

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
September (08/28/16 - 10/01/16)**

**Prepared  
October 14, 2016**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

SEPTEMBER (08/28/16 - 10/01/16)										FY 15-16	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
7,610		8,463		(853)	(10.1%)	(233)	(3.0%)	7,843			
1,304		1,410		(106)	(7.5%)	201	18.2%	1,103			
367		353		14	4.0%	(103)	(21.9%)	470			
108		98		10	10.2%	14	14.9%	94			
<b>9,389</b>		<b>10,324</b>		<b>(935)</b>	<b>(9.1%)</b>	<b>(121)</b>	<b>(1.3%)</b>	<b>9,510</b>			
2,255	29.6%	2,490	29.4%	(235)		7	0.9	2,248	28.7%		
920	70.6%	991	70.3%	(71)	0.3	154	1.2	766	69.4%		
365	99.5%	353	100.0%	12	(0.5)	(104)	(0.3)	469	99.8%		
62	57.4%	54	55.1%	8	2.3	11	3.1	51	54.3%		
<b>3,602</b>	<b>38.4%</b>	<b>3,888</b>	<b>37.7%</b>	<b>(286)</b>	<b>0.7</b>	<b>68</b>	<b>1.2</b>	<b>3,534</b>	<b>37.2%</b>		
630	8.3%	649	7.7%	19	(0.6)	(38)	(0.8)	592	7.5%		
696	53.4%	731	51.8%	35	(1.6)	(58)	4.4	638	57.8%		
54	14.7%	56	15.9%	2	1.2	1	(3.0)	55	11.7%		
65	60.2%	70	71.4%	5	11.2	(2)	6.8	63	67.0%		
<b>1,445</b>	<b>15.4%</b>	<b>1,506</b>	<b>14.6%</b>	<b>61</b>	<b>(0.8)</b>	<b>(97)</b>	<b>(1.2)</b>	<b>1,348</b>	<b>14.2%</b>		
351	4.6%	348	4.1%	(3)	(0.5)	(15)	(0.3)	336	4.3%		
133	10.2%	147	10.4%	14	0.2	1	1.9	134	12.1%		
104	28.3%	131	37.1%	27	8.8	87	12.3	191	40.6%		
57	52.8%	48	49.0%	(9)	(3.8)	(13)	(6.0)	44	46.8%		
<b>645</b>	<b>6.9%</b>	<b>674</b>	<b>6.5%</b>	<b>29</b>	<b>(0.4)</b>	<b>60</b>	<b>0.5</b>	<b>705</b>	<b>7.4%</b>		
1,274	16.7%	1,493	17.6%	(219)	(0.9)	(46)	(0.1)	1,320	16.8%		
91	7.0%	113	8.0%	(22)	(1.0)	97	7.5	(6)	(0.5%)		
207	56.4%	165	46.7%	42	9.7	(16)	9.0	223	47.4%		
(59)	(54.6%)	(64)	(65.3%)	5	10.7	(3)	5.0	(56)	(59.6%)		
<b>1,513</b>	<b>16.1%</b>	<b>1,707</b>	<b>16.5%</b>	<b>(194)</b>	<b>(0.4)</b>	<b>32</b>	<b>0.5</b>	<b>1,481</b>	<b>15.6%</b>		
572	6.1%	578	5.6%	6	(0.5)	(54)	(0.7)	518	5.4%		
207	2.2%	226	2.2%	19	0.0	2	0.0	209	2.2%		
96	1.0%	95	0.9%	(1)	(0.1)	(5)	0.0	91	1.0%		
202	2.2%	216	2.1%	14	(0.1)	(10)	(0.2)	192	2.0%		
<b>1,077</b>	<b>11.5%</b>	<b>1,115</b>	<b>10.8%</b>	<b>38</b>	<b>(0.7)</b>	<b>(67)</b>	<b>(0.9)</b>	<b>1,010</b>	<b>10.6%</b>		
<b>436</b>	<b>4.6%</b>	<b>592</b>	<b>5.7%</b>	<b>(156)</b>	<b>(1.1)</b>	<b>(35)</b>	<b>(0.4)</b>	<b>471</b>	<b>5.0%</b>		
10	0.1%	0	0.0%	10	0.1	5	0.0	5	0.1%		
11	0.1%	11	0.1%	0	0.0	(3)	0.0	14	0.1%		
(35)	(0.4%)	(35)	(0.3%)	0	(0.1)	2	0.0	(37)	(0.4%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
231	2.5%	231	2.2%	0	0.3	5	0.1	226	2.4%		
<b>217</b>	<b>2.3%</b>	<b>207</b>	<b>2.0%</b>	<b>10</b>	<b>0.3</b>	<b>9</b>	<b>0.1</b>	<b>208</b>	<b>2.2%</b>		
<b>653</b>	<b>7.0%</b>	<b>799</b>	<b>7.7%</b>	<b>(146)</b>	<b>(0.7)</b>	<b>(26)</b>	<b>(0.1)</b>	<b>679</b>	<b>7.1%</b>		

FISCAL YEAR 2016-2017										FY 15-16	
YTD 2 MONTHS (07/31/16 - 10/01/16)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
11,094		12,213		(1,119)	(9.2%)	(694)	(5.9%)	11,788			
2,172		2,305		(133)	(5.8%)	(182)	(7.7%)	2,354			
636		628		8	1.3%	(85)	(11.8%)	721			
242		185		57	30.8%	68	39.1%	174			
<b>14,144</b>		<b>15,331</b>		<b>(1,187)</b>	<b>(7.7%)</b>	<b>(893)</b>	<b>(5.9%)</b>	<b>15,037</b>			
3,347	30.2%	3,654	29.9%	(307)	0.3	(52)	1.4	3,399	28.8%		
1,528	70.3%	1,618	70.2%	(90)	0.1	(133)	(0.3)	1,661	70.6%		
634	99.7%	627	99.8%	7	(0.1)	(86)	(0.2)	720	99.9%		
156	64.5%	102	55.1%	54	9.4	58	8.2	98	56.3%		
<b>5,665</b>	<b>40.1%</b>	<b>6,001</b>	<b>39.1%</b>	<b>(336)</b>	<b>1.0</b>	<b>(213)</b>	<b>1.0</b>	<b>5,878</b>	<b>39.1%</b>		
1,178	10.6%	1,213	9.9%	35	(0.7)	(40)	(0.9)	1,138	9.7%		
1,290	59.4%	1,329	57.7%	39	(1.7)	(24)	(5.6)	1,266	53.8%		
108	17.0%	111	17.7%	3	0.7	0	(2.0)	108	15.0%		
132	54.5%	135	73.0%	3	18.5	(9)	16.2	123	70.7%		
<b>2,708</b>	<b>19.1%</b>	<b>2,788</b>	<b>18.2%</b>	<b>80</b>	<b>(0.9)</b>	<b>(73)</b>	<b>(1.6)</b>	<b>2,635</b>	<b>17.5%</b>		
657	5.9%	668	5.5%	11	(0.4)	(13)	(0.4)	644	5.5%		
218	10.0%	232	10.1%	14	0.1	29	0.5	247	10.5%		
186	29.2%	204	32.5%	18	3.3	80	7.7	266	36.9%		
101	41.7%	91	49.2%	(10)	7.5	(15)	7.7	86	49.4%		
<b>1,162</b>	<b>8.2%</b>	<b>1,195</b>	<b>7.8%</b>	<b>33</b>	<b>(0.4)</b>	<b>81</b>	<b>0.1</b>	<b>1,243</b>	<b>8.3%</b>		
1,511	13.6%	1,772	14.5%	(261)	(0.9)	(105)	(0.1)	1,616	13.7%		
20	0.9%	57	2.5%	(37)	(1.6)	(129)	(5.4)	149	6.3%		
340	53.5%	312	49.7%	28	3.8	(5)	5.6	345	47.9%		
(77)	(31.8%)	(124)	(67.0%)	47	35.2	34	32.0	(111)	(63.8%)		
<b>1,794</b>	<b>12.7%</b>	<b>2,017</b>	<b>13.2%</b>	<b>(223)</b>	<b>(0.5)</b>	<b>(205)</b>	<b>(0.6)</b>	<b>1,999</b>	<b>13.3%</b>		
1,157	8.2%	1,162	7.6%	5	(0.6)	(113)	(1.3)	1,044	6.9%		
404	2.9%	445	2.9%	41	0.0	14	(0.1)	418	2.8%		
190	1.3%	185	1.2%	(5)	(0.1)	0	0.0	190	1.3%		
404	2.9%	431	2.8%	27	(0.1)	(20)	(0.3)	384	2.6%		
<b>2,155</b>	<b>15.2%</b>	<b>2,223</b>	<b>14.5%</b>	<b>68</b>	<b>(0.7)</b>	<b>(119)</b>	<b>(1.7)</b>	<b>2,036</b>	<b>13.5%</b>		
<b>(361)</b>	<b>(2.6%)</b>	<b>(206)</b>	<b>(1.3%)</b>	<b>(155)</b>	<b>(1.3)</b>	<b>(324)</b>	<b>(2.4)</b>	<b>(37)</b>	<b>(0.2%)</b>		
13	0.1%	0	0.0%	13	0.1	(7)	0.0	20	0.1%		
23	0.2%	21	0.1%	2	0.1	(2)	0.0	25	0.2%		
(70)	(0.5%)	(70)	(0.5%)	0	0.0	4	0.0	(74)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
463	3.3%	463	3.0%	0	0.3	10	0.3	453	3.0%		
<b>429</b>	<b>3.0%</b>	<b>414</b>	<b>2.7%</b>	<b>15</b>	<b>0.3</b>	<b>5</b>	<b>0.2</b>	<b>424</b>	<b>2.8%</b>		
<b>68</b>	<b>0.5%</b>	<b>208</b>	<b>1.4%</b>	<b>(140)</b>	<b>(0.9)</b>	<b>(319)</b>	<b>(2.1)</b>	<b>387</b>	<b>2.6%</b>		

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

SEPTEMBER (08/28/16 - 10/01/16)										FY 15-16		FISCAL YEAR 2016-2017										FY 15-16	
CURRENT MONTH										**		YTD 2 MONTHS (07/31/16 - 10/01/16)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%				
				\$	%	\$	%							\$	%	\$	%						
7,610		8,463		(853)	(10.1%)	(233)	(3.0%)	7,843				11,094		12,213		(1,119)	(9.2%)	(694)	(5.9%)	11,788			
1,304		1,410		(106)	(7.5%)	201	18.2%	1,103				2,172		2,305		(133)	(5.8%)	(182)	(7.7%)	2,354			
367		353		14	4.0%	(103)	(21.9%)	470				636		628		8	1.3%	(85)	(11.8%)	721			
108		98		10	10.2%	14	14.9%	94				242		185		57	30.8%	68	39.1%	174			
<b>9,389</b>		<b>10,324</b>		<b>(935)</b>	<b>(9.1%)</b>	<b>(121)</b>	<b>(1.3%)</b>	<b>9,510</b>				<b>14,144</b>		<b>15,331</b>		<b>(1,187)</b>	<b>(7.7%)</b>	<b>(893)</b>	<b>(5.9%)</b>	<b>15,037</b>			
<b>GROSS INCOME</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
2,255	29.6%	2,490	29.4%	(235)	Pts.	0.2	Pts.	7	0.9	2,248	28.7%	3,347	30.2%	3,654	29.9%	(307)	0.3	(52)	1.4	3,399	28.8%		
920	70.6%	991	70.3%	(71)	0.3	154	1.2	766	69.4%	469	99.8%	1,528	70.3%	1,618	70.2%	(90)	0.1	(133)	(0.3)	1,661	70.6%		
365	99.5%	353	100.0%	12	(0.5)	(104)	(0.3)	469	99.8%	51	99.8%	634	99.7%	627	99.8%	7	(0.1)	(86)	(0.2)	720	99.9%		
62	57.4%	54	55.1%	8	2.3	11	3.1	51	54.3%	5	99.8%	156	64.5%	102	55.1%	54	9.4	58	8.2	98	56.3%		
<b>3,602</b>	<b>38.4%</b>	<b>3,888</b>	<b>37.7%</b>	<b>(286)</b>	<b>0.7</b>	<b>68</b>	<b>1.2</b>	<b>3,534</b>	<b>37.2%</b>			<b>5,665</b>	<b>40.1%</b>	<b>6,001</b>	<b>39.1%</b>	<b>(336)</b>	<b>1.0</b>	<b>(213)</b>	<b>1.0</b>	<b>5,878</b>	<b>39.1%</b>		
<b>GROSS MARGIN</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
981	12.9%	997	11.8%	16	(1.1)	(52)	(1.1)	929	11.8%			1,835	16.5%	1,882	15.4%	47	(1.1)	(53)	(1.4)	1,782	15.1%		
829	63.6%	878	62.3%	49	(1.3)	(57)	6.4	772	70.0%			1,508	69.4%	1,561	67.7%	53	(1.7)	5	(5.1)	1,513	64.3%		
159	43.3%	188	53.3%	29	10.0	87	9.0	246	52.3%			294	46.2%	315	50.2%	21	4.0	81	5.8	375	52.0%		
122	113.0%	118	120.4%	(4)	7.4	(14)	1.9	108	114.9%			232	95.9%	226	122.2%	(6)	26.3	(22)	24.8	210	120.7%		
<b>2,091</b>	<b>22.3%</b>	<b>2,181</b>	<b>21.1%</b>	<b>90</b>	<b>(1.2)</b>	<b>(36)</b>	<b>(0.7)</b>	<b>2,055</b>	<b>21.6%</b>			<b>3,869</b>	<b>27.4%</b>	<b>3,984</b>	<b>26.0%</b>	<b>115</b>	<b>(1.4)</b>	<b>11</b>	<b>(1.6)</b>	<b>3,880</b>	<b>25.8%</b>		
<b>TOTAL CONTROLLABLES</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
1,274	16.7%	1,493	17.6%	(219)	(0.9)	(46)	(0.1)	1,320	16.8%			1,511	13.6%	1,772	14.5%	(261)	(0.9)	(105)	(0.1)	1,616	13.7%		
91	7.0%	113	8.0%	(22)	(1.0)	97	7.5	(6)	(0.5%)			20	0.9%	57	2.5%	(37)	(1.6)	(129)	(5.4)	149	6.3%		
207	56.4%	165	46.7%	42	9.7	(16)	9.0	223	47.4%			340	53.5%	312	49.7%	28	3.8	(5)	5.6	345	47.9%		
(59)	(54.6%)	(64)	(65.3%)	5	10.7	(3)	5.0	(56)	(59.6%)			(77)	(31.8%)	(124)	(67.0%)	47	35.2	34	32.0	(111)	(63.8%)		
<b>1,513</b>	<b>16.1%</b>	<b>1,707</b>	<b>16.5%</b>	<b>(194)</b>	<b>(0.4)</b>	<b>32</b>	<b>0.5</b>	<b>1,481</b>	<b>15.6%</b>			<b>1,794</b>	<b>12.7%</b>	<b>2,017</b>	<b>13.2%</b>	<b>(223)</b>	<b>(0.5)</b>	<b>(205)</b>	<b>(0.6)</b>	<b>1,999</b>	<b>13.3%</b>		
<b>CONTRIBUTION</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
640	8.4%	690	8.2%	50	(0.2)	(39)	(0.7)	601	7.7%			1,244	11.2%	1,352	11.1%	108	(0.1)	(86)	(1.4)	1,158	9.8%		
303	23.2%	268	19.0%	(35)	(4.2)	(27)	1.8	276	25.0%			626	28.8%	544	23.6%	(82)	(5.2)	(17)	(2.9)	609	25.9%		
50	13.6%	71	20.1%	21	6.5	2	(2.5)	52	11.1%			109	17.1%	151	24.0%	42	6.9	(5)	(2.7)	104	14.4%		
84	77.8%	86	87.8%	2	10.0	(3)	8.4	81	86.2%			176	72.7%	176	95.1%	0	22.4	(11)	22.1	165	94.8%		
<b>1,077</b>	<b>11.5%</b>	<b>1,115</b>	<b>10.8%</b>	<b>38</b>	<b>(0.7)</b>	<b>(67)</b>	<b>(0.9)</b>	<b>1,010</b>	<b>10.6%</b>			<b>2,155</b>	<b>15.2%</b>	<b>2,223</b>	<b>14.5%</b>	<b>68</b>	<b>(0.7)</b>	<b>(119)</b>	<b>(1.7)</b>	<b>2,036</b>	<b>13.5%</b>		
<b>ALLOCATED EXPENSES</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
636	6.8%	803	7.8%	(167)	(1.0)	(83)	(0.8)	719	7.6%			267	1.9%	420	2.7%	(153)	(0.8)	(192)	(1.2)	459	3.1%		
(213)	(2.3%)	(155)	(1.5%)	(58)	(0.8)	69	0.7	(282)	(3.0%)			(606)	(4.3%)	(487)	(3.2%)	(119)	(1.1)	(146)	(1.2)	(460)	(3.1%)		
157	1.7%	94	0.9%	63	0.8	(14)	(0.1)	171	1.8%			231	1.6%	161	1.1%	70	0.5	(10)	0.0	241	1.6%		
(144)	(1.5%)	(150)	(1.5%)	6	0.0	(7)	(0.1)	(137)	(1.4%)			(253)	(1.8%)	(300)	(2.0%)	47	0.2	24	0.0	(277)	(1.8%)		
<b>436</b>	<b>4.6%</b>	<b>592</b>	<b>5.7%</b>	<b>(156)</b>	<b>(1.1)</b>	<b>(35)</b>	<b>(0.4)</b>	<b>471</b>	<b>5.0%</b>			<b>(361)</b>	<b>(2.6%)</b>	<b>(206)</b>	<b>(1.3%)</b>	<b>(155)</b>	<b>(1.3)</b>	<b>(324)</b>	<b>(2.4)</b>	<b>(37)</b>	<b>(0.2%)</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
UCLA Store																							
UCLA Restaurants																							
Services Division																							
UCLA Student Union																							
<b>TOTAL</b>																							
10	0.1%	0	0.0%	10	0.1	5	0.0	5	0.1%			13	0.1%	0	0.0%	13	0.1	(7)	0.0	20	0.1%		
11	0.1%	11	0.1%	0	0.0	(3)	0.0	14	0.1%			23	0.2%	21	0.1%	2	0.1	(2)	0.0	25	0.2%		
(35)	(0.4%)	(35)	(0.3%)	0	(0.1)	2	0.0	(37)	(0.4%)			(70)	(0.5%)	(70)	(0.5%)	0	0.0	4	0.0	(74)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
231	2.5%	231	2.2%	0	0.3	5	0.1	226	2.4%			463	3.3%	463	3.0%	0	0.3	10	0.3	453	3.0%		
<b>217</b>	<b>2.3%</b>	<b>207</b>	<b>2.0%</b>	<b>10</b>	<b>0.3</b>	<b>9</b>	<b>0.1</b>	<b>208</b>	<b>2.2%</b>			<b>429</b>	<b>3.0%</b>	<b>414</b>	<b>2.7%</b>	<b>15</b>	<b>0.3</b>	<b>5</b>	<b>0.2</b>	<b>424</b>	<b>2.8%</b>		
<b>653</b>	<b>7.0%</b>	<b>799</b>	<b>7.7%</b>	<b>(146)</b>	<b>(0.7)</b>	<b>(26)</b>	<b>(0.1)</b>	<b>679</b>	<b>7.1%</b>			<b>68</b>	<b>0.5%</b>	<b>208</b>	<b>1.4%</b>	<b>(140)</b>	<b>(0.9)</b>	<b>(319)</b>	<b>(2.1)</b>	<b>387</b>	<b>2.6%</b>		
<b>OTHER INC/(EXP)</b>																							
Non-Recurrent Inc/(Exp)																							
Interest Income																							
Interest (Expense)																							
Income Taxes																							
Student Union Fee Income																							
<b>TOTAL</b>																							
<b>NET INCOME (LOSS)</b>																							

ASUCLA  
P/L Reconciliation  
Sep-16

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Sep-16</b>
<b>Budgeted Net Income/(Loss)</b>	<b>\$799</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan mostly due to Rose Bowl Sales lower than anticipated	(21)
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(11)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites, (requisitions, titles requested are down over last year)	(43)
CRS below plan: courses shifting to content posted on course websites, several key classes opted for no reader this year and shift to lower-priced digital titles greater than expected	(74)
Bookzone lower than plan due to reduced flow of library and department orders and a lack of major titles released by publishing houses during this Fall season	(17)
Computer Store below plan due to an early end to Apple's BTS promotion and a dated computer lineup, (there is substantial demand for new notebooks set for possible release in October)	(46)
Luvall Books below plan: continued decline in sales due to competition and student usage, and changes in the Extension website have impacted textbooks displayed	(26)
Total Wages below plan	7
Other, mostly positive controllables	12
Total Contribution	(219)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX below plan due to closure for construction	(7)
North Campus Student CTR below plan: average check lower than plan and the budget for the first few days of school was overly aggressive	(5)
CSSC below plan due to ongoing customer decline to this location	(11)
Catering below plan due to aggressive budget planned for new growth of sales (sales are improved over last year trends)	(42)
Total Wages below plan	12
Other, positive controllables	31
Total Contribution	(22)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing International above plan	3
Licensing Domestic above plan	4
Photography above plan due to additional bookings from ASUCLA Marketing and School of Law	6
Other, positive controllables mostly Licensing (\$15K reversal of Bad Debt expense for receipt of International funds previously reserved)	29
Total Contribution	42
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops. above plan due to one-time marketing and filming opportunities	8
Other, negative controllables	(3)
Total Contribution	5
<b>Allocated Expenses and Other</b>	
A&SS below plan	6
Maintenance below plan due mostly to positive employee benefits and capitalized wages (unexpected projects)	19
Depreciation lower than plan due to timing of capital expenditures	14
Other, mostly positive non-recurrent	9
Total	48
<b>Actual Net Income/(Loss)</b>	<b>\$653</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>\$208</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to Rose Bowl Sales lower than anticipated and less campus visitor traffic associated with the opening of the Luskin Conference Center	(49)
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(15)
Market below plan due to end of summer foot traffic lower than anticipated	(5)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(44)
Course Reader Solutions below plan: courses shifting to content posted on course websites, several key classes opted for no reader and higher shift to lower-priced digital titles	(54)
Bookzone below plan due to lower department sales, specifically library	(20)
Computer Store below plan due to continued decline in institutional sales and general softness in Apple Promo sales	(73)
Luvalle Books below plan due to decline in same titles sales compared to last year in New Text for Law rush, and Used Text average unit price lower than last year	(42)
Total Wages lower than plan, mostly student	16
Other, positive controllables	25
Total Contribution	(261)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX below plan due to aggressive budget and closure for construction	(11)
No Campus Student Ctr below plan: average check lower than plan and aggressive budget for first few days of school	(7)
CSSC below plan due to ongoing customer decline	(19)
Catering below plan due to aggressive budget which planned for new growth of sales	(46)
Total Wages below plan	10
Other, mostly positive controllables	36
Total Contribution	(37)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan	4
Photography above plan	5
Other, positive controllables mostly Licensing	19
Total Contribution	28
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops above plan due to new clients and increased spending (budget based on historical sales understated based on prior year Special Olympics cancellations)	52
AU Post Office above plan	1
Total Wages lower than plan	3
Other, negative controllables	(9)
Total Contribution	47
<b>Allocated Expenses and Other</b>	
A&SS below plan	5
Maintenance below plan (positive capitalized wages and employee benefits)	41
Utilities slightly above plan	(5)
Depreciation lower than plan due to timing of capitals	27
Various positive non-recurrent	15
Total	83
<b>Actual Net Income/(Loss)</b>	<b>\$68</b>

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

	Current Month September 2016	Prior Month August 2016	Prior Year July 2016
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,965	\$12,110	\$11,907
Accounts receivable	4,352	3,205	3,303
Less: Allowance for doubtful accounts	(436)	(436)	(423)
Accounts receivable, net	3,916	2,769	2,880
Student fees receivable	1,102	871	639
Inventories	6,336	6,170	6,303
Prepaid expenses and other current assets	249	277	331
Total current assets	23,568	22,197	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,763	69,666	69,501
Less: Accumulated depreciation	(46,505)	(46,303)	(46,101)
Total long term assets	23,458	23,563	23,600
<b>TOTAL ASSETS</b>	<b>\$47,026</b>	<b>\$45,760</b>	<b>\$45,660</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$6,800	\$6,343	\$5,380
Wages and payroll taxes payable	2,644	3,207	3,359
Sales tax payable & other liabilities	1,073	616	762
Interest payable	159	124	89
Deferred income	570	337	349
Funds held for others	110	114	119
Current portion of long term debt	799	799	799
Total current liabilities	12,155	11,540	10,857
LONG TERM DEBT:			
AU expansion loan	8,795	8,795	8,795
Total long term debt	8,795	8,795	8,795
<b>TOTAL LIABILITIES</b>	<b>20,950</b>	<b>20,335</b>	<b>19,652</b>
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	68	(583)	(197)
Ending Balance	26,076	25,425	26,008
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$47,026</b>	<b>\$45,760</b>	<b>\$45,660</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$653

Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:

Depreciation 202

(Increase)/decrease in current assets:

Accounts receivable (1,147)

Student fees receivable (231)

Inventories (166)

Prepaid expenses and other current assets 28

Increase/(decrease) in current liabilities:

Accounts payable 457

Sales tax payable & other liabilities 457

Wages and payroll taxes payable (564)

Interest payable 35

Deferred Income 233

Funds held for others (4)

Net cash provided/(used) by operating activities **(47)**

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

Purchase of property, equipment and improvements (98)

Change in capital projects in progress 0

Net cash used in investing activities **(98)**

**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
	\$653	\$68	\$387
	202	404	384
	(1,147)	(1,035)	(585)
	(231)	(463)	(452)
	(166)	(33)	(671)
	28	82	60
	457	1,420	2,521
	457	311	625
	(564)	(716)	(271)
	35	70	74
	233	221	149
	(4)	(9)	39
	<b>(47)</b>	<b>320</b>	<b>2,260</b>
	(98)	(262)	(112)
	0	0	0
	<b>(98)</b>	<b>(262)</b>	<b>(112)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(145)</b>	<b>58</b>	<b>2,148</b>
	<b>12,110</b>	<b>11,907</b>	<b>11,434</b>
	<b>\$11,965</b>	<b>\$11,965</b>	<b>\$13,582</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$11,965</b>
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	(300)
New Store POS System	(250)
KH Coffeehouse Patio Membrane	(186)
AU TFC Expansion Joint and Pavers	(170)
Network Infrastructure Upgrade	(150)
Subtotal	(1,838)
Adjustment for Cash Overdraft Entry	(672)
Uncommitted Cash	9,455
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>12,447</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$2,992)</b>

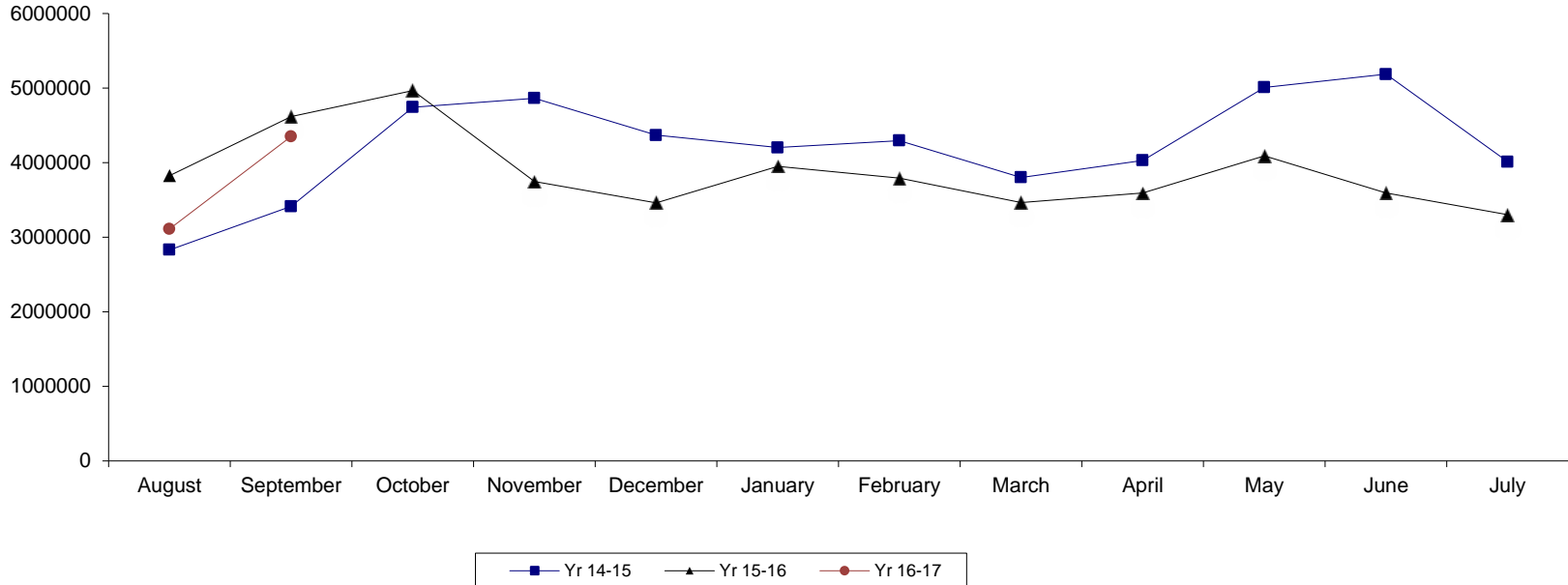
ASUCLA SERVICES AND ENTERPRISES  
 Capital Expenditures -Current Year Projects (\$000's)  
 FY 2016-2017 September 2016

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2016-001 Store General Replacement	30.0	0.0	2.9	2.9	27.1		0.0	In Progress
2016-002 CRS Copier	50.0	0.0	47.6	47.6	2.4		0.0	Completed Awaiting Invoice
2016-003 Store Copiers	25.0	0.0	4.1	4.1	20.9		0.0	In Progress
2016-027 Custom Shop	0.0	21.4	0.0	21.4	38.6		60.0	In Progress
<b>Total Store/Services</b>	<b>105.0</b>	<b>21.4</b>	<b>54.6</b>	<b>76.0</b>	<b>89.0</b>	<b>0.0</b>	<b>60.0</b>	
<b>Food Service</b>								
2016-004 FS Miscellaneous and Unanticipated	50.0	0.0	19.6	19.6	30.4		0.0	In Progress
2016-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-006 CSSC Pizza Concept	300.0	0.0	0.0	0.0	0.0	300.0	0.0	Pending
2016-007 Commissary range/ oven equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-008 Coffeehouse Turbo Chef ovens	30.0	0.0	28.6	28.6	1.4		0.0	In Progress
<b>Total Food Services</b>	<b>410.0</b>	<b>0.0</b>	<b>48.2</b>	<b>48.2</b>	<b>31.8</b>	<b>330.0</b>	<b>0.0</b>	
<b>Technology</b>								
2016-009 Printer Replacement	10.0	0.0	3.4	3.4	6.6		0.0	In Progress
2016-010 Network Infrastructure Upgrade	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2016-011 New Store POS system	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2016-012 UPS replacement for all data closets	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2016-013 Misc. Hardware/Software Upgrades	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
<b>Total Technology</b>	<b>445.0</b>	<b>0.0</b>	<b>3.4</b>	<b>3.4</b>	<b>6.6</b>	<b>435.0</b>	<b>0.0</b>	
<b>Others</b>								
2016-014 Maintenance Truck	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-015 Fac. Misc. Remodels	60.0	0.0	9.3	9.3	50.7		0.0	In Progress
2016-016 AU Chilled Water Coil Replacement - ACS-2	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending
2016-017 AU Grand Ballroom Door Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2016-018 AU TFC Expansion Joint and Pavers	170.0	0.0	0.0	0.0	0.0	170.0	0.0	Pending
2016-019 Utility Efficiency Projects	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2016-020 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-021 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-022 Cooperage TV Wall	60.0	0.0	0.0	0.0	0.0	60.0	0.0	Pending
2016-023 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2016-024 MCO Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2016-025 Ackerman Union Exterior Signage	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2016-026 EDO Copier	7.0	0.0	8.9	8.9	0.0		1.9	Completed Awaiting Invoice
2016-028 SUO Exterior Trash/Recycling Receptacles	0.0	0.0	0.0	0.0	90.0		90.0	In Progress
2016-029 Computer Server Room Electronic Locks	0.0	0.0	0.0	0.0	12.0		12.0	In Progress
<b>Total Others</b>	<b>572.0</b>	<b>0.0</b>	<b>18.2</b>	<b>18.2</b>	<b>152.7</b>	<b>505.0</b>	<b>103.9</b>	
<b>Total Current Year Projects</b>	<b>1,532.0</b>	<b>21.4</b>	<b>124.4</b>	<b>145.8</b>	<b>280.1</b>	<b>1,270.0</b>	<b>163.9</b>	

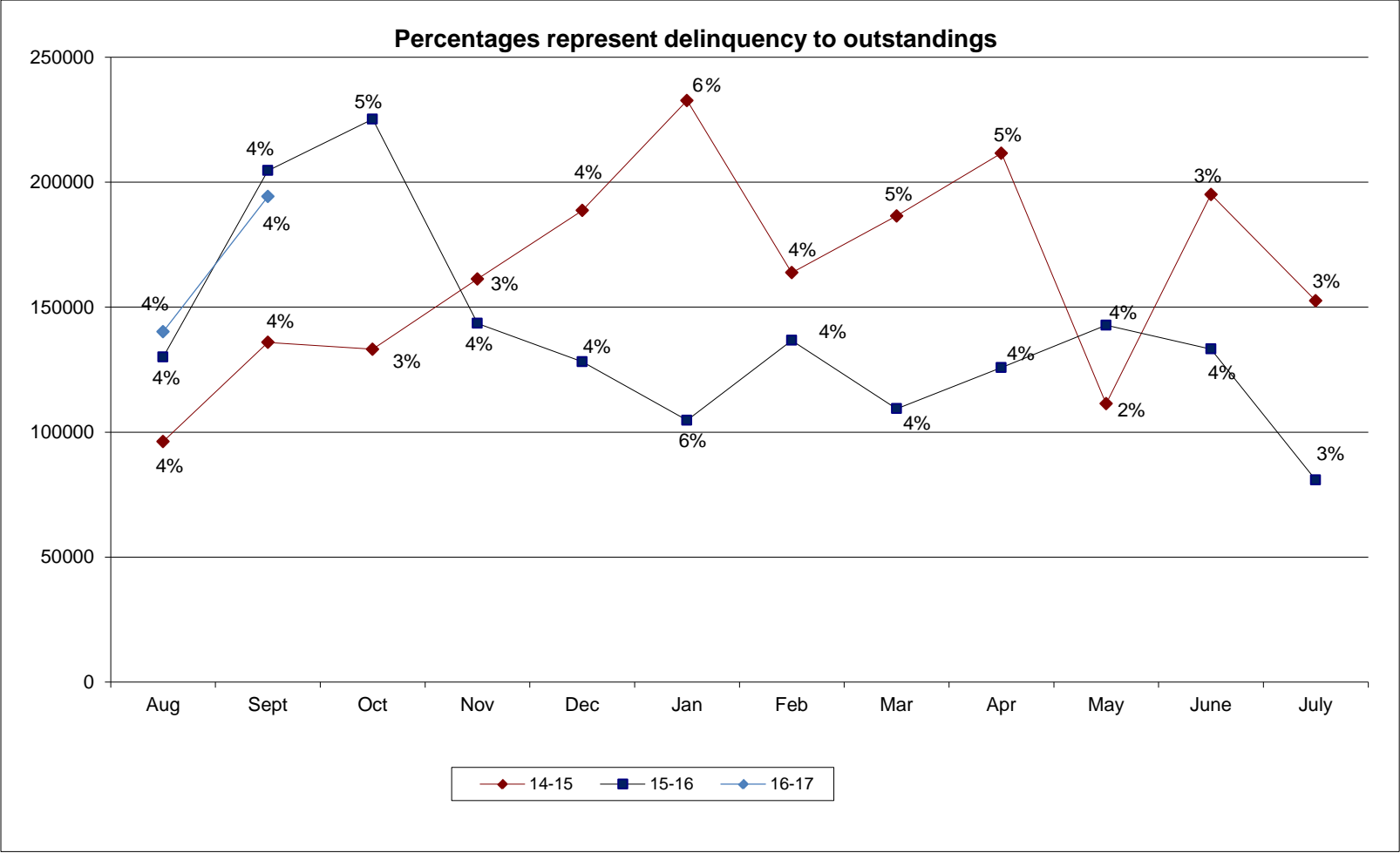
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

10/1/2016	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$765,608	19%	\$93,104	78%	\$59,866	76%	\$28,158	50%	\$1,456	5%	\$7,463	27%	\$955,655	22%
ASUCLA PUBLICATIONS		\$311,909	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$311,909	7%
ASUCLA USA/GSA		\$67,268	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,268	2%
DUE FROM VENDORS		\$178,393	4%	\$965	1%	\$14,175	18%	\$23,546	42%	\$29,874	93%	\$19,915	72%	\$266,868	6%
DENTAL KITS		\$717,347	18%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$717,347	16%
OTHER		\$1,998,488	49%	\$24,448	21%	\$4,436	6%	\$4,320	8%	\$704	2%	\$339	1%	\$2,032,735	47%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,039,013</b>	<b>100%</b>	<b>\$118,517</b>	<b>100%</b>	<b>\$78,477</b>	<b>100%</b>	<b>\$56,024</b>	<b>100%</b>	<b>\$32,034</b>	<b>100%</b>	<b>\$27,717</b>	<b>100%</b>	<b>\$4,351,782</b>	<b>100%</b>
		93%		3%		2%		1%		1%		0%		100%	
8/27/2016	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$630,983	22%	\$95,321	57%	\$35,379	45%	\$2,945	84%	\$6,660	16%	\$2,635	11%	\$773,923	24%
ASUCLA PUBLICATIONS		\$257,544	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$257,544	8%
ASUCLA USA/GSA		\$60,672	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$60,672	2%
DUE FROM VENDORS		\$456,603	16%	\$34,035	20%	\$19,340	24%	(\$3,123)	-89%	\$31,399	77%	\$20,932	88%	\$559,186	17%
DENTAL KITS		\$83,012	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,012	3%
OTHER		\$1,400,466	49%	\$39,471	23%	\$24,231	31%	\$3,701	105%	\$2,796	7%	\$317	1%	\$1,470,982	46%
<b>TOTAL CURRENT MONTH</b>		<b>\$2,889,280</b>	<b>100%</b>	<b>\$168,827</b>	<b>100%</b>	<b>\$78,950</b>	<b>100%</b>	<b>\$3,523</b>	<b>100%</b>	<b>\$40,855</b>	<b>100%</b>	<b>\$23,884</b>	<b>100%</b>	<b>\$3,205,319</b>	<b>100%</b>
		91%		5%		2%		0%		1%		1%		100%	
7/30/2016	Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$737,476	25%	\$69,919	25%	\$6,167	-125%	\$10,949	35%	\$1,463	4%	\$1,153	6%	\$827,127	25%
ASUCLA PUBLICATIONS		\$217,318	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,318	7%
ASUCLA USA/GSA		\$71,354	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$71,354	2%
DUE FROM VENDORS		\$372,839	13%	\$89,122	31%	(\$19,609)	397%	\$7,435	24%	\$24,449	67%	\$16,298	91%	\$490,534	15%
DENTAL KITS		\$101,453	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$101,453	3%
OTHER		\$1,437,287	50%	\$125,118	44%	\$8,508	-172%	\$13,052	41%	\$10,368	29%	\$537	3%	\$1,594,870	48%
<b>TOTAL CURRENT MONTH</b>		<b>\$2,937,727</b>	<b>100%</b>	<b>\$284,159</b>	<b>100%</b>	<b>(\$4,934)</b>	<b>100%</b>	<b>\$31,436</b>	<b>100%</b>	<b>\$36,280</b>	<b>100%</b>	<b>\$17,988</b>	<b>100%</b>	<b>\$3,302,656</b>	<b>100%</b>
		88%		9%		0%		1%		1%		1%		100%	

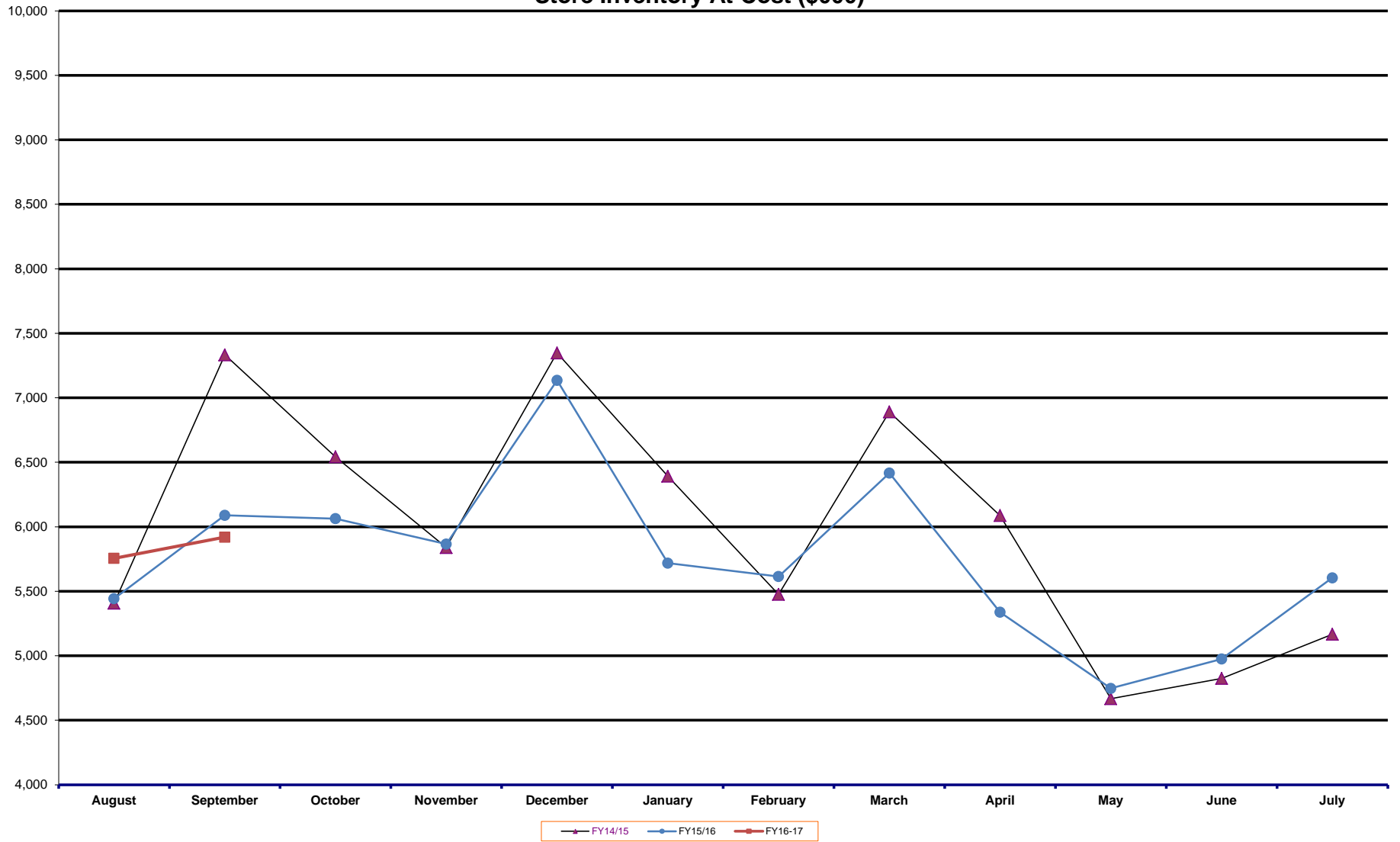
**Total Aged Accounts Receivable Balances**  
**12 Month History**  
**Aug 14 to Sep 16**



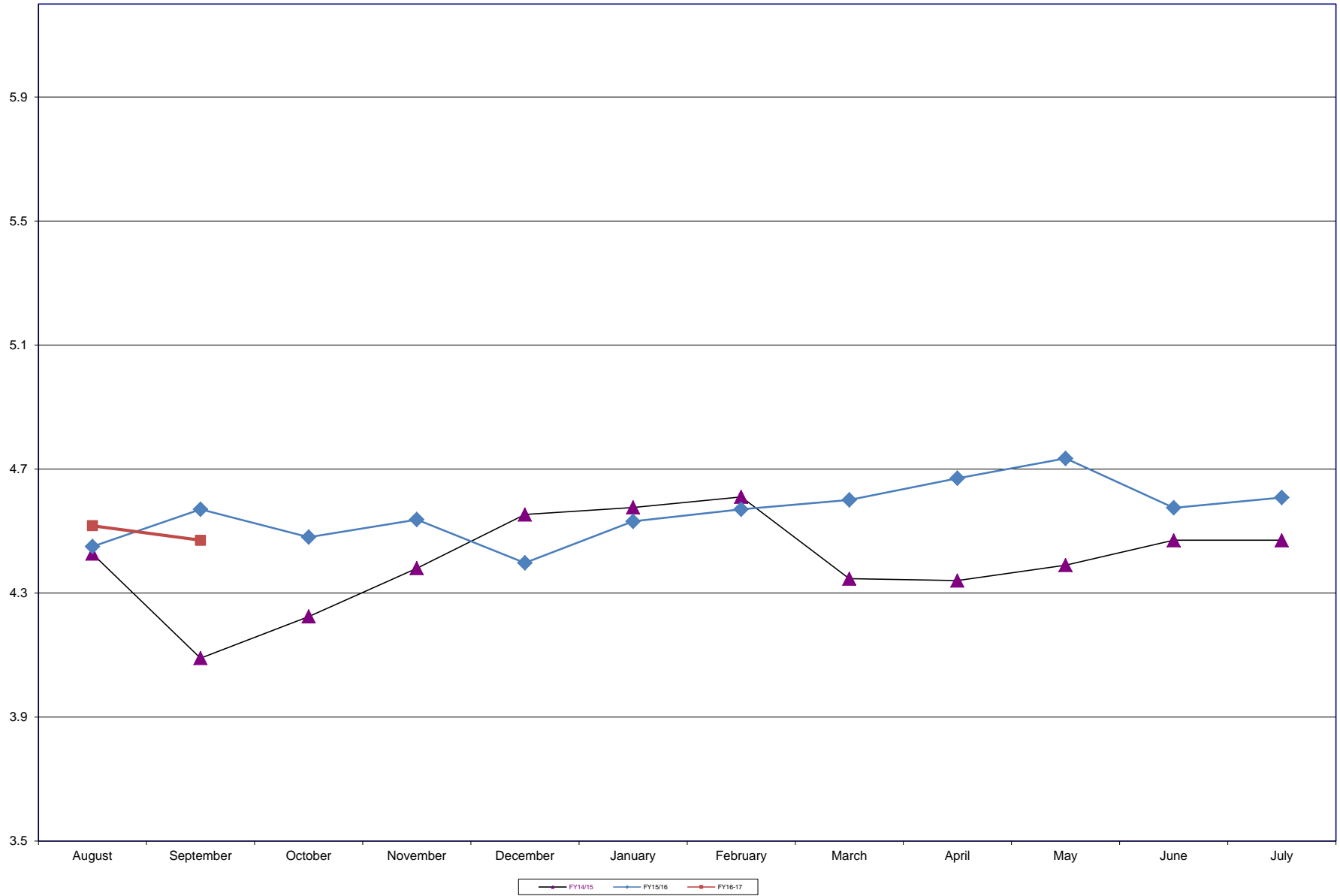
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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**

SEP. 02(08/28/16-10/01/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
3,401,369	4,205,779	<804,410>	4,610,619	5,591,727	<981,108>	3,541,565	5,105,963
1,636,480	1,704,310	<67,830>	2,646,808	2,783,113	<136,305>	1,511,939	2,608,772
100,890	63,856	37,034	162,557	120,987	41,570	63,510	99,756
261,121	346,562	<85,441>	594,386	709,429	<115,043>	383,417	653,383
198,212	200,000	<1,788>	303,303	325,000	<21,697>	206,376	311,431
1,921,468	1,849,692	71,776	2,626,795	2,534,815	91,980	1,948,905	2,734,330
7,519,541	8,370,199	<850,658>	10,944,468	12,065,071	<1,120,603>	7,655,711	11,513,635
5,325,866	5,941,710	615,844	7,704,780	8,513,369	808,589	5,565,370	8,345,443
13,618	14,760	1,142	16,940	18,580	1,640	13,384	18,187
8,314	9,005	691	13,435	14,515	1,080	7,164	12,950
454	300	<154>	726	570	<156>	290	451
1,439	1,700	261	3,270	3,480	210	2,178	3,659
0	0	0	0	0	0	0	<533>
5,771	5,890	119	8,422	8,920	498	5,942	9,344
29,595	31,655	2,060	42,793	46,065	3,273	28,958	44,059
5,355,461	5,973,365	617,904	7,747,573	8,559,434	811,861	5,594,328	8,389,502
70.8	71.0	0.2	70.4	70.6	0.2	72.7	72.5
2,164,080	2,396,834	<232,754>	3,196,895	3,505,637	<308,742>	2,061,383	3,124,134
29.2	29.0	0.2	29.6	29.4	0.2	27.3	27.5
0.4	0.4	<0.0>	0.4	0.4	<0.0>	0.4	0.4
28.8	28.6	0.1	29.2	29.1	0.2	26.9	27.1
22.0	22.0	<0.0>	20.7	20.5	0.2	18.9	17.3
50.8	50.7	0.2	51.0	50.9	0.1	50.4	50.4
43.0	40.1	2.9	43.4	40.4	3.0	40.7	41.6
32.4	31.3	1.1	28.6	30.0	<1.4>	28.3	28.7
50.5	52.5	<2.1>	52.1	53.0	<0.8>	52.5	53.6
18.5	20.0	<1.4>	18.7	20.1	<1.4>	20.0	19.4
90,935	93,124	<2,189>	149,709	147,990	1,719	186,935	274,466
2,255,015	2,489,958	<234,943>	3,346,604	3,653,627	<307,023>	2,248,318	3,398,600
255,760	259,383	3,623	509,575	513,525	3,950	246,155	498,060
0	0	0	0	0	0	1,232	1,232
235,830	239,154	3,324	392,606	404,961	12,355	210,471	364,054
491,590	498,537	6,947	902,181	918,486	16,305	457,858	863,347
6.5	6.0	<0.6>	8.2	7.6	<0.6>	6.0	7.5
138,717	150,253	11,536	275,807	294,913	19,106	134,466	274,923
9,504	8,310	<1,194>	21,533	21,465	<68>	10,970	23,951
10,572	12,518	1,946	21,270	24,936	3,666	13,449	26,518
0	0	0	0	0	0	80	160
17	12	<5>	40	24	<16>	17	42
3,377	2,950	<427>	4,374	3,550	<824>	2,731	3,116
800	0	<800>	800	800	0	0	800
10,524	7,550	<2,974>	14,766	13,400	<1,366>	7,609	12,337
35,941	38,600	2,659	51,726	56,470	4,744	35,654	50,151
1,000	1,000	0	2,000	2,000	0	900	1,802
<213>	0	213	29	0	<29>	0	0
48,812	46,250	<2,562>	87,185	87,300	115	48,804	83,658
<2,000>	<1,900>	100	<8,072>	<4,000>	4,072	<2,968>	<5,068>
50,049	50,035	<14>	190,077	190,070	<7>	55,034	190,088
9,495	9,440	<55>	15,479	15,080	<399>	14,326	20,828
98,779	103,858	5,079	160,718	168,190	7,472	94,582	161,308
1,793	0	<1,793>	1,609	0	<1,609>	3,160	3,380
4,419	0	<4,419>	5,404	0	<5,404>	<1,370>	1,571
0	0	0	<468>	0	468	1,018	1,018
595	572	<23>	1,190	1,144	<46>	20	567
1,427	1,200	<227>	1,513	1,200	<313>	1,200	1,200
11,088	11,650	562	24,937	23,300	<1,637>	9,955	19,422
2,581	0	<2,581>	2,862	0	<2,862>	0	<468>
1,445	2,500	1,055	2,465	3,200	735	2,561	3,158
18,411	18,411	0	18,511	18,511	0	11,682	11,757
0	2	2	0	2	2	0	0
32,188	35,225	3,037	37,533	41,521	3,988	26,924	32,652
489,321	498,436	9,115	933,288	963,076	29,788	470,804	918,872
980,911	996,973	16,062	1,835,469	1,881,562	46,093	928,662	1,782,219
1,274,104	1,492,985	<218,881>	1,511,135	1,772,065	<260,930>	1,319,656	1,616,381
41,803	41,647	<156>	82,174	82,763	589	31,700	61,629
174,081	5,900	<168,181>	336,877	11,720	<325,157>	164,652	306,585
87,898	94,014	6,116	172,457	179,336	6,879	78,780	145,776
37,558	38,890	1,332	71,128	74,410	3,282	38,464	71,366
123,716	125,644	1,928	237,221	243,499	6,278	115,882	226,147
81,392	83,433	2,041	159,409	164,602	5,193	80,752	161,564
34,629	32,405	<2,224>	68,621	63,098	<5,523>	33,091	68,891
57,876	67,404	9,528	115,641	134,808	19,167	58,466	116,904
638,954	489,337	<149,617>	1,243,527	954,236	<289,291>	601,787	1,158,861
635,150	1,003,648	<368,498>	267,609	817,829	<550,220>	717,869	457,521



**UCLA RESTAURANTS  
INCOME STATEMENT**

SEP. 02(08/28/16-10/01/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
130,592	138,031	<7,439>	229,900	243,976	<14,076>	107,634	210,615
175,753	183,053	<7,300>	288,921	299,940	<11,019>	136,076	251,411
130,302	150,672	<20,370>	237,187	274,823	<37,636>	125,372	243,600
220,746	228,462	<7,716>	346,630	354,491	<7,861>	180,605	301,107
247,925	249,048	<1,123>	421,941	428,439	<6,498>	196,705	384,503
200,019	243,467	<43,448>	303,219	341,110	<37,891>	188,806	581,770
1,105,337	1,192,733	<87,396>	1,827,798	1,942,779	<114,981>	935,198	1,973,006
384,394	419,178	34,784	643,980	687,002	43,022	337,329	692,811
34.8	35.1	0.4	35.2	35.4	0.1	36.1	35.1
720,943	773,555	<52,612>	1,183,817	1,255,777	<71,960>	597,869	1,280,195
65.2	64.9	0.4	64.8	64.6	0.1	63.9	64.9
61.8	65.1	<3.3>	62.6	65.0	<2.4>	63.9	64.0
63.0	63.8	<0.9>	62.9	62.4	0.5	63.5	60.2
66.0	65.7	0.3	66.3	66.0	0.2	65.1	65.5
70.1	67.9	2.2	68.5	67.1	1.4	68.1	67.3
64.5	63.8	0.7	64.4	64.2	0.2	62.8	63.5
65.0	63.5	1.6	63.7	63.5	0.3	61.5	66.9
198,895	217,494	<18,599>	343,825	361,910	<18,085>	167,785	381,247
919,838	991,049	<71,211>	1,527,642	1,617,687	<90,045>	765,654	1,661,442
325,420	319,998	<5,422>	608,751	598,771	<9,980>	317,149	605,305
243,692	261,503	17,811	421,497	442,623	21,126	195,610	383,251
<36,803>	<37,163>	<360>	<67,556>	<68,973>	<1,417>	<34,607>	<67,700>
532,309	544,338	12,029	962,692	972,421	9,729	478,152	920,856
48.2	45.6	<2.5>	52.7	50.1	<2.6>	51.1	46.7
164,004	186,280	22,276	327,107	356,704	29,597	159,967	345,463
1,436	1,790	354	3,160	3,330	170	1,737	4,109
3,372	3,880	508	6,902	7,760	858	4,584	8,787
3,017	3,000	<17>	4,017	4,000	<17>	2,675	3,175
50,739	58,426	7,687	87,769	93,342	5,573	52,084	97,362
4.6	4.9	0.3	4.8	4.8	0.0	5.6	4.9
6,602	4,928	<1,674>	11,175	9,127	<2,048>	6,156	11,559
<10,367>	<10,500>	<133>	<19,915>	<21,000>	<1,085>	<7,645>	<16,379>
11,250	3,140	<8,110>	13,226	5,755	<7,471>	4,887	10,080
4,876	6,573	1,697	8,405	10,392	1,987	4,810	7,303
4,492	2,170	<2,322>	6,863	3,500	<3,363>	4,026	4,165
5,138	10,905	5,767	6,108	16,755	10,647	5,044	5,443
<0>	5	5	<0>	7	7	0	2
8,760	6,101	<2,659>	14,471	11,350	<3,121>	8,108	22,008
28,568	38,378	9,810	50,169	58,471	8,302	32,122	54,108
1,671	1,768	97	2,729	2,963	234	1,351	2,462
1,788	1,208	<580>	2,378	2,118	<260>	1,821	3,024
0	0	0	0	0	0	52	61
0	0	0	0	0	0	853	2,002
0	300	300	0	600	600	138	1,288
0	0	0	0	75	75	0	75
0	0	0	283	0	<283>	208	5,250
11,656	14,916	3,260	20,164	23,099	2,935	10,986	20,649
297,000	333,268	36,268	545,011	588,348	43,337	293,967	591,998
829,309	877,606	48,297	1,507,703	1,560,769	53,066	772,118	1,512,854
90,530	113,443	<22,913>	19,939	56,918	<36,979>	<6,464>	148,588
45,266	45,473	207	87,582	87,385	<197>	33,105	65,780
29,833	983	<28,850>	70,367	2,371	<67,996>	23,157	68,170
15,063	15,665	602	36,117	36,017	<100>	11,080	32,327
6,436	6,480	44	14,795	14,953	158	5,409	15,844
21,202	20,935	<267>	49,463	49,048	<415>	16,297	51,267
68,613	67,712	<901>	134,381	133,588	<793>	68,074	136,198
29,192	26,294	<2,898>	57,847	51,199	<6,648>	27,896	58,075
87,865	84,510	<3,355>	175,648	169,020	<6,628>	90,588	181,133
303,471	268,052	<35,419>	626,200	543,581	<82,619>	275,606	608,794
<212,941>	<154,609>	<58,332>	<606,261>	<486,663>	<119,598>	<282,070>	<460,206>
294,284	299,450	<5,166>	495,881	504,020	<8,139>	255,399	484,414
105,818	108,853	<3,035>	185,393	187,222	<1,829>	93,318	177,644
188,466	190,597	<2,131>	310,488	316,798	<6,310>	162,081	306,770
6.22	6.30	<0.08>	6.32	6.35	<0.03>	6.04	6.17
7.91	7.75	0.16	7.98	7.79	0.19	7.60	7.65
5.26	5.47	<0.21>	5.33	5.50	<0.17>	5.15	5.31
30,073	31,137	1,064	52,057	54,446	2,389	28,388	53,815
36.75	38.31	<1.55>	35.11	35.68	<0.57>	32.94	36.66

SERVICES DIVISION  
INCOME STATEMENT

SEP. 02(08/28/16-10/01/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
22,966	15,120	7,846	30,076	23,980	6,096	15,140	21,929
22,966	15,120	7,846	30,076	23,980	6,096	15,140	21,929
1,806	250	<1,556>	1,947	400	<1,547>	724	957
21,160	14,870	6,290	28,129	23,580	4,549	14,416	20,972
92.1	98.4	<6.2>	93.5	98.3	<4.8>	95.2	95.6
92.1	98.4	<6.2>	93.5	98.3	<4.8>	95.2	95.6
242,715	235,333	7,382	405,804	400,666	5,138	352,987	498,163
101,256	102,321	<1,065>	200,351	203,056	<2,705>	101,627	200,657
343,971	337,654	6,317	606,155	603,722	2,433	454,614	698,820
365,131	352,524	12,607	634,284	627,302	6,982	469,030	719,792
36,224	36,391	167	71,661	71,870	209	37,266	72,568
0	500	500	0	625	625	0	0
188	200	12	388	325	<63>	196	321
36,412	37,091	679	72,049	72,820	771	37,462	72,889
158.5	245.3	86.8	239.6	303.7	64.1	247.4	332.4
17,879	19,278	1,399	35,650	38,251	2,601	17,256	35,328
498	465	<33>	930	935	5	344	435
543	750	207	1,081	1,460	379	704	1,462
48	60	12	120	120	<0>	6	6
2,000	10,000	8,000	2,000	10,000	8,000	2,078	2,078
1,500	1,500	0	1,500	1,500	0	1,500	1,500
257	1,250	993	1,160	2,500	1,340	3,548	6,994
0	480	480	0	480	480	480	480
<14,972>	800	15,772	<14,972>	1,600	16,572	0	0
2,083	12,083	10,000	4,166	14,166	10,000	2,083	4,166
0	550	550	3,335	1,100	<2,235>	250	250
1,168	2,300	1,132	7,689	4,600	<3,089>	3,797	3,797
11,730	10,125	<1,605>	21,960	20,250	<1,710>	5,172	5,172
20,438	20,000	<438>	33,414	33,000	<414>	32,742	46,412
28	0	<28>	28	0	<28>	0	0
78,992	70,892	<8,100>	123,973	112,221	<11,752>	138,452	193,542
122,191	150,533	28,342	222,036	242,183	20,147	208,410	301,621
158,603	187,624	29,021	294,085	315,003	20,918	245,872	374,510
206,528	164,900	41,628	340,200	312,299	27,901	223,158	345,282
3,096	3,098	2	6,600	6,596	<4>	2,594	5,209
8,102	7,175	<927>	20,246	18,921	<1,325>	9,501	18,198
4,238	3,918	<320>	10,774	10,173	<601>	4,719	8,981
1,811	1,621	<190>	4,406	4,225	<181>	2,304	4,397
5,965	5,237	<728>	14,739	13,878	<861>	6,941	13,956
14,437	31,492	17,055	28,276	62,130	33,854	14,324	28,659
6,143	12,237	6,094	12,172	23,828	11,656	5,870	12,220
6,035	5,764	<271>	12,070	11,528	<542>	6,097	12,193
49,828	70,542	20,714	109,283	151,279	41,996	52,349	103,812
156,701	94,358	62,343	230,916	161,020	69,896	170,809	241,470

**UCLA STUDENT UNION  
INCOME STATEMENT**

SEP. 02(08/28/16-10/01/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
37,205	41,469	<4,264>	132,896	91,263	41,633	40,077	82,576
0	85	<85>	0	185	<185>	0	0
39,346	37,597	1,749	71,221	68,532	2,689	37,238	67,814
76,551	79,151	<2,600>	204,117	159,980	44,137	77,315	150,391
38,192	36,770	<1,422>	69,034	67,024	<2,010>	35,716	65,782
6,893	7,189	296	16,805	15,903	<902>	6,710	9,865
16	0	<16>	16	0	<16>	0	0
45,100	43,959	<1,141>	85,854	82,927	<2,927>	42,426	75,647
58.9	55.5	<3.4>	42.1	51.8	9.8	54.9	50.3
31,450	35,192	<3,742>	118,263	77,053	41,210	34,889	74,744
41.1	44.5	<3.4>	57.9	48.2	9.8	45.1	49.7
81.5	82.7	<1.2>	87.4	82.6	4.8	83.3	88.1
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	0.0
2.9	2.2	0.7	3.1	2.2	0.9	4.1	3.0
23,907	12,003	11,904	24,806	13,178	11,628	9,709	11,511
7,082	6,619	463	12,686	12,065	621	6,515	11,847
30,989	18,622	12,367	37,492	25,243	12,249	16,224	23,358
62,439	53,814	8,625	155,755	102,296	53,459	51,114	98,101
30,765	31,749	984	64,988	63,498	<1,490>	30,823	59,984
18,738	21,189	2,451	33,766	37,807	4,041	16,296	30,768
49,503	52,938	3,435	98,754	101,305	2,551	47,118	90,752
64.7	66.9	2.2	48.4	63.3	14.9	60.9	60.3
15,382	16,916	1,534	32,873	33,749	876	16,225	32,289
255	729	474	1,840	1,250	<590>	1,223	1,436
2,612	3,335	723	5,216	6,622	1,406	3,307	6,332
2,016	1,698	<318>	2,016	1,698	<318>	1,603	1,688
<0>	1,081	1,081	19,044	20,053	1,009	849	19,821
14,062	7,013	<7,049>	14,540	7,126	<7,414>	8,258	8,344
293	0	<293>	293	0	<293>	0	0
229	0	<229>	229	0	<229>	0	0
6	50	44	485	549	64	0	303
412	601	189	824	1,202	378	596	1,094
4,930	1,516	<3,414>	7,409	4,651	<2,758>	450	2,976
847	884	37	1,664	1,611	<53>	683	1,455
0	23	23	133	42	<91>	474	581
15,417	15,417	0	30,833	30,834	1	15,417	30,833
15,815	15,500	<315>	16,203	15,500	<703>	11,409	11,628
72,277	64,763	<7,514>	133,602	124,887	<8,715>	60,493	118,781
121,780	117,701	<4,079>	232,356	226,192	<6,164>	107,611	209,533
<59,341>	<63,887>	4,546	<76,601>	<123,896>	47,295	<56,498>	<111,432>
4,211	4,040	<171>	9,054	8,775	<279>	3,263	6,485
2,375	1,778	<597>	8,420	5,514	<2,906>	1,892	4,671
1,242	971	<271>	4,496	2,960	<1,536>	940	2,302
531	401	<130>	1,823	1,229	<594>	459	1,128
1,748	1,298	<450>	6,116	4,046	<2,070>	1,382	3,624
42,892	43,665	773	84,005	86,146	2,141	42,555	85,141
18,249	16,958	<1,291>	36,162	33,020	<3,142>	17,439	36,304
13,016	17,217	4,201	26,005	34,434	8,429	12,872	25,744
84,263	86,328	2,065	176,082	176,124	42	80,801	165,398
<143,603>	<150,215>	6,612	<252,683>	<300,020>	47,337	<137,299>	<276,830>



MAINTENANCE DIVISION  
EXPENSE STATEMENT

SEP. 02(08/28/16-10/01/16)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
121,338	115,863	<5,475>	230,576	228,649	<1,927>	114,703	232,899
3,831	2,198	<1,633>	7,905	4,396	<3,509>	4,049	8,214
0	600	600	0	1,200	1,200	0	209
<584>	<580>	4	<1,086>	<1,160>	<74>	<550>	<1,659>
<7,690>	<7,418>	272	<14,921>	<14,609>	312	<7,514>	<13,745>
<13,133>	<4,000>	9,133	<23,253>	<8,000>	15,253	0	<4,520>
103,762	106,663	2,901	199,221	210,476	11,255	110,688	221,398
70,436	77,514	7,078	137,382	153,088	15,706	69,231	142,767
140	143	3	238	271	33	116	250
615	622	7	1,292	1,244	<48>	829	1,464
4,399	5,372	973	9,466	10,619	1,153	4,211	9,304
5,128	5,658	530	10,726	11,277	551	4,393	9,627
341	1,455	1,114	1,749	2,769	1,020	512	1,798
232	516	284	691	1,075	384	405	879
28,550	26,400	<2,150>	48,409	47,300	<1,109>	18,717	35,684
512	4,690	4,178	5,896	9,380	3,484	1,685	5,338
326	0	<326>	326	175	<151>	0	0
237	1,500	1,263	554	3,000	2,446	456	1,133
240	250	10	240	500	260	0	0
388	3,100	2,712	3,752	9,510	5,758	6,597	6,904
6,344	7,375	1,031	13,770	14,929	1,159	5,712	10,274
2,977	3,152	175	5,954	6,304	350	2,974	6,381
1,327	1,050	<277>	2,750	2,100	<650>	866	1,771
122,192	138,797	16,605	243,192	273,541	30,349	116,704	233,575
225,954	245,460	19,506	442,413	484,017	41,604	227,392	454,973
18,343	19,145	802	36,496	38,290	1,794	14,124	28,229
18,343	19,145	802	36,496	38,290	1,794	14,124	28,229
244,298	264,605	20,307	478,909	522,307	43,398	241,516	483,202
<207,334>	<226,304>	<18,970>	<406,071>	<446,469>	<40,398>	<205,705>	<411,561>
<7,673>	<7,673>	0	<15,346>	<15,346>	0	<6,994>	<13,988>
<3,009>	<3,009>	0	<6,018>	<6,018>	0	<2,742>	<5,484>
<8,761>	<8,770>	<9>	<17,158>	<17,287>	<129>	<8,692>	<17,390>
<17,521>	<18,849>	<1,328>	<34,316>	<37,187>	<2,871>	<17,384>	<34,780>
<244,298>	<264,605>	<20,307>	<478,909>	<522,307>	<43,398>	<241,516>	<483,202>
0	0	<0>	0	0	<0>	0	<0>

UTILITIES  
EXPENSE STATEMENT

SEP. 02(08/28/16-10/01/16)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
25,349	24,713	<636>	Chiller Water
63,817	62,844	<973>	Elec-Non Air Cond.
8,777	8,765	<12>	Water-Non Air Cond.
1,715	3,205	1,490	Steam-Non Air Cond.
2,660	2,246	<414>	Gas
1,550	1,551	1	Energy Management
103,868	103,324	<544>	TOTAL OTHER CONTROL.
103,868	103,324	<544>	TOTAL CONTROLLABLE EXP
<88,213>	<87,896>	317	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,260>	<1,260>	0	Allocated-GSA
<3,727>	<3,634>	93	Allocated-Comm Board
<7,455>	<7,320>	135	Allocated-A & SS
<103,868>	<103,324>	544	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 16-17			FISCAL YEAR 15-16	
YTD 2 MO(07/31/16-10/01/16)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
51,458	47,933	<3,525>	29,806	55,818
126,313	121,434	<4,879>	54,939	118,653
17,278	17,868	590	7,879	18,247
3,045	6,604	3,559	3,679	7,352
4,712	4,485	<227>	2,196	4,701
3,101	3,102	1	1,292	2,584
205,907	201,426	<4,481>	99,791	207,355
205,907	201,426	<4,481>	99,791	207,355
<174,801>	<171,149>	3,652	<84,296>	<175,490>
<6,428>	<6,428>	0	<3,455>	<6,910>
<2,520>	<2,520>	0	<1,355>	<2,710>
<7,386>	<7,076>	310	<3,562>	<7,415>
<14,772>	<14,253>	519	<7,124>	<14,830>
<205,907>	<201,426>	4,481	<99,791>	<207,355>
<0>	0	0	0	0