732	27,095
1,500	1,758	258	13,737	16,076	2,339	1,161	10,447
1,150	1,150	0	10,350	10,350	0	1,545	13,905
5,574	11,551	5,977	53,199	66,064	12,865	4,908	61,634
734	927	193	7,494	8,343	849	723	7,696
12,806	12,378	<428>	98,390	111,396	13,006	17,698	113,231
0	44	44	1,348	486	<862>	0	122
3,912	3,912	0	32,006	32,006	0	4,381	41,276
1	40	39	1	360	359	2	52
20,723	21,086	363	186,507	189,774	3,267	19,169	172,521
23,002	5,254	<17,748>	107,452	89,358	<18,094>	5,441	93,958
1,396	1,536	140	12,562	13,819	1,257	1,396	12,562
11,126	11,088	<38>	100,624	99,786	<838>	10,033	90,785
1,219	400	<819>	8,188	6,200	<1,988>	680	13,935
10,443	10,568	125	93,984	95,108	1,124	9,607	86,466
0	0	0	7,446	7,446	0	0	7,229
684	15,000	14,316	9,772	25,000	15,228	7,550	15,394
10,621	12,000	1,379	104,169	122,100	17,931	13,983	114,817
0	150	150	3,436	5,200	1,764	0	4,119
3,996	4,899	903	36,584	41,410	4,826	4,687	38,150
3,228	4,135	908	29,494	36,040	6,546	3,346	30,295
0	6,917	6,917	37,083	62,253	25,170	7,635	68,715
0	23,417	23,417	608	210,753	210,145	11,222	64,198
8,292	8,292	0	74,386	74,389	3	8,050	60,375
16,431	13,695	<2,736>	147,882	123,255	<24,627>	13,296	119,537
1,590	3,000	1,410	26,540	29,750	3,210	0	27,511
315,705	358,866	43,161	2,721,330	3,132,134	410,804	324,438	2,804,569
667,301	709,236	41,935	5,951,056	6,309,168	358,112	658,094	5,759,619
19,405	19,295	<110>	174,216	177,744	3,528	20,374	165,385
4,642	6,674	2,032	53,605	60,816	7,211	8,774	60,545
21,701	22,309	608	203,967	200,774	<3,193>	21,154	185,742
45,748	48,278	2,530	431,789	439,334	7,545	50,302	411,672
713,050	757,514	44,464	6,382,844	6,748,502	365,658	708,396	6,171,291
<635,608>	<678,369>	<42,761>	<5,727,578>	<6,085,655>	<358,077>	<634,499>	<5,545,470>
<38,376>	<38,376>	0	<304,355>	<304,355>	0	<36,767>	<296,204>
<3,895>	<3,895>	0	<30,500>	<30,500>	0	<3,788>	<30,245>
<35,171>	<36,874>	<1,703>	<320,411>	<327,992>	<7,581>	<33,341>	<299,372>
<713,050>	<757,514>	<44,464>	<6,382,844>	<6,748,502>	<365,658>	<708,396>	<6,171,291>
0	0	0	0	0	<0>	0	0

FACILITIES DIVISION
EXPENSE STATEMENT

APR. 09(04/01/18-04/28/18)						FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH						YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE				ACTUAL	BUDGET	VARIANCE	MONTH	YTD
116,077	114,913	<1,164>	Career Wages	1,103,391	1,092,750	<10,641>	132,466	1,042,675		
5,099	3,833	<1,266>	Limited Appointment	54,747	34,869	<19,878>	2,118	36,773		
<1,643>	796	2,439	Student Wages	<1,643>	7,562	9,205	0	3,006		
<414>	<665>	<251>	Labor Recharge	<3,318>	<5,605>	<2,287>	<574>	<4,601>		
<9,661>	<7,798>	1,863	Billed Labor Costs	<86,771>	<70,772>	15,999	<8,392>	<74,708>		
0	<4,500>	<4,500>	Capitalized Wages	<29,141>	<40,500>	<11,359>	0	<33,354>		
109,458	106,579	<2,879>	TOTAL WAGES	1,037,265	1,018,304	<18,961>	125,617	969,790		
70,632	76,941	6,309	Employee Benefits	624,676	705,868	81,192	77,183	649,148		
2,243	208	<2,035>	Office Supplies	3,599	1,602	<1,997>	110	1,370		
663	707	44	Telephone	6,605	6,367	<238>	339	5,773		
0	0	0	Trav/Trips/Conference	0	600	600	0	1,393		
5,264	5,247	<17>	Paper	45,335	45,499	164	4,693	43,836		
5.2	5.1	<0.1>	Paper % To Sales	5.1	5.6	0.6	4.5	5.8		
4,524	5,411	887	Cleaning Supplies	50,295	49,687	<608>	4,867	48,794		
107	1,107	1,000	Replacements	7,834	10,558	2,724	1,569	9,658		
291	443	152	Laundry	4,535	5,112	577	521	4,607		
27,607	25,150	<2,457>	Repairs & Maintenance	260,760	234,850	<25,910>	25,418	205,318		
1,932	3,425	1,493	Repairs & Mtce-Elevator	45,679	33,825	<11,854>	3,234	25,447		
0	200	200	Repairs & Mtce-Equip	250	2,300	2,050	0	468		
375	950	575	Painting Program	5,620	8,550	2,930	76	5,907		
0	250	250	Incidental Proj Exp	2,649	2,250	<399>	0	1,680		
7,384	7,500	116	Air Conditioning-Maint	33,881	42,300	8,419	7,464	45,216		
10,952	10,292	<660>	Rub Remvl/Hauling	93,074	87,130	<5,944>	11,206	74,819		
3,288	3,270	<18>	Rodent & Pest Control	28,892	29,424	532	2,048	27,504		
76	1,000	924	Rentals-Truck	5,561	9,000	3,439	404	8,869		
0	0	0	Janitorial	8,350	0	<8,350>	0	4,150		
135,337	142,101	6,764	TOTAL OTHER CONTROL.	1,227,594	1,274,922	47,328	139,131	1,163,955		
244,795	248,680	3,885	TOTAL CONTROLLABLE EXP	2,264,860	2,293,226	28,366	264,748	2,133,745		
			Less: Allocated Exp							
27,289	21,570	<5,719>	Depreciation	178,186	194,122	15,936	16,865	162,877		
27,289	21,570	<5,719>	TOTAL ALLOCATED EXP	178,186	194,122	15,936	16,865	162,877		
272,084	270,250	<1,834>	NET EXPENSE	2,443,046	2,487,348	44,302	281,612	2,296,622		
<233,508>	<232,526>	982	Allocated-Svs and Ent	<2,096,456>	<2,141,991>	<45,535>	<241,887>	<1,962,169>		
<7,851>	<7,851>	0	Allocated-USAC	<70,659>	<70,659>	0	<7,672>	<69,055>		
<3,068>	<3,068>	0	Allocated-GSA	<27,620>	<27,620>	0	<3,009>	<27,081>		
<8,253>	<7,510>	743	Allocated-Comm Board	<74,095>	<69,334>	4,761	<8,670>	<72,932>		
<19,405>	<19,295>	110	Allocated-A & SS	<174,216>	<177,744>	<3,528>	<20,374>	<165,385>		
<272,084>	<270,250>	1,834	TOTAL OTHER	<2,443,046>	<2,487,348>	<44,302>	<281,612>	<2,296,622>		
0	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>		

UTILITIES
EXPENSE STATEMENT

APR. 09(04/01/18-04/28/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
6,353	13,158	6,805	Chiller Water
40,264	59,667	19,403	Elec-Non Air Cond.
12,318	9,311	<3,007>	Water-Non Air Cond.
3,270	6,943	3,673	Steam-Non Air Cond.
2,767	3,295	528	Gas
1,550	1,551	1	Energy Management
66,522	93,925	27,403	TOTAL OTHER CONTROL.
66,522	93,925	27,403	TOTAL CONTROLLABLE EXP
<55,866>	<80,370>	<24,504>	Allocated-Svs and Ent
<2,905>	<2,905>	0	Allocated-USAC
<1,135>	<1,135>	0	Allocated-GSA
<1,974>	<2,841>	<867>	Allocated-Comm Board
<4,642>	<6,674>	<2,032>	Allocated-A & SS
<66,523>	<93,925>	<27,403>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 9 MO(07/30/17-04/28/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
127,053	137,043	9,990	15,296	116,256
478,933	542,950	64,017	77,671	548,781
72,618	79,291	6,673	14,159	81,552
44,534	54,079	9,545	9,071	56,272
20,750	28,141	7,391	3,398	29,096
13,954	13,959	5	1,550	13,954
757,842	855,463	97,621	121,145	845,911
757,842	855,463	97,621	121,145	845,911
<645,063>	<732,384>	<87,321>	<104,163>	<718,236>
<26,153>	<26,153>	0	<3,214>	<28,926>
<10,223>	<10,223>	0	<1,261>	<11,341>
<22,798>	<25,887>	<3,089>	<3,733>	<26,864>
<53,605>	<60,816>	<7,211>	<8,774>	<60,545>
<757,842>	<855,463>	<97,621>	<121,145>	<845,911>
<0>	0	0	0	<0>