

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
May (04/24/16 - 05/21/16)**

**Prepared
June 07, 2016**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MAY (04/24/16 - 05/21/16)										FY 14-15		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,492		3,308		184	5.6%	(127)	(3.5%)	3,619				GROSS INCOME
1,525		1,600		(75)	(4.7%)	29	1.9%	1,496				UCLA Store
371		357		14	3.9%	88	31.1%	283				UCLA Restaurants
141		130		11	8.5%	15	11.9%	126				Services Division
												UCLA Student Union
5,529		5,395		134	2.5%	5	0.1%	5,524				TOTAL
												GROSS MARGIN
1,208	34.6%	1,250	37.8%	(42)	Pts. (3.2)	(81)	(1.0)	1,289	35.6%			UCLA Store
1,096	71.9%	1,124	70.3%	(28)	1.6	48	1.8	1,048	70.1%			UCLA Restaurants
371	100.0%	356	99.7%	15	0.3	88	0.0	283	100.0%			Services Division
93	66.0%	74	56.9%	19	9.1	22	9.7	71	56.3%			UCLA Student Union
2,768	50.1%	2,804	52.0%	(36)	(1.9)	77	1.4	2,691	48.7%			TOTAL
												WAGES & BENEFITS
552	15.8%	564	17.0%	12	1.2	(1)	(0.6)	551	15.2%			UCLA Store
664	43.5%	665	41.6%	1	(1.9)	(32)	(1.3)	632	42.2%			UCLA Restaurants
54	14.6%	55	15.4%	1	0.8	(1)	4.1	53	18.7%			Services Division
69	48.9%	67	51.5%	(2)	2.6	(2)	4.3	67	53.2%			UCLA Student Union
1,339	24.2%	1,351	25.0%	12	0.8	(36)	(0.6)	1,303	23.6%			TOTAL
												OTHER CONTROLLABLES
135	3.9%	141	4.3%	6	0.4	16	0.3	151	4.2%			UCLA Store
144	9.4%	153	9.6%	9	0.2	14	1.2	158	10.6%			UCLA Restaurants
164	44.2%	128	35.9%	(36)	(8.3)	(69)	(10.6)	95	33.6%			Services Division
78	55.3%	71	54.6%	(7)	(0.7)	(3)	4.2	75	59.5%			UCLA Student Union
521	9.4%	493	9.1%	(28)	(0.3)	(42)	(0.7)	479	8.7%			TOTAL
												CONTRIBUTION
521	14.9%	545	16.5%	(24)	(1.6)	(67)	(1.3)	588	16.2%			UCLA Store
288	18.9%	305	19.1%	(17)	(0.2)	30	1.7	258	17.2%			UCLA Restaurants
153	41.2%	174	48.7%	(21)	(7.5)	18	(6.5)	135	47.7%			Services Division
(54)	(38.3%)	(65)	(50.0%)	11	11.7	17	18.0	(71)	(56.3%)			UCLA Student Union
908	16.4%	959	17.8%	(51)	(1.4)	(2)	(0.1)	910	16.5%			TOTAL
												ALLOCATED EXPENSES
578	10.5%	570	10.6%	(8)	0.1	(73)	(1.4)	505	9.1%			Admin&Support Services
189	3.4%	202	3.7%	13	0.3	18	0.3	207	3.7%			Maintenance Division
83	1.5%	104	1.9%	21	0.4	18	0.3	101	1.8%			Utilities
190	3.4%	211	3.9%	21	0.5	(3)	0.0	187	3.4%			Depreciation
1,040	18.8%	1,087	20.1%	47	1.3	(40)	(0.7)	1,000	18.1%			TOTAL
												NET INCOME (LOSS)
(132)	(2.4%)	(128)	(2.4%)	(4)	0.0	(42)	(0.8)	(90)	(1.6%)			FROM OPERATIONS
												OTHER INC/(EXP)
5	0.1%	0	0.0%	5	0.1	5	0.1	0	0.0%			Non-Recurrent Inc/(Exp)
14	0.3%	11	0.2%	3	0.1	3	0.1	11	0.2%			Interest Income
(37)	(0.7%)	(41)	(0.8%)	4	0.1	7	0.1	(44)	(0.8%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
226	4.1%	223	4.1%	3	0.0	13	0.2	213	3.9%			Student Union Fee Income
208	3.8%	193	3.6%	15	0.2	28	0.5	180	3.3%			TOTAL
76	1.4%	65	1.2%	11	0.2	(14)	(0.2)	90	1.6%			NET INCOME (LOSS)

FISCAL YEAR 2015-2016										FY 14-15		
YTD 10 MONTHS (07/26/15 - 05/21/16)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
39,394		40,127		(733)	(1.8%)	(1,144)	(2.8%)	40,538				GROSS INCOME
14,082		14,311		(229)	(1.6%)	240	1.7%	13,842				UCLA Store
3,108		3,332		(224)	(6.7%)	(14)	(0.4%)	3,122				UCLA Restaurants
1,113		1,202		(89)	(7.4%)	(100)	(8.2%)	1,213				Services Division
												UCLA Student Union
57,697		58,972		(1,275)	(2.2%)	(1,018)	(1.7%)	58,715				TOTAL
												GROSS MARGIN
13,064	33.2%	13,274	33.1%	(210)	Pts. 0.1	(201)	Pts. 0.5	13,265	32.7%			UCLA Store
10,109	71.8%	10,059	70.3%	50	1.5	411	1.7	9,698	70.1%			UCLA Restaurants
3,106	99.9%	3,329	99.9%	(223)	0.0	(14)	0.0	3,120	99.9%			Services Division
617	55.4%	643	53.5%	(26)	1.9	(14)	3.4	631	52.0%			UCLA Student Union
26,896	46.6%	27,305	46.3%	(409)	0.3	182	1.1	26,714	45.5%			TOTAL
												WAGES & BENEFITS
5,497	14.0%	5,660	14.1%	163	0.1	(64)	(0.6)	5,433	13.4%			UCLA Store
6,491	46.1%	6,490	45.3%	(1)	(0.8)	(228)	(0.9)	6,263	45.2%			UCLA Restaurants
534	17.2%	543	16.3%	9	(0.9)	(19)	(0.7)	515	16.5%			Services Division
639	57.4%	657	54.7%	18	(2.7)	(14)	(5.9)	625	51.5%			UCLA Student Union
13,161	22.8%	13,350	22.6%	189	(0.2)	(325)	(0.9)	12,836	21.9%			TOTAL
												OTHER CONTROLLABLES
1,968	5.0%	2,100	5.2%	132	0.2	123	0.2	2,091	5.2%			UCLA Store
1,456	10.3%	1,507	10.5%	51	0.2	42	0.5	1,498	10.8%			UCLA Restaurants
1,080	34.7%	1,075	32.3%	(5)	(2.4)	(88)	(2.9)	992	31.8%			Services Division
509	45.7%	506	42.1%	(3)	(3.6)	(12)	(4.7)	497	41.0%			UCLA Student Union
5,013	8.7%	5,188	8.8%	175	0.1	65	(0.1)	5,078	8.6%			TOTAL
												CONTRIBUTION
5,599	14.2%	5,515	13.7%	84	0.5	(142)	0.0	5,741	14.2%			UCLA Store
2,162	15.4%	2,061	14.4%	101	1.0	225	1.4	1,937	14.0%			UCLA Restaurants
1,492	48.0%	1,711	51.4%	(219)	(3.4)	(121)	(3.7)	1,613	51.7%			Services Division
(531)	(47.7%)	(520)	(43.3%)	(11)	(4.4)	(39)	(7.1)	(492)	(40.6%)			UCLA Student Union
8,722	15.1%	8,767	14.9%	(45)	0.2	(77)	0.1	8,799	15.0%			TOTAL
												ALLOCATED EXPENSES
5,461	9.5%	5,600	9.5%	139	0.0	(41)	(0.3)	5,420	9.2%			Admin&Support Services
2,172	3.8%	2,089	3.5%	(83)	(0.3)	(115)	(0.3)	2,057	3.5%			Maintenance Division
885	1.5%	1,041	1.8%	156	0.3	106	0.2	991	1.7%			Utilities
1,917	3.3%	2,112	3.6%	195	0.3	56	0.1	1,973	3.4%			Depreciation
10,435	18.1%	10,842	18.4%	407	0.3	6	(0.3)	10,441	17.8%			TOTAL
												NET INCOME (LOSS)
(1,713)	(3.0%)	(2,075)	(3.5%)	362	0.5	(71)	(0.2)	(1,642)	(2.8%)			FROM OPERATIONS
												OTHER INC/(EXP)
257	0.4%	0	0.0%	257	0.4	195	0.3	62	0.1%			Non-Recurrent Inc/(Exp)
134	0.2%	133	0.2%	1	0.0	(6)	0.0	140	0.2%			Interest Income
(369)	(0.6%)	(413)	(0.7%)	44	0.1	74	0.2	(443)	(0.8%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,263	3.9%	2,228	3.8%	35	0.1	132	0.3	2,131	3.6%			Student Union Fee Income
2,285	4.0%	1,948	3.3%	337	0.7	395	0.8	1,890	3.2%			TOTAL
572	1.0%	(127)	(0.2%)	699	1.2	324	0.6	248	0.4%			NET INCOME (LOSS)

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

MAY (04/24/16 - 05/21/16)										FY 14-15	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,492		3,308		184	5.6%	(127)	(3.5%)	3,619			
1,525		1,600		(75)	(4.7%)	29	1.9%	1,496			
371		357		14	3.9%	88	31.1%	283			
141		130		11	8.5%	15	11.9%	126			
5,529		5,395		134	2.5%	5	0.1%	5,524			
1,208	34.6%	1,250	37.8%	(42)	(3.2)	(81)	(1.0)	1,289	35.6%		
1,096	71.9%	1,124	70.3%	(28)	1.6	48	1.8	1,048	70.1%		
371	100.0%	356	99.7%	15	0.3	88	0.0	283	100.0%		
93	66.0%	74	56.9%	19	9.1	22	9.7	71	56.3%		
2,768	50.1%	2,804	52.0%	(36)	(1.9)	77	1.4	2,691	48.7%		
687	19.7%	705	21.3%	18	1.6	15	(0.3)	702	19.4%		
808	53.0%	819	51.2%	11	(1.8)	(18)	(0.2)	790	52.8%		
218	58.8%	182	51.0%	(36)	(7.8)	(71)	(6.9)	147	51.9%		
147	104.3%	138	106.2%	(9)	1.9	(5)	8.4	142	112.7%		
1,860	33.6%	1,844	34.2%	(16)	0.6	(79)	(1.4)	1,781	32.2%		
521	14.9%	545	16.5%	(24)	(1.6)	(67)	(1.3)	588	16.2%		
288	18.9%	305	19.1%	(17)	(0.2)	30	1.7	258	17.2%		
153	41.2%	174	48.7%	(21)	(7.5)	18	(6.5)	135	47.7%		
(54)	(38.3%)	(65)	(50.0%)	11	11.7	17	18.0	(71)	(56.3%)		
908	16.4%	959	17.8%	(51)	(1.4)	(2)	(0.1)	910	16.5%		
525	15.0%	532	16.1%	7	1.1	(13)	(0.9)	512	14.1%		
369	24.2%	382	23.9%	13	(0.3)	(22)	(1.0)	347	23.2%		
62	16.7%	85	23.8%	23	7.1	(9)	2.0	53	18.7%		
84	59.6%	88	67.7%	4	8.1	4	10.2	88	69.8%		
1,040	18.8%	1,087	20.1%	47	1.3	(40)	(0.7)	1,000	18.1%		
(4)	(0.1%)	12	0.2%	(16)	(0.3)	(80)	(1.5)	76	1.4%		
(81)	(1.5%)	(77)	(1.4%)	(4)	(0.1)	8	0.1	(89)	(1.6%)		
91	1.6%	89	1.6%	2	0.0	9	0.1	82	1.5%		
(138)	(2.5%)	(152)	(2.8%)	14	0.3	21	0.4	(159)	(2.9%)		
(132)	(2.4%)	(128)	(2.4%)	(4)	0.0	(42)	(0.8)	(90)	(1.6%)		
5	0.1%	0	0.0%	5	0.1	5	0.1	0	0.0%		
14	0.3%	11	0.2%	3	0.1	3	0.1	11	0.2%		
(37)	(0.7%)	(41)	(0.8%)	4	0.1	7	0.1	(44)	(0.8%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
226	4.1%	223	4.1%	3	0.0	13	0.2	213	3.9%		
208	3.8%	193	3.6%	15	0.2	28	0.5	180	3.3%		
76	1.4%	65	1.2%	11	0.2	(14)	(0.2)	90	1.6%		
GROSS INCOME											
UCLA Store										39,394	
UCLA Restaurants										14,082	
Services Division										3,108	
UCLA Student Union										1,113	
TOTAL										57,697	
GROSS MARGIN											
UCLA Store										13,064	33.2%
UCLA Restaurants										10,109	71.8%
Services Division										3,106	99.9%
UCLA Student Union										617	55.4%
TOTAL										26,896	46.6%
TOTAL CONTROLLABLES											
UCLA Store										7,464	18.9%
UCLA Restaurants										7,947	56.4%
Services Division										1,614	51.9%
UCLA Student Union										1,148	103.1%
TOTAL										18,173	31.5%
CONTRIBUTION											
UCLA Store										5,599	14.2%
UCLA Restaurants										2,162	15.4%
Services Division										1,492	48.0%
UCLA Student Union										(531)	(47.7%)
TOTAL										8,722	15.1%
ALLOCATED EXPENSES											
UCLA Store										5,414	13.7%
UCLA Restaurants										3,584	25.5%
Services Division										564	18.1%
UCLA Student Union										873	78.4%
TOTAL										10,435	18.1%
NET INCOME (LOSS) FROM OPERATIONS											
UCLA Store										183	0.3%
UCLA Restaurants										(1,422)	(2.5%)
Services Division										929	1.6%
UCLA Student Union										(1,403)	(2.4%)
TOTAL										(1,713)	(3.0%)
OTHER INC/(EXP)											
Non-Recurrent Inc/(Exp)										257	0.4%
Interest Income										134	0.2%
Interest (Expense)										(369)	(0.6%)
Income Taxes										0	0.0%
Student Union Fee Income										2,263	3.9%
TOTAL										2,285	4.0%
NET INCOME (LOSS)										572	1.0%

FISCAL YEAR 2015-2016										FY 14-15	
YTD 10 MONTHS (07/26/15 - 05/21/16)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
39,394		40,127		(733)	(1.8%)	(1,144)	(2.8%)	40,538			
14,082		14,311		(229)	(1.6%)	240	1.7%	13,842			
3,108		3,332		(224)	(6.7%)	(14)	(0.4%)	3,122			
1,113		1,202		(89)	(7.4%)	(100)	(8.2%)	1,213			
57,697		58,972		(1,275)	(2.2%)	(1,018)	(1.7%)	58,715			
13,064	33.2%	13,274	33.1%	(210)	0.1	(201)	0.5	13,265	32.7%		
10,109	71.8%	10,059	70.3%	50	1.5	411	1.7	9,698	70.1%		
3,106	99.9%	3,329	99.9%	(223)	0.0	(14)	0.0	3,120	99.9%		
617	55.4%	643	53.5%	(26)	1.9	(14)	3.4	631	52.0%		
26,896	46.6%	27,305	46.3%	(409)	0.3	182	1.1	26,714	45.5%		
7,464	18.9%	7,760	19.3%	296	0.4	60	(0.3)	7,524	18.6%		
7,947	56.4%	7,998	55.9%	51	(0.5)	(186)	(0.3)	7,761	56.1%		
1,614	51.9%	1,618	48.6%	4	(3.3)	(107)	(3.6)	1,507	48.3%		
1,148	103.1%	1,163	96.8%	15	(6.3)	(26)	(10.6)	1,122	92.5%		
18,173	31.5%	18,539	31.4%	366	(0.1)	(259)	(1.0)	17,914	30.5%		
5,599	14.2%	5,515	13.7%	84	0.5	(142)	0.0	5,741	14.2%		
2,162	15.4%	2,061	14.4%	101	1.0	225	1.4	1,937	14.0%		
1,492	48.0%	1,711	51.4%	(219)	(3.4)	(121)	(3.7)	1,613	51.7%		
(531)	(47.7%)	(520)	(43.3%)	(11)	(4.4)	(39)	(7.1)	(492)	(40.6%)		
8,722	15.1%	8,767	14.9%	(45)	0.2	(77)	0.1	8,799	15.0%		
5,414	13.7%	5,572	13.9%	158	0.2	88	(0.1)	5,502	13.6%		
3,584	25.5%	3,575	25.0%	(9)	(0.5)	(76)	(0.2)	3,508	25.3%		
564	18.1%	811	24.3%	247	6.2	(8)	(0.3)	556	17.8%		
873	78.4%	884	73.5%	11	(4.9)	2	(6.3)	875	72.1%		
10,435	18.1%	10,842	18.4%	407	0.3	6	(0.3)	10,441	17.8%		
183	0.3%	(57)	(0.1%)	240	0.4	(57)	(0.1)	240	0.4%		
(1,422)	(2.5%)	(1,514)	(2.6%)	92	0.1	150	0.2	(1,572)	(2.7%)		
929	1.6%	900	1.5%	29	0.0	(128)	(0.2)	1,057	1.8%		
(1,403)	(2.4%)	(1,404)	(2.4%)	1	0.0	(36)	(0.1)	(1,367)	(2.3%)		
(1,713)	(3.0%)	(2,075)	(3.5%)	362	0.5	(71)	(0.2)	(1,642)	(2.8%)		
257	0.4%	0	0.0%	257	0.4	195	0.3	62	0.1%		
134	0.2%	133	0.2%	1	0.0	(6)	0.0	140	0.2%		
(369)	(0.6%)	(413)	(0.7%)	44	0.1	74	0.2	(443)	(0.8%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
2,263	3.9%	2,228	3.8%	35	0.1	132	0.3	2,131	3.6%		
2,285	4.0%	1,948	3.3%	337	0.7	395	0.8	1,890	3.2%		
572	1.0%	(127)	(0.2%)	699	1.2	324	0.6	248	0.4%		

ASUCLA
P/L Reconciliation
May-16

<i>Financial Analysis</i>	\$000's
	May-16
Budgeted Net Income/(Loss)	\$65
UCLA Store	
Gross Margin:	
Bearwear above plan due to stronger than anticipated results from Transfer Day	24
Graduation ETC below plan mostly timing as the date changed for opening the distribution counter (shifted the spike in ordering out one week later to next month as compared to last year)	(73)
Market below plan as mild weather negatively impacted the sales of drinks and snacks	(9)
E-Commerce above plan as additional promotional event was implemented to off-set negative sales trend from April	9
Computer Store above plan due to success of the one-day sale	5
Course Reader Solutions below plan due to decline in third-party digital sales as four courses with a history of high digital reader sales were not offered this quarter	(12)
HSS Dental above plan mostly due to timing of receipt of backordered merchandise	12
Total Wages below plan	1
Other, positive controllables mostly employee benefits and freight out	19
Total Contribution	(24)
UCLA Restaurants	
Gross Margin:	
Wetzels/RX below plan due to aggressive budget and continuing pattern of customer traffic decline in many Ackerman restaurants	(15)
Greenhouse below plan due to aggressive budget and small variances each day	(9)
Northern Lights above plan due to strong customer traffic and average check a bit higher than plan	4
No Campus Student CTR above plan mostly due to higher than plan average check	17
CSSC below plan due to aggressive budget and slow rebound of Southern Lights customers	(10)
Café Synapse above plan: budget written to reflect a different model not in operation yet (sales were budgeted down for less food options)	10
Jimmy's above plan mostly due to sales from a catering event not budgeted	7
Cooperage below plan due to very aggressive budget (sales are ahead of last year)	(7)
Music Café above plan: conservative budget based on last year estimates	5
Catering below plan due to continuing erosion of general catering event baseline	(42)
Concessions above plan due to strong softball sales throughout the month plus large track event budgeted in April occurred in May	12
Total Wages higher than plan	(4)
Other, mostly positive controllables	15
Total Contribution	(17)
Services	
Gross Margin:	
Licensing Domestic above plan due to timing (obtained some of the shortfall from prior months)	17
Leased Ops below plan due to mostly to the Chase renewal (less ATM's and reduced rates) and the delay of the Pharmacy	(14)
Photography above plan: staff was able to secure the work for the Fall 16 Bearwear Catalog for a project previously outsourced to a third party photographer	13
Other, negative controllables mostly Licensing expense entry for setting up a bad debt reserve against current year Foreign receivables	(37)
Total Contribution	(21)
UCLA Student Union	
Gross Margin:	
Student Union Ops. above plan due to adjustments for prior month billings for Admit Presentations	23
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(3)
Other, negative controllables	(9)
Total Contribution	11
Allocated Expenses and Other	
A&SS above plan (mostly wages and benefits)	(8)
Maintenance below plan due mostly to savings in wages and benefits	13
Utilities below plan: savings in electricity with more efficient systems and in steam (reduced use of the heat exchanger with the hotter month)	21
Depreciation lower than plan due to timing of capitals and reduced expenditures	21
Other, positive student union fee, non-recurring and interest expense	15
Total	62
Actual Net Income/(Loss)	\$76

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(\$127)
UCLA Store	
Gross Margin:	
Bearwear below plan due to reduced fan enthusiasm, lower sales than budgeted in November and December related to reduction in promotional events, and unseasonably warm weather negatively impacted the One Day sale in February	(114)
Fast Track above plan: positive results from sales of "Los Angeles" themed tourist merchandise during the Special Olympics and strong sales of backpacks and umbrellas	34
Graduation ETC below plan: change in date of opening of distribution counter shifted the spike in ordering out one week later into next month	(81)
Campus Portrait Studio above plan due to sitting schedule for yearbooks was opened earlier than budgeted and increased efficiencies in the scheduling process	40
Market below plan due as overall mild weather negatively impacted sales of drinks and snacks	(18)
E-Commerce below plan due to lower than expected response to event driven merchandise and reduced sales related to Score Big promotions	(42)
New Text above plan due to shortfall in used book availability increases new text sales, generally strong new text sales and changes in procedures and pricing strategy	52
Used Text below plan due to lower availability of used books and the continued downward trends	(39)
Computer Store below plan due to sluggish Apple sales	(23)
Total Wages lower than plan, mostly career	73
Other, mostly positive controllables (freight out, payment to UCLA, employee benefits and advertising)	202
Total Contribution	84
UCLA Restaurants	
Gross Margin:	
Wetzels/RX below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(92)
Greenhouse below plan: customer traffic is unexpectedly down in most Ackerman restaurants	(39)
Northern Lights above plan due to average check higher than plan and a slight increase in customers	28
No Campus Student Ctr above plan mostly due to average check higher than plan and a strong finals week	86
CSSC below plan due to closing of Southern Lights from a water leak and slow to rebound after re-opening	(94)
Café Synapse above plan: budget is written for a different operation model that has not yet been executed (sales budgeted down for less food options)	92
Jimmy's above plan due to sales from a catering event not budgeted and small daily variances	21
Kerckhoff Coffeehouse above plan due to higher than average check and some additional customers due to closure of Southern Lights	19
Kikka Sushi above plan due to sales in new location better than expected	35
Music Café above plan due to more customer traffic than last year	33
Catering below plan due to loss of Football training table events and some regular events were cancelled	(133)
Concessions above plan due to several unbudgeted events and conservative budget for Special Olympics	118
Total Wages higher than plan	(16)
Other, mostly positive controllables (paper, advertising, bank card expense)	43
Total Contribution	101
Services	
Gross Margin:	
Licensing International below plan due to mostly to poor performance in Europe and Australia	(130)
Leased Ops below plan: delay of the Pharmacy and additional Enrollment Management office space, and the Chase renewal resulted in less ATM's and reduced rates	(69)
Photography below plan due to an aggressive budget (less on campus events)	(18)
Other	(2)
Total Contribution	(219)
UCLA Student Union	
Gross Margin:	
Student Union Ops below plan due to the loss of a primary summer client during the Special Olympics and fewer advertising income opportunities	(10)
AU Post Office below plan due to marketplace changes, mostly lower postage sales	(16)
Total Wages lower than plan	19
Other, negative controllables	(4)
Total Contribution	(11)
Allocated Expenses and Other	
A&SS below plan (total wages, insurance expense and various other)	139
Maintenance higher than plan mostly repairs and maintenance (leak in Southern Lights, Luvalle roof, prevention of water leaks in Kerckhoff, elevator repairs)	(83)
Utilities lower than plan in all areas: positive results from changes in the HVAC timer software program and mechanical equipment upgrades	156
Depreciation lower than plan due to timing of capitals and reduced expenditures	195
Interest Expense below plan due to prior year refinancing of AU debt	44
Various positive non-recurrent income	257
Other, mostly positive student fee income	36
Total	744
Actual Net Income/(Loss)	\$572

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

	Current Month May 2016	Prior Month April 2016	Prior Year July 2015
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$13,507	\$12,699	\$11,434
Accounts receivable	4,092	3,592	4,012
Less: Allowance for doubtful accounts	(360)	(322)	(263)
Accounts receivable, net	3,732	3,270	3,749
Student fees receivable	1,134	908	489
Inventories	5,185	5,799	5,893
Prepaid expenses and other current assets	182	200	278
Total current assets	23,740	22,876	21,843
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,025	68,878	68,112
Less: Accumulated depreciation	(45,650)	(45,483)	(43,761)
Total long term assets	23,575	23,595	24,551
TOTAL ASSETS	\$47,315	\$46,471	\$46,394
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,282	\$4,636	\$5,291
Wages and payroll taxes payable	3,130	3,042	3,324
Sales tax payable & other liabilities	1,014	996	767
Interest payable	241	205	139
Deferred income	357	395	235
Funds held for others	184	167	102
Current portion of long term debt	736	736	736
Total current liabilities	10,944	10,177	10,594
LONG TERM DEBT:			
AU expansion loan	9,595	9,595	9,595
Total long term debt	9,595	9,595	9,595
TOTAL LIABILITIES	20,539	19,772	20,189
RETAINED EARNINGS:			
Beginning Balance	26,205	26,205	25,924
Year-to-date net income/(loss)	571	494	281
Ending Balance	26,776	26,699	26,205
TOTAL LIABILITIES AND RETAINED EARNINGS	\$47,315	\$46,471	\$46,394

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) \$76
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 190
 Loss (Gain) on disposals of fixed assets 0
(Increase)/decrease in current assets:
 Accounts receivable, net (462)
 Student fees receivable (226)
 Inventories 614
 Prepaid expenses and other current assets 18
Increase/(decrease) in current liabilities:
 Accounts payable 646
 Sales tax payable & other liabilities 18
 Wages and payroll taxes payable 88
 Interest payable 36
 Deferred Income (38)
 Funds held for others 17

 Net cash provided/(used) by operating activities **977**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (169)

 Net cash used in investing activities **(169)**

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
	\$76	\$572	\$248
	190	1,917	1,973
	0	2	0
	(462)	17	(1,799)
	(226)	(645)	(587)
	614	708	960
	18	96	113
	646	(10)	31
	18	247	177
	88	(194)	(93)
	36	102	173
	(38)	122	68
	17	82	39
	977	3,016	1,303
	(169)	(943)	(531)
	(169)	(943)	(531)
	0	0	0
	0	0	0
	808	2,073	772
	12,699	11,434	10,881
	\$13,507	\$13,507	\$11,653

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

CASH AND CASH EQUIVALENTS	\$13,507
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(2,828)
KH Coffeehouse Patio Membrane	<u>(186)</u>
Subtotal	(3,014)
Adjustment for Cash Overdraft Entry	<u>(1,150)</u>
Uncommitted Cash	9,343
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>11,154</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(\$1,811)</u></u>

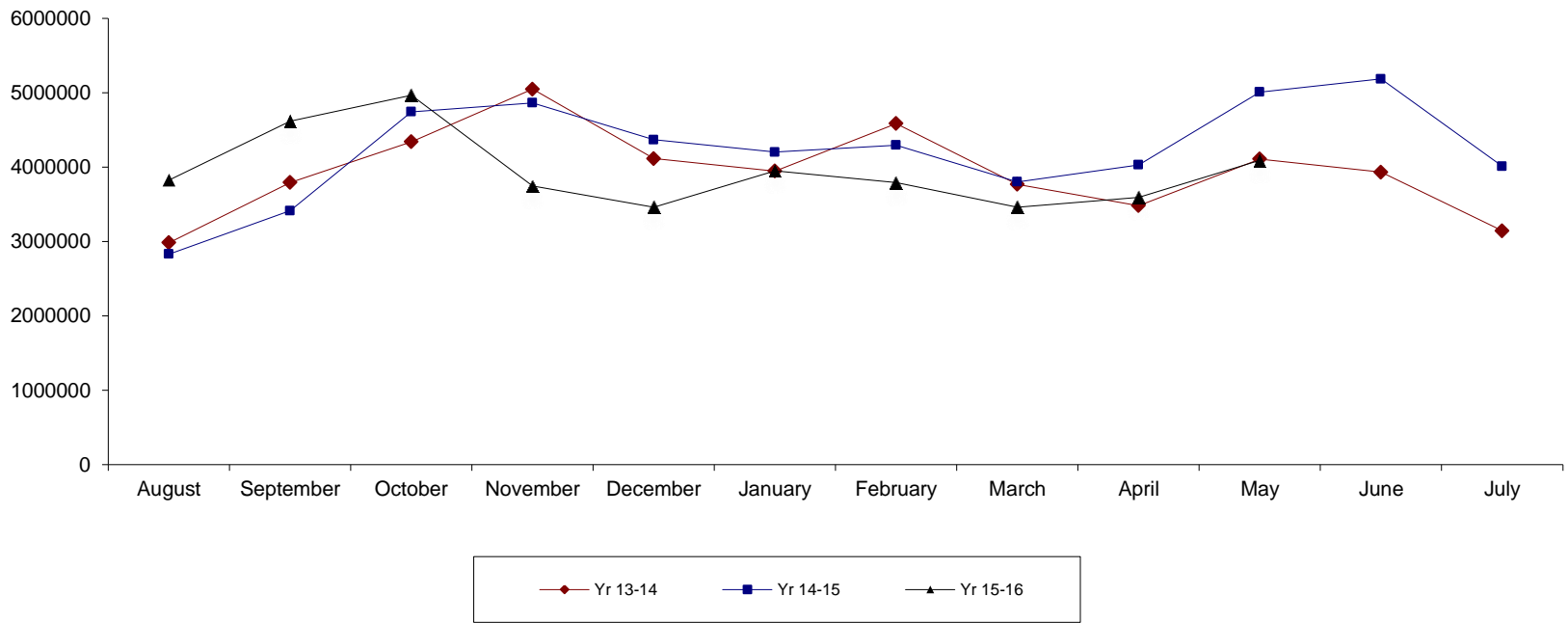
ASUCLA SERVICES AND ENTERPRISES
 Capital Expenditures -Current Year Projects (\$000's)
 FY 2015-2016 May 2016

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
ASUCLA								
2015-001 A Level/1st Floor Remodel	1,000.0	70.4	101.7	172.1	827.9		0.0	In Progress
Total Store/Services	1,000.0	70.4	101.7	172.1	827.9	0.0	0.0	
Store/Services								
2015-002 Store General Replacement	50.0	3.9	0.7	4.6	45.4		0.0	In Progress
2015-003 Informal Photo-Equipment	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2015-004 DC Carts	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2015-005 DC Equipment - Tunnel	50.0	0.0	40.0	40.0	10.0		0.0	In Progress
2015-006 DC Dock Retrofit - Tunnel	75.0	0.0	16.9	16.9	58.1		0.0	In Progress
2015-007 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-008 Wireless Store Expansion	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2015-009 AU B-Level Update	175.0	0.0	0.0	0.0	0.0	175.0	0.0	Pending
Total Store/Services	505.0	3.9	57.6	61.5	113.5	330.0	0.0	
Food Service								
2015-010 FS Miscellaneous and Unanticipated	50.0	33.4	0.0	33.4	16.6		0.0	In Progress
2015-011 FS Patio Furniture Upgrade	20.0	19.9	0.0	19.9	0.0		(0.1)	Completed
2015-012 FS New trash/recycling/compost receptacles	75.0	12.8	2.8	15.6	59.4		0.0	In Progress
2015-013 LV New cash stands and re-lamination of counters	25.0	14.3	0.0	14.3	10.7		0.0	In Progress
2015-014 NC Convection Oven	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-015 Commissary Dish Machine	60.0	0.0	57.7	57.7	2.3		0.0	In Progress
Total Food Services	240.0	80.4	60.5	140.9	89.0	10.0	(0.1)	
Technology								
2015-016 Printer Replacement	2.0	(6.0)	1.6	(4.4)	0.0		(6.4)	Completed Awaiting Invoice
2015-017 PC Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-018 Kronos Replacement.	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2015-019 Network Infrastructure Upgrade	180.0	166.6	4.5	171.1	8.9		0.0	In Progress
2015-020 Marketing Hardware/software Upgrade	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2015-033 Virtual Server	0.0	0.0	135.0	135.0	0.0		135.0	In Progress
Total Technology	357.0	160.6	141.1	301.7	8.9	175.0	128.6	
Others								
2015-021 Fac. Misc. Remodels	40.0	6.5	10.8	17.3	22.7		0.0	In Progress
2015-022 KH 2nd Floor Lobby/Hallway Re-Flooring	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-023 KH 3rd Floor Staircase/Landing Re-carpeting	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-024 NC Restroom Improvement	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2015-025 KH Men's Restroom	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2015-026 LVC Patio Deck	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2015-027 SUO Omni Locks	75.0	0.0	74.7	74.7	0.0		(0.3)	Completed Awaiting Invoice
2015-028 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2015-029 Finance Misc. Replacements	15.0	3.8	0.0	3.8	11.2		0.0	In Progress
2015-030 Licensing Office Reconfiguration	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2015-031 LP Security System	40.0	4.2	0.6	4.8	35.2		0.0	In Progress
2015-032 LP Electric cart	0.0	0.0	16.3	16.3	0.0		16.3	Completed Awaiting Invoice
Total Others	415.0	14.5	102.4	116.9	69.1	245.0	16.0	
Total Current Year Projects	2,517.0	329.8	463.3	793.1	1,108.4	760.0	144.5	

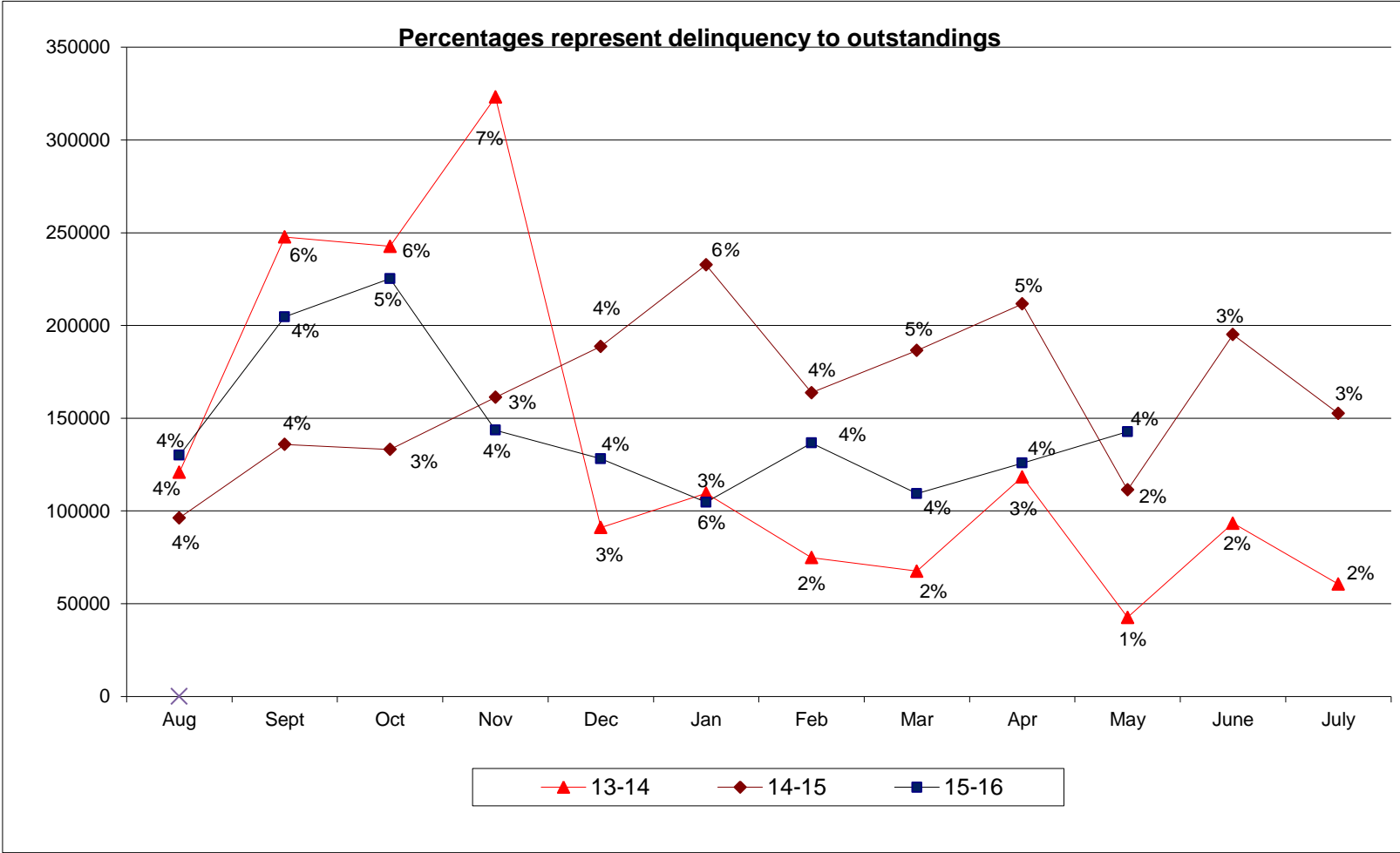
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

5/21/2016	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$621,173	17%	\$128,276	56%	\$26,738	32%	\$4,190	161%	\$3,315	10%	\$3,322	15%	\$787,014	19%
ASUCLA PUBLICATIONS		\$301,387	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$301,387	7%
ASUCLA USA/GSA		\$108,775	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$108,775	3%
DUE FROM VENDORS		\$593,771	16%	\$7,833	3%	\$12,158	14%	(\$3,555)	-137%	\$28,451	85%	\$18,968	86%	\$657,626	16%
DENTAL KITS		\$284,531	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$284,531	7%
OTHER		\$1,807,355	48%	\$95,683	41%	\$45,876	54%	\$1,965	76%	\$1,501	5%	(\$181)	-1%	\$1,952,199	48%
TOTAL CURRENT MONTH		\$3,716,992	100%	\$231,792	100%	\$84,772	100%	\$2,600	100%	\$33,267	100%	\$22,109	100%	\$4,091,532	100%
		90%		6%		2%		0%		1%		1%		100%	
4/23/2016	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$516,336	17%	\$256,906	72%	(\$574)	-1%	\$3,560	40%	\$15,660	34%	\$6,185	23%	\$798,073	22%
ASUCLA PUBLICATIONS		\$259,508	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$259,508	7%
ASUCLA USA/GSA		\$85,676	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$85,676	2%
DUE FROM VENDORS		\$315,558	10%	\$11,748	3%	(\$3,057)	-7%	\$42	0%	\$29,331	64%	\$19,554	74%	\$373,176	10%
DENTAL KITS		\$74,306	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$74,306	2%
OTHER		\$1,855,886	60%	\$90,630	25%	\$48,045	108%	\$5,306	60%	\$1,153	2%	\$606	2%	\$2,001,626	57%
TOTAL CURRENT MONTH		\$3,107,270	100%	\$359,284	100%	\$44,414	100%	\$8,908	100%	\$46,144	100%	\$26,345	100%	\$3,592,365	100%
		86%		10%		1%		1%		1%		1%		100%	
3/26/2016	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$567,228	18%	\$24,284	13%	\$5,625	24%	\$18,589	70%	\$4,398	14%	\$8,713	32%	\$628,837	18%
ASUCLA PUBLICATIONS		\$308,138	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$308,138	9%
ASUCLA USA/GSA		\$283,589	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$283,589	8%
DUE FROM VENDORS		\$303,231	10%	(\$2,919)	-2%	(\$363)	-2%	\$640	2%	\$27,207	87%	\$18,138	65%	\$345,934	10%
DENTAL KITS		\$162,273	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$162,273	5%
OTHER		\$1,539,109	48%	\$171,138	89%	\$18,539	78%	\$7,458	28%	(\$330)	-1%	\$732	3%	\$1,736,646	50%
TOTAL CURRENT MONTH		\$3,163,568	100%	\$192,503	100%	\$23,801	100%	\$26,687	100%	\$31,275	100%	\$27,583	100%	\$3,465,417	100%
		90%		6%		1%		1%		1%		1%		100%	

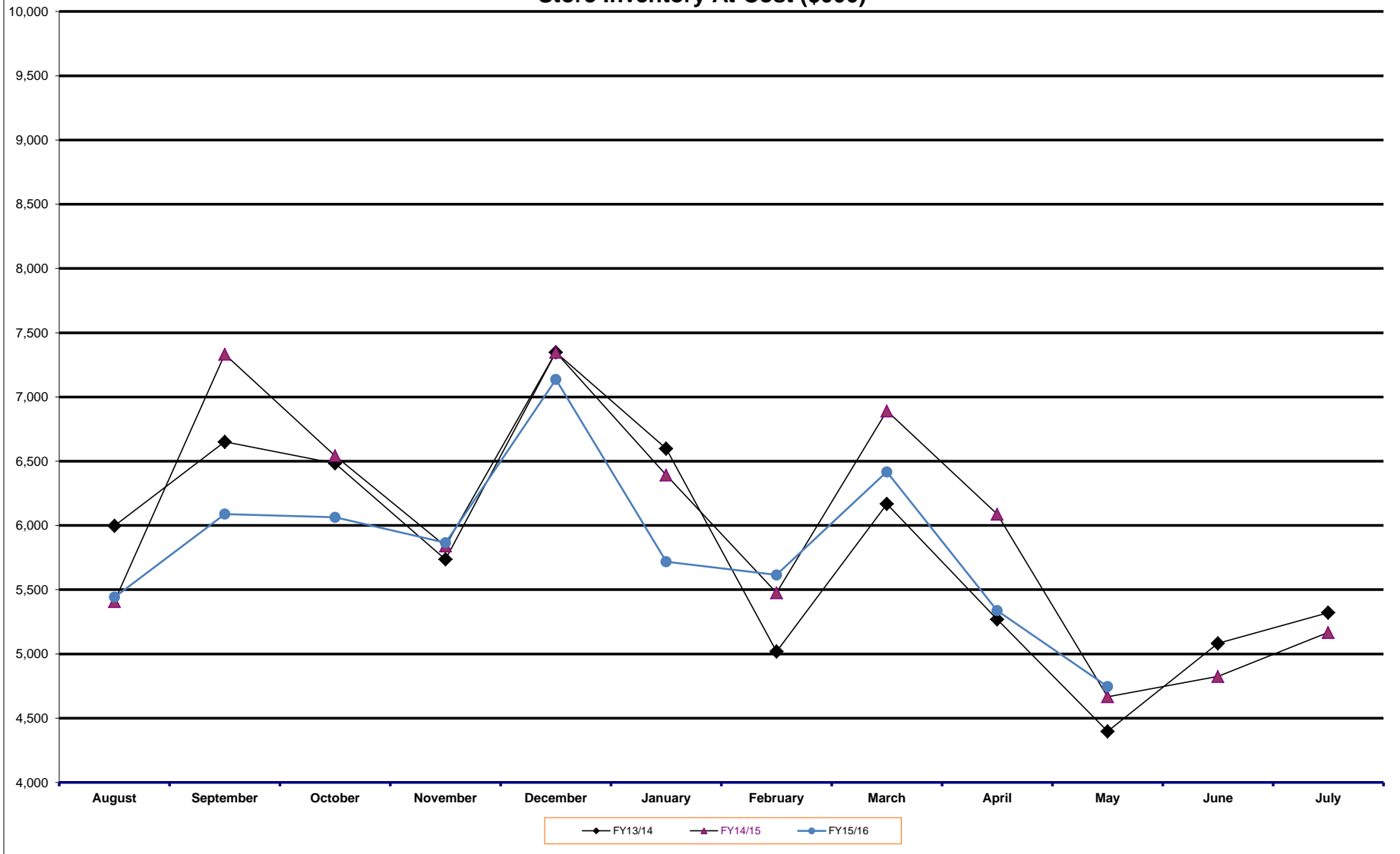
Total Aged Accounts Receivable Balances 12 Month History August 13 to May 16



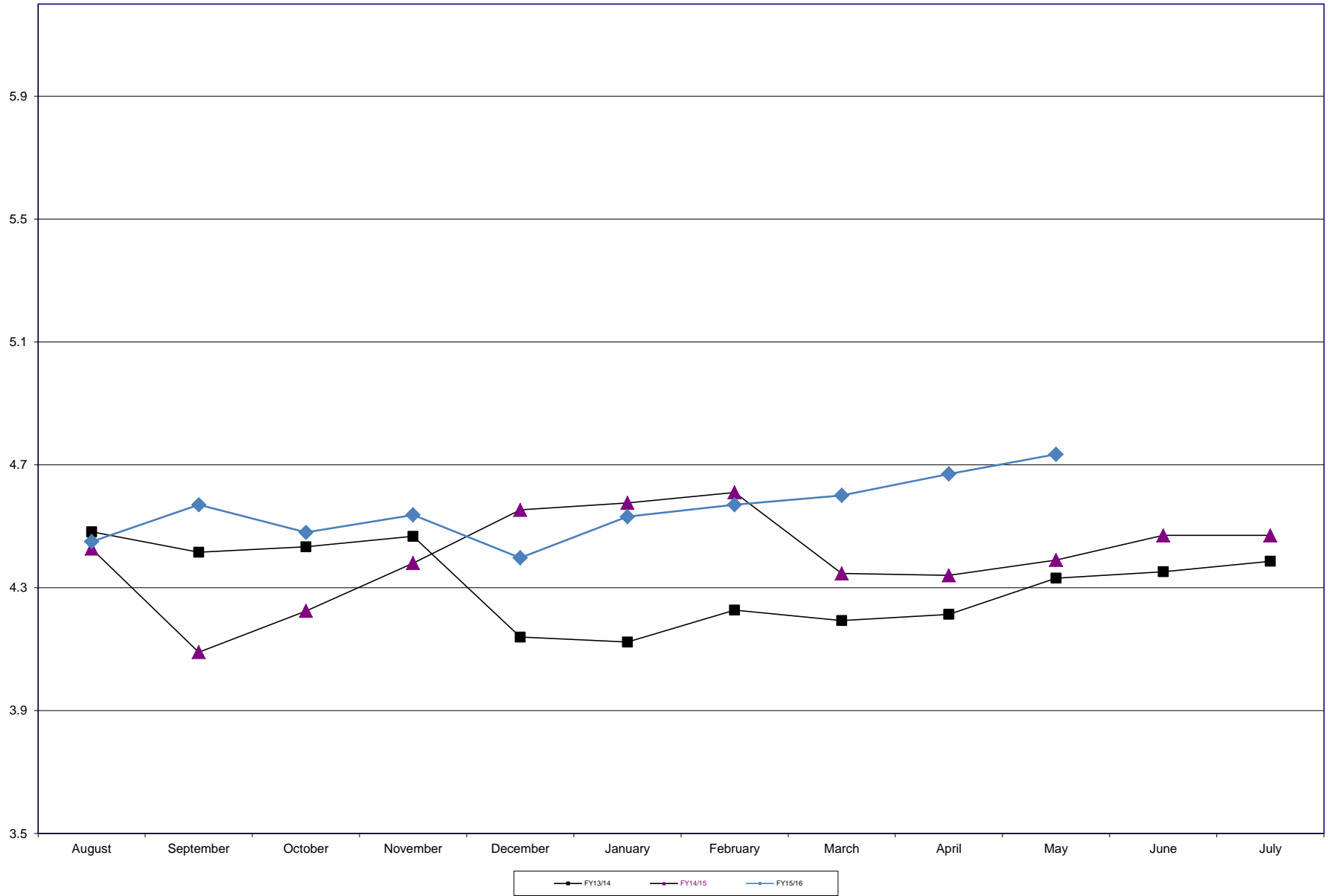
Aged Accounts Receivable Balances > 60 Days Past Due



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



Associated Students UCLA Store Inventory Turns*



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

UCLA STORE
INCOME STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,089,579	904,383	185,196	16,474,225	17,145,080	<670,855>	1,119,013	17,589,393
1,357,097	1,473,708	<116,611>	12,030,732	12,231,336	<200,604>	1,520,627	12,196,917
149,365	141,500	7,865	1,161,456	1,175,200	<13,744>	138,924	1,126,472
171,760	162,310	9,450	2,411,033	2,491,876	<80,843>	171,212	2,505,603
87,314	75,000	12,314	1,297,414	1,357,000	<59,586>	83,268	1,423,778
540,514	459,003	81,511	4,802,168	4,580,980	221,188	500,576	4,529,955
3,395,628	3,215,904	179,724	38,177,029	38,981,472	<804,443>	3,533,620	39,372,117
2,269,760	2,047,170	<222,590>	26,167,857	26,703,027	535,170	2,317,563	27,104,711
3,337	2,810	<527>	64,073	60,960	<3,113>	3,779	71,972
5,043	4,950	<93>	55,104	49,425	<5,679>	5,066	49,180
713	660	<53>	5,413	5,540	127	656	5,330
1,068	620	<448>	14,294	10,580	<3,714>	1,052	14,752
0	270	270	<530>	4,920	5,450	308	5,402
3,413	1,700	<1,713>	24,422	18,380	<6,042>	1,938	21,308
13,575	11,010	<2,565>	162,775	149,805	<12,970>	12,800	167,944
2,283,335	2,058,180	<225,155>	26,330,632	26,852,832	522,200	2,330,363	27,272,656
66.8	63.7	<3.2>	68.5	68.5	<0.0>	65.6	68.8
1,112,293	1,157,724	<45,431>	11,846,397	12,128,640	<282,243>	1,203,257	12,099,462
33.2	36.3	<3.2>	31.5	31.5	<0.0>	34.4	31.2
0.4	0.3	<0.1>	0.4	0.4	<0.1>	0.4	0.4
32.8	36.0	<3.2>	31.0	31.1	<0.1>	34.1	30.7
10.7	13.6	<2.9>	17.0	17.2	<0.1>	12.4	16.9
50.6	50.9	<0.3>	49.3	49.6	<0.3>	50.3	49.3
39.5	40.2	<0.7>	40.6	39.8	0.9	40.1	39.6
40.3	40.4	<0.1>	32.7	32.3	0.4	39.8	31.6
51.9	52.7	<0.7>	51.7	51.2	0.5	53.1	50.9
25.2	26.9	<1.7>	24.5	25.2	<0.7>	26.5	25.3
96,061	92,260	3,801	1,217,153	1,145,503	71,650	85,858	1,165,415
1,208,354	1,249,984	<41,630>	13,063,550	13,274,143	<210,593>	1,289,115	13,264,877
240,329	250,770	10,441	2,447,977	2,539,463	91,486	246,916	2,504,844
0	0	0	5,984	2,500	<3,484>	0	2,412
178,479	169,035	<9,444>	1,687,637	1,672,253	<15,384>	159,072	1,534,051
418,807	419,805	998	4,141,598	4,214,216	72,618	405,989	4,041,308
12.3	13.1	0.7	10.9	10.8	<0.0>	11.5	10.3
133,061	144,307	11,246	1,355,144	1,445,288	90,144	144,576	1,391,621
5,978	5,170	<808>	87,803	84,496	<3,307>	7,978	106,982
11,683	13,960	2,277	110,886	137,085	26,199	14,062	134,000
0	80	80	560	800	240	80	800
19	20	1	196	160	<36>	23	277
1,657	250	<1,407>	38,697	34,500	<4,197>	977	33,859
2,400	2,400	0	4,300	4,325	25	2,400	4,300
4,766	4,420	<346>	47,197	45,820	<1,377>	3,278	43,307
13,846	18,500	4,654	214,009	285,605	71,596	15,195	280,056
900	900	0	9,863	9,000	<863>	3,500	11,607
0	0	0	53	0	<53>	0	614
0	0	0	<13>	0	13	<0>	93
0	0	0	0	400	400	0	441
12,053	14,350	2,297	196,602	230,889	34,287	20,209	226,345
<1,758>	<1,100>	658	<85,327>	<84,950>	377	<1,240>	<74,621>
<1,345>	50	1,395	268,769	269,500	731	38	270,551
43	0	<43>	43	0	<43>	0	0
2,714	2,470	<244>	59,752	46,229	<13,523>	10,023	46,205
65,582	61,880	<3,702>	658,759	665,782	7,023	66,461	673,495
26	0	<26>	8,897	0	<8,897>	<2,442>	292
235	0	<235>	3,290	0	<3,290>	1,116	7,983
0	0	0	506	1,473	967	<40>	1,643
572	0	<572>	5,068	0	<5,068>	523	5,621
0	0	0	2,218	2,500	282	0	2,504
0	0	0	300	300	0	0	300
11,959	12,500	541	111,979	117,729	5,750	5,471	75,211
0	0	0	7,524	3,500	<4,024>	0	4,342
549	858	309	55,688	59,542	3,854	0	42,360
80	75	<5>	39,609	35,571	<4,038>	10	36,430
0	0	0	0	6	6	0	0
3,115	4,360	1,245	120,467	149,751	29,284	3,368	155,838
268,135	285,450	17,315	3,322,839	3,545,301	222,462	295,566	3,482,456
686,942	705,255	18,313	7,464,437	7,759,517	295,080	701,554	7,523,764
521,412	544,729	<23,317>	5,599,113	5,514,626	84,487	587,560	5,741,113
46,366	35,361	<11,005>	388,709	366,446	<22,263>	28,853	327,358
133,531	135,301	1,770	1,347,757	1,410,897	63,140	132,356	1,476,717
61,681	63,488	1,807	663,150	712,078	48,928	56,923	689,738
29,103	29,109	6	306,562	311,541	4,979	27,067	299,826
91,686	93,283	1,597	965,826	992,464	26,638	92,876	969,591
74,786	74,420	<366>	839,862	768,699	<71,163>	79,907	796,506
29,965	35,296	5,331	320,194	354,369	34,175	36,697	358,791
57,454	65,523	8,069	582,141	655,230	73,089	58,169	583,025
524,573	531,781	7,208	5,414,201	5,571,724	157,523	512,848	5,501,553
<3,161>	12,948	<16,109>	184,912	<57,098>	242,010	74,712	239,560

UCLA RESTAURANTS
INCOME STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
155,393	187,513	<32,120>	1,400,017	1,576,211	<176,194>	152,467	1,420,848
253,068	229,913	23,155	2,089,018	1,942,464	146,554	230,885	1,889,834
150,744	154,770	<4,026>	1,307,936	1,354,388	<46,452>	150,624	1,343,199
271,371	271,595	<224>	2,367,715	2,431,865	<64,150>	267,199	2,363,339
311,935	329,048	<17,113>	2,783,702	2,790,495	<6,793>	304,987	2,578,804
162,664	204,189	<41,525>	2,082,958	2,172,312	<89,354>	184,347	2,172,878
1,305,174	1,377,028	<71,854>	12,031,346	12,267,735	<236,389>	1,290,509	11,768,902
428,768	476,022	47,254	3,973,568	4,252,409	278,841	448,193	4,144,515
32.9	34.6	1.7	33.0	34.7	1.6	34.7	35.2
876,406	901,006	<24,600>	8,057,778	8,015,326	42,452	842,316	7,624,387
67.2	65.4	1.7	67.0	65.3	1.6	65.3	64.8
66.6	68.0	<1.4>	66.7	67.6	<0.8>	66.3	66.9
67.8	64.5	3.3	66.0	64.5	1.6	64.3	64.1
66.0	64.4	1.6	66.6	64.4	2.2	66.0	64.5
69.9	68.0	1.9	69.6	67.2	2.4	68.7	67.9
65.8	64.9	0.9	65.7	64.9	0.8	65.1	63.9
65.8	62.6	3.2	67.7	63.8	3.9	60.4	62.5
219,660	222,693	<3,033>	2,051,078	2,043,661	7,417	205,811	2,073,476
1,096,066	1,123,699	<27,633>	10,108,856	10,058,987	49,869	1,048,127	9,697,863
278,577	290,627	12,050	2,976,748	2,982,149	5,401	277,721	2,907,109
0	0	0	0	3,300	3,300	0	11,596
260,770	245,627	<15,143>	2,233,930	2,192,874	<41,056>	234,253	2,114,341
<40,876>	<42,032>	<1,156>	<418,971>	<402,825>	16,146	<42,949>	<394,776>
498,472	494,222	<4,250>	4,791,707	4,775,498	<16,209>	469,025	4,638,269
38.2	35.9	<2.3>	39.8	38.9	<0.9>	36.3	39.4
165,140	171,134	5,994	1,699,556	1,714,759	15,203	163,277	1,624,890
2,177	2,290	113	17,682	17,420	<262>	3,266	17,732
4,440	4,382	<58>	37,340	43,807	6,467	4,111	41,988
0	0	0	108	0	<108>	0	0
0	1,000	1,000	9,372	14,000	4,628	0	9,485
59,923	65,544	5,621	541,395	575,626	34,231	65,585	562,609
4.6	4.8	0.2	4.5	4.7	0.2	5.1	4.8
4,707	4,932	225	54,215	48,865	<5,350>	4,924	51,469
106	0	<106>	106	0	<106>	0	0
<11,846>	<10,700>	1,146	<100,169>	<104,900>	<4,731>	<9,196>	<98,187>
3,220	2,510	<710>	32,265	26,735	<5,530>	2,742	29,329
4,832	6,206	1,374	44,205	51,766	7,561	5,856	51,420
359	870	511	17,498	10,900	<6,598>	920	9,552
1,784	1,230	<554>	31,060	54,738	23,678	674	49,272
0	100	100	0	1,000	1,000	0	0
0	20	20	3	150	147	0	5
4,007	5,350	1,343	79,615	56,136	<23,479>	7,892	97,541
45,148	48,531	3,383	399,925	429,058	29,133	45,822	389,429
2,253	2,025	<228>	19,333	17,571	<1,762>	2,047	17,480
805	1,119	314	13,045	10,550	<2,495>	2,044	17,803
0	0	0	112	0	<112>	0	190
0	0	0	4,996	3,700	<1,296>	0	3,988
0	425	425	2,615	4,150	1,535	333	3,329
0	0	0	636	675	39	0	586
0	0	0	600	650	50	0	600
800	500	<300>	9,429	2,500	<6,929>	941	5,221
21,265	17,091	<4,174>	240,362	242,337	1,975	20,115	237,262
309,121	324,559	15,438	3,155,304	3,222,193	66,889	321,355	3,122,991
807,592	818,781	11,189	7,947,011	7,997,691	50,680	790,380	7,761,260
288,474	304,918	<16,444>	2,161,845	2,061,296	100,549	257,746	1,936,602
55,186	41,630	<13,556>	451,667	414,220	<37,447>	33,333	373,895
58,314	65,428	7,114	517,460	533,109	15,649	54,718	527,531
26,936	30,701	3,765	256,404	268,838	12,434	23,532	237,827
12,710	14,076	1,366	117,385	117,850	465	11,190	106,219
40,040	45,108	5,068	367,891	372,095	4,204	38,396	341,052
63,044	60,401	<2,643>	708,001	623,886	<84,115>	67,361	671,452
25,260	28,641	3,381	269,923	287,555	17,632	30,935	302,460
87,515	95,779	8,264	894,805	957,790	62,985	87,113	947,888
369,005	381,764	12,759	3,583,536	3,575,343	<8,193>	346,579	3,508,324
<80,532>	<76,846>	<3,686>	<1,421,691>	<1,514,047>	92,356	<88,832>	<1,571,722>
377,616	387,889	<10,273>	3,379,847	3,452,613	<72,766>	388,307	3,451,289
127,043	132,197	<5,154>	1,169,167	1,199,919	<30,752>	131,100	1,206,767
250,573	255,692	<5,119>	2,210,680	2,252,694	<42,014>	257,207	2,244,522
5.95	5.74	0.21	6.06	5.84	0.22	5.62	5.67
7.83	7.35	0.48	7.37	7.06	0.31	7.47	7.05
5.00	4.91	0.09	5.18	5.02	0.16	4.67	4.75
30,518	29,754	<764>	289,088	289,597	509	30,643	299,170
42.74	46.28	<3.55>	41.61	42.46	<0.85>	42.11	39.34

SERVICES DIVISION
INCOME STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
32,711	20,000	12,711	137,288	157,000	<19,712>	16,424	132,587
32,711	20,000	12,711	137,288	157,000	<19,712>	16,424	132,587
163	300	137	1,837	3,150	1,313	228	2,751
32,548	19,700	12,848	135,451	153,850	<18,399>	16,197	129,836
99.5	98.5	1.0	98.7	98.0	0.7	98.6	97.9
99.5	98.5	1.0	98.7	98.0	0.7	98.6	97.9
243,114	227,259	15,855	2,001,517	2,136,577	<135,060>	166,575	2,018,392
95,207	109,485	<14,278>	969,427	1,038,723	<69,296>	99,798	971,376
338,321	336,744	1,577	2,970,944	3,175,300	<204,356>	266,373	2,989,768
370,869	356,444	14,425	3,106,395	3,329,150	<222,755>	282,570	3,119,605
35,830	34,800	<1,030>	354,549	348,000	<6,549>	34,275	339,059
330	900	570	1,913	8,175	6,262	285	4,272
36,160	35,700	<460>	356,462	356,175	<287>	34,560	343,331
110.5	178.5	68.0	259.6	226.9	<32.8>	210.4	259.0
17,736	18,813	1,077	177,489	186,840	9,351	18,148	171,777
3,628	650	<2,978>	6,767	7,500	733	83	6,025
624	700	76	6,592	7,009	417	680	6,668
105	105	<0>	323	1,050	727	19	703
8	50	42	10,157	15,500	5,343	0	19,097
0	0	0	8,500	8,500	0	0	7,818
0	0	0	0	0	0	0	500
867	3,550	2,683	10,070	31,500	21,430	61	29,500
0	100	100	816	1,000	184	0	520
28,240	0	<28,240>	28,240	0	<28,240>	0	0
5,141	2,583	<2,558>	24,719	25,230	511	2,083	21,380
0	250	250	11,439	2,500	<8,939>	0	5,050
630	3,800	3,170	32,856	38,000	5,144	3,948	41,299
84,342	85,200	858	251,302	245,053	<6,249>	60,670	252,340
8,656	6,993	<1,663>	140,376	141,024	648	5,924	122,809
31,917	23,774	<8,143>	547,795	551,598	3,803	21,107	477,916
181,894	146,568	<35,326>	1,257,440	1,262,304	4,864	112,722	1,163,402
218,054	182,268	<35,786>	1,613,903	1,618,479	4,576	147,282	1,506,733
152,815	174,176	<21,361>	1,492,492	1,710,671	<218,179>	135,288	1,612,872
4,003	3,007	<996>	33,619	31,028	<2,591>	2,456	27,847
13,677	14,081	404	106,032	117,885	11,853	9,957	110,665
6,554	6,846	292	54,089	61,474	7,385	4,448	52,695
3,093	3,139	46	25,017	26,986	1,969	2,115	23,286
9,743	10,059	316	78,546	85,827	7,281	7,257	74,881
13,266	28,089	14,823	148,977	290,147	141,170	14,174	141,286
5,315	13,330	8,015	56,797	133,833	77,036	6,509	63,643
6,035	6,361	326	60,720	63,610	2,890	6,052	61,608
61,686	84,912	23,226	563,797	810,790	246,993	52,967	555,911
91,129	89,264	1,865	928,695	899,881	28,814	82,321	1,056,961

UCLA STUDENT UNION
INCOME STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
64,702	29,480	35,222	463,587	428,955	34,632	34,711	430,455
0	88	<88>	0	734	<734>	0	32
0	0	0	0	0	0	0	5
40,249	51,940	<11,691>	417,746	498,379	<80,633>	49,229	519,359
104,951	81,508	23,443	881,333	928,068	<46,735>	83,940	949,851
40,008	50,797	10,789	408,047	487,414	79,368	46,883	508,923
7,495	5,332	<2,163>	87,734	72,072	<15,662>	8,242	73,626
0	0	0	0	0	0	0	0
47,502	56,129	8,627	495,780	559,486	63,706	55,124	582,548
45.3	68.9	23.6	56.3	60.3	4.0	65.7	61.3
57,449	25,379	32,070	385,552	368,582	16,970	28,815	367,303
54.7	31.1	23.6	43.8	39.7	4.0	34.3	38.7
88.4	81.9	6.5	81.1	83.2	<2.1>	76.3	82.9
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	100.0
0.0	0.0	0.0	0.0	0.0	0.0	0.0	99.4
0.6	2.2	<1.6>	2.3	2.2	0.1	4.8	2.0
28,887	39,150	<10,263>	158,179	186,509	<28,330>	33,678	170,798
6,997	9,144	<2,147>	73,280	87,736	<14,456>	8,578	92,802
35,884	48,294	<12,410>	231,459	274,245	<42,786>	42,256	263,600
93,333	73,673	19,660	617,011	642,827	<25,816>	71,071	630,903
30,974	30,859	<115>	298,431	308,590	10,159	30,369	296,971
20,265	19,836	<429>	178,962	187,388	8,426	18,729	165,590
51,239	50,695	<544>	477,393	495,978	18,585	49,099	462,561
48.8	62.2	13.4	54.2	53.4	<0.7>	58.5	48.7
17,631	16,236	<1,395>	161,318	160,551	<767>	17,418	162,454
1,621	728	<893>	12,992	11,668	<1,324>	3,082	10,384
3,219	3,380	161	28,045	33,025	4,980	3,296	32,872
0	0	0	566	2,250	1,684	0	3,255
412	0	<412>	5,615	4,262	<1,353>	0	5,373
0	0	0	4,961	4,995	34	232	6,060
896	0	<896>	6,433	5,208	<1,225>	144	5,882
1,247	169	<1,078>	28,955	21,895	<7,060>	886	24,458
29,950	24,800	<5,150>	108,686	105,482	<3,204>	23,454	108,182
72	139	67	149	1,390	1,241	0	919
0	0	0	1,400	2,000	600	513	600
<97>	20	117	595	1,139	544	0	1,749
412	601	189	5,062	5,980	918	537	5,142
573	750	177	18,925	11,186	<7,739>	657	13,007
1,114	1,221	107	10,054	11,712	1,658	1,230	12,113
282	31	<251>	2,639	298	<2,341>	119	2,079
0	0	0	575	0	<575>	0	0
0	0	0	3,206	2,629	<577>	0	2,791
15,417	15,417	0	154,167	154,170	3	15,417	154,167
23,363	24,000	637	115,802	127,000	11,198	25,701	108,422
96,111	87,492	<8,619>	670,145	666,840	<3,305>	92,685	659,906
147,350	138,187	<9,163>	1,147,538	1,162,818	15,280	141,784	1,122,467
<54,017>	<64,514>	10,497	<530,526>	<519,991>	<10,535>	<70,712>	<491,564>
5,674	3,838	<1,836>	44,907	39,699	<5,208>	3,490	37,323
5,192	5,034	<158>	39,250	45,566	6,316	4,443	44,485
2,488	2,447	<41>	20,077	23,852	3,775	1,985	21,164
1,174	1,122	<52>	9,235	10,426	1,191	944	9,284
3,698	3,596	<102>	28,860	33,142	4,282	3,238	29,949
39,411	38,950	<461>	442,591	402,318	<40,273>	42,109	419,743
15,791	18,472	2,681	168,736	185,462	16,726	19,339	189,076
10,522	14,398	3,876	119,243	143,980	24,737	12,259	124,443
83,949	87,857	3,908	872,900	884,445	11,545	87,807	875,467
<137,966>	<152,371>	14,405	<1,403,426>	<1,404,436>	1,010	<158,520>	<1,367,031>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
309,732	299,402	<10,330>	3,025,468	3,035,714	10,246	276,606	3,012,894
0	300	300	0	4,000	4,000	1,108	22,662
31,711	36,078	4,367	313,855	342,424	28,569	31,559	300,307
341,443	335,780	<5,663>	3,339,323	3,382,138	42,815	309,273	3,335,862
6.2	6.2	0.0	5.8	5.7	<0.1>	5.6	5.7
0	2,500	2,500	11,859	14,500	2,642	0	11,156
0	3,400	3,400	6,000	7,400	1,400	3,200	9,200
154,299	144,031	<10,268>	1,475,567	1,443,430	<32,137>	144,046	1,443,610
10,014	9,936	<78>	78,504	81,858	3,354	7,546	84,131
7,887	9,925	2,038	76,764	98,157	21,393	11,431	90,691
1,060	1,176	116	7,881	10,542	2,661	776	8,389
1,485	2,653	1,168	6,607	23,017	16,410	165	4,539
475	20	<455>	821	200	<621>	0	39
6,547	534	<6,013>	21,800	17,868	<3,932>	2,168	17,988
0	52	52	0	520	520	0	0
0	0	0	0	0	0	0	25
490	1,793	1,303	5,186	9,978	4,792	2,484	10,987
0	273	273	5,176	4,690	<486>	135	2,081
29	206	177	1,311	3,346	2,035	165	3,563
0	350	350	3,573	3,500	<73>	621	3,156
<400>	<400>	0	<3,623>	<4,000>	<377>	<476>	<2,632>
232	52	<180>	1,659	514	<1,145>	0	498
2,797	2,750	<47>	27,400	27,500	100	2,562	26,951
1,429	1,180	<249>	12,387	13,270	883	1,195	14,990
1,500	1,500	0	15,000	15,000	0	<1,849>	17,051
3,931	6,213	2,282	53,496	66,744	13,248	4,758	51,649
744	1,564	820	8,658	15,640	6,982	479	5,665
11,596	12,433	837	120,980	124,330	3,350	1,455	101,017
0	33	33	218	579	361	0	0
2,880	4,380	1,500	43,148	49,148	6,000	8,460	91,339
0	40	40	<37>	400	437	0	<57>
14,303	17,700	3,397	143,033	177,000	33,967	16,081	160,810
5,952	4,349	<1,603>	51,232	41,945	<9,287>	2,568	37,271
1,178	1,383	205	13,007	13,824	817	1,424	10,973
9,906	10,558	652	100,347	105,577	5,230	9,003	100,430
885	500	<385>	12,061	8,500	<3,561>	0	7,976
8,912	10,044	1,132	90,650	99,396	8,746	9,583	95,833
6,349	6,349	0	13,367	13,367	0	4,000	10,684
2,000	2,000	0	40,000	46,000	6,000	0	22,000
16,034	16,000	<34>	127,134	130,600	3,466	15,103	124,186
1,816	100	<1,716>	10,256	4,100	<6,156>	0	3,521
4,200	5,562	1,362	39,960	44,952	4,992	4,189	33,703
3,249	3,600	351	32,434	34,900	2,466	2,812	30,493
8,051	7,864	<187>	76,766	78,640	1,874	7,635	75,258
13,401	14,374	973	134,010	145,292	11,282	13,955	139,533
2,583	1,500	<1,083>	29,927	30,100	173	643	23,179
305,816	308,477	2,661	2,894,518	3,002,324	107,806	276,317	2,871,879
647,259	644,257	<3,002>	6,233,841	6,384,462	150,621	585,590	6,207,741
16,099	16,814	715	180,797	173,672	<7,125>	17,202	171,464
6,451	7,973	1,522	68,928	80,053	11,125	7,900	77,237
10,454	12,193	1,739	111,602	121,930	10,328	9,720	112,392
33,004	36,980	3,976	361,327	375,655	14,328	34,822	361,092
680,263	681,237	974	6,595,168	6,760,117	164,949	620,412	6,568,833
<610,849>	<606,654>	4,195	<5,822,445>	<5,975,413>	<152,968>	<539,576>	<5,781,334>
<31,792>	<31,792>	0	<315,265>	<315,265>	0	<30,412>	<303,586>
<3,507>	<3,507>	0	<31,749>	<31,749>	0	<3,266>	<30,541>
<34,114>	<39,284>	<5,170>	<425,709>	<437,690>	<11,981>	<47,158>	<453,373>
<680,263>	<681,237>	<974>	<6,595,168>	<6,760,117>	<164,949>	<620,412>	<6,568,833>
0	0	<0>	0	0	<0>	0	0

MAINTENANCE DIVISION
EXPENSE STATEMENT

MAY. 10(04/24/16-05/21/16)			FISCAL YEAR 15-16			FISCAL YEAR 14-15	
CURRENT MONTH			YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
103,487	105,867	2,380	1,100,657	1,127,612	26,955	96,801	1,084,892
5,126	2,198	<2,928>	35,634	16,485	<19,149>	2,335	40,528
0	900	900	166	8,880	8,714	928	7,957
<507>	<610>	<103>	<8,857>	<6,220>	2,637	<691>	<6,934>
<6,630>	<5,469>	1,161	<67,401>	<55,091>	12,310	<6,364>	<57,351>
<8,311>	<6,300>	2,011	<28,074>	<63,000>	<34,926>	<1,600>	<39,065>
93,166	96,586	3,420	1,032,125	1,028,666	<3,459>	91,409	1,030,027
66,580	71,605	5,025	697,391	717,800	20,409	65,869	669,578
1,343	218	<1,125>	2,279	1,505	<774>	71	1,583
660	678	18	6,337	6,774	437	701	7,180
147	0	<147>	496	2,000	1,504	0	1,257
4,173	5,247	1,074	47,657	50,747	3,090	4,641	48,331
5,516	4,672	<844>	52,360	54,360	2,000	4,792	46,390
1,234	1,284	50	10,094	11,842	1,748	1,278	12,629
510	491	<19>	6,123	5,907	<216>	512	5,173
16,867	18,400	1,533	302,987	194,225	<108,762>	29,529	213,237
1,207	2,725	1,518	39,393	30,040	<9,353>	2,113	24,048
0	0	0	1,091	875	<216>	0	0
<180>	900	1,080	<3,115>	9,000	12,115	647	3,730
0	250	250	1,245	2,500	1,255	0	3,394
4,959	3,495	<1,464>	46,580	34,950	<11,630>	9,624	46,955
7,336	8,465	1,129	71,440	73,700	2,260	7,905	71,520
2,974	3,428	454	37,457	34,280	<3,177>	5,535	43,012
<138>	780	918	7,940	7,800	<140>	276	5,872
113,189	122,638	9,449	1,327,753	1,238,305	<89,448>	133,492	1,203,889
206,354	219,224	12,870	2,359,878	2,266,971	<92,907>	224,901	2,233,916
18,037	16,946	<1,091>	148,110	169,460	21,350	13,550	143,237
18,037	16,946	<1,091>	148,110	169,460	21,350	13,550	143,237
224,391	236,170	11,779	2,507,988	2,436,431	<71,557>	238,451	2,377,152
<190,506>	<201,860>	<11,354>	<2,139,431>	<2,085,049>	54,382	<203,552>	<2,028,987>
<6,993>	<6,993>	0	<69,937>	<69,937>	0	<6,535>	<65,350>
<2,743>	<2,743>	0	<27,424>	<27,424>	0	<2,562>	<25,620>
<8,050>	<7,760>	290	<90,398>	<80,349>	10,049	<8,601>	<85,732>
<16,099>	<16,814>	<715>	<180,797>	<173,672>	7,125	<17,202>	<171,464>
<224,391>	<236,170>	<11,779>	<2,507,988>	<2,436,431>	71,557	<238,451>	<2,377,152>
<0>	0	0	<0>	0	0	<0>	<0>

UTILITIES
EXPENSE STATEMENT

MAY. 10(04/24/16-05/21/16)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
14,584	14,623	39	Chiller Water
55,450	68,014	12,564	Elec-Non Air Cond.
10,819	12,397	1,578	Water-Non Air Cond.
5,849	12,050	6,201	Steam-Non Air Cond.
2,563	3,844	1,281	Gas
1,550	1,551	1	Energy Management
90,815	112,479	21,664	TOTAL OTHER CONTROL.
90,815	112,479	21,664	TOTAL CONTROLLABLE EXP
<76,332>	<95,739>	<19,407>	Allocated-Svs and Ent
<3,454>	<3,454>	0	Allocated-USAC
<1,354>	<1,354>	0	Allocated-GSA
<3,225>	<3,959>	<734>	Allocated-Comm Board
<6,451>	<7,973>	<1,522>	Allocated-A & SS
<90,815>	<112,479>	<21,664>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 15-16			FISCAL YEAR 14-15	
YTD 10 MO(07/26/15-05/21/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
148,536	208,733	60,197	22,187	209,173
620,007	659,132	39,125	62,269	646,265
96,708	109,369	12,661	12,719	104,791
61,509	100,762	39,253	9,271	83,801
26,426	35,609	9,183	3,454	31,495
13,954	15,510	1,556	0	0
967,140	1,129,115	161,975	109,900	1,075,525
967,140	1,129,115	161,975	109,900	1,075,525
<815,650>	<961,217>	<145,567>	<93,480>	<913,970>
<34,549>	<34,549>	0	<3,283>	<32,830>
<13,549>	<13,549>	0	<1,287>	<12,870>
<34,464>	<39,747>	<5,283>	<3,950>	<38,618>
<68,928>	<80,053>	<11,125>	<7,900>	<77,237>
<967,140>	<1,129,115>	<161,975>	<109,900>	<1,075,525>
<0>	0	0	0	<0>