

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
May (04/30/17 - 05/27/17)**

**Prepared
June 12, 2017**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - MAY 2017 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

MAY (04/30/17 - 05/27/17)										FY 15-16		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,718		3,572		146	4.1%	226	6.5%	3,492				GROSS INCOME
1,582		1,636		(54)	(3.3%)	57	3.7%	1,525				UCLA Store
368		428		(60)	(14.0%)	(3)	(0.8%)	371				UCLA Restaurants
154		117		37	31.6%	13	9.2%	141				Services Division
												UCLA Student Union
5,822		5,753		69	1.2%	293	5.3%	5,529				TOTAL
												GROSS MARGIN
1,232	33.1%	1,325	37.1%	(93)	(4.0)	24	(1.5)	1,208	34.6%			UCLA Store
1,128	71.3%	1,159	70.8%	(31)	0.5	32	(0.6)	1,096	71.9%			UCLA Restaurants
368	100.0%	428	100.0%	(60)	0.0	(3)	0.0	371	100.0%			Services Division
109	70.8%	71	60.7%	38	10.1	16	4.8	93	66.0%			UCLA Student Union
2,837	48.7%	2,983	51.9%	(146)	(3.2)	69	(1.4)	2,768	50.1%			TOTAL
												WAGES & BENEFITS
576	15.5%	581	16.3%	5	0.8	(24)	0.3	552	15.8%			UCLA Store
707	44.7%	685	41.9%	(22)	(2.8)	(43)	(1.2)	664	43.5%			UCLA Restaurants
55	14.9%	56	13.1%	1	(1.8)	(1)	(0.3)	54	14.6%			Services Division
72	46.8%	69	59.0%	(3)	12.2	(3)	2.1	69	48.9%			UCLA Student Union
1,410	24.2%	1,391	24.2%	(19)	0.0	(71)	0.0	1,339	24.2%			TOTAL
												OTHER CONTROLLABLES
136	3.7%	154	4.3%	18	0.6	(1)	0.2	135	3.9%			UCLA Store
150	9.5%	161	9.8%	11	0.3	(6)	(0.1)	144	9.4%			UCLA Restaurants
100	27.2%	206	48.1%	106	20.9	64	17.0	164	44.2%			Services Division
108	70.1%	71	60.7%	(37)	(9.4)	(30)	(14.8)	78	55.3%			UCLA Student Union
494	8.5%	592	10.3%	98	1.8	27	0.9	521	9.4%			TOTAL
												CONTRIBUTION
520	14.0%	590	16.5%	(70)	(2.5)	(1)	(0.9)	521	14.9%			UCLA Store
271	17.1%	313	19.1%	(42)	(2.0)	(17)	(1.8)	288	18.9%			UCLA Restaurants
213	57.9%	166	38.8%	47	19.1	60	16.7	153	41.2%			Services Division
(71)	(46.1%)	(69)	(59.0%)	(2)	12.9	(17)	(7.8)	(54)	(38.3%)			UCLA Student Union
933	16.0%	1,000	17.4%	(67)	(1.4)	25	(0.4)	908	16.4%			TOTAL
												ALLOCATED EXPENSES
638	11.0%	615	10.7%	(23)	(0.3)	(60)	(0.5)	578	10.5%			Admin&Support Services
246	4.2%	226	3.9%	(20)	(0.3)	(57)	(0.8)	189	3.4%			Maintenance Division
76	1.3%	95	1.7%	19	0.4	7	0.2	83	1.5%			Utilities
187	3.2%	216	3.8%	29	0.6	3	0.2	190	3.4%			Depreciation
1,147	19.7%	1,152	20.0%	5	0.3	(107)	(0.9)	1,040	18.8%			TOTAL
												NET INCOME (LOSS)
(214)	(3.7%)	(152)	(2.6%)	(62)	(1.1)	(82)	(1.3)	(132)	(2.4%)			FROM OPERATIONS
												OTHER INC/(EXP)
18	0.3%	0	0.0%	18	0.3	13	0.2	5	0.1%			Non-Recurrent Inc/(Exp)
13	0.2%	8	0.1%	5	0.1	(1)	(0.1)	14	0.3%			Interest Income
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.1	(37)	(0.7%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
241	4.1%	231	4.0%	10	0.1	15	0.0	226	4.1%			Student Union Fee Income
237	4.1%	204	3.5%	33	0.6	29	0.3	208	3.8%			TOTAL
23	0.4%	52	0.9%	(29)	(0.5)	(53)	(1.0)	76	1.4%			NET INCOME (LOSS)

FISCAL YEAR 2016-2017										FY 15-16		
YTD 10 MONTHS (07/31/16 - 05/27/17)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
37,954		39,599		(1,645)	(4.2%)	(1,440)	(3.7%)	39,394				GROSS INCOME
14,308		14,698		(390)	(2.7%)	226	1.6%	14,082				UCLA Store
3,258		3,373		(115)	(3.4%)	150	4.8%	3,108				UCLA Restaurants
1,149		1,125		24	2.1%	36	3.2%	1,113				Services Division
												UCLA Student Union
56,669		58,795		(2,126)	(3.6%)	(1,028)	(1.8%)	57,697				TOTAL
												GROSS MARGIN
12,767	33.6%	13,396	33.8%	(629)	(0.2)	(297)	0.4	13,064	33.2%			UCLA Store
10,258	71.7%	10,459	71.2%	(201)	0.5	149	(0.1)	10,109	71.8%			UCLA Restaurants
3,254	99.9%	3,371	99.9%	(117)	0.0	148	0.0	3,106	99.9%			Services Division
682	59.4%	639	56.8%	43	2.6	65	4.0	617	55.4%			UCLA Student Union
26,961	47.6%	27,865	47.4%	(904)	0.2	65	1.0	26,896	46.6%			TOTAL
												WAGES & BENEFITS
5,753	15.2%	5,867	14.8%	114	(0.4)	(256)	(1.2)	5,497	14.0%			UCLA Store
6,889	48.1%	6,801	46.3%	(88)	(1.8)	(398)	(2.0)	6,491	46.1%			UCLA Restaurants
550	16.9%	558	16.5%	8	(0.4)	(16)	0.3	534	17.2%			Services Division
680	59.2%	688	61.2%	8	2.0	(41)	(1.8)	639	57.4%			UCLA Student Union
13,872	24.5%	13,914	23.7%	42	(0.8)	(711)	(1.7)	13,161	22.8%			TOTAL
												OTHER CONTROLLABLES
1,923	5.1%	2,011	5.1%	88	0.0	45	(0.1)	1,968	5.0%			UCLA Store
1,499	10.5%	1,540	10.5%	41	0.0	(43)	(0.2)	1,466	10.3%			UCLA Restaurants
963	29.6%	1,203	35.7%	240	6.1	117	5.1	1,080	34.7%			Services Division
575	50.0%	512	45.5%	(63)	(4.5)	(66)	(4.3)	509	45.7%			UCLA Student Union
4,960	8.8%	5,266	9.0%	306	0.2	53	(0.1)	5,013	8.7%			TOTAL
												CONTRIBUTION
5,091	13.4%	5,519	13.9%	(428)	(0.5)	(508)	(0.8)	5,599	14.2%			UCLA Store
1,870	13.1%	2,118	14.4%	(248)	(1.3)	(292)	(2.3)	2,162	15.4%			UCLA Restaurants
1,741	53.4%	1,611	47.8%	130	5.6	249	5.4	1,492	48.0%			Services Division
(572)	(49.8%)	(562)	(50.0%)	(10)	0.2	(41)	(2.1)	(531)	(47.7%)			UCLA Student Union
8,130	14.3%	8,686	14.8%	(556)	(0.5)	(592)	(0.8)	8,722	15.1%			TOTAL
												ALLOCATED EXPENSES
5,772	10.2%	5,923	10.1%	151	(0.1)	(311)	(0.7)	5,461	9.5%			Admin&Support Services
2,210	3.9%	2,272	3.9%	62	0.0	(38)	(0.1)	2,172	3.8%			Maintenance Division
854	1.5%	963	1.6%	109	0.1	31	0.0	885	1.5%			Utilities
1,969	3.5%	2,157	3.7%	188	0.2	(52)	(0.2)	1,917	3.3%			Depreciation
10,805	19.1%	11,315	19.2%	510	0.1	(370)	(1.0)	10,435	18.1%			TOTAL
												NET INCOME (LOSS)
(2,675)	(4.7%)	(2,629)	(4.5%)	(46)	(0.2)	(962)	(1.7)	(1,713)	(3.0%)			FROM OPERATIONS
												OTHER INC/(EXP)
116	0.2%	0	0.0%	116	0.2	(141)	(0.2)	257	0.4%			Non-Recurrent Inc/(Exp)
125	0.2%	104	0.2%	21	0.0	(9)	0.0	134	0.2%			Interest Income
(350)	(0.6%)	(350)	(0.6%)	0	0.0	19	0.0	(369)	(0.6%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
2,323	4.1%	2,313	3.9%	10	0.2	60	0.2	2,263	3.9%			Student Union Fee Income
2,214	3.9%	2,067	3.5%	147	0.4	(71)	(0.1)	2,285	4.0%			TOTAL
(461)	(0.8%)	(562)	(1.0%)	101	0.2	(1,033)	(1.8)	572	1.0%			NET INCOME (LOSS)

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - MAY 2017 (\$000's)
DIVISIONS FULLY ALLOCATED**

MAY (04/30/17 - 05/27/17)										FY 15-16	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,718		3,572		146	4.1%	226	6.5%	3,492			
1,582		1,636		(54)	(3.3%)	57	3.7%	1,525			
368		428		(60)	(14.0%)	(3)	(0.8%)	371			
154		117		37	31.6%	13	9.2%	141			
5,822		5,753		69	1.2%	293	5.3%	5,529			
1,232	33.1%	1,325	37.1%	(93)	(4.0)	24	(1.5)	1,208	34.6%		
1,128	71.3%	1,159	70.8%	(31)	0.5	32	(0.6)	1,096	71.9%		
368	100.0%	428	100.0%	(60)	0.0	(3)	0.0	371	100.0%		
109	70.8%	71	60.7%	38	10.1	16	4.8	93	66.0%		
2,837	48.7%	2,983	51.9%	(146)	(3.2)	69	(1.4)	2,768	50.1%		
712	19.2%	735	20.6%	23	1.4	(25)	0.5	687	19.7%		
857	54.2%	846	51.7%	(11)	(2.5)	(49)	(1.2)	808	53.0%		
155	42.1%	262	61.2%	107	19.1	63	16.7	218	58.8%		
180	116.9%	140	119.7%	(40)	2.8	(33)	(12.6)	147	104.3%		
1,904	32.7%	1,983	34.5%	79	1.8	(44)	0.9	1,860	33.6%		
520	14.0%	590	16.5%	(70)	(2.5)	(1)	(0.9)	521	14.9%		
271	17.1%	313	19.1%	(42)	(2.0)	(17)	(1.8)	288	18.9%		
213	57.9%	166	38.8%	47	19.1	60	16.7	153	41.2%		
(71)	(46.1%)	(69)	(59.0%)	(2)	12.9	(17)	(7.8)	(54)	(38.3%)		
933	16.0%	1,000	17.4%	(67)	(1.4)	25	(0.4)	908	16.4%		
583	15.7%	577	16.2%	(6)	0.5	(58)	(0.7)	525	15.0%		
379	24.0%	386	23.6%	7	(0.4)	(10)	0.2	369	24.2%		
92	25.0%	95	22.2%	3	(2.8)	(30)	(8.3)	62	16.7%		
93	60.4%	94	80.3%	1	19.9	(9)	(0.8)	84	59.6%		
1,147	19.7%	1,152	20.0%	5	0.3	(107)	(0.9)	1,040	18.8%		
(63)	(1.1%)	12	0.2%	(75)	(1.3)	(59)	(1.0)	(4)	(0.1%)		
(108)	(1.9%)	(72)	(1.3%)	(36)	(0.6)	(27)	(0.4)	(81)	(1.5%)		
121	2.1%	71	1.2%	50	0.9	30	0.5	91	1.6%		
(164)	(2.8%)	(163)	(2.8%)	(1)	0.0	(26)	(0.3)	(138)	(2.5%)		
(214)	(3.7%)	(152)	(2.6%)	(62)	(1.1)	(82)	(1.3)	(132)	(2.4%)		
18	0.3%	0	0.0%	18	0.3	13	0.2	5	0.1%		
13	0.2%	8	0.1%	5	0.1	(1)	(0.1)	14	0.3%		
(35)	(0.6%)	(35)	(0.6%)	0	0.0	2	0.1	(37)	(0.7%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
241	4.1%	231	4.0%	10	0.1	15	0.0	226	4.1%		
237	4.1%	204	3.5%	33	0.6	29	0.3	208	3.8%		
23	0.4%	52	0.9%	(29)	(0.5)	(53)	(1.0)	76	1.4%		

FISCAL YEAR 2016-2017										FY 15-16	
YTD 10 MONTHS (07/31/16 - 05/27/17)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
37,954		39,599		(1,645)	(4.2%)	(1,440)	(3.7%)	39,394			
14,308		14,698		(390)	(2.7%)	226	1.6%	14,082			
3,258		3,373		(115)	(3.4%)	150	4.8%	3,108			
1,149		1,125		24	2.1%	36	3.2%	1,113			
56,669		58,795		(2,126)	(3.6%)	(1,028)	(1.8%)	57,697			
12,767	33.6%	13,396	33.8%	(629)	(2.2)	(297)	(0.4)	13,064	33.2%		
10,258	71.7%	10,459	71.2%	(201)	0.5	149	(0.1)	10,109	71.8%		
3,254	99.9%	3,371	99.9%	(117)	0.0	148	0.0	3,106	99.9%		
682	59.4%	639	56.8%	43	2.6	65	4.0	617	55.4%		
26,961	47.6%	27,865	47.4%	(904)	0.2	65	1.0	26,896	46.6%		
7,676	20.2%	7,878	19.9%	202	(0.3)	(212)	(1.3)	7,464	18.9%		
8,388	58.6%	8,341	56.7%	(47)	(1.9)	(441)	(2.2)	7,947	56.4%		
1,513	46.4%	1,760	52.2%	247	5.8	101	5.5	1,614	51.9%		
1,254	109.1%	1,200	106.7%	(54)	(2.4)	(106)	(6.0)	1,148	103.1%		
18,831	33.2%	19,179	32.6%	348	(0.6)	(658)	(1.7)	18,173	31.5%		
5,091	13.4%	5,519	13.9%	(428)	(0.5)	(508)	(0.8)	5,599	14.2%		
1,870	13.1%	2,118	14.4%	(248)	(1.3)	(292)	(2.3)	2,162	15.4%		
1,741	53.4%	1,611	47.8%	130	5.6	249	5.4	1,492	48.0%		
(572)	(49.8%)	(562)	(50.0%)	(10)	0.2	(41)	(2.1)	(531)	(47.7%)		
8,130	14.3%	8,686	14.8%	(556)	(0.5)	(592)	(0.8)	8,722	15.1%		
5,546	14.6%	5,842	14.8%	296	0.2	(132)	(0.9)	5,414	13.7%		
3,591	25.1%	3,676	25.0%	85	(0.1)	(7)	0.4	3,584	25.5%		
799	24.5%	856	25.4%	57	0.9	(235)	(6.4)	564	18.1%		
869	75.6%	941	83.6%	72	8.0	4	2.8	873	78.4%		
10,805	19.1%	11,315	19.2%	510	0.1	(370)	(1.0)	10,435	18.1%		
(454)	(0.8%)	(324)	(0.6%)	(130)	(0.2)	(637)	(1.1)	183	0.3%		
(1,721)	(3.0%)	(1,558)	(2.6%)	(163)	(0.4)	(299)	(0.5)	(1,422)	(2.5%)		
941	1.7%	756	1.3%	185	0.4	12	0.1	929	1.6%		
(1,441)	(2.5%)	(1,503)	(2.6%)	62	0.1	(38)	(0.1)	(1,403)	(2.4%)		
(2,675)	(4.7%)	(2,629)	(4.5%)	(46)	(0.2)	(962)	(1.7)	(1,713)	(3.0%)		
116	0.2%	0	0.0%	116	0.2	(141)	(0.2)	257	0.4%		
125	0.2%	104	0.2%	21	0.0	(9)	0.0	134	0.2%		
(350)	(0.6%)	(350)	(0.6%)	0	0.0	19	0.0	(369)	(0.6%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
2,323	4.1%	2,313	3.9%	10	0.2	60	0.2	2,263	3.9%		
2,214	3.9%	2,067	3.5%	147	0.4	(71)	(0.1)	2,285	4.0%		
(461)	(0.8%)	(562)	(1.0%)	101	0.2	(1,033)	(1.8)	572	1.0%		

ASUCLA
P/L Reconciliation
May-17

<i>Financial Analysis</i>	\$000's
	May-17
Budgeted Net Income/(Loss)	52
UCLA Store	
Gross Margin:	
Bearwear below plan due mostly to additional markdowns taken as part of the Adidas liquidation plan	(6)
Fast Track below plan: aggressive sales plan to last year actuals in Men's and Clinique continues to struggle to rebound	(5)
Graduation ETC below plan due to timing: Graduation Sashes were available earlier this year which resulted in positive sales variances in January and February	(95)
Campus Portrait Studio above plan as continued efficiencies of online scheduling accommodated a greater number of portrait orders	9
Used Text below plan due to lower than expected wholesale sales due to low buyback	(4)
CRS above plan due to shift in timing of department sales from April to May	6
Computer Store below plan: positive sales from successful One Day sale, however the positive margin is offset by negative consignment as the Apple commission will post in June	(10)
Luvall Books below plan: decline in same titles sales compared to last year in New Text and Used Text average unit price lower than last year	(4)
HSS General MDSE below plan due to competition from new restaurant inside of the Med Café.	(7)
HSS Dental above plan due to timing of the receipt of backordered merchandise and an increase in the size and number of kits sold	28
Hilltop Shop above plan: foot traffic in the area has increased with the convenience factor of shopping on the Hill	6
Total Wages above plan	(4)
Other, positive various controllables	16
Total Contribution	(70)
UCLA Restaurants	
Gross Margin:	
Wetzels/RX above plan due to increased customers for the new Lollicup franchise	13
Rubios below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(4)
Panda below plan due to aggressive budget, not capturing as much displaced Sbarro customers as expected	(5)
No Campus Student Ctr below plan: slightly less traffic than expected and additional sales growth added into budget not realized	(6)
CSSC below plan due to budgeted increase for pizza concept not yet executed and a generally aggressive overall budget as compared to last year	(13)
Luvall Food Servery below plan due to an overly aggressive budget	(13)
Café 451 below plan; library traffic continues to be down from past trends	(4)
Stage Canteen below plan as traffic in this area is experiencing significant changes	(7)
Catering above plan due to more high volume banquets than in the plan	10
Concessions above plan: positive cost of sales from adjustments to prior estimated food invoices	5
Total Wages above plan	(27)
Other, mostly positive controllables	9
Total Contribution	(42)
Services	
Gross Margin:	
Licensing Domestic above plan associated with a small increase in business from the NCAA basketball tournament appearances of the teams	12
Licensing Campus Sourcing below plan due to less than anticipated campus sourcing activity	(19)
Licensing International below plan as no sales were reported for India	(64)
Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)	8
Photography above plan due to additional revenue generated from new, unanticipated non-athletic events	3
Other, positive controllables mostly Licensing	107
Total Contribution	47
UCLA Student Union	
Gross Margin:	
Student Union Ops. above plan mostly due to large student event (Zumba fitness concert)	37
AU Post Office above plan	1
Other, negative controllables mostly student event expense, (corresponds with higher student event income)	(40)
Total Contribution	(2)
Allocated Expenses and Other	
A&SS above plan (higher UCPath related costs and the expense to fund Student Media rent income for the transfer center)	(23)
Maintenance higher than plan due to increased repairs and maintenance: numerous plumbing and hardware issues had to be resolved by UCLA Facilities during the evenings or overnight	(20)
Utilities below plan: lower consumption compared to last year from continued benefit of adjustments to our larger units, and timing of the meter reads (last month included more days)	19
Depreciation lower than plan due to timing of capital expenditures	29
Positive non-recurrent, student fees and interest income	33
Total	38
Actual Net Income/(Loss)	23

ASUCLA
P/L Reconciliation
Year-To-Date Through May 2017

Financial Analysis	\$000's
Budgeted Net Income/(Loss)	(562)
UCLA Store	
Gross Margin:	
Bearwear below plan due to Rose Bowl Sales lower than anticipated, aggressive sales plan and less campus visitor traffic for the opening of the Luskin Conference Center	(20)
Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center	(36)
Graduation ETC below plan: aggressive as compared to LY actual (majority of business in Spring but budget based on estimated actuals), and experience from new competitor	(59)
Campus Portrait Studio above plan due to continued efficiencies of online scheduling accommodated a greater number of sittings	50
Essentials below plan due to overall student supplies as related to Spring Rush trended down, similar to textbook sales	(40)
E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)	(64)
New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(138)
Used Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites	(20)
Course Reader Solutions below plan: courses shifting to content posted on course websites, several classes opted for no reader and higher shift to lower-priced digital titles	(79)
Bookzone below plan due to lower department sales, specifically library and continued decline in general book sales from competition and foot traffic	(43)
Computer Store below plan due to decline in institutional sales and general softness in Apple Promo sales	(107)
Luvalle Books below plan: decline in same titles sales compared to last year in New Text for Law rush and extension, and Used Text average unit price lower than last year	(90)
HSS General Mdse below plan due to a planned floor remodel that has not occurred and competition from a new cafeteria in UCLA's Med Café	(40)
HSS Dental above plan due to the timing of the receipt of backordered merchandise and an increase in the size and number of backordered merchandise	60
Hilltop Shop above plan, increased traffic for shopping	56
Total Wages lower than plan	24
Other, mostly positive controllables	118
Total Contribution	(428)
UCLA Restaurants	
Gross Margin:	
Wetzel's/RX above plan due to increased customers for the new Lollicup franchise	101
Rubios below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(25)
Panda below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned	(19)
Northern Lights below plan: largest sales downturn in November and February and smaller variances in other months	(16)
No Campus Student Ctr below plan due to slightly less traffic and additional sales growth added into the budget was not realized	(16)
CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed	(112)
Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend	(44)
LuValle Food Servery below plan due to budgeting error for Thanksgiving week, small daily variances and inclement weather in February negatively impacted sales	(76)
Café 451 below plan: library traffic continues to be down from past trends	(25)
Kerckhoff Coffeehouse below plan: Nov. and Feb. inclement weather reduced foot traffic and budget slightly optimistic (more customers have gone back to Southern Lights)	(14)
Cooperage above plan: A-Level customer traffic rebounding from previous declines, may be capturing some of the Sbarro customers	26
Jamba Juice below plan (lower customer count compared to budget and prior year)	(18)
Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)	22
Stage Canteen below plan due to significant traffic decline trend in this location	(36)
Catering below plan due to aggressive budget which planned for new growth of sales	(68)
Concessions above plan (increased attendance at many events across several sports)	125
Total Wages above plan	(166)
Other, positive controllables mostly employee benefits, advertising and paper	113
Total Contribution	(248)
Services	
Gross Margin:	
Licensing Domestic below plan due mostly to lower income expected for internal campus orders	(101)
Licensing International below plan (revised estimates for Japan, China, India and the Middle East programs)	(94)
Leased Ops above plan mostly due to income for the transfer center for rent starting 1/2 month September, (offset to fund Student Media is reported in A&SS)	63
Photography above plan due to additional bookings	15
Other, positive controllables mostly Licensing	247
Total Contribution	130
UCLA Student Union	
Gross Margin:	
Student Union Ops above plan due to first time student events and new clients	47
AU Post Office below plan due mostly to downturn for international sales	(4)
Total Wages lower than plan	9
Other, negative controllables mostly student event expense, (corresponds with higher student event income)	(62)
Total Contribution	(10)
Allocated Expenses and Other	
A&SS below plan (mostly wages and employee benefits, partially offset by higher UC Path related charges and offset expense to fund Student Media rent for the transfer center)	151
Maintenance below plan : positive career wages and employee benefits	62
Utilities below plan due to continuous efficiencies in running air handling units and running pumps	109
Depreciation lower than plan due to timing of capitals	188
Other- various positive non-recurrent and higher interest income	147
Total	657
Actual Net Income/(Loss)	(461)

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

	Current Month May 2017	Prior Month April 2017	Prior Year July 2016
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,079	\$11,513	\$11,907
Accounts receivable	4,804	3,781	3,303
Less: Allowance for doubtful accounts	(528)	(519)	(423)
Accounts receivable, net	4,276	3,262	2,880
Student fees receivable	0	657	639
Inventories	5,066	5,907	6,303
Prepaid expenses and other current assets	212	222	331
Total current assets	21,633	21,561	22,060
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	69,795	69,792	69,501
Less: Accumulated depreciation	(47,552)	(47,365)	(46,101)
Total long term assets	22,443	22,627	23,600
TOTAL ASSETS	\$44,076	\$44,188	\$45,660
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,013	\$3,870	\$5,380
Wages and payroll taxes payable	3,361	3,323	3,359
Sales tax payable & other liabilities	707	990	762
Interest payable	12	190	89
Deferred income	468	533	349
Funds held for others	174	166	119
Current portion of long term debt	832	799	799
Total current liabilities	10,567	9,871	10,857
LONG TERM DEBT:			
AU expansion loan	7,962	8,795	8,795
Total long term debt	7,962	8,795	8,795
TOTAL LIABILITIES	18,529	18,666	19,652
RETAINED EARNINGS:			
Beginning Balance	26,008	26,008	26,205
Year-to-date net income/(loss)	(461)	(486)	(197)
Ending Balance	25,547	25,522	26,008
TOTAL LIABILITIES AND RETAINED EARNINGS	\$44,076	\$44,188	\$45,660

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
May 2017
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) \$23

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

 Depreciation 187

 Loss (Gain) on disposal of fixed assets 0

(Increase)/decrease in current assets:

 Accounts receivable (1,013)

 Student fees receivable 657

 Inventories 841

 Prepaid expenses and other current assets 10

Increase/(decrease) in current liabilities:

 Accounts payable 1,144

 Sales tax payable & other liabilities (283)

 Wages and payroll taxes payable 38

 Interest payable (178)

 Deferred Income (65)

 Funds held for others 8

Net cash provided/(used) by operating activities **1,369**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (3)

Net cash used in investing activities **(3)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan (800)

Net cash provided/(used) by financing activities **(800)**

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
	\$23	(\$461)	\$572
	187	1,969	1,917
	0	5	2
	(1,013)	(1,397)	17
	657	639	(645)
	841	1,237	708
	10	119	96
	1,144	(367)	(10)
	(283)	(55)	247
	38	2	(194)
	(178)	(77)	102
	(65)	119	122
	8	55	82
	1,369	1,788	3,016
	(3)	(816)	(943)
	(3)	(816)	(943)
	(800)	(800)	0
	(800)	(800)	0
	566	172	2,073
	11,513	11,907	11,434
	\$12,079	\$12,079	\$13,507

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION
May 2017
(\$000's)**

CASH AND CASH EQUIVALENTS	\$12,079
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(782)
CSSC Pizza Concept	<u>(282)</u>
Subtotal	(1,064)
Adjustment for Cash Overdraft Entry	<u>(629)</u>
Uncommitted Cash	10,386
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>14,230</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(3,844)</u></u>

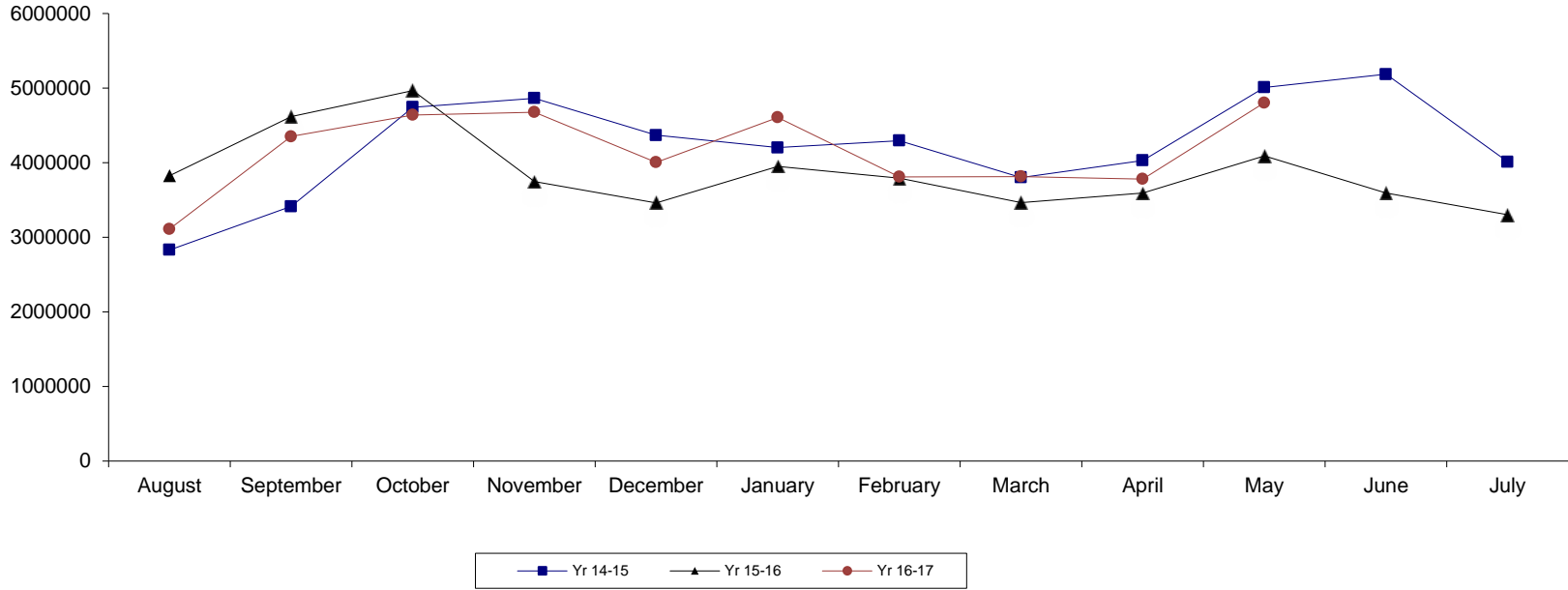
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2016-2017 May 2017

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2016-001 Store General Replacement	30.0	11.0	10.9	21.9	8.1		0.0	In Progress
2016-002 CRS Copier	50.0	49.6	0.0	49.6	0.0		(0.4)	Completed
2016-003 Store Copiers	25.0	4.1	0.0	4.1	0.0		(20.9)	Completed
2016-027 Custom Shop	0.0	58.9	0.0	58.9	0.0		58.9	Completed
2016-031 Store Market Refrigerators	0.0	0.0	12.1	12.1	0.0		12.1	Completed Awaiting Invoice
Total Store/Services	105.0	123.6	23.0	146.6	8.1	0.0	49.7	
Food Service								
2016-004 FS Miscellaneous and Unanticipated	50.0	30.8	13.4	44.2	5.8		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	17.8	17.8	282.2		0.0	In Progress
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	28.6	0.0	28.6	0.0		(1.4)	Completed
Total Food Services	410.0	59.4	31.2	90.6	288.0	30.0	(1.4)	
Technology								
2016-009 Printer Replacement	10.0	5.5	3.6	9.1	0.9		0.0	In Progress
2016-010 Network Infrastructure Upgrade	150.0	148.2	0.0	148.2	1.8		0.0	In Progress
2016-011 New Store POS system	250.0	0.0	0.0	0.0	0.0		(250.0)	Cancel
2016-012 UPS replacement for all data closets	30.0	31.7	0.0	31.7	0.0		1.7	Completed
2016-013 Misc. Hardware/Software Upgrades	5.0	3.2	2.3	5.5	0.0		0.5	Completed
Total Technology	445.0	188.6	5.9	194.5	2.7	0.0	(247.8)	
Others								
2016-014 Maintenance Truck	50.0	0.0	17.7	17.7	32.3		0.0	In Progress
2016-015 Fac. Misc. Remodels	60.0	12.6	0.0	12.6	47.4		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	29.0	29.0	0.0		9.0	Completed Awaiting Invoice
2016-018 AU TFC Expansion Joint and Pavers	170.0	0.0	129.8	129.8	40.2		0.0	In Progress
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	2.5	2.5	12.5		0.0	In Progress
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	2.6	0.0	2.6	12.4		0.0	In Progress
2016-024 MCO Equipment	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
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	8.8	0.0	8.8	0.0		1.8	Completed
2016-028 SUO Exterior Trash/Recycling Receptacles	0.0	82.4	4.3	86.7	3.3		90.0	In Progress
2016-029 Computer Server Room Electronic Locks	0.0	0.0	11.7	11.7	0.0		11.7	Completed Awaiting Invoice
Total Others	572.0	106.4	195.0	301.4	148.1	225.0	102.5	
Total Current Year Projects	1,532.0	478.0	255.1	733.1	446.9	255.0	(97.0)	

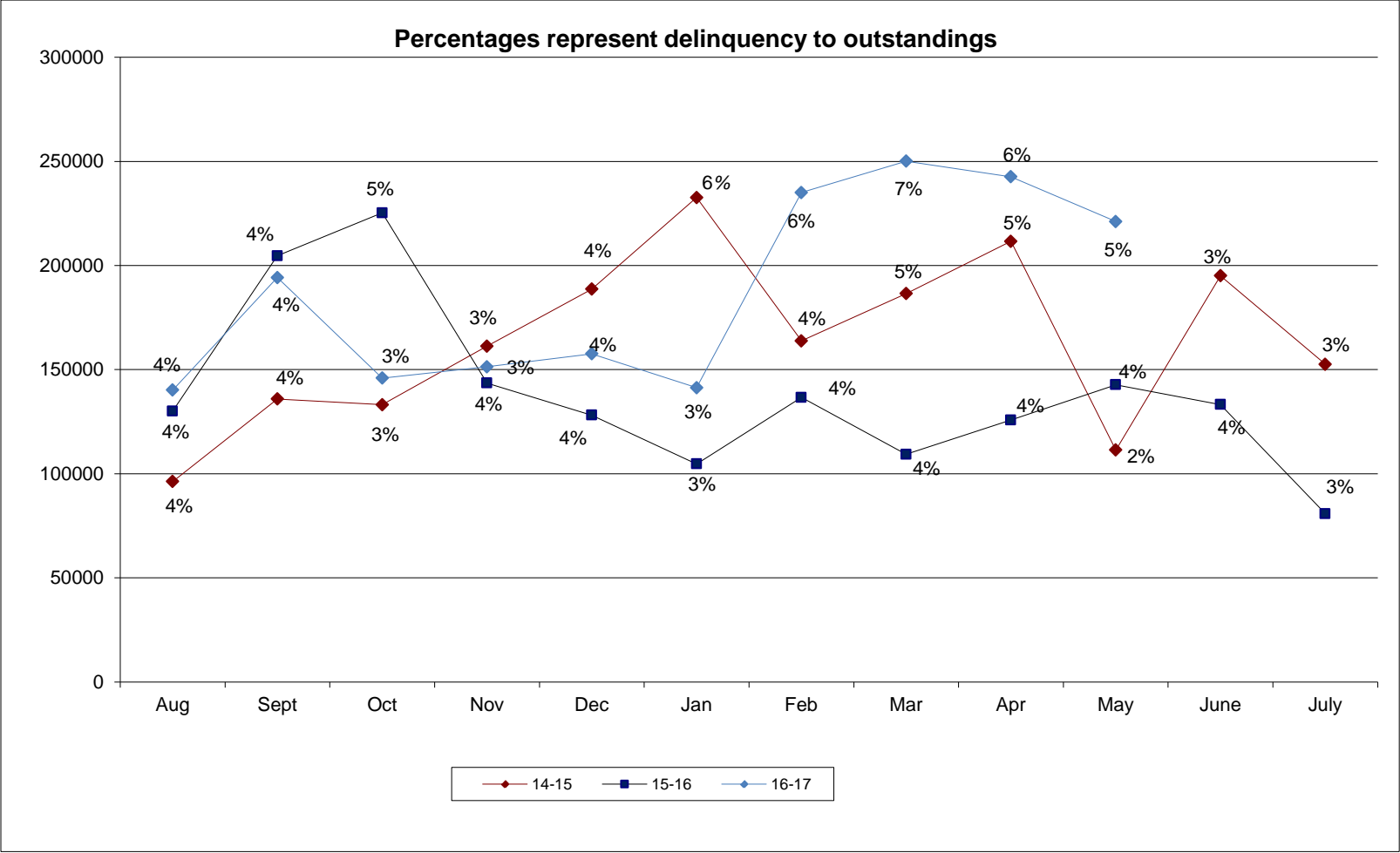
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

5/27/2017	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,124,807	28%	\$422,397	69%	\$40,288	105%	\$4,251	128%	\$6,877	9%	\$9,744	9%	\$1,608,364	34%
ASUCLA PUBLICATIONS		\$81,161	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,161	2%
ASUCLA USA/GSA		\$141,798	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$141,798	3%
DUE FROM VENDORS		\$735,948	19%	\$25,387	4%	(\$2,268)	-6%	(\$1,008)	-30%	\$43,167	58%	\$28,777	28%	\$830,003	17%
DENTAL KITS		\$214,417	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$214,417	4%
OTHER		\$1,673,030	42%	\$164,314	27%	\$555	1%	\$66	2%	\$24,670	33%	\$66,006	63%	\$1,928,641	40%
TOTAL CURRENT MONTH		\$3,971,161	100%	\$612,098	100%	\$38,575	100%	\$3,309	100%	\$74,714	100%	\$104,527	100%	\$4,804,384	100%
		82%		13%		1%		0%		2%		2%		100%	
4/29/2017	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$681,986	22%	\$396,311	81%	\$16,014	50%	\$6,908	25%	\$4,549	3%	\$6,468	17%	\$1,112,236	30%
ASUCLA PUBLICATIONS		\$73,717	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$73,717	2%
ASUCLA USA/GSA		\$120,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,787	3%
DUE FROM VENDORS		\$223,508	7%	\$215	0%	\$2,424	7%	(\$6,267)	-22%	\$46,347	32%	\$30,898	79%	\$297,125	8%
DENTAL KITS		\$89,041	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,041	2%
OTHER		\$1,859,297	62%	\$93,555	19%	\$14,166	43%	\$27,352	98%	\$92,016	64%	\$1,736	4%	\$2,088,122	55%
TOTAL CURRENT MONTH		\$3,048,336	100%	\$490,081	100%	\$32,604	100%	\$27,993	100%	\$142,912	100%	\$39,102	100%	\$3,781,028	100%
		81%		13%		1%		0%		4%		1%		100%	
4/1/2017	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$801,001	26%	\$265,364	81%	\$19,169	40%	\$9,786	9%	\$3,518	7%	\$11,037	25%	\$1,109,875	29%
ASUCLA PUBLICATIONS		\$250,589	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$250,589	7%
ASUCLA USA/GSA		\$144,037	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$144,037	4%
DUE FROM VENDORS		\$250,822	8%	\$4,652	1%	(\$3,946)	-8%	\$785	1%	\$47,120	91%	\$31,413	70%	\$330,846	9%
DENTAL KITS		\$160,249	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$160,249	4%
OTHER		\$1,630,533	49%	\$58,275	18%	\$32,122	68%	\$95,924	90%	\$864	2%	\$2,340	5%	\$1,820,058	47%
TOTAL CURRENT MONTH		\$3,237,231	100%	\$328,291	100%	\$47,345	100%	\$106,495	100%	\$51,502	100%	\$44,790	100%	\$3,815,654	100%
		84%		9%		1%		3%		2%		1%		100%	

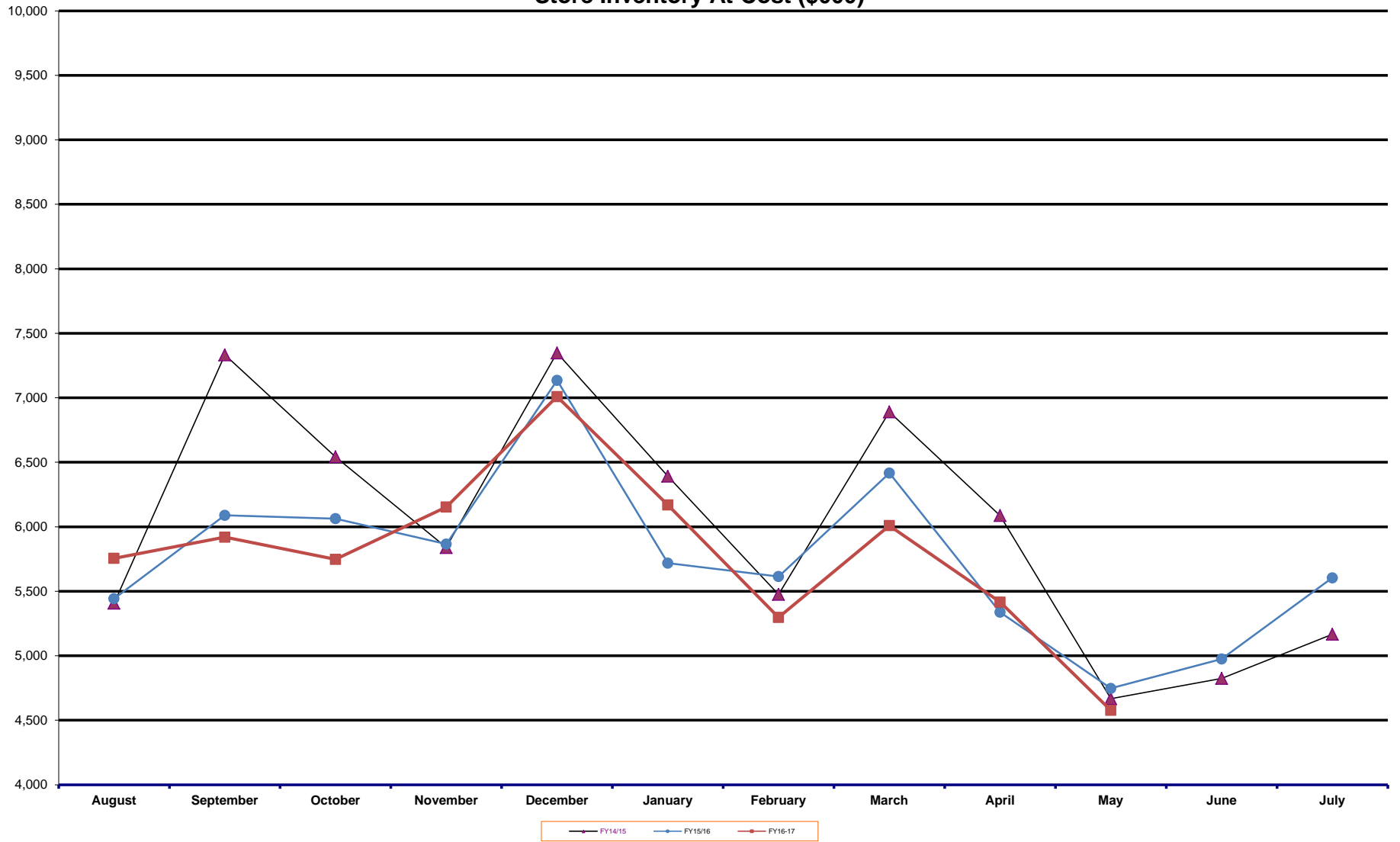
Total Aged Accounts Receivable Balances
12 Month History
Aug 14 to May 17



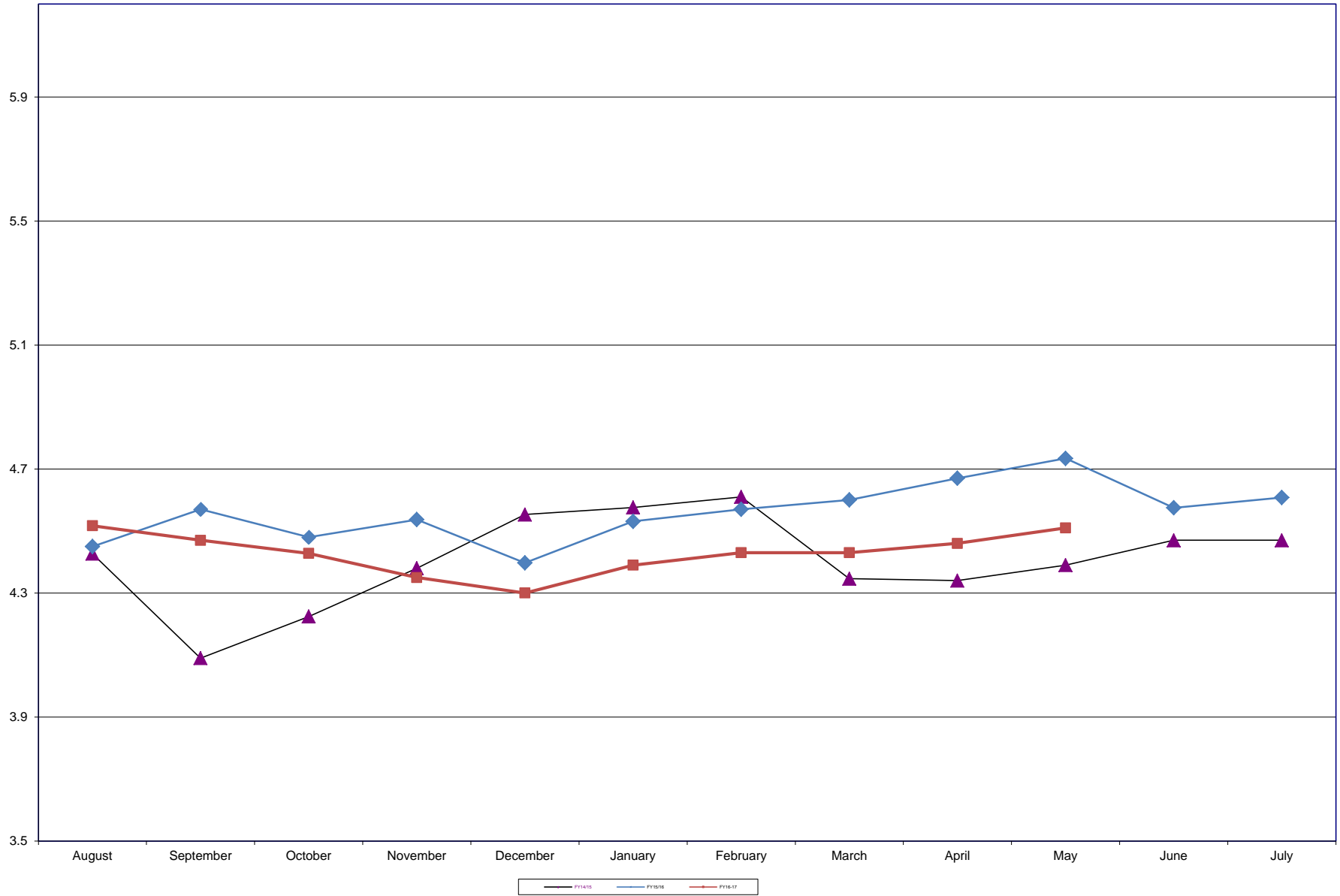
Aged Accounts Receivable Balances > 60 Days Past Due



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(04/30/17-05/27/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,213,894	1,022,248	191,646	15,367,484	16,842,943	<1,475,459>	1,089,579	16,474,225
1,418,015	1,578,170	<160,155>	12,339,731	12,454,278	<114,547>	1,357,097	12,030,732
155,189	139,631	15,558	1,253,848	1,148,070	105,778	149,365	1,161,456
152,179	175,162	<22,983>	2,106,088	2,445,346	<339,258>	171,760	2,411,033
89,729	88,000	1,729	1,224,976	1,320,000	<95,024>	87,314	1,297,414
625,491	486,023	139,468	4,874,259	4,589,422	284,837	540,514	4,802,168
3,654,499	3,489,234	165,265	37,166,386	38,800,059	<1,633,673>	3,395,628	38,177,029
2,472,929	2,234,488	<238,441>	25,033,815	26,048,094	1,014,279	2,269,760	26,167,857
2,851	2,720	<131>	52,830	55,410	2,580	3,337	64,073
5,910	6,755	845	60,550	63,140	2,590	5,043	55,104
729	650	<79>	5,796	5,410	<386>	713	5,413
735	850	115	10,877	12,000	1,123	1,068	14,294
0	0	0	0	0	0	0	<530>
3,146	1,830	<1,316>	22,687	18,590	<4,097>	3,413	24,422
13,370	12,805	<565>	152,740	154,550	1,810	13,575	162,775
2,486,299	2,247,293	<239,006>	25,186,555	26,202,644	1,016,089	2,283,335	26,330,632
67.7	64.0	<3.6>	67.4	67.1	<0.2>	66.8	68.5
1,168,200	1,241,941	<73,741>	11,979,831	12,597,415	<617,584>	1,112,293	11,846,397
32.3	36.0	<3.6>	32.6	32.9	<0.2>	33.2	31.5
0.4	0.4	0.0	0.4	0.4	<0.0>	0.4	0.4
32.0	35.6	<3.6>	32.2	32.5	<0.2>	32.8	31.0
12.8	13.7	<0.9>	18.9	19.5	<0.6>	10.7	17.0
48.8	50.4	<1.6>	49.1	49.6	<0.5>	50.6	49.3
40.5	40.5	<0.1>	41.3	40.1	1.3	39.5	40.6
41.4	41.2	0.2	34.6	34.0	0.6	40.3	32.7
53.3	53.2	0.1	51.2	51.9	<0.7>	51.9	51.7
23.5	26.9	<3.5>	23.5	25.3	<1.8>	25.2	24.5
63,760	82,776	<19,016>	787,408	799,041	<11,633>	96,061	1,217,153
1,231,960	1,324,717	<92,757>	12,767,239	13,396,456	<629,217>	1,208,354	13,063,550
248,568	254,064	5,496	2,530,483	2,556,909	26,426	240,329	2,447,977
2,285	0	<2,285>	3,574	2,500	<1,074>	0	5,984
185,657	178,709	<6,948>	1,831,336	1,830,335	<1,001>	178,479	1,687,637
436,509	432,773	<3,736>	4,365,393	4,389,744	24,351	418,807	4,141,598
11.9	12.4	0.5	11.8	11.3	<0.4>	12.3	10.9
139,906	147,921	8,015	1,387,643	1,477,247	89,604	133,061	1,355,144
7,895	8,450	555	73,593	83,505	9,912	5,978	87,803
11,071	12,923	1,852	114,546	125,220	10,674	11,683	110,886
0	0	0	0	0	0	0	560
24	20	<4>	189	152	<37>	19	196
503	250	<253>	30,313	36,700	6,387	1,657	38,697
2,300	2,400	100	4,250	4,082	<168>	2,400	4,300
5,340	5,250	<90>	48,763	49,250	487	4,766	47,197
16,242	17,465	1,223	200,474	238,289	37,815	13,846	214,009
900	900	0	9,749	9,600	<149>	900	9,863
0	0	0	64	0	<64>	0	53
0	0	0	17	0	<17>	0	<13>
14,633	18,275	3,642	193,862	213,291	19,429	12,053	196,602
<4,053>	<1,150>	2,903	<100,177>	<86,300>	13,877	<1,758>	<85,327>
188	35	<153>	251,553	269,350	17,797	<1,345>	268,769
0	0	0	0	0	0	43	43
2,203	3,475	1,272	52,856	50,434	<2,422>	2,714	59,752
62,803	68,760	5,957	669,177	667,599	<1,578>	65,582	658,759
<228>	0	228	6,348	0	<6,348>	26	8,897
2,752	0	<2,752>	19,215	0	<19,215>	235	3,290
0	0	0	<468>	0	468	0	506
0	0	0	1,785	1,144	<641>	572	5,068
0	0	0	2,492	2,500	8	0	2,218
0	0	0	300	300	0	0	300
10,519	11,650	1,131	114,135	117,100	2,965	11,959	111,979
<187>	0	187	8,049	1,900	<6,149>	0	7,524
835	900	65	59,021	59,800	779	549	55,688
100	100	0	37,522	37,522	1	80	39,609
0	<1>	<1>	0	8	8	0	0
1,717	4,516	2,799	125,380	129,174	3,794	3,115	120,467
275,464	302,139	26,675	3,310,648	3,487,867	177,219	268,135	3,322,839
711,973	734,912	22,939	7,676,041	7,877,611	201,570	686,942	7,464,437
519,987	589,805	<69,818>	5,091,198	5,518,845	<427,647>	521,412	5,599,113
43,063	38,181	<4,882>	365,478	399,344	33,866	46,366	388,709
144,120	141,457	<2,663>	1,412,592	1,450,755	38,163	133,531	1,347,757
74,716	82,875	8,159	698,987	796,036	97,049	61,681	663,150
31,957	30,205	<1,752>	317,468	317,523	55	29,103	306,562
120,858	100,731	<20,127>	1,086,232	1,037,684	<48,548>	91,686	965,826
86,930	83,271	<3,659>	804,951	838,221	33,270	74,786	839,862
25,002	32,387	7,385	288,707	327,807	39,100	29,965	320,194
56,316	67,405	11,089	571,920	674,042	102,122	57,454	582,141
582,963	576,512	<6,451>	5,546,334	5,841,412	295,078	524,573	5,414,201
<62,976>	13,293	<76,269>	<455,136>	<322,567>	<132,569>	<3,161>	184,912

**UCLA RESTAURANTS
INCOME STATEMENT**

MAY. 10(04/30/17-05/27/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
194,248	171,091	23,157	1,676,781	1,566,555	110,226	155,393	1,400,017
253,423	269,742	<16,319>	2,112,199	2,197,309	<85,110>	253,068	2,089,018
145,915	174,080	<28,165>	1,338,556	1,570,361	<231,805>	150,744	1,307,936
259,926	284,917	<24,991>	2,375,503	2,503,956	<128,453>	271,371	2,367,715
324,000	337,865	<13,865>	2,803,660	2,884,547	<80,887>	311,935	2,783,702
194,541	181,590	12,951	2,003,263	1,949,182	54,081	162,664	2,082,958
1,372,053	1,419,285	<47,232>	12,309,962	12,671,910	<361,948>	1,305,174	12,031,346
453,427	476,483	23,056	4,049,352	4,238,930	189,578	428,768	3,973,568
33.1	33.6	0.5	32.9	33.5	0.6	32.9	33.0
918,626	942,802	<24,176>	8,260,610	8,432,980	<172,370>	876,406	8,057,778
67.0	66.4	0.5	67.1	66.6	0.6	67.2	67.0
66.3	66.3	<0.1>	66.9	65.8	1.1	66.6	66.7
64.8	64.8	0.0	65.8	65.0	0.8	67.8	66.0
69.1	67.2	1.8	67.5	67.5	0.1	66.0	66.6
68.7	69.1	<0.5>	69.3	69.7	<0.4>	69.9	69.6
66.3	66.0	0.4	66.7	65.6	1.1	65.8	65.7
67.6	65.1	2.5	67.0	65.8	1.2	65.8	67.7
209,834	216,659	<6,825>	1,997,763	2,025,705	<27,942>	219,660	2,051,078
1,128,460	1,159,461	<31,001>	10,258,373	10,458,685	<200,312>	1,096,066	10,108,856
294,513	291,617	<2,896>	3,043,729	2,994,358	<49,371>	278,577	2,976,748
0	0	0	3,919	0	<3,919>	0	0
286,570	256,655	<29,915>	2,501,919	2,415,442	<86,477>	260,770	2,233,930
<48,984>	<42,931>	6,053	<388,059>	<414,705>	<26,646>	<40,876>	<418,971>
532,099	505,341	<26,758>	5,161,508	4,995,095	<166,413>	498,472	4,791,707
38.8	35.6	<3.2>	41.9	39.4	<2.5>	38.2	39.8
174,760	179,620	4,860	1,727,319	1,805,781	78,462	165,140	1,699,556
1,145	2,290	1,145	12,505	16,760	4,255	2,177	17,682
3,710	3,900	190	37,733	38,970	1,237	4,440	37,340
0	0	0	0	0	0	0	108
0	1,000	1,000	9,023	12,000	2,977	0	9,372
57,341	66,570	9,229	534,520	588,359	53,839	59,923	541,395
4.2	4.7	0.5	4.3	4.6	0.3	4.6	4.5
5,018	4,950	<68>	58,789	48,060	<10,729>	4,707	54,215
0	0	0	0	0	0	106	106
<11,687>	<11,500>	187	<103,189>	<109,000>	<5,812>	<11,846>	<100,169>
4,793	2,555	<2,238>	41,329	27,275	<14,054>	3,220	32,265
4,766	4,727	<39>	42,554	45,366	2,812	4,832	44,205
951	1,160	209	21,392	13,700	<7,692>	359	17,498
1,469	2,505	1,036	20,269	42,900	22,631	1,784	31,060
38	0	<38>	108	0	<108>	0	0
0	16	16	<0>	115	115	0	3
6,140	5,365	<775>	92,856	60,744	<32,112>	4,007	79,615
50,540	49,716	<824>	421,652	433,655	12,003	45,148	399,925
2,343	2,339	<4>	19,958	20,160	202	2,253	19,333
900	1,308	408	11,596	12,128	532	805	13,045
70	0	<70>	144	0	<144>	0	112
0	0	0	0	800	800	0	4,996
98	400	302	1,965	3,400	1,435	0	2,615
0	0	0	305	1,150	845	0	636
0	0	0	600	650	50	0	600
1,800	0	<1,800>	2,637	0	<2,637>	800	9,429
20,865	24,005	3,140	272,501	282,584	10,083	21,265	240,362
325,060	340,926	15,866	3,226,568	3,345,557	118,989	309,121	3,155,304
857,159	846,267	<10,892>	8,388,076	8,340,652	<47,424>	807,592	7,947,011
271,301	313,194	<41,893>	1,870,297	2,118,033	<247,736>	288,474	2,161,845
52,493	44,584	<7,909>	431,762	453,520	21,758	55,186	451,667
61,314	64,786	3,472	567,206	576,937	9,731	58,314	517,460
31,787	37,956	6,169	279,459	316,597	37,138	26,936	256,404
13,596	13,833	237	128,774	126,602	<2,172>	12,710	117,385
51,417	46,133	<5,284>	439,868	411,373	<28,495>	40,040	367,891
73,232	67,581	<5,651>	678,207	680,283	2,076	63,044	708,001
21,063	26,279	5,216	243,255	265,988	22,733	25,260	269,923
73,974	84,510	10,536	822,289	845,100	22,811	87,515	894,805
378,878	385,662	6,784	3,590,821	3,676,400	85,579	369,005	3,583,536
<107,577>	<72,468>	<35,109>	<1,720,524>	<1,558,367>	<162,157>	<80,532>	<1,421,691>
362,282	379,579	<17,297>	3,276,995	3,363,469	<86,474>	377,616	3,379,847
115,393	124,007	<8,614>	1,083,722	1,129,788	<46,066>	127,043	1,169,167
246,889	255,572	<8,683>	2,193,273	2,233,681	<40,408>	250,573	2,210,680
6.18	6.18	0.00	6.28	6.25	0.03	5.95	6.06
8.15	7.96	0.20	7.70	7.47	0.23	7.83	7.37
5.26	5.32	<0.05>	5.39	5.42	<0.03>	5.00	5.18
31,498	29,453	<2,045>	292,254	286,276	<5,978>	30,518	289,089
43.56	48.19	<4.63>	42.11	44.26	<2.15>	42.77	41.62

SERVICES DIVISION
INCOME STATEMENT

MAY. 10(04/30/17-05/27/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
25,204	22,570	2,634	152,534	135,336	17,198	32,711	137,288
25,204	22,570	2,634	152,534	135,336	17,198	32,711	137,288
263	200	<63>	3,592	1,850	<1,742>	163	1,837
24,941	22,370	2,571	148,942	133,486	15,456	32,548	135,451
99.0	99.1	<0.2>	97.7	98.6	<1.0>	99.5	98.7
99.0	99.1	<0.2>	97.7	98.6	<1.0>	99.5	98.7
233,483	304,333	<70,850>	2,029,109	2,224,330	<195,221>	243,114	2,001,517
109,579	101,171	8,408	1,075,920	1,013,368	62,552	95,207	969,427
343,063	405,504	<62,441>	3,105,029	3,237,698	<132,669>	338,321	2,970,944
368,004	427,874	<59,870>	3,253,971	3,371,184	<117,213>	370,869	3,106,395
35,940	35,481	<459>	361,491	357,538	<3,953>	35,830	354,549
0	500	500	0	4,625	4,625	0	0
131	400	269	1,881	2,610	729	330	1,913
36,071	36,381	310	363,372	364,773	1,401	36,160	356,462
143.1	161.2	18.1	238.2	269.5	31.3	110.5	259.6
19,306	19,337	31	186,309	192,800	6,491	17,736	177,489
264	500	236	3,966	4,845	879	3,628	6,767
563	460	<103>	5,758	6,014	256	624	6,592
6	60	54	486	600	114	105	323
<0>	50	50	3,991	12,200	8,209	8	10,157
0	0	0	811	0	<811>	0	0
0	0	0	0	500	500	0	0
0	0	0	10,644	8,500	<2,144>	0	8,500
66	1,250	1,184	2,803	12,500	9,697	867	10,070
0	100	100	1,413	1,216	<197>	0	816
0	45,200	45,200	5,678	100,000	94,322	28,240	28,240
2,083	2,083	0	21,822	50,834	29,012	5,141	24,719
0	650	650	3,611	5,900	2,289	0	11,439
490	2,300	1,810	18,238	23,000	4,762	630	32,856
30,531	84,065	53,534	206,217	270,205	63,988	84,342	251,302
14,571	11,300	<3,271>	146,033	140,300	<5,733>	8,656	140,376
0	0	0	56	0	<56>	0	0
51,053	58,404	7,351	531,888	565,902	34,014	31,917	547,795
118,932	225,759	106,827	1,149,723	1,395,316	245,593	181,894	1,257,440
155,003	262,140	107,137	1,513,095	1,760,089	246,994	218,054	1,613,903
213,001	165,734	47,267	1,740,876	1,611,095	129,781	152,815	1,492,492
3,559	3,209	<350>	30,259	33,239	2,980	4,003	33,619
13,766	16,354	2,588	125,023	127,960	2,937	13,677	106,032
7,400	9,931	2,531	63,159	72,692	9,533	6,554	54,089
3,165	3,619	454	29,266	29,081	<185>	3,093	25,017
11,970	12,071	101	100,751	94,702	<6,049>	9,743	78,546
34,799	31,431	<3,368>	286,695	316,395	29,700	13,266	148,977
10,009	12,230	2,221	100,275	123,791	23,516	5,315	56,797
6,913	5,765	<1,148>	63,958	57,641	<6,317>	6,035	60,720
91,581	94,610	3,029	799,386	855,501	56,115	61,686	563,797
121,420	71,124	50,296	941,490	755,594	185,896	91,129	928,695

**UCLA STUDENT UNION
INCOME STATEMENT**

MAY. 10(04/30/17-05/27/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
36,203	33,614	2,589	431,378	440,019	<8,641>	64,702	463,587
0	88	<88>	0	734	<734>	0	0
43,456	40,726	2,730	398,941	418,170	<19,229>	40,249	417,746
79,659	74,428	5,231	830,319	858,923	<28,604>	104,951	881,333
42,365	39,830	<2,535>	390,979	408,970	17,991	40,008	408,047
2,587	5,882	3,295	75,755	76,933	1,178	7,495	87,734
<16>	0	16	0	0	0	0	0
44,936	45,712	776	466,733	485,903	19,170	47,502	495,780
56.4	61.4	5.0	56.2	56.6	0.4	45.3	56.3
34,724	28,716	6,008	363,586	373,020	<9,434>	57,449	385,552
43.6	38.6	5.0	43.8	43.4	0.4	54.7	43.8
92.9	82.5	10.4	82.4	82.5	<0.1>	88.4	81.1
0.0	100.0	<100.0>	0.0	100.0	<100.0>	0.0	0.0
2.5	2.2	0.3	2.0	2.2	<0.2>	0.6	2.3
66,761	35,150	31,611	247,158	192,009	55,149	28,887	158,179
7,586	7,169	417	71,139	73,615	<2,476>	6,997	73,280
74,346	42,319	32,027	318,297	265,624	52,673	35,884	231,459
109,070	71,035	38,035	681,883	638,644	43,239	93,333	617,011
32,203	31,749	<454>	320,879	317,490	<3,389>	30,974	298,431
21,905	20,211	<1,694>	187,856	200,100	12,244	20,265	178,962
54,108	51,960	<2,148>	508,735	517,590	8,855	51,239	477,393
67.9	69.8	1.9	61.3	60.3	<1.0>	48.8	54.2
18,046	17,194	<852>	170,926	170,806	<120>	17,631	161,318
993	578	<415>	12,163	9,334	<2,829>	1,621	12,992
2,774	3,385	611	28,557	33,050	4,493	3,219	28,045
0	0	0	1,192	2,250	1,058	0	566
0	0	0	5,141	4,856	<285>	412	5,615
272	0	<272>	6,518	6,246	<272>	0	4,961
249	0	<249>	7,233	4,858	<2,375>	896	6,433
1,038	886	<152>	27,302	26,126	<1,176>	1,247	28,955
61,692	24,000	<37,692>	168,985	110,703	<58,282>	29,950	108,686
0	0	0	352	0	<352>	0	0
86	0	<86>	1,501	0	<1,501>	72	149
0	0	0	1,940	2,000	60	0	1,400
0	20	20	1,229	1,139	<90>	<97>	595
267	601	334	2,649	5,980	3,331	412	5,062
706	750	45	15,946	11,186	<4,760>	573	18,925
1,302	958	<344>	10,492	9,828	<664>	1,114	10,054
268	24	<244>	694	251	<443>	282	2,639
0	0	0	0	0	0	0	575
0	0	0	2,654	2,950	296	0	3,206
15,417	15,417	0	154,167	154,170	3	15,417	154,167
23,188	24,000	812	125,877	127,000	1,123	23,363	115,802
126,297	87,813	<38,484>	745,517	682,733	<62,784>	96,111	670,145
180,404	139,773	<40,631>	1,254,252	1,200,323	<53,929>	147,350	1,147,538
<71,335>	<68,738>	<2,597>	<572,369>	<561,679>	<10,690>	<54,017>	<530,526>
5,339	4,020	<1,319>	42,722	42,052	<670>	5,674	44,907
5,757	4,871	<886>	44,000	46,035	2,035	5,192	39,250
3,095	2,958	<137>	22,632	26,233	3,601	2,488	20,077
1,324	1,078	<246>	10,267	10,463	196	1,174	9,235
5,006	3,596	<1,410>	35,268	34,132	<1,136>	3,698	28,860
47,194	43,580	<3,614>	434,471	438,690	4,219	39,411	442,591
13,574	16,948	3,374	155,647	171,547	15,900	15,791	168,736
11,424	17,216	5,792	123,764	172,169	48,405	10,522	119,243
92,712	94,267	1,555	868,771	941,321	72,550	83,949	872,900
<164,047>	<163,005>	<1,042>	<1,441,140>	<1,503,000>	61,860	<137,966>	<1,403,426>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAY. 10(04/30/17-05/27/17)			FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH			YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
320,558	312,259	<8,299>	3,008,770	3,121,938	113,168	309,732	3,025,468
0	300	300	0	3,000	3,000	0	0
35,051	36,797	1,746	301,889	357,482	55,593	31,711	313,855
355,609	349,356	<6,253>	3,310,659	3,482,420	171,761	341,443	3,339,323
6.1	6.1	<0.0>	5.8	5.9	0.1	6.2	5.8
0	2,575	2,575	15,178	14,790	<388>	0	11,859
7,700	3,502	<4,198>	11,700	7,622	<4,078>	0	6,000
155,900	158,397	2,497	1,461,948	1,568,075	106,127	154,299	1,475,567
11,256	10,205	<1,051>	77,613	82,163	4,550	10,014	78,504
7,929	9,534	1,605	78,325	91,177	12,852	7,887	76,764
796	973	177	7,420	9,102	1,682	1,060	7,881
5,157	2,571	<2,586>	13,064	22,378	9,314	1,485	6,607
1,686	21	<1,665>	3,226	122	<3,104>	475	821
5,493	591	<4,902>	21,704	19,153	<2,551>	6,547	21,800
0	52	52	0	260	260	0	0
0	703	703	2,428	7,030	4,602	490	5,186
135	165	30	7,508	6,479	<1,029>	0	5,176
103	206	103	812	1,827	1,015	29	1,311
314	386	72	3,591	3,860	269	0	3,573
255	<600>	<855>	<422>	<5,600>	<5,178>	<400>	<3,623>
0	50	50	1,171	500	<671>	232	1,659
0	2,550	2,550	27,095	25,500	<1,595>	2,797	27,400
1,061	1,311	250	11,508	13,358	1,850	1,429	12,387
1,545	1,545	0	15,450	15,450	0	1,500	15,000
4,538	6,249	1,711	66,172	68,165	1,993	3,931	53,496
723	1,272	549	8,420	12,720	4,300	744	8,658
14,078	17,017	2,939	127,309	148,505	21,196	11,596	120,980
0	23	23	122	495	373	0	218
0	2,966	2,966	41,276	44,242	2,966	2,880	43,148
<2>	40	42	49	359	310	0	<37>
19,169	15,734	<3,435>	191,690	157,340	<34,350>	14,303	143,033
12,030	5,380	<6,650>	105,988	51,357	<54,631>	5,952	51,232
1,396	1,409	13	13,958	14,084	126	1,178	13,007
11,785	10,314	<1,471>	102,570	103,136	566	9,906	100,347
890	350	<540>	14,824	5,200	<9,624>	885	12,061
9,607	10,111	504	96,073	101,110	5,037	8,912	90,650
4,296	6,539	2,243	11,525	13,768	2,243	6,349	13,367
13,474	14,583	1,109	28,869	56,100	27,231	2,000	40,000
13,085	16,480	3,395	127,902	133,248	5,346	16,034	127,134
64	103	39	4,183	7,276	3,093	1,816	10,256
4,845	5,059	214	42,994	45,537	2,543	4,200	39,960
3,346	3,900	554	33,641	37,700	4,059	3,249	32,434
7,635	7,635	0	76,350	76,350	0	8,051	76,766
11,222	0	<11,222>	75,420	0	<75,420>	0	0
8,050	0	<8,050>	68,425	0	<68,425>	0	0
13,296	13,669	373	132,834	136,690	3,856	13,401	134,010
1,639	1,545	<94>	29,150	29,251	101	2,583	29,927
354,495	335,115	<19,380>	3,159,064	3,125,879	<33,185>	305,816	2,894,518
710,104	684,471	<25,633>	6,469,723	6,608,299	138,576	647,259	6,233,841
20,397	18,812	<1,585>	185,782	189,369	3,587	16,099	180,797
5,866	7,315	1,449	66,411	74,046	7,635	6,451	68,928
21,278	21,654	376	207,020	216,533	9,513	10,454	111,602
47,541	47,781	240	459,213	479,948	20,735	33,004	361,327
757,645	732,252	<25,393>	6,928,937	7,088,247	159,310	680,263	6,595,168
<685,703>	<662,459>	23,244	<6,231,173>	<6,403,066>	<171,893>	<610,849>	<5,822,445>
<33,167>	<33,167>	0	<329,371>	<329,371>	0	<31,792>	<315,265>
<3,388>	<3,388>	0	<33,633>	<33,633>	0	<3,507>	<31,749>
<35,388>	<33,238>	2,150	<334,760>	<322,177>	12,583	<34,114>	<425,709>
<757,645>	<732,252>	25,393	<6,928,937>	<7,088,247>	<159,310>	<680,263>	<6,595,168>
0	0	0	0	0	<0>	0	0

MAINTENANCE DIVISION
EXPENSE STATEMENT

MAY. 10(04/30/17-05/27/17)						FISCAL YEAR 16-17			FISCAL YEAR 15-16	
CURRENT MONTH						YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
118,822	115,586	<3,236>	Career Wages	1,161,496	1,178,807	17,311	103,487	1,100,657		
2,813	2,198	<615>	Limited Appointment	39,586	21,980	<17,606>	5,126	35,634		
0	600	600	Student Wages	3,006	6,000	2,994	0	166		
<1,292>	<580>	712	Labor Recharge	<5,893>	<6,040>	<147>	<507>	<8,857>		
<9,445>	<7,169>	2,276	Billed Labor Costs	<84,154>	<72,091>	12,063	<6,630>	<67,401>		
0	<4,000>	<4,000>	Capitalized Wages	<33,354>	<40,000>	<6,646>	<8,311>	<28,074>		
110,898	106,635	<4,263>	TOTAL WAGES	1,080,687	1,088,656	7,969	93,166	1,032,125		
73,429	78,418	4,989	Employee Benefits	722,578	786,842	64,264	66,580	697,391		
1,257	218	<1,039>	Office Supplies	2,627	1,805	<822>	1,343	2,279		
618	623	5	Telephone	6,391	6,224	<167>	660	6,337		
0	0	0	Trav/Trips/Conference	1,393	1,500	107	147	496		
5,274	5,247	<27>	Paper	49,111	50,747	1,636	4,173	47,657		
4,949	4,672	<277>	Cleaning Supplies	53,743	54,360	617	5,516	52,360		
1,748	1,284	<464>	Replacements	11,406	11,842	436	1,234	10,094		
535	491	<44>	Laundry	5,142	6,082	940	510	6,123		
44,948	21,200	<23,748>	Repairs & Maintenance	250,266	223,225	<27,041>	16,867	302,987		
4,242	4,225	<17>	Repairs & Mtce-Elevator	29,689	45,040	15,351	1,207	39,393		
1,701	0	<1,701>	Repairs & Mtce-Equip	2,169	875	<1,294>	0	1,091		
<1,892>	1,500	3,392	Painting Program	4,015	15,000	10,985	<180>	<3,115>		
0	250	250	Incidental Proj Exp	1,680	2,500	821	0	1,245		
2,874	6,410	3,536	Air Conditioning-Maint	48,089	46,202	<1,887>	4,959	46,580		
10,454	9,588	<866>	Rub Remvl/Hauling	85,273	83,560	<1,713>	7,336	71,440		
3,087	3,152	65	Rodent & Pest Control	30,590	31,520	930	2,974	37,457		
865	1,050	185	Rentals-Truck	9,734	10,500	766	<138>	7,940		
0	0	0	Janitorial	4,150	0	<4,150>	0	0		
154,090	138,328	<15,762>	TOTAL OTHER CONTROL.	1,318,045	1,377,824	59,779	113,189	1,327,753		
264,988	244,963	<20,025>	TOTAL CONTROLLABLE EXP	2,398,733	2,466,480	67,747	206,354	2,359,878		
			Less: Allocated Exp							
16,925	19,145	2,220	Depreciation	179,801	191,450	11,649	18,037	148,110		
16,925	19,145	2,220	TOTAL ALLOCATED EXP	179,801	191,450	11,649	18,037	148,110		
281,912	264,108	<17,804>	NET EXPENSE	2,578,534	2,657,930	79,396	224,391	2,507,988		
<242,155>	<225,862>	16,293	Allocated-Svs and Ent	<2,204,324>	<2,273,588>	<69,264>	<190,506>	<2,139,431>		
<7,672>	<7,672>	0	Allocated-USAC	<76,727>	<76,727>	0	<6,993>	<69,937>		
<3,009>	<3,008>	1	Allocated-GSA	<30,090>	<30,089>	1	<2,743>	<27,424>		
<8,679>	<8,752>	<73>	Allocated-Comm Board	<81,611>	<88,141>	<6,530>	<8,050>	<90,398>		
<20,397>	<18,814>	1,583	Allocated-A & SS	<185,782>	<189,385>	<3,603>	<16,099>	<180,797>		
<281,912>	<264,108>	17,804	TOTAL OTHER	<2,578,534>	<2,657,930>	<79,396>	<224,391>	<2,507,988>		
0	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>		

UTILITIES
EXPENSE STATEMENT

MAY. 10(04/30/17-05/27/17)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
14,144	13,583	<561>	Chiller Water
51,818	64,748	12,930	Elec-Non Air Cond.
7,785	11,898	4,113	Water-Non Air Cond.
3,983	8,283	4,300	Steam-Non Air Cond.
3,205	3,205	0	Gas
1,550	1,551	1	Energy Management
82,485	103,268	20,783	TOTAL OTHER CONTROL.
82,485	103,268	20,783	TOTAL CONTROLLABLE EXP
<69,648>	<87,844>	<18,196>	Allocated-Svs and Ent
<3,214>	<3,214>	0	Allocated-USAC
<1,261>	<1,261>	0	Allocated-GSA
<2,496>	<3,632>	<1,136>	Allocated-Comm Board
<5,866>	<7,317>	<1,451>	Allocated-A & SS
<82,486>	<103,268>	<20,783>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 16-17			FISCAL YEAR 15-16	
YTD 10 MO(07/31/16-05/27/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
130,400	162,961	32,561	14,584	148,536
600,599	663,874	63,275	55,450	620,007
89,337	107,939	18,602	10,819	96,708
60,255	64,687	4,432	5,849	61,509
32,301	29,730	<2,571>	2,563	26,426
15,505	15,510	5	1,550	13,954
928,397	1,044,701	116,304	90,815	967,140
928,397	1,044,701	116,304	90,815	967,140
<787,883>	<889,137>	<101,254>	<76,332>	<815,650>
<32,140>	<32,140>	0	<3,454>	<34,549>
<12,602>	<12,602>	0	<1,354>	<13,549>
<29,360>	<36,762>	<7,402>	<3,225>	<34,464>
<66,411>	<74,060>	<7,649>	<6,451>	<68,928>
<928,397>	<1,044,701>	<116,304>	<90,815>	<967,140>
<0>	0	0	0	<0>