

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**July (07/02/17 - 07/29/17)**

**Prepared**

**August 16, 2017**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

| JULY (07/02/17 - 07/29/17)  |                |              |                |              |              |              |               |               |                | FY 15-16 |   |
|-----------------------------|----------------|--------------|----------------|--------------|--------------|--------------|---------------|---------------|----------------|----------|---|
| CURRENT MONTH               |                |              |                |              |              |              |               |               |                | **       |   |
| ACTUAL                      |                | BUDGET       |                | VARIANCE     |              |              |               | LAST YEAR ACT |                |          |   |
| \$                          | %              | \$           | %              | ACT/BUD      |              | ACT/LY ACT   |               | \$            | %              | \$       | % |
|                             |                |              |                | \$           | %            | \$           | %             |               |                |          |   |
| 3,126                       |                | 2,749        |                | 377          | 13.7%        | (292)        | (8.5%)        | 3,418         |                |          |   |
| 931                         |                | 926          |                | 5            | 0.5%         | (168)        | (15.3%)       | 1,099         |                |          |   |
| 450                         |                | 391          |                | 59           | 15.1%        | 162          | 56.3%         | 288           |                |          |   |
| 135                         |                | 151          |                | (16)         | (10.6%)      | (16)         | (10.6%)       | 151           |                |          |   |
| <b>4,642</b>                |                | <b>4,217</b> |                | <b>425</b>   | <b>10.1%</b> | <b>(314)</b> | <b>(6.3%)</b> | <b>4,956</b>  |                |          |   |
| 1,118                       | 35.8%          | 942          | 34.3%          | 176          | 1.5          | (60)         | 1.3           | 1,178         | 34.5%          |          |   |
| 644                         | 69.2%          | 654          | 70.6%          | (10)         | (1.4)        | (136)        | (1.8)         | 780           | 71.0%          |          |   |
| 450                         | 100.0%         | 391          | 100.0%         | 59           | 0.0          | 162          | 0.0           | 288           | 100.0%         |          |   |
| 86                          | 63.7%          | 102          | 67.5%          | (16)         | (3.8)        | (20)         | (6.5)         | 106           | 70.2%          |          |   |
| <b>2,298</b>                | <b>49.5%</b>   | <b>2,089</b> | <b>49.5%</b>   | <b>209</b>   | <b>0.0</b>   | <b>(54)</b>  | <b>2.0</b>    | <b>2,352</b>  | <b>47.5%</b>   |          |   |
| 534                         | 17.1%          | 573          | 20.8%          | 39           | 3.7          | 49           | 0.0           | 583           | 17.1%          |          |   |
| 592                         | 63.6%          | 623          | 67.3%          | 31           | 3.7          | 103          | (0.4)         | 695           | 63.2%          |          |   |
| 58                          | 12.9%          | 57           | 14.6%          | (1)          | 1.7          | 1            | 7.6           | 59            | 20.5%          |          |   |
| 67                          | 49.6%          | 66           | 43.7%          | (1)          | (5.9)        | 3            | (3.2)         | 70            | 46.4%          |          |   |
| <b>1,251</b>                | <b>26.9%</b>   | <b>1,319</b> | <b>31.3%</b>   | <b>68</b>    | <b>4.4</b>   | <b>156</b>   | <b>1.5</b>    | <b>1,407</b>  | <b>28.4%</b>   |          |   |
| 80                          | 2.6%           | 60           | 2.2%           | (20)         | (0.4)        | (13)         | (0.6)         | 67            | 2.0%           |          |   |
| 102                         | 11.0%          | 95           | 10.3%          | (7)          | (0.7)        | (7)          | (2.4)         | 95            | 8.6%           |          |   |
| 266                         | 59.1%          | 126          | 32.2%          | (140)        | (26.9)       | (148)        | (18.1)        | 118           | 41.0%          |          |   |
| 40                          | 29.6%          | 29           | 19.2%          | (11)         | (10.4)       | (12)         | (11.1)        | 28            | 18.5%          |          |   |
| <b>488</b>                  | <b>10.5%</b>   | <b>310</b>   | <b>7.4%</b>    | <b>(178)</b> | <b>(3.1)</b> | <b>(180)</b> | <b>(4.3)</b>  | <b>308</b>    | <b>6.2%</b>    |          |   |
| 504                         | 16.1%          | 309          | 11.2%          | 195          | 4.9          | (23)         | 0.7           | 527           | 15.4%          |          |   |
| (50)                        | (5.4%)         | (64)         | (6.9%)         | 14           | 1.5          | (39)         | (4.4)         | (11)          | (1.0%)         |          |   |
| 127                         | 28.2%          | 208          | 53.2%          | (81)         | (25.0)       | 16           | (10.3)        | 111           | 38.5%          |          |   |
| (20)                        | (14.8%)        | 7            | 4.6%           | (27)         | (19.4)       | (28)         | (20.1)        | 8             | 5.3%           |          |   |
| <b>561</b>                  | <b>12.1%</b>   | <b>460</b>   | <b>10.9%</b>   | <b>101</b>   | <b>1.2</b>   | <b>(74)</b>  | <b>(0.7)</b>  | <b>635</b>    | <b>12.8%</b>   |          |   |
| 733                         | 15.8%          | 607          | 14.4%          | (126)        | (1.4)        | 161          | 2.2           | 894           | 18.0%          |          |   |
| 258                         | 5.6%           | 249          | 5.9%           | (9)          | 0.3          | 15           | (0.1)         | 273           | 5.5%           |          |   |
| 89                          | 1.9%           | 93           | 2.2%           | 4            | 0.3          | (11)         | (0.3)         | 78            | 1.6%           |          |   |
| 191                         | 4.1%           | 216          | 5.1%           | 25           | 1.0          | 46           | 0.7           | 237           | 4.8%           |          |   |
| <b>1,271</b>                | <b>27.4%</b>   | <b>1,165</b> | <b>27.6%</b>   | <b>(106)</b> | <b>0.2</b>   | <b>211</b>   | <b>2.5</b>    | <b>1,482</b>  | <b>29.9%</b>   |          |   |
| <b>(710)</b>                | <b>(15.3%)</b> | <b>(705)</b> | <b>(16.7%)</b> | <b>(5)</b>   | <b>1.4</b>   | <b>137</b>   | <b>1.8</b>    | <b>(847)</b>  | <b>(17.1%)</b> |          |   |
| 108                         | 2.3%           | 0            | 0.0%           | 108          | 2.3          | 115          | 2.4           | (7)           | (0.1%)         |          |   |
| 16                          | 0.3%           | 8            | 0.2%           | 8            | 0.1          | 4            | 0.1           | 12            | 0.2%           |          |   |
| (35)                        | (0.8%)         | (35)         | (0.8%)         | 0            | 0.0          | 2            | (0.1)         | (37)          | (0.7%)         |          |   |
| 0                           | 0.0%           | 0            | 0.0%           | 0            | 0.0          | 0            | 0.0           | 0             | 0.0%           |          |   |
| 242                         | 5.2%           | 231          | 5.0%           | 11           | (0.3)        | 1            | 0.3           | 241           | 4.9%           |          |   |
| <b>331</b>                  | <b>7.1%</b>    | <b>204</b>   | <b>4.8%</b>    | <b>127</b>   | <b>2.3</b>   | <b>122</b>   | <b>2.9</b>    | <b>209</b>    | <b>4.2%</b>    |          |   |
| <b>(379)</b>                | <b>(8.2%)</b>  | <b>(501)</b> | <b>(11.9%)</b> | <b>122</b>   | <b>3.7</b>   | <b>259</b>   | <b>4.7</b>    | <b>(638)</b>  | <b>(12.9%)</b> |          |   |
| <b>GROSS INCOME</b>         |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Store                  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Restaurants            |                |              |                |              |              |              |               |               |                |          |   |
| Services Division           |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Student Union          |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>GROSS MARGIN</b>         |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Store                  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Restaurants            |                |              |                |              |              |              |               |               |                |          |   |
| Services Division           |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Student Union          |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>WAGES &amp; BENEFITS</b> |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Store                  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Restaurants            |                |              |                |              |              |              |               |               |                |          |   |
| Services Division           |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Student Union          |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>OTHER CONTROLLABLES</b>  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Store                  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Restaurants            |                |              |                |              |              |              |               |               |                |          |   |
| Services Division           |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Student Union          |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>CONTRIBUTION</b>         |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Store                  |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Restaurants            |                |              |                |              |              |              |               |               |                |          |   |
| Services Division           |                |              |                |              |              |              |               |               |                |          |   |
| UCLA Student Union          |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>ALLOCATED EXPENSES</b>   |                |              |                |              |              |              |               |               |                |          |   |
| Admin&Support Services      |                |              |                |              |              |              |               |               |                |          |   |
| Maintenance Division        |                |              |                |              |              |              |               |               |                |          |   |
| Utilities                   |                |              |                |              |              |              |               |               |                |          |   |
| Depreciation                |                |              |                |              |              |              |               |               |                |          |   |
| <b>TOTAL</b>                |                |              |                |              |              |              |               |               |                |          |   |
| <b>NET INCOME (LOSS)</b>    |                |              |                |              |              |              |               |               |                |          |   |
| <b>FROM OPERATIONS</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>    |                |              |                |              |              |              |               |               |                |          |   |

| FISCAL YEAR 2016-2017               |               |                |               |                |               |              |               |                |               | FY 15-16 |   |
|-------------------------------------|---------------|----------------|---------------|----------------|---------------|--------------|---------------|----------------|---------------|----------|---|
| YTD 12 MONTHS (07/31/16 - 07/29/17) |               |                |               |                |               |              |               |                |               | **       |   |
| ACTUAL                              |               | BUDGET         |               | VARIANCE       |               |              |               | LAST YEAR ACT  |               |          |   |
| \$                                  | %             | \$             | %             | ACT/BUD        |               | ACT/LY ACT   |               | \$             | %             | \$       | % |
|                                     |               |                |               | \$             | %             | \$           | %             |                |               |          |   |
| 44,917                              |               | 46,339         |               | (1,422)        | (3.1%)        | (1,452)      | (3.1%)        | 46,369         |               |          |   |
| 16,588                              |               | 17,029         |               | (441)          | (2.6%)        | 137          | 0.8%          | 16,451         |               |          |   |
| 4,009                               |               | 4,074          |               | (65)           | (1.6%)        | 358          | 9.8%          | 3,651          |               |          |   |
| 1,424                               |               | 1,403          |               | 21             | 1.5%          | 37           | 2.7%          | 1,387          |               |          |   |
| <b>66,938</b>                       |               | <b>68,845</b>  |               | <b>(1,907)</b> | <b>(2.8%)</b> | <b>(920)</b> | <b>(1.4%)</b> | <b>67,858</b>  |               |          |   |
| 15,283                              | 34.0%         | 15,685         | 33.8%         | (402)          | 0.2           | (270)        | 0.5           | 15,553         | 33.5%         |          |   |
| 11,859                              | 71.5%         | 12,109         | 71.1%         | (250)          | 0.4           | 53           | (0.3)         | 11,806         | 71.8%         |          |   |
| 4,005                               | 99.9%         | 4,072          | 100.0%        | (67)           | (0.1)         | 356          | 0.0           | 3,649          | 99.9%         |          |   |
| 851                                 | 59.8%         | 817            | 58.2%         | 34             | 1.6           | 62           | 2.9           | 789            | 56.9%         |          |   |
| <b>31,998</b>                       | <b>47.8%</b>  | <b>32,683</b>  | <b>47.5%</b>  | <b>(685)</b>   | <b>0.3</b>    | <b>201</b>   | <b>0.9</b>    | <b>31,797</b>  | <b>46.9%</b>  |          |   |
| 6,876                               | 15.3%         | 7,058          | 15.2%         | 182            | (0.1)         | (206)        | (0.9)         | 6,670          | 14.4%         |          |   |
| 8,217                               | 49.5%         | 8,159          | 47.9%         | (58)           | (1.6)         | (348)        | (1.7)         | 7,869          | 47.8%         |          |   |
| 659                                 | 16.4%         | 671            | 16.5%         | 12             | 0.1           | (13)         | 1.3           | 646            | 17.7%         |          |   |
| 824                                 | 57.9%         | 825            | 58.8%         | 1              | 0.9           | (50)         | (2.1)         | 774            | 55.8%         |          |   |
| <b>16,576</b>                       | <b>24.8%</b>  | <b>16,713</b>  | <b>24.3%</b>  | <b>137</b>     | <b>(0.5)</b>  | <b>(617)</b> | <b>(1.3)</b>  | <b>15,959</b>  | <b>23.5%</b>  |          |   |
| 2,165                               | 4.8%          | 2,227          | 4.8%          | 62             | 0.0           | 35           | (0.1)         | 2,200          | 4.7%          |          |   |
| 1,740                               | 10.5%         | 1,775          | 10.4%         | 35             | (0.1)         | (66)         | (0.3)         | 1,674          | 10.2%         |          |   |
| 1,315                               | 32.8%         | 1,422          | 34.9%         | 107            | 2.1           | (42)         | 2.1           | 1,273          | 34.9%         |          |   |
| 667                                 | 46.8%         | 599            | 42.7%         | (68)           | (4.1)         | (63)         | (3.3)         | 604            | 43.5%         |          |   |
| <b>5,887</b>                        | <b>8.8%</b>   | <b>6,023</b>   | <b>8.7%</b>   | <b>136</b>     | <b>(0.1)</b>  | <b>(136)</b> | <b>(0.3)</b>  | <b>5,751</b>   | <b>8.5%</b>   |          |   |
| 6,241                               | 13.9%         | 6,401          | 13.8%         | (160)          | 0.1           | (443)        | (0.5)         | 6,684          | 14.4%         |          |   |
| 1,902                               | 11.5%         | 2,175          | 12.8%         | (273)          | (1.3)         | (361)        | (2.3)         | 2,263          | 13.8%         |          |   |
| 2,032                               | 50.7%         | 1,978          | 48.6%         | 54             | 2.1           | 301          | 3.3           | 1,731          | 47.4%         |          |   |
| (640)                               | (44.9%)       | (607)          | (43.3%)       | (33)           | (1.6)         | (51)         | (2.4)         | (589)          | (42.5%)       |          |   |
| <b>9,535</b>                        | <b>14.2%</b>  | <b>9,947</b>   | <b>14.4%</b>  | <b>(412)</b>   | <b>(0.2)</b>  | <b>(554)</b> | <b>(0.7)</b>  | <b>10,089</b>  | <b>14.9%</b>  |          |   |
| 7,089                               | 10.6%         | 7,136          | 10.4%         | 47             | (0.2)         | (160)        | (0.4)         | 6,929          | 10.2%         |          |   |
| 2,709                               | 4.0%          | 2,742          | 4.0%          | 33             | 0.0           | (47)         | (0.1)         | 2,662          | 3.9%          |          |   |
| 1,039                               | 1.6%          | 1,149          | 1.7%          | 110            | 0.1           | 8            | (0.1)         | 1,047          | 1.5%          |          |   |
| 2,347                               | 3.5%          | 2,588          | 3.8%          | 241            | 0.3           | 20           | 0.0           | 2,367          | 3.5%          |          |   |
| <b>13,184</b>                       | <b>19.7%</b>  | <b>13,615</b>  | <b>19.8%</b>  | <b>431</b>     | <b>0.1</b>    | <b>(179)</b> | <b>(0.5)</b>  | <b>13,005</b>  | <b>19.2%</b>  |          |   |
| <b>(3,649)</b>                      | <b>(5.5%)</b> | <b>(3,668)</b> | <b>(5.3%)</b> | <b>19</b>      | <b>(0.2)</b>  | <b>(733)</b> | <b>(1.2)</b>  | <b>(2,916)</b> | <b>(4.3%)</b> |          |   |
| 248                                 | 0.4%          | 0              | 0.0%          | 248            | 0.4           | (25)         | 0.0           | 273            | 0.4%          |          |   |
| 152                                 | 0.2%          | 119            | 0.2%          | 33             | 0.0           | (7)          | 0.0           | 159            | 0.2%          |          |   |
| (420)                               | (0.6%)        | (420)          | (0.6%)        | 0              | 0.0           | 23           | 0.1           | (443)          | (0.7%)        |          |   |
| 0                                   | 0.0%          | 0              | 0.0%          | 0              | 0.0           | 0            | 0.0           | 0              | 0.0%          |          |   |
| 2,812                               | 4.2%          | 2,776          | 4.0%          | 36             | 0.2           | 82           | 0.2           | 2,730          | 4.0%          |          |   |
| <b>2,792</b>                        | <b>4.2%</b>   | <b>2,475</b>   | <b>3.6%</b>   | <b>317</b>     | <b>0.6</b>    | <b>73</b>    | <b>0.2</b>    | <b>2,719</b>   | <b>4.0%</b>   |          |   |
| <b>(857)</b>                        | <b>(1.3%)</b> | <b>(1,193)</b> | <b>(1.7%)</b> | <b>336</b>     | <b>0.4</b>    | <b>(660)</b> | <b>(1.0)</b>  | <b>(197)</b>   | <b>(0.3%)</b> |          |   |

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

| JULY (07/02/17 - 07/29/17)               |                |              |                |              |              |              |               |               |                | FY 15-16 |   | FISCAL YEAR 2016-2017               |               |                |               |                |               |              |               |                |               | FY 15-16 |   |
|--|----------------|--------------|----------------|--------------|--------------|--------------|---------------|---------------|----------------|----------|---|-------------------------------------|---------------|----------------|---------------|----------------|---------------|--------------|---------------|----------------|---------------|----------|---|
| CURRENT MONTH                            |                |              |                |              |              |              |               |               |                | **       |   | YTD 12 MONTHS (07/31/16 - 07/29/17) |               |                |               |                |               |              |               |                |               | **       |   |
| ACTUAL                                   |                | BUDGET       |                | VARIANCE     |              |              |               | LAST YEAR ACT |                |          |   | ACTUAL                              |               | BUDGET         |               | VARIANCE       |               |              |               | LAST YEAR ACT  |               |          |   |
| \$                                       | %              | \$           | %              | ACT/BUD      |              | ACT/LY ACT   |               | \$            | %              | \$       | % | \$                                  | %             | \$             | %             | ACT/BUD        |               | ACT/LY ACT   |               | \$             | %             | \$       | % |
|  |                |              |                | \$           | %            | \$           | %             |               |                |          |   |                                     |               |                |               | \$             | %             | \$           | %             |                |               |          |   |
| 3,126                                    |                | 2,749        |                | 377          | 13.7%        | (292)        | (8.5%)        | 3,418         |                |          |   | 44,917                              |               | 46,339         |               | (1,422)        | (3.1%)        | (1,452)      | (3.1%)        | 46,369         |               |          |   |
| 931                                      |                | 926          |                | 5            | 0.5%         | (168)        | (15.3%)       | 1,099         |                |          |   | 16,588                              |               | 17,029         |               | (441)          | (2.6%)        | 137          | 0.8%          | 16,451         |               |          |   |
| 450                                      |                | 391          |                | 59           | 15.1%        | 162          | 56.3%         | 288           |                |          |   | 4,009                               |               | 4,074          |               | (65)           | (1.6%)        | 358          | 9.8%          | 3,651          |               |          |   |
| 135                                      |                | 151          |                | (16)         | (10.6%)      | (16)         | (10.6%)       | 151           |                |          |   | 1,424                               |               | 1,403          |               | 21             | 1.5%          | 37           | 2.7%          | 1,387          |               |          |   |
| <b>4,642</b>                             |                | <b>4,217</b> |                | <b>425</b>   | <b>10.1%</b> | <b>(314)</b> | <b>(6.3%)</b> | <b>4,956</b>  |                |          |   | <b>66,938</b>                       |               | <b>68,845</b>  |               | <b>(1,907)</b> | <b>(2.8%)</b> | <b>(920)</b> | <b>(1.4%)</b> | <b>67,858</b>  |               |          |   |
| <b>GROSS INCOME</b>                      |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| 1,118                                    | 35.8%          | 942          | 34.3%          | 176          | 1.5          | (60)         | 1.3           | 1,178         | 34.5%          |          |   | 15,283                              | 34.0%         | 15,685         | 33.8%         | (402)          | 0.2           | (270)        | 0.5           | 15,553         | 33.5%         |          |   |
| 644                                      | 69.2%          | 654          | 70.6%          | (10)         | (1.4)        | (136)        | (1.8)         | 780           | 71.0%          |          |   | 11,859                              | 71.5%         | 12,109         | 71.1%         | (250)          | 0.4           | 53           | (0.3)         | 11,806         | 71.8%         |          |   |
| 450                                      | 100.0%         | 391          | 100.0%         | 59           | 0.0          | 162          | 0.0           | 288           | 100.0%         |          |   | 4,005                               | 99.9%         | 4,072          | 100.0%        | (67)           | (0.1)         | 356          | 0.0           | 3,649          | 99.9%         |          |   |
| 86                                       | 63.7%          | 102          | 67.5%          | (16)         | (3.8)        | (20)         | (6.5)         | 106           | 70.2%          |          |   | 851                                 | 59.8%         | 817            | 58.2%         | 34             | 1.6           | 62           | 2.9           | 789            | 56.9%         |          |   |
| <b>2,298</b>                             | <b>49.5%</b>   | <b>2,089</b> | <b>49.5%</b>   | <b>209</b>   | <b>0.0</b>   | <b>(54)</b>  | <b>2.0</b>    | <b>2,352</b>  | <b>47.5%</b>   |          |   | <b>31,998</b>                       | <b>47.8%</b>  | <b>32,683</b>  | <b>47.5%</b>  | <b>(685)</b>   | <b>0.3</b>    | <b>201</b>   | <b>0.9</b>    | <b>31,797</b>  | <b>46.9%</b>  |          |   |
| <b>GROSS MARGIN</b>                      |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| 614                                      | 19.6%          | 633          | 23.0%          | 19           | 3.4          | 37           | (0.6)         | 651           | 19.0%          |          |   | 9,041                               | 20.1%         | 9,285          | 20.0%         | 244            | (0.1)         | (172)        | (1.0)         | 8,869          | 19.1%         |          |   |
| 694                                      | 74.5%          | 717          | 77.4%          | 23           | 2.9          | 97           | (2.5)         | 791           | 72.0%          |          |   | 9,957                               | 60.0%         | 9,934          | 58.3%         | (23)           | (1.7)         | (414)        | (2.0)         | 9,543          | 58.0%         |          |   |
| 323                                      | 71.8%          | 183          | 46.8%          | (140)        | (25.0)       | (146)        | (10.3)        | 177           | 61.5%          |          |   | 1,974                               | 49.2%         | 2,093          | 51.4%         | 119            | 2.2           | (55)         | 3.4           | 1,919          | 52.6%         |          |   |
| 106                                      | 78.5%          | 95           | 62.9%          | (11)         | (15.6)       | (8)          | (13.6)        | 98            | 64.9%          |          |   | 1,491                               | 104.7%        | 1,424          | 101.5%        | (67)           | (3.2)         | (113)        | (5.3)         | 1,378          | 99.4%         |          |   |
| <b>1,737</b>                             | <b>37.4%</b>   | <b>1,628</b> | <b>38.6%</b>   | <b>(109)</b> | <b>1.2</b>   | <b>(20)</b>  | <b>(2.8)</b>  | <b>1,717</b>  | <b>34.6%</b>   |          |   | <b>22,463</b>                       | <b>33.6%</b>  | <b>22,736</b>  | <b>33.0%</b>  | <b>273</b>     | <b>(0.6)</b>  | <b>(754)</b> | <b>(1.6)</b>  | <b>21,709</b>  | <b>32.0%</b>  |          |   |
| <b>TOTAL CONTROLLABLES</b>               |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| 504                                      | 16.1%          | 309          | 11.2%          | 195          | 4.9          | (23)         | 0.7           | 527           | 15.4%          |          |   | 6,241                               | 13.9%         | 6,401          | 13.8%         | (160)          | 0.1           | (443)        | (0.5)         | 6,684          | 14.4%         |          |   |
| (50)                                     | (5.4%)         | (64)         | (6.9%)         | 14           | 1.5          | (39)         | (4.4)         | (11)          | (1.0%)         |          |   | 1,902                               | 11.5%         | 2,175          | 12.8%         | (273)          | (1.3)         | (361)        | (2.3)         | 2,263          | 13.8%         |          |   |
| 127                                      | 28.2%          | 208          | 53.2%          | (81)         | (25.0)       | 16           | (10.3)        | 111           | 38.5%          |          |   | 2,032                               | 50.7%         | 1,978          | 48.6%         | 54             | 2.1           | 301          | 3.3           | 1,731          | 47.4%         |          |   |
| (20)                                     | (14.8%)        | 7            | 4.6%           | (27)         | (19.4)       | (28)         | (20.1)        | 8             | 5.3%           |          |   | (640)                               | (44.9%)       | (607)          | (43.3%)       | (33)           | (1.6)         | (51)         | (2.4)         | (589)          | (42.5%)       |          |   |
| <b>561</b>                               | <b>12.1%</b>   | <b>460</b>   | <b>10.9%</b>   | <b>101</b>   | <b>1.2</b>   | <b>(74)</b>  | <b>(0.7)</b>  | <b>635</b>    | <b>12.8%</b>   |          |   | <b>9,535</b>                        | <b>14.2%</b>  | <b>9,947</b>   | <b>14.4%</b>  | <b>(412)</b>   | <b>(0.2)</b>  | <b>(554)</b> | <b>(0.7)</b>  | <b>10,089</b>  | <b>14.9%</b>  |          |   |
| <b>CONTRIBUTION</b>                      |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| 682                                      | 21.8%          | 602          | 21.9%          | (80)         | 0.1          | 150          | 2.5           | 832           | 24.3%          |          |   | 6,804                               | 15.1%         | 7,047          | 15.2%         | 243            | 0.1           | 13           | (0.4)         | 6,817          | 14.7%         |          |   |
| 362                                      | 38.9%          | 352          | 38.0%          | (10)         | (0.9)        | 83           | 1.6           | 445           | 40.5%          |          |   | 4,307                               | 26.0%         | 4,387          | 25.8%         | 80             | (0.2)         | 87           | 0.7           | 4,394          | 26.7%         |          |   |
| 125                                      | 27.8%          | 108          | 27.6%          | (17)         | (0.2)        | (41)         | 1.4           | 84            | 29.2%          |          |   | 1,009                               | 25.2%         | 1,044          | 25.6%         | 35             | 0.4           | (306)        | (5.9)         | 703            | 19.3%         |          |   |
| 102                                      | 75.6%          | 103          | 68.2%          | 1            | (7.4)        | 19           | 4.5           | 121           | 80.1%          |          |   | 1,064                               | 74.7%         | 1,137          | 81.0%         | 73             | 6.3           | 27           | 4.0           | 1,091          | 78.7%         |          |   |
| <b>1,271</b>                             | <b>27.4%</b>   | <b>1,165</b> | <b>27.6%</b>   | <b>(106)</b> | <b>0.2</b>   | <b>211</b>   | <b>2.5</b>    | <b>1,482</b>  | <b>29.9%</b>   |          |   | <b>13,184</b>                       | <b>19.7%</b>  | <b>13,615</b>  | <b>19.8%</b>  | <b>431</b>     | <b>0.1</b>    | <b>(179)</b> | <b>(0.5)</b>  | <b>13,005</b>  | <b>19.2%</b>  |          |   |
| <b>ALLOCATED EXPENSES</b>                |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| (178)                                    | (3.8%)         | (293)        | (6.9%)         | 115          | 3.1          | 127          | 2.4           | (305)         | (6.2%)         |          |   | (563)                               | (0.8%)        | (645)          | (0.9%)        | 82             | 0.1           | (430)        | (0.6)         | (133)          | (0.2%)        |          |   |
| (412)                                    | (8.9%)         | (416)        | (9.9%)         | 4            | 1.0          | 44           | 0.3           | (456)         | (9.2%)         |          |   | (2,405)                             | (3.6%)        | (2,213)        | (3.2%)        | (192)          | (0.4)         | (274)        | (0.5)         | (2,131)        | (3.1%)        |          |   |
| 2  | 0.0%           | 100          | 2.4%           | (98)         | (2.4)        | (25)         | (0.5)         | 27            | 0.5%           |          |   | 1,023                               | 1.5%          | 934            | 1.4%          | 89             | 0.1           | (5)          | 0.0           | 1,028          | 1.5%          |          |   |
| (122)                                    | (2.6%)         | (96)         | (2.3%)         | (26)         | (0.3)        | (9)          | (0.3)         | (113)         | (2.3%)         |          |   | (1,704)                             | (2.5%)        | (1,744)        | (2.5%)        | 40             | 0.0           | (24)         | 0.0           | (1,680)        | (2.5%)        |          |   |
| <b>(710)</b>                             | <b>(15.3%)</b> | <b>(705)</b> | <b>(16.7%)</b> | <b>(5)</b>   | <b>1.4</b>   | <b>137</b>   | <b>1.8</b>    | <b>(847)</b>  | <b>(17.1%)</b> |          |   | <b>(3,649)</b>                      | <b>(5.5%)</b> | <b>(3,668)</b> | <b>(5.3%)</b> | <b>19</b>      | <b>(0.2)</b>  | <b>(733)</b> | <b>(1.2)</b>  | <b>(2,916)</b> | <b>(4.3%)</b> |          |   |
| <b>NET INCOME (LOSS) FROM OPERATIONS</b> |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| 108                                      | 2.3%           | 0            | 0.0%           | 108          | 2.3          | 115          | 2.4           | (7)           | (0.1%)         |          |   | 248                                 | 0.4%          | 0              | 0.0%          | 248            | 0.4           | (25)         | 0.0           | 273            | 0.4%          |          |   |
| 16                                       | 0.3%           | 8            | 0.2%           | 8            | 0.1          | 4            | 0.1           | 12            | 0.2%           |          |   | 152                                 | 0.2%          | 119            | 0.2%          | 33             | 0.0           | (7)          | 0.0           | 159            | 0.2%          |          |   |
| (35)                                     | (0.8%)         | (35)         | (0.8%)         | 0            | 0.0          | 2            | (0.1)         | (37)          | (0.7%)         |          |   | (420)                               | (0.6%)        | (420)          | (0.6%)        | 0              | 0.0           | 23           | 0.1           | (443)          | (0.7%)        |          |   |
| 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%          |          |   |
| 242                                      | 5.2%           | 231          | 5.5%           | 11           | (0.3)        | 1            | 0.3           | 241           | 4.9%           |          |   | 2,812                               | 4.2%          | 2,776          | 4.0%          | 36             | 0.2           | 82           | 0.2           | 2,730          | 4.0%          |          |   |
| <b>331</b>                               | <b>7.1%</b>    | <b>204</b>   | <b>4.8%</b>    | <b>127</b>   | <b>2.3</b>   | <b>122</b>   | <b>2.9</b>    | <b>209</b>    | <b>4.2%</b>    |          |   | <b>2,792</b>                        | <b>4.2%</b>   | <b>2,475</b>   | <b>3.6%</b>   | <b>317</b>     | <b>0.6</b>    | <b>73</b>    | <b>0.2</b>    | <b>2,719</b>   | <b>4.0%</b>   |          |   |
| <b>(379)</b>                             | <b>(8.2%)</b>  | <b>(501)</b> | <b>(11.9%)</b> | <b>122</b>   | <b>3.7</b>   | <b>259</b>   | <b>4.7</b>    | <b>(638)</b>  | <b>(12.9%)</b> |          |   | <b>(857)</b>                        | <b>(1.3%)</b> | <b>(1,193)</b> | <b>(1.7%)</b> | <b>336</b>     | <b>0.4</b>    | <b>(660)</b> | <b>(1.0)</b>  | <b>(197)</b>   | <b>(0.3%)</b> |          |   |
| <b>OTHER INC/(EXP)</b>                   |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| <b>TOTAL</b>                             |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |
| <b>NET INCOME (LOSS)</b>                 |                |              |                |              |              |              |               |               |                |          |   |                                     |               |                |               |                |               |              |               |                |               |          |   |

ASUCLA  
P/L Reconciliation  
Jul-17

| <i>Financial Analysis</i>  | <b>\$000's</b> |
|--|----------------|
|  | <b>Jul-17</b>  |
| <b>Budgeted Net Income/(Loss)</b>  | <b>(501)</b>   |
| <b>UCLA Store</b>  |                |
| <b>Gross Margin:</b>   |                |
| Bearwear above plan due to strong campus visitor traffic and the launch of the Under Armour Program  | 112            |
| Market above plan due to exceptionally strong campus visitor traffic   | 21             |
| E-Commerce above plan due to the opening of the Under Armour Program and strong commencement flower sales  | 24             |
| Used Text below plan due to timing of sales occurring in June versus July for A session courses  | (8)            |
| Bookzone above plan due to increase in departmental purchases (UCLA fiscal year end orders)  | 9              |
| Computer Store above plan due to two large institutional orders, the launch of Apple Summer Beats promotion and Apple bonus (tied to achieving Apple defined goals)  | 38             |
| HSS General Mdse below plan the opening of new food concepts in Med Café and the relocation of the School of Medicine had an overall negative impact on foot traffic | (6)            |
| HSS Dental below plan due to reduced enrollment and shift in dental kit sales from July to August/September  | (19)           |
| Hilltop Shop above plan: foot traffic in the area has increased with the convenience factor of shopping on the Hill  | 6              |
| Total Wages below plan   | 10             |
| Other, positive controllables  | 8              |
| Total Contribution   | 195            |
| <b>UCLA Restaurants</b>  |                |
| <b>Gross Margin:</b>   |                |
| Wetzels/RX above plan due to increased customers for the new Lollicup franchise  | 12             |
| Greenhouse above plan due to much better summer traffic than plan  | 5              |
| Northern Lights below plan due to slightly less traffic than expected (small variances each day)   | (4)            |
| No Campus Student Ctr below plan due to slightly less traffic than expected (small variances each day)   | (7)            |
| 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)           |
| Café Synapse below plan due to ongoing customer traffic decline  | (5)            |
| Luvallé Food Servery below plan due to an overly aggressive budget   | (4)            |
| Cooperage above plan: A-level customer traffic rebounding from previous declines, may be capturing more of the Sbarro customers than expected                        | 7              |
| Catering above plan due to unexpected high volume weekend business, more than usual for summer trends  | 8              |
| Total Wages above plan   | (2)            |
| Other, mostly positive controllables   | 17             |
| Total Contribution   | 14             |
| <b>Services</b>  |                |
| <b>Gross Margin:</b>   |                |
| Licensing Domestic below plan due to booking an anticipated credit by Costco   | (30)           |
| Licensing International above plan due to India as well as the Middle East sales beginning to pick back up. Q1-Q2 sales/royalty results better than planned          | 83             |
| Leased Ops above plan mostly due to income from the transfer center (expense to fund Student Media is reported in A&SS)  | 8              |
| Other, negative controllables mostly Licensing (bad debt expense, International agent fee)   | (142)          |
| Total Contribution   | (81)           |
| <b>UCLA Student Union</b>  |                |
| <b>Gross Margin:</b>   |                |
| Student Union Ops below plan: reoccurring clients reduced their reservation due to restructuring the camps   | (16)           |
| Total Wages below plan   | 2              |
| Other, negative controllables  | (13)           |
| Total Contribution   | (27)           |
| <b>Allocated Expenses and Other</b>  |                |
| A&SS above plan mostly due to year-end incentive compensation  | (126)          |
| Maintenance higher than plan mostly due to unplanned elevator and air conditioning repairs and maintenance   | (9)            |
| Utilities slightly below plan  | 4              |
| Depreciation lower than plan due to timing of capital expenditures   | 25             |
| Positive interest income, student fees and various non-recurrent year-end entries  | 127            |
| Total  | 21             |
| <b>Actual Net Income/(Loss)</b>  | <b>(379)</b>   |

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

| Financial Analysis   | \$000's        |
|--|----------------|
| <b>Budgeted Net Income/(Loss)</b>  | <b>(1,193)</b> |
| <b>UCLA Store</b>  |                |
| <b>Gross Margin:</b>   |                |
| Bearwear above plan due to strong campus visitor traffic related to commencement and the launch of the Under Armour Program  | 133            |
| Fastrack below plan due to less campus visitor traffic associated with the opening of the Luskin Conference Center   | (43)           |
| 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      | (47)           |
| Campus Portrait Studio above plan due to continued efficiencies of online scheduling accommodated a greater number of sittings   | 46             |
| Essentials below plan due to overall student supplies as related to Spring Rush trended down, similar to textbook sales  | (49)           |
| E-Commerce below plan mostly due to weak Score Big results (overall reduced fan enthusiasm)  | (35)           |
| New Text below plan: continued decline in sales due to competition, student usage, and content posted on course websites   | (142)          |
| 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 | (64)           |
| Bookzone below plan due to lower department sales, specifically library and continued decline in general book sales from competition and foot traffic                          | (24)           |
| Computer Store below plan due to decline in institutional sales and general softness in Apple Promo sales  | (98)           |
| Luvall 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 Books below plan mostly due to overall lower department sales  | (34)           |
| 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                                       | (49)           |
| 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                            | 50             |
| Hilltop Shop above plan due to increased traffic (convenience of shopping on the Hill)   | 71             |
| Total Wages lower than plan  | 51             |
| Other, mostly positive controllables (employee benefits, freight out, advertising)   | 164            |
| Total Contribution   | (160)          |
| <b>UCLA Restaurants</b>  |                |
| <b>Gross Margin:</b>   |                |
| Wetzel's/RX above plan due to increased customers for the new Lollicup franchise   | 126            |
| Rubios below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned   | (32)           |
| Panda below plan mostly due to aggressive budget, not capturing as much displaced Sbarro customers as planned  | (23)           |
| Northern Lights below plan: largest sales downturn in November and February and smaller variances in other months  | (24)           |
| No Campus Student Ctr below plan due to slightly less traffic and additional sales growth added into the budget was not realized   | (28)           |
| CSSC below plan due to ongoing customer decline in this area and budgeted increase in sales for pizza concept not yet executed   | (140)          |
| Café Synapse below plan due to aggressive budget around Thanksgiving and winter break and general customer count declining trend   | (54)           |
| LuValle Food Servery below plan due to budgeting error for Thanksgiving week, small daily variances and inclement weather in February negatively impacted sales                | (90)           |
| Café 451 below plan: library traffic continues to be down from past trends   | (32)           |
| Kerckhoff Coffeehouse below plan: Nov. and Feb. inclement weather reduced foot traffic and budget slightly optimistic (more customers have gone back to Southern Lights)       | (12)           |
| Cooperage above plan: A-Level customer traffic rebounding from previous declines, may be capturing some of the Sbarro customers  | 39             |
| Jamba Juice below plan (lower customer count compared to budget and prior year)  | (21)           |
| Taco Bell above plan due to A-level traffic rebounding from previous declines (may be capturing some of the Sbarro customers)  | 25             |
| Stage Canteen below plan due to significant traffic decline trend in this location   | (42)           |
| Catering below plan due to aggressive budget which planned for new growth of sales   | (69)           |
| Concessions above plan (increased attendance at many events across several sports)   | 127            |
| Total Wages above plan   | (169)          |
| Other, positive controllables mostly employee benefits, advertising and paper  | 146            |
| Total Contribution   | (273)          |
| <b>Services</b>  |                |
| <b>Gross Margin:</b>   |                |
| Licensing Domestic below plan due mostly to lower income expected for internal campus orders   | (152)          |
| Licensing International below plan (revised estimates for Japan, China, India and the Middle East programs)  | (13)           |
| 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)                   | 78             |
| Photography above plan due to additional bookings  | 21             |
| Other, positive controllables mostly Licensing   | 120            |
| Total Contribution   | 54             |
| <b>UCLA Student Union</b>  |                |
| <b>Gross Margin:</b>   |                |
| Student Union Ops above plan due to first time student events and new clients  | 37             |
| AU Post Office below plan due mostly to downturn for international sales   | (3)            |
| Other, negative controllables mostly student event expense, (corresponds with higher student event income)   | (67)           |
| Total Contribution   | (33)           |
| <b>Allocated Expenses and Other</b>  |                |
| A&SS below plan: mostly wages and employee benefits (partially offset by UC Path charges, incentive compensation and expense to fund Student Media for Transfer Ctr. rent)     | 47             |
| Maintenance below plan : positive career wages and employee benefits   | 33             |
| Utilities below plan due to continuous efficiencies in running air handling units and running pumps  | 110            |
| Depreciation lower than plan due to timing of capitals   | 241            |
| Other- various positive non-recurrent and higher interest income and student fees  | 317            |
| Total  | 748            |
| <b>Actual Net Income/(Loss)</b>  | <b>(857)</b>   |

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

|  | Current Month<br>July 2017 | Prior Month<br>June 2017 | Prior Year<br>July 2016 |
|--|----------------------------|--------------------------|-------------------------|
| <b>ASSETS</b>                                  |                            |                          |                         |
| CURRENT ASSETS:                                |                            |                          |                         |
| Cash and cash equivalents                      | \$12,191                   | \$11,639                 | \$11,907                |
| Accounts receivable                            | 3,526                      | 3,939                    | 3,303                   |
| Less: Allowance for doubtful accounts          | (551)                      | (487)                    | (423)                   |
| Accounts receivable, net                       | 2,975                      | 3,452                    | 2,880                   |
| Student fees receivable                        | 373                        | 131                      | 639                     |
| Inventories                                    | 6,302                      | 5,412                    | 6,303                   |
| Prepaid expenses and other current assets      | 368                        | 240                      | 331                     |
| Total current assets                           | 22,209                     | 20,874                   | 22,060                  |
| LONG TERM ASSETS                               |                            |                          |                         |
| Long term note receivable                      | 200                        | 200                      | 200                     |
| Property, equipment and improvements           | 69,851                     | 69,814                   | 69,501                  |
| Less: Accumulated depreciation                 | (47,919)                   | (47,739)                 | (46,101)                |
| Total long term assets                         | 22,132                     | 22,275                   | 23,600                  |
| <b>TOTAL ASSETS</b>                            | <b>\$44,341</b>            | <b>\$43,149</b>          | <b>\$45,660</b>         |
| <b>LIABILITIES AND RETAINED EARNINGS</b>       |                            |                          |                         |
| CURRENT LIABILITIES:                           |                            |                          |                         |
| Accounts payable                               | \$5,727                    | \$5,479                  | \$5,380                 |
| Wages and payroll taxes payable                | 3,155                      | 2,274                    | 3,359                   |
| Sales tax payable & other liabilities          | 758                        | 542                      | 762                     |
| Interest payable                               | 81                         | 47                       | 89                      |
| Deferred income                                | 573                        | 309                      | 349                     |
| Funds held for others                          | 102                        | 174                      | 119                     |
| Current portion of long term debt              | 832                        | 832                      | 799                     |
| Total current liabilities                      | 11,228                     | 9,657                    | 10,857                  |
| LONG TERM DEBT:                                |                            |                          |                         |
| AU expansion loan                              | 7,962                      | 7,962                    | 8,795                   |
| Total long term debt                           | 7,962                      | 7,962                    | 8,795                   |
| <b>TOTAL LIABILITIES</b>                       | <b>19,190</b>              | <b>17,619</b>            | <b>19,652</b>           |
| RETAINED EARNINGS:                             |                            |                          |                         |
| Beginning Balance                              | 26,008                     | 26,008                   | 26,205                  |
| Year-to-date net income/(loss)                 | (857)                      | (478)                    | (197)                   |
| Ending Balance                                 | 25,151                     | 25,530                   | 26,008                  |
| <b>TOTAL LIABILITIES AND RETAINED EARNINGS</b> | <b>\$44,341</b>            | <b>\$43,149</b>          | <b>\$45,660</b>         |

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

|   | <b>Current<br/>Month</b> | <b>Year to<br/>Date</b> | <b>Prior<br/>Year to<br/>Date</b> |
|---|--------------------------|-------------------------|-----------------------------------|
| Net income/(loss)   | (\$379)                  | (\$857)                 | (\$197)                           |
| Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: |                          |                         |                                   |
| Depreciation  | 191                      | 2,347                   | 2,367                             |
| Loss (Gain) on disposal of fixed assets   | (1)                      | 3                       | 2                                 |
| <u>(Increase)/decrease in current assets:</u>   |                          |                         |                                   |
| Accounts receivable   | 477                      | (95)                    | 869                               |
| Student fees receivable   | (242)                    | 266                     | (150)                             |
| Inventories   | (889)                    | 1                       | (410)                             |
| Prepaid expenses and other current assets   | (128)                    | (37)                    | (53)                              |
| <u>Increase/(decrease) in current liabilities:</u>  |                          |                         |                                   |
| Accounts payable  | 248                      | 347                     | 89                                |
| Sales tax payable & other liabilities   | 216                      | (4)                     | (5)                               |
| Wages and payroll taxes payable   | 881                      | (204)                   | 35                                |
| Interest payable  | 34                       | (8)                     | (50)                              |
| Deferred Income   | 264                      | 224                     | 114                               |
| Funds held for others   | (72)                     | (17)                    | 17                                |
| Net cash provided/(used) by operating activities  | <b>600</b>               | <b>1,966</b>            | <b>2,628</b>                      |
| <b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>  |                          |                         |                                   |
| Purchase of property, equipment and improvements  | (48)                     | (882)                   | (1,419)                           |
| Net cash used in investing activities   | <b>(48)</b>              | <b>(882)</b>            | <b>(1,419)</b>                    |
| <b>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</b>  |                          |                         |                                   |
| Principal payments on AU expansion loan   | 0                        | (800)                   | (736)                             |
| Net cash provided/(used) by financing activities  | <b>0</b>                 | <b>(800)</b>            | <b>(736)</b>                      |
| <b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>                                     | <b>552</b>               | <b>284</b>              | <b>473</b>                        |
| <b>CASH AND CASH EQUIVALENTS, Beginning</b>   | <b>11,639</b>            | <b>11,907</b>           | <b>11,434</b>                     |
| <b>CASH AND CASH EQUIVALENTS, Ending</b>  | <b>\$12,191</b>          | <b>\$12,191</b>         | <b>\$11,907</b>                   |



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

|  |                                |
|--|--------------------------------|
| <b>CASH AND CASH EQUIVALENTS</b>                       | \$12,191                       |
| Less: Committed Capital Projects                       |                                |
| Ackerman A Level and First Floor Remodel               | (462)                          |
| CSSC Pizza Concept                                     | <u>(482)</u>                   |
| Subtotal   | (944)                          |
| Adjustment for Cash Overdraft Entry                    | <u>484</u>                     |
| Uncommitted Cash                                       | 11,731                         |
| <b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b> | <u>14,663</u>                  |
| <b>RESERVE SURPLUS (DEFICIT)</b>                       | <b><u><u>(\$2,932)</u></u></b> |

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

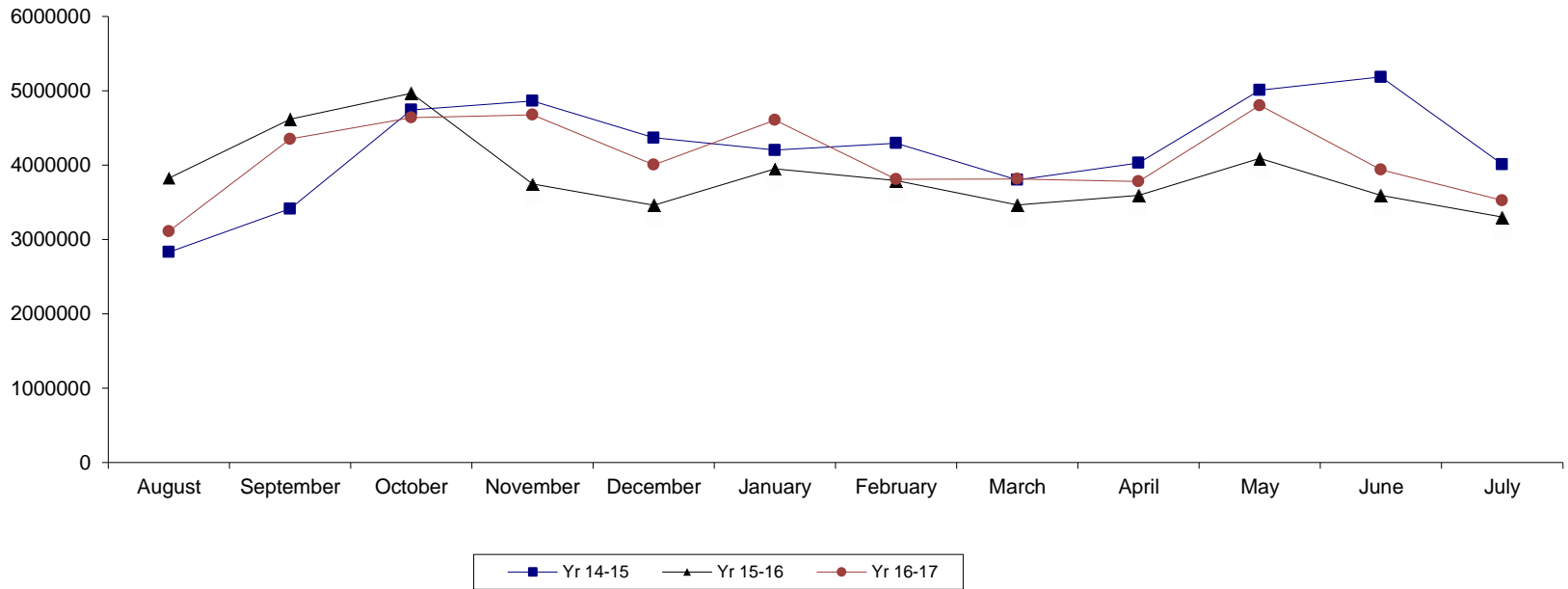
| PROJECT NAME                                       | BUDGET         | PROJECTED    |              |              |                   |              |                | Status                            |
|--|----------------|--------------|--------------|--------------|-------------------|--------------|----------------|-----------------------------------|
|  |                | Payments     | PO's         | Total        | Remaining Balance | Pending      | Over (Under)   |                                   |
| <b>Store/Services</b>                              |                |              |              |              |                   |              |                |                                   |
| 2016-001 Store General Replacement                 | 30.0           | 24.7         | 2.9          | 27.6         | 2.4               |              | 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            | 12.1         | 0.0          | 12.1         | 0.0               |              | 12.1           | Completed                         |
| <b>Total Store/Services</b>                        | <b>105.0</b>   | <b>149.4</b> | <b>2.9</b>   | <b>152.3</b> | <b>2.4</b>        | <b>0.0</b>   | <b>49.7</b>    |                                   |
| <b>Food Service</b>                                |                |              |              |              |                   |              |                |                                   |
| 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          | 2.9          | 14.9         | 17.8         | 482.2             |              | 200.0          | In Progress (Increased by \$200k) |
| 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                         |
| <b>Total Food Services</b>                         | <b>410.0</b>   | <b>62.3</b>  | <b>28.3</b>  | <b>90.6</b>  | <b>488.0</b>      | <b>30.0</b>  | <b>198.6</b>   |                                   |
| <b>Technology</b>                                  |                |              |              |              |                   |              |                |                                   |
| 2016-009 Printer Replacement                       | 10.0           | 5.5          | 5.6          | 11.1         | 0.0               |              | 1.1            | Completed Awaiting Invoice        |
| 2016-010 Network Infrastructure Upgrade            | 150.0          | 148.2        | 0.0          | 148.2        | 0.0               |              | (1.8)          | Completed                         |
| 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            | 6.3          | 0.0          | 6.3          | 0.0               |              | 1.3            | Completed                         |
| <b>Total Technology</b>                            | <b>445.0</b>   | <b>191.7</b> | <b>5.6</b>   | <b>197.3</b> | <b>0.0</b>        | <b>0.0</b>   | <b>(247.7)</b> |                                   |
| <b>Others</b>                                      |                |              |              |              |                   |              |                |                                   |
| 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          | 9.8          | 9.8          | 0.0               |              | (0.2)          | Completed Awaiting Invoice        |
| 2016-021 SUO General Replacement                   | 15.0           | 0.0          | 8.7          | 8.7          | 6.3               |              | 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          | 11.7         | 14.3         | 0.0               |              | (0.7)          | Completed Awaiting Invoice        |
| 2016-024 MCO Equipment                             | 10.0           | 0.0          | 10.0         | 10.0         | 0.0               |              | 0.0            | Completed Awaiting Invoice        |
| 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            | 11.7         | 0.0          | 11.7         | 0.0               |              | 11.7           | Completed Awaiting Invoice        |
| <b>Total Others</b>                                | <b>572.0</b>   | <b>118.1</b> | <b>221.0</b> | <b>339.1</b> | <b>129.5</b>      | <b>215.0</b> | <b>111.6</b>   |                                   |
| <b>Total Current Year Projects</b>                 | <b>1,532.0</b> | <b>521.5</b> | <b>257.8</b> | <b>779.3</b> | <b>619.9</b>      | <b>245.0</b> | <b>112.2</b>   |                                   |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

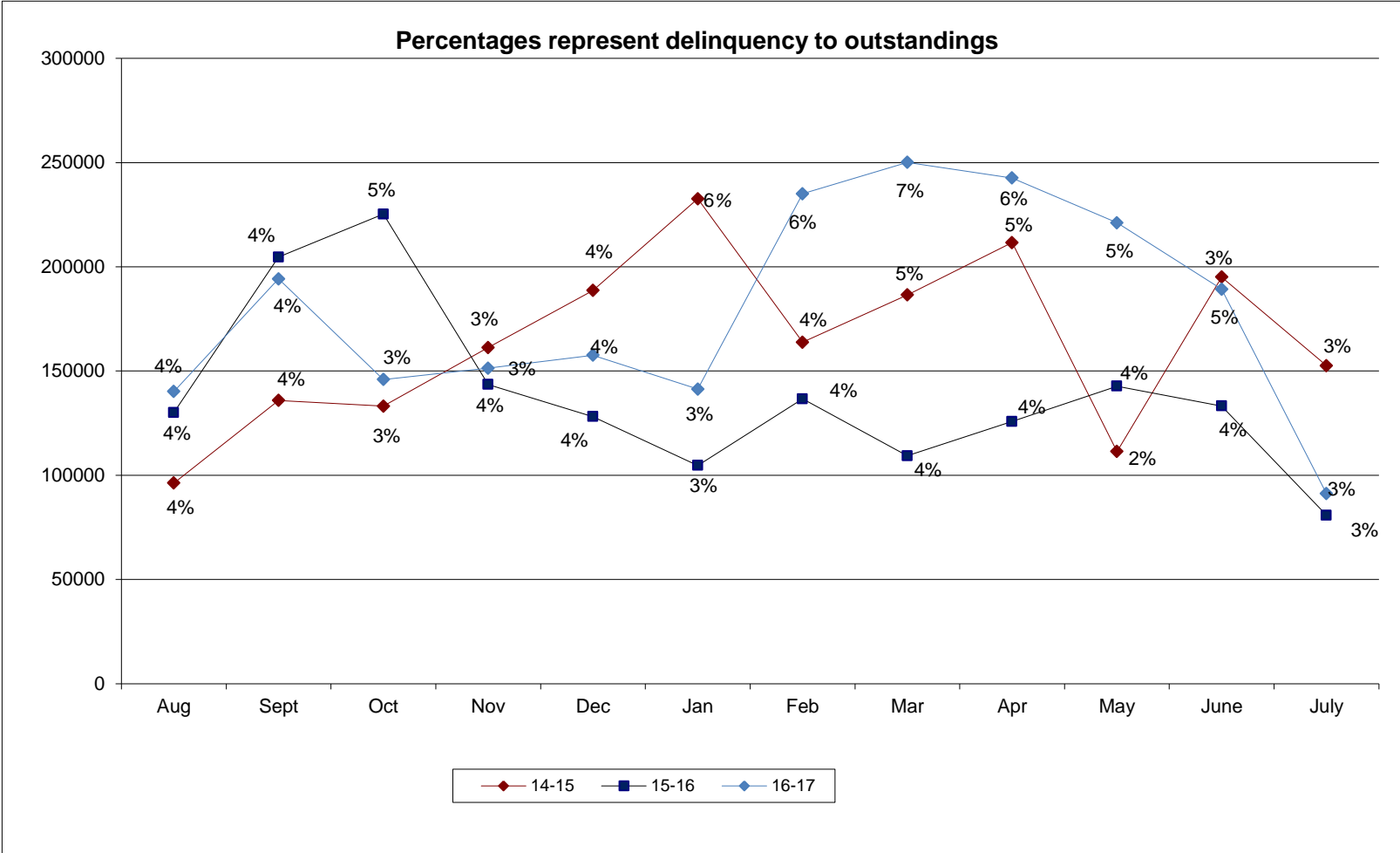
| 7/29/2017                  | Jul | Current            | %           | 30+              | %           | 60+              | %           | 90+             | %           | 120+            | %           | 150+             | %           | Total              | %           |
|----------------------------|-----|--------------------|-------------|------------------|-------------|------------------|-------------|-----------------|-------------|-----------------|-------------|------------------|-------------|--------------------|-------------|
| UNIVERSITY                 |     | \$1,158,403        | 35%         | \$59,827         | 57%         | \$8,470          | 84%         | \$1,545         | 5%          | \$1,565         | 6%          | \$4,457          | 19%         | \$1,234,267        | 35%         |
| ASUCLA PUBLICATIONS        |     | \$60,124           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$60,124           | 2%          |
| ASUCLA USA/GSA             |     | \$72,581           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$72,581           | 2%          |
| DUE FROM VENDORS           |     | \$448,101          | 13%         | (\$7,528)        | -7%         | (\$6,762)        | -67%        | \$28,109        | 85%         | \$22,644        | 92%         | \$15,096         | 65%         | \$499,660          | 14%         |
| DENTAL KITS                |     | \$82,993           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$82,993           | 2%          |
| OTHER                      |     | \$1,508,313        | 46%         | \$51,785         | 50%         | \$8,370          | 83%         | \$3,366         | 10%         | \$477           | 2%          | \$3,819          | 16%         | \$1,576,130        | 45%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$3,330,515</b> | <b>100%</b> | <b>\$104,084</b> | <b>100%</b> | <b>\$10,078</b>  | <b>100%</b> | <b>\$33,020</b> | <b>100%</b> | <b>\$24,686</b> | <b>100%</b> | <b>\$23,372</b>  | <b>100%</b> | <b>\$3,525,755</b> | <b>100%</b> |
|                            |     | 94%                |             | 3%               |             | 0%               |             | 1%              |             | 1%              |             | 1%               |             | 100%               |             |
|                            |     |                    |             |                  |             |                  |             |                 |             |                 |             |                  |             |                    |             |
| 7/1/2017                   | Jun | Current            | %           | 30+              | %           | 60+              | %           | 90+             | %           | 120+            | %           | 150+             | %           | Total              | %           |
| UNIVERSITY                 |     | \$1,118,281        | 32%         | \$104,419        | 61%         | \$13,332         | 13%         | \$6,735         | 60%         | \$1,317         | 3%          | \$9,880          | 26%         | \$1,253,964        | 32%         |
| ASUCLA PUBLICATIONS        |     | \$79,963           | 2%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$79,963           | 2%          |
| ASUCLA USA/GSA             |     | \$136,328          | 4%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$136,328          | 3%          |
| DUE FROM VENDORS           |     | \$554,838          | 15%         | (\$6,763)        | -4%         | \$22,369         | 22%         | \$3,990         | 35%         | \$37,339        | 97%         | \$24,893         | 64%         | \$636,666          | 16%         |
| DENTAL KITS                |     | \$107,083          | 3%          | \$0              | 0%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0              | 0%          | \$107,083          | 3%          |
| OTHER                      |     | \$1,583,857        | 44%         | \$72,252         | 43%         | \$64,964         | 65%         | \$549           | 5%          | \$62            | 0%          | \$3,810          | 10%         | \$1,725,494        | 44%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$3,580,350</b> | <b>100%</b> | <b>\$169,908</b> | <b>100%</b> | <b>\$100,665</b> | <b>100%</b> | <b>\$11,274</b> | <b>100%</b> | <b>\$38,718</b> | <b>100%</b> | <b>\$38,583</b>  | <b>100%</b> | <b>\$3,939,498</b> | <b>100%</b> |
|                            |     | 91%                |             | 4%               |             | 3%               |             | 0%              |             | 1%              |             | 1%               |             | 100%               |             |
|                            |     |                    |             |                  |             |                  |             |                 |             |                 |             |                  |             |                    |             |
| 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%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$3,971,161</b> | <b>100%</b> | <b>\$612,098</b> | <b>100%</b> | <b>\$38,575</b>  | <b>100%</b> | <b>\$3,309</b>  | <b>100%</b> | <b>\$74,714</b> | <b>100%</b> | <b>\$104,527</b> | <b>100%</b> | <b>\$4,804,384</b> | <b>100%</b> |
|                            |     | 82%                |             | 13%              |             | 1%               |             | 0%              |             | 2%              |             | 2%               |             | 100%               |             |

## Total Aged Accounts Receivable Balances

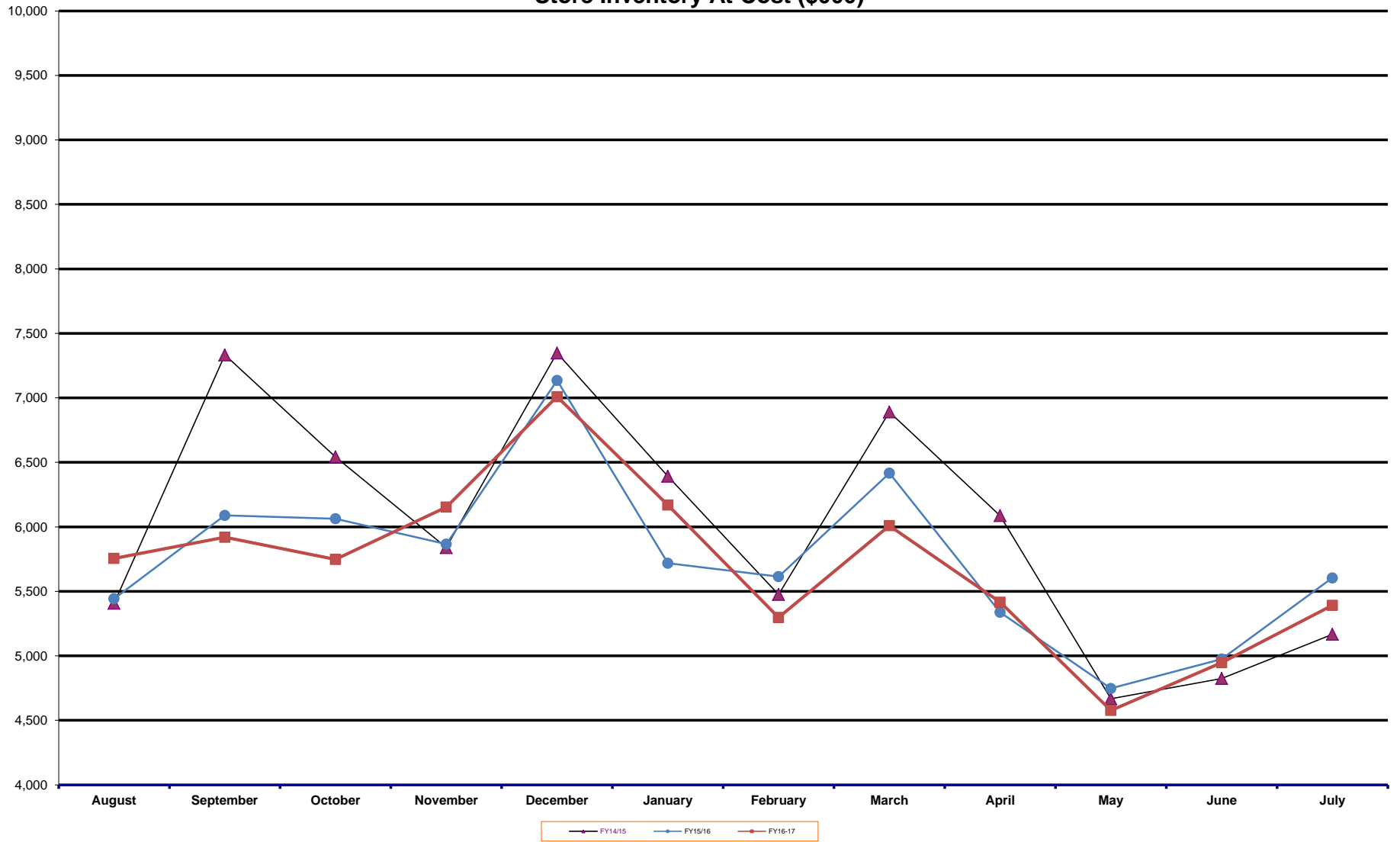
12 Month History  
Aug 14 to Jul 17



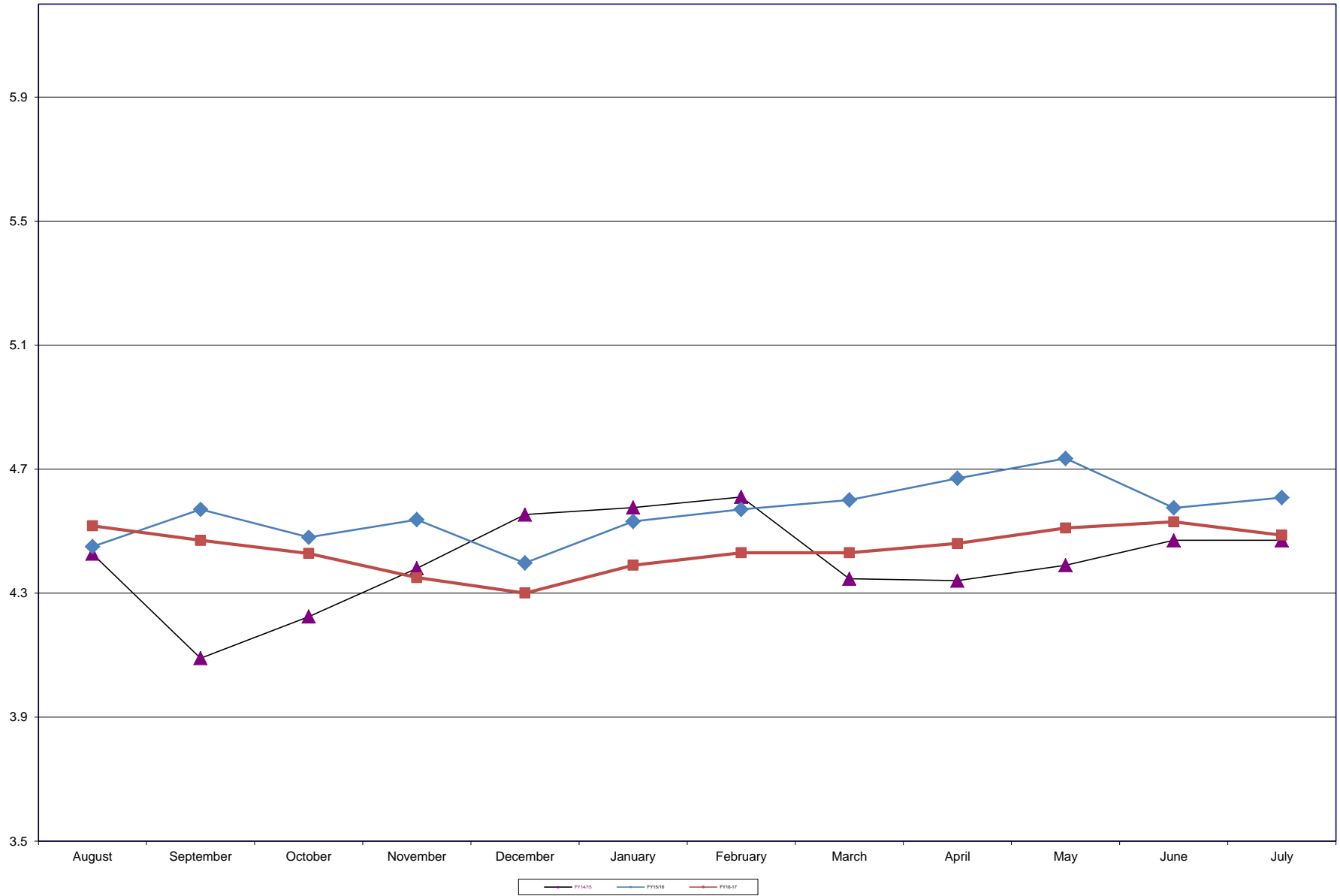
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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

| JUL. 12(07/02/17-07/29/17) |           |           | FISCAL YEAR 16-17            |            |             | FISCAL YEAR 15-16 |            |
|----------------------------|-----------|-----------|------------------------------|------------|-------------|-------------------|------------|
| CURRENT MONTH              |           |           | YTD 12 MO(07/31/16-07/29/17) |            |             | LAST YEAR ACTUAL  |            |
| ACTUAL                     | BUDGET    | VARIANCE  | ACTUAL                       | BUDGET     | VARIANCE    | MONTH             | YTD        |
| 1,234,265                  | 1,088,477 | 145,788   | 18,089,841                   | 19,676,572 | <1,586,731> | 1,314,119         | 19,134,488 |
| 1,324,922                  | 1,090,267 | 234,655   | 15,331,830                   | 15,068,395 | 263,435     | 1,388,212         | 14,931,482 |
| 79,428                     | 70,670    | 8,758     | 1,485,123                    | 1,346,697  | 138,426     | 95,029            | 1,398,882  |
| 84,178                     | 88,332    | <4,154>   | 2,347,373                    | 2,752,369  | <404,996>   | 109,034           | 2,725,557  |
| 92,032                     | 45,000    | 47,032    | 1,400,372                    | 1,440,000  | <39,628>    | 41,738            | 1,398,767  |
| 177,151                    | 279,794   | <102,643> | 5,266,684                    | 5,097,378  | 169,306     | 353,734           | 5,371,839  |
| 2,991,976                  | 2,662,540 | 329,436   | 43,921,223                   | 45,381,411 | <1,460,188> | 3,301,867         | 44,961,015 |
| 1,996,114                  | 1,795,811 | <200,303> | 29,478,268                   | 30,473,320 | 995,052     | 2,232,149         | 30,656,180 |
|                            |           |           |                              |            |             |                   |            |
|                            |           |           |                              |            |             |                   |            |
| 3,402                      | 3,140     | <262>     | 49,945                       | 62,830     | 12,885      | 4,484             | 50,344     |
| 7,288                      | 5,740     | <1,548>   | 84,040                       | 75,950     | <8,090>     | 1,355             | 80,557     |
| 355                        | 330       | <25>      | 9,685                        | 6,330      | <3,355>     | 415               | 6,316      |
| 420                        | 440       | 20        | <6,077>                      | 13,530     | 19,607      | 712               | 9,361      |
| 0                          | 0         |           | 2                            | 0          | <2>         | 0                 | <530>      |
| 907                        | 1,370     | 463       | 18,025                       | 21,440     | 3,415       | 1,436             | 13,158     |
| 12,372                     | 11,020    | <1,352>   | 155,621                      | 180,080    | 24,459      | 8,403             | 159,206    |
| 2,008,486                  | 1,806,831 | <201,655> | 29,633,889                   | 30,653,400 | 1,019,511   | 2,240,551         | 30,815,386 |
|                            |           |           |                              |            |             |                   |            |
| 66.7                       | 67.5      | 0.7       | 67.1                         | 67.2       | 0.0         | 67.6              | 68.2       |
| 983,490                    | 855,709   | 127,781   | 14,287,334                   | 14,728,011 | <440,677>   | 1,061,315         | 14,145,629 |
| 33.3                       | 32.6      | 0.7       | 32.9                         | 32.9       | 0.0         | 32.4              | 31.8       |
| 0.4                        | 0.4       | 0.0       | 0.4                          | 0.4        | 0.1         | 0.3               | 0.4        |
|                            |           |           |                              |            |             |                   |            |
| 32.9                       | 32.1      | 0.7       | 32.5                         | 32.5       | 0.1         | 32.1              | 31.5       |
|                            |           |           |                              |            |             |                   |            |
| 13.7                       | 14.3      | <0.6>     | 18.3                         | 18.7       | <0.4>       | 14.2              | 16.7       |
| 48.5                       | 48.4      | 0.1       | 49.1                         | 49.7       | <0.6>       | 48.3              | 49.4       |
| 43.0                       | 40.2      | 2.8       | 41.3                         | 40.1       | 1.2         | 44.3              | 41.2       |
| 39.1                       | 37.9      | 1.2       | 35.5                         | 34.1       | 1.4         | 38.2              | 33.1       |
| 50.2                       | 52.3      | <2.1>     | 50.9                         | 51.8       | <0.9>       | 52.8              | 51.9       |
| 32.5                       | 31.0      | 1.4       | 24.3                         | 26.2       | <1.9>       | 27.7              | 25.5       |
| 134,463                    | 86,735    | 47,728    | 995,535                      | 957,203    | 38,332      | 116,438           | 1,407,791  |
| 1,117,953                  | 942,444   | 175,509   | 15,282,869                   | 15,685,214 | <402,345>   | 1,177,753         | 15,553,421 |
|                            |           |           |                              |            |             |                   |            |
|                            |           |           |                              |            |             |                   |            |
| 251,982                    | 262,515   | 10,533    | 3,027,698                    | 3,079,536  | 51,838      | 261,609           | 2,962,699  |
| 0                          | 0         | 0         | 5,166                        | 2,500      | <2,666>     | 0                 | 5,984      |
| 161,585                    | 160,661   | <924>     | 2,195,865                    | 2,197,281  | 1,416       | 171,468           | 2,057,931  |
| 413,566                    | 423,176   | 9,610     | 5,228,729                    | 5,279,317  | 50,588      | 433,077           | 5,026,614  |
| 13.8                       | 15.9      | 2.1       | 11.9                         | 11.6       | <0.3>       | 13.1              | 11.2       |
|                            |           |           |                              |            |             |                   |            |
| 120,878                    | 149,756   | 28,878    | 1,647,430                    | 1,778,370  | 130,940     | 150,341           | 1,643,050  |
| 6,322                      | 4,915     | <1,407>   | 88,750                       | 93,215     | 4,465       | 11,436            | 109,702    |
| 11,364                     | 12,803    | 1,439     | 138,374                      | 151,101    | 12,727      | 11,712            | 134,043    |
| 33                         | 0         | 0         | 0                            | 0          | 0           | 0                 | 560        |
| 33                         | 20        | <13>      | 255                          | 192        | <63>        | 22                | 240        |
| 1,854                      | 350       | <1,504>   | 32,779                       | 38,050     | 5,271       | 748               | 40,896     |
| 3,038                      | 3,800     | 762       | 7,288                        | 7,882      | 594         | 3,800             | 8,288      |
| 3,272                      | 1,200     | <2,072>   | 57,403                       | 54,410     | <2,993>     | 2,346             | 53,369     |
| 11,485                     | 11,610    | 125       | 229,474                      | 270,264    | 40,790      | 12,520            | 239,154    |
| 900                        | 900       | 0         | 14,150                       | 14,000     | <150>       | 1,547             | 14,910     |
| 0                          | 0         | 0         | 64                           | 0          | <64>        | 0                 | 53         |
| <7>                        | 0         | 7         | 10                           | 0          | <10>        | 0                 | <32>       |
| 11,765                     | 11,695    | <70>      | 214,889                      | 236,831    | 21,942      | 6,864             | 215,479    |
| <48,850>                   | <53,200>  | <4,344>   | <152,913>                    | <141,650>  | 11,263      | <48,663>          | <135,322>  |
| 35                         | 35        | 0         | 251,620                      | 269,420    | 17,800      | 46                | 268,843    |
| 0                          | 0         | 0         | 0                            | 0          | 0           | 0                 | 43         |
| 6,048                      | 3,023     | <3,025>   | 60,866                       | 55,832     | <5,034>     | 2,188             | 67,759     |
| 52,016                     | 45,294    | <6,722>   | 782,857                      | 769,709    | <13,148>    | 46,844            | 762,905    |
| <246>                      | 0         | 246       | 8,854                        | 0          | <8,854>     | 1,003             | 10,063     |
| 1,231                      | 0         | <1,231>   | 20,847                       | 0          | <20,847>    | 133               | 4,053      |
| 0                          | 0         | 0         | <55>                         | 0          | 55          | 0                 | 410        |
| 0                          | 0         | 0         | 1,785                        | 1,144      | <641>       | 1,190             | 6,830      |
| 0                          | 0         | 0         | 2,492                        | 2,500      | 8           | 0                 | 2,218      |
| 150                        | 0         | <150>     | 450                          | 300        | <150>       | 0                 | 300        |
| 9,996                      | 11,650    | 1,654     | 131,662                      | 140,400    | 8,738       | 10,785            | 137,758    |
| 0                          | 0         | 0         | 8,049                        | 1,900      | <6,149>     | 434               | 7,957      |
| <7,741>                    | 0         | 7,741     | 17,523                       | 24,650     | 7,127       | <7,460>           | 18,922     |
| 6,028                      | 2,000     | <4,028>   | 67,561                       | 62,300     | <5,261>     | 1,386             | 56,973     |
| 100                        | 100       | <0>       | 37,824                       | 37,722     | <102>       | 85                | 39,624     |
| 0                          | 1         | <1>       | 0                            | 11         | 11          | 0                 | 0          |
| 10,995                     | 3,900     | <7,095>   | 142,441                      | 136,674    | <5,767>     | 8,339             | 133,551    |
| 200,663                    | 209,852   | 9,189     | 3,812,728                    | 4,005,227  | 192,499     | 217,647           | 3,842,599  |
| 614,229                    | 633,028   | 18,799    | 9,041,458                    | 9,284,544  | 243,086     | 650,724           | 8,869,213  |
|                            |           |           |                              |            |             |                   |            |
| 503,724                    | 309,416   | 194,308   | 6,241,412                    | 6,400,670  | <159,258>   | 527,029           | 6,684,207  |
|                            |           |           |                              |            |             |                   |            |
|                            |           |           |                              |            |             |                   |            |
| 46,612                     | 40,911    | <5,701>   | 458,250                      | 481,242    | 22,992      | 42,319            | 474,041    |
| 143,837                    | 147,425   | 3,588     | 1,706,189                    | 1,753,688  | 47,499      | 152,354           | 1,643,303  |
| 68,237                     | 82,511    | 14,274    | 835,086                      | 962,115    | 127,029     | 80,726            | 816,015    |
| 33,276                     | 32,025    | <1,251>   | 376,844                      | 382,489    | 5,646       | 30,589            | 368,333    |
| 210,822                    | 108,733   | <102,089> | 1,408,772                    | 1,255,641  | <153,131>   | 332,134           | 1,408,230  |
| 91,551                     | 91,425    | <126>     | 981,681                      | 1,011,529  | 29,848      | 107,248           | 1,032,256  |
| 29,440                     | 31,509    | 2,069     | 350,012                      | 391,085    | 41,073      | 28,205            | 378,833    |
| 57,952                     | 67,405    | 9,453     | 686,968                      | 808,852    | 121,884     | 57,541            | 697,222    |
| 681,726                    | 601,944   | <79,782>  | 6,803,802                    | 7,046,641  | 242,839     | 831,117           | 6,818,233  |
|                            |           |           |                              |            |             |                   |            |
| <178,002>                  | <292,528> | 114,526   | <562,390>                    | <645,971>  | 83,581      | <304,088>         | <134,025>  |



UCLA RESTAURANTS  
INCOME STATEMENT

| JUL 12(07/02/17-07/29/17) |           |          | FISCAL YEAR 16-17            |             |           | FISCAL YEAR 15-16 |             |
|---------------------------|-----------|----------|------------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH             |           |          | YTD 12 MO(07/31/16-07/29/17) |             |           | LAST YEAR ACTUAL  |             |
| ACTUAL                    | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE  | MONTH             | YTD         |
| 143,450                   | 119,942   | 23,508   | 1,998,036                    | 1,844,651   | 153,385   | 136,654           | 1,671,053   |
| 121,265                   | 139,099   | <17,834> | 2,430,274                    | 2,544,674   | <114,400> | 152,216           | 2,430,283   |
| 100,246                   | 123,840   | <23,594> | 1,568,069                    | 1,854,099   | <286,030> | 130,780           | 1,568,222   |
| 132,403                   | 139,954   | <7,551>  | 2,724,889                    | 2,882,963   | <158,074> | 161,687           | 2,736,830   |
| 194,658                   | 186,347   | 8,311    | 3,290,135                    | 3,360,383   | <70,248>  | 233,567           | 3,287,414   |
| 0                         | 0         | 0        | 0                            | 0           | 0         | 198               | 198         |
| 90,315                    | 73,236    | 17,079   | 2,221,695                    | 2,167,146   | 54,549    | 100,394           | 2,315,508   |
| 782,337                   | 782,418   | <81>     | 14,233,100                   | 14,653,916  | <420,816> | 915,496           | 14,009,507  |
| 286,443                   | 271,606   | <14,837> | 4,729,085                    | 4,920,357   | 191,272   | 319,113           | 4,645,209   |
| 36.6                      | 34.7      | <1.9>    | 33.2                         | 33.6        | 0.4       | 34.9              | 33.2        |
| 495,894                   | 510,812   | <14,918> | 9,504,015                    | 9,733,559   | <229,544> | 596,383           | 9,364,298   |
| 63.4                      | 65.3      | <1.9>    | 66.8                         | 66.4        | 0.4       | 65.1              | 66.8        |
| 66.3                      | 64.9      | 1.5      | 66.8                         | 65.8        | 1.1       | 65.9              | 66.6        |
| 61.7                      | 63.8      | <2.1>    | 65.5                         | 64.9        | 0.6       | 63.8              | 66.2        |
| 64.2                      | 66.5      | <2.4>    | 67.3                         | 67.4        | <0.1>     | 65.6              | 66.5        |
| 65.4                      | 67.5      | <2.1>    | 69.0                         | 69.5        | <0.5>     | 67.7              | 69.4        |
| 63.7                      | 65.4      | <1.6>    | 66.5                         | 65.5        | 1.0       | 65.2              | 65.7        |
| 0.0                       | 0.0       | 0.0      | 0.0                          | 0.0         | 0.0       | <520.9>           | <7,068.0>   |
| 59.4                      | 63.1      | <3.7>    | 66.3                         | 65.5        | 0.7       | 62.5              | 67.1        |
| 148,552                   | 143,106   | 5,446    | 2,354,560                    | 2,375,261   | <20,701>  | 183,475           | 2,441,606   |
| 644,447                   | 653,918   | <9,471>  | 11,858,575                   | 12,108,820  | <250,245> | 779,858           | 11,805,904  |
|                           |           |          |                              |             |           |                   |             |
|                           |           |          |                              |             |           |                   |             |
| 277,363                   | 290,362   | 12,999   | 3,638,353                    | 3,611,135   | <27,218>  | 322,250           | 3,616,580   |
| 0                         | 0         | 0        | 3,919                        | 0           | <3,919>   | 0                 | 0           |
| 202,344                   | 184,268   | <18,076> | 2,972,990                    | 2,857,771   | <115,219> | 215,968           | 2,689,727   |
| <32,878>                  | <29,790>  | 3,088    | <461,929>                    | <484,924>   | <22,995>  | <35,844>          | <493,865>   |
| 446,829                   | 444,840   | <1,989>  | 6,153,333                    | 5,983,982   | <169,351> | 502,374           | 5,812,441   |
| 57.1                      | 56.9      | <0.3>    | 43.2                         | 40.8        | <2.4>     | 54.9              | 41.5        |
| 145,211                   | 177,879   | 32,668   | 2,064,084                    | 2,175,321   | 111,237   | 192,667           | 2,056,630   |
| 2,142                     | 2,175     | 33       | 16,026                       | 21,460      | 5,434     | 1,502             | 20,643      |
| 3,741                     | 3,925     | 184      | 47,514                       | 46,795      | <719>     | 3,528             | 44,608      |
| 0                         | 0         | 0        | 0                            | 0           | 0         | 0                 | 108         |
| 500                       | 500       | 0        | 9,523                        | 13,000      | 3,477     | 0                 | 9,372       |
| 37,673                    | 38,694    | 1,021    | 624,965                      | 684,435     | 59,470    | 42,344            | 634,380     |
| 4.8                       | 5.0       | 0.1      | 4.4                          | 4.7         | 0.3       | 4.6               | 4.5         |
| 4,057                     | 4,431     | 374      | 68,515                       | 57,352      | <11,163>  | 5,598             | 65,074      |
| 0                         | 0         | 0        | 0                            | 0           | 0         | 0                 | 106         |
| <7,247>                   | <11,500>  | <4,254>  | <120,546>                    | <132,000>   | <11,454>  | <8,913>           | <120,965>   |
| 8,326                     | 2,530     | <5,796>  | 56,648                       | 32,570      | <24,078>  | 5,120             | 41,536      |
| 2,944                     | 3,400     | 456      | 50,134                       | 53,842      | 3,708     | 4,128             | 54,241      |
| 1,264                     | 1,095     | <169>    | 23,617                       | 15,930      | <7,687>   | 1,326             | 18,877      |
| 4,566                     | 1,430     | <3,136>  | 25,945                       | 46,055      | 20,110    | 548               | 35,317      |
| 0                         | 0         | 0        | 108                          | 0           | <108>     | 0                 | 0           |
| 4                         | 4         | 0        | 3                            | 130         | 127       | 0                 | 3           |
| 7,016                     | 4,436     | <2,580>  | 114,487                      | 72,239      | <42,248>  | 6,725             | 95,791      |
| 24,808                    | 28,249    | 3,441    | 481,112                      | 503,077     | 21,965    | 25,244            | 454,273     |
| 1,229                     | 1,305     | 76       | 23,086                       | 23,438      | 352       | 1,375             | 22,453      |
| 495                       | 922       | 427      | 12,552                       | 14,244      | 1,692     | 337               | 13,931      |
| 0                         | 0         | 0        | 151                          | 0           | <151>     | 2                 | 114         |
| 0                         | 0         | 0        | 2,990                        | 800         | <2,190>   | <67>              | 5,329       |
| 98                        | 325       | 227      | 2,399                        | 4,050       | 1,651     | 270               | 5,541       |
| 506                       | 0         | <506>    | 811                          | 1,150       | 339       | 100               | 736         |
| 0                         | 0         | 0        | 600                          | 650         | 50        | 0                 | 600         |
| 1,341                     | 0         | <1,341>  | 3,178                        | 1,500       | <1,678>   | 325               | 12,043      |
| 8,818                     | 12,795    | 3,977    | 295,777                      | 314,020     | 18,243    | 6,005             | 259,653     |
| 247,493                   | 272,595   | 25,102   | 3,803,679                    | 3,950,058   | 146,379   | 288,165           | 3,730,394   |
| 694,322                   | 717,435   | 23,113   | 9,957,012                    | 9,934,040   | <22,972>  | 790,539           | 9,542,835   |
| <49,876>                  | <63,517>  | 13,641   | 1,901,563                    | 2,174,780   | <273,217> | <10,681>          | 2,263,069   |
|                           |           |          |                              |             |           |                   |             |
| 50,361                    | 43,005    | <7,356>  | 538,057                      | 544,336     | 6,279     | 49,091            | 550,092     |
| 42,828                    | 49,630    | 6,802    | 662,693                      | 681,362     | 18,669    | 48,982            | 617,566     |
| 20,317                    | 27,776    | 7,459    | 323,639                      | 373,819     | 50,180    | 25,953            | 308,113     |
| 9,908                     | 10,781    | 873      | 147,859                      | 148,990     | 1,131     | 9,834             | 138,352     |
| 62,772                    | 36,604    | <26,168> | 541,924                      | 486,464     | <55,460>  | 106,780           | 514,041     |
| 77,126                    | 74,197    | <2,929>  | 827,091                      | 820,935     | <6,156>   | 90,409            | 870,188     |
| 24,801                    | 25,567    | 766      | 294,901                      | 317,333     | 22,432    | 23,777            | 319,355     |
| 74,111                    | 84,510    | 10,399   | 970,375                      | 1,014,120   | 43,745    | 90,536            | 1,075,876   |
| 362,223                   | 352,070   | <10,153> | 4,306,539                    | 4,387,359   | 80,820    | 445,362           | 4,393,582   |
| <412,099>                 | <415,587> | 3,488    | <2,404,976>                  | <2,212,579> | <192,397> | <456,043>         | <2,130,513> |
| 205,655                   | 221,118   | <15,463> | 3,793,856                    | 3,914,743   | <120,887> | 233,618           | 3,925,875   |
| 76,290                    | 82,887    | <6,597>  | 1,267,546                    | 1,329,749   | <62,203>  | 105,239           | 1,389,096   |
| 129,365                   | 138,231   | <8,866>  | 2,526,310                    | 2,584,994   | <58,684>  | 128,379           | 2,536,779   |
| 6.88                      | 6.35      | 0.53     | 6.33                         | 6.26        | 0.07      | 6.51              | 6.09        |
| 8.62                      | 7.78      | 0.84     | 7.65                         | 7.35        | 0.30      | 8.07              | 7.32        |
| 5.86                      | 5.49      | 0.37     | 5.41                         | 5.41        | 0.00      | 5.49              | 5.18        |
| 22,032                    | 21,142    | <890>    | 345,426                      | 338,665     | <6,761>   | 21,189            | 340,236     |
| 35.51                     | 37.01     | <1.50>   | 41.24                        | 43.27       | <2.02>    | 34.32             | 40.62       |

SERVICES DIVISION  
INCOME STATEMENT

| JUL. 12(07/02/17-07/29/17) |         |           | FISCAL YEAR 16-17            |           |           | FISCAL YEAR 15-16 |           |
|----------------------------|---------|-----------|------------------------------|-----------|-----------|-------------------|-----------|
| CURRENT MONTH              |         |           | YTD 12 MO(07/31/16-07/29/17) |           |           | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET  | VARIANCE  | ACTUAL                       | BUDGET    | VARIANCE  | MONTH             | YTD       |
| 6,706                      | 5,425   | 1,281     | 174,743                      | 152,482   | 22,261    | 10,788            | 159,021   |
| 6,706                      | 5,425   | 1,281     | 174,743                      | 152,482   | 22,261    | 10,788            | 159,021   |
| 280                        | 200     | <80>      | 3,974                        | 2,250     | <1,724>   | 261               | 2,098     |
| 6,427                      | 5,225   | 1,202     | 170,768                      | 150,232   | 20,536    | 10,527            | 156,923   |
| 95.8                       | 96.3    | <0.5>     | 97.7                         | 98.5      | <0.8>     | 97.6              | 98.7      |
| 95.8                       | 96.3    | <0.5>     | 97.7                         | 98.5      | <0.8>     | 97.6              | 98.7      |
| 334,085                    | 284,337 | 49,748    | 2,540,710                    | 2,706,000 | <165,290> | 179,321           | 2,327,743 |
| 109,580                    | 101,282 | 8,298     | 1,293,889                    | 1,215,536 | 78,353    | 97,984            | 1,164,712 |
| 443,665                    | 385,619 | 58,046    | 3,834,599                    | 3,921,536 | <86,937>  | 277,305           | 3,492,455 |
| 450,091                    | 390,844 | 59,247    | 4,005,367                    | 4,071,768 | <66,401>  | 287,832           | 3,649,378 |
|                            |         |           |                              |           |           |                   |           |
|                            |         |           |                              |           |           |                   |           |
| 40,806                     | 36,544  | <4,262>   | 435,691                      | 430,475   | <5,216>   | 38,983            | 428,062   |
| 0                          | 500     | 500       | 0                            | 5,625     | 5,625     | 0                 | 0         |
| 0                          | 275     | 275       | 1,881                        | 3,135     | 1,254     | 481               | 2,473     |
| 40,806                     | 37,319  | <3,487>   | 437,572                      | 439,235   | 1,663     | 39,464            | 430,535   |
| 608.5                      | 687.9   | 79.4      | 250.4                        | 288.1     | 37.7      | 365.8             | 270.7     |
| 16,743                     | 19,690  | 2,947     | 221,445                      | 232,120   | 10,675    | 19,726            | 215,009   |
| 414                        | 500     | 86        | 4,491                        | 5,845     | 1,354     | 319               | 7,231     |
| 576                        | 469     | <107>     | 6,930                        | 6,943     | 13        | 542               | 8,528     |
| 0                          | 60      | 60        | 510                          | 720       | 210       | 0                 | 383       |
| <0>                        | 50      | 50        | 6,992                        | 15,300    | 8,308     | <5,000>           | 6,964     |
| 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     |
| 154                        | 1,250   | 1,096     | 4,490                        | 15,000    | 10,510    | <5,847>           | 4,448     |
| 0                          | 100     | 100       | 1,413                        | 1,416     | 3         | 0                 | 816       |
| 97,000                     | 2,400   | <94,600>  | 102,678                      | 103,200   | 522       | 55,369            | 91,180    |
| 16,887                     | 2,083   | <14,804>  | 40,792                       | 55,000    | 14,208    | 2,083             | 28,885    |
| 0                          | 750     | 750       | 3,611                        | 7,300     | 3,689     | <892>             | 10,547    |
| 0                          | 2,300   | 2,300     | 19,808                       | 27,600    | 7,792     | <3,789>           | 29,548    |
| 101,187                    | 42,485  | <58,702>  | 319,554                      | 324,840   | 5,286     | 29,263            | 298,132   |
| 12,928                     | 12,000  | <928>     | 172,879                      | 164,000   | <8,879>   | 9,499             | 159,151   |
| 0                          | 0       | 0         | 56                           | 0         | <56>      | 0                 | 0         |
| 36,617                     | 61,190  | 24,573    | 619,048                      | 685,797   | 66,749    | 36,546            | 618,783   |
| 282,506                    | 145,327 | <137,179> | 1,536,152                    | 1,654,081 | 117,929   | 137,820           | 1,488,104 |
| 323,313                    | 182,646 | <140,667> | 1,973,725                    | 2,093,316 | 119,591   | 177,284           | 1,918,639 |
|                            |         |           |                              |           |           |                   |           |
| 126,779                    | 208,198 | <81,419>  | 2,031,642                    | 1,978,452 | 53,190    | 110,548           | 1,730,739 |
|                            |         |           |                              |           |           |                   |           |
|                            |         |           |                              |           |           |                   |           |
| 4,599                      | 3,607   | <992>     | 38,285                       | 40,110    | 1,825     | 3,856             | 40,769    |
| 19,899                     | 20,177  | 278       | 156,262                      | 159,798   | 3,536     | 12,379            | 128,316   |
| 9,830                      | 11,736  | 1,906     | 78,321                       | 90,919    | 12,599    | 6,804             | 66,069    |
| 4,793                      | 4,555   | <238>     | 36,110                       | 36,194    | 84        | 2,578             | 29,832    |
| 30,369                     | 15,465  | <14,904>  | 139,897                      | 118,650   | <21,247>  | 27,992            | 114,450   |
| 36,649                     | 34,511  | <2,138>   | 357,442                      | 381,813   | 24,371    | 19,024            | 183,104   |
| 11,785                     | 11,899  | 114       | 124,817                      | 147,687   | 22,870    | 5,003             | 67,198    |
| 6,913                      | 5,765   | <1,148>   | 77,784                       | 69,171    | <8,613>   | 6,035             | 72,790    |
| 124,838                    | 107,715 | <17,123>  | 1,008,918                    | 1,044,342 | 35,424    | 83,671            | 702,528   |
|                            |         |           |                              |           |           |                   |           |
| 1,941                      | 100,483 | <98,542>  | 1,022,725                    | 934,110   | 88,615    | 26,877            | 1,028,211 |

UCLA STUDENT UNION  
INCOME STATEMENT

| JUL. 12(07/02/17-07/29/17) |          |          | FISCAL YEAR 16-17            |             |          | FISCAL YEAR 15-16 |             |
|----------------------------|----------|----------|------------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH              |          |          | YTD 12 MO(07/31/16-07/29/17) |             |          | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET   | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE | MONTH             | YTD         |
| 93,539                     | 113,484  | <19,945> | 600,035                      | 619,738     | <19,703> | 103,973           | 617,439     |
| 0                          | 76       | <76>     | 0                            | 886         | <886>    | 0                 | 0           |
| 34,616                     | 29,293   | 5,323    | 478,669                      | 487,600     | <8,931>  | 35,436            | 500,395     |
| 128,154                    | 142,853  | <14,699> | 1,078,704                    | 1,108,224   | <29,520> | 139,409           | 1,117,834   |
| 33,944                     | 28,649   | <5,295>  | 469,206                      | 476,873     | 7,667    | 35,209            | 489,866     |
| 15,325                     | 19,827   | 4,502    | 103,094                      | 108,351     | 5,257    | 9,355             | 108,325     |
| 123                        | 0        | <123>    | 123                          | 0           | <123>    | 0                 | 0           |
| 49,392                     | 48,476   | <916>    | 572,423                      | 585,224     | 12,801   | 44,564            | 598,191     |
| 38.5                       | 33.9     | <4.6>    | 53.1                         | 52.8        | <0.3>    | 32.0              | 53.5        |
| 78,762                     | 94,377   | <15,615> | 506,280                      | 523,000     | <16,720> | 94,845            | 519,643     |
| 61.5                       | 66.1     | <4.6>    | 46.9                         | 47.2        | <0.3>    | 68.0              | 46.5        |
| 83.6                       | 82.5     | 1.1      | 82.8                         | 82.5        | 0.3      | 91.0              | 82.5        |
| 0.0                        | 100.0    | <100.0>  | 0.0                          | 100.0       | <100.0>  | 0.0               | 0.0         |
| 1.9                        | 2.2      | <0.3>    | 2.0                          | 2.2         | <0.2>    | 0.6               | 2.1         |
| 2,595                      | 2,725    | <130>    | 261,132                      | 208,659     | 52,473   | 4,966             | 181,503     |
| 4,707                      | 5,157    | <450>    | 83,726                       | 85,837      | <2,111>  | 6,228             | 88,054      |
| 7,302                      | 7,882    | <580>    | 344,858                      | 294,496     | 50,362   | 11,194            | 269,557     |
| 86,064                     | 102,259  | <16,195> | 851,138                      | 817,496     | 33,642   | 106,039           | 789,200     |
|                            |          |          |                              |             |          |                   |             |
|                            |          |          |                              |             |          |                   |             |
|                            |          |          |                              |             |          |                   |             |
| 38,960                     | 32,702   | <6,258>  | 392,042                      | 381,941     | <10,101> | 31,862            | 357,503     |
| 7,476                      | 16,024   | 8,548    | 222,946                      | 238,016     | 15,070   | 20,678            | 222,774     |
| 46,436                     | 48,726   | 2,290    | 614,988                      | 619,957     | 4,969    | 52,540            | 580,277     |
| 36.2                       | 34.1     | <2.1>    | 57.0                         | 55.9        | <1.1>    | 37.7              | 51.9        |
| 20,238                     | 17,136   | <3,102>  | 208,903                      | 205,452     | <3,451>  | 17,545            | 194,118     |
| 552                        | 502      | <50>     | 13,259                       | 10,357      | <2,902>  | 696               | 14,747      |
| 2,884                      | 3,385    | 501      | 34,353                       | 39,800      | 5,447    | 2,624             | 33,492      |
| 108                        | 0        | <108>    | 1,300                        | 2,250       | 950      | 0                 | 566         |
| 0                          | 0        | 0        | 7,548                        | 7,284       | <264>    | 0                 | 7,756       |
| 0                          | 0        | 0        | 6,518                        | 6,246       | <272>    | 0                 | 4,961       |
| 0                          | 0        | 0        | 7,233                        | 4,858       | <2,375>  | 739               | 7,226       |
| 6,273                      | 6,603    | 330      | 45,539                       | 44,693      | <846>    | 6,603             | 47,431      |
| 5,406                      | 1,122    | <4,284>  | 176,322                      | 120,713     | <55,609> | 1,020             | 124,914     |
| 0                          | 0        | 0        | 352                          | 0           | <352>    | 0                 | 0           |
| <56>                       | 0        | 56       | 1,434                        | 0           | <1,434>  | 0                 | 214         |
| 0                          | 0        | 0        | 1,940                        | 2,000       | 60       | <1,400>           | 0           |
| 6                          | 20       | 14       | 1,234                        | 1,179       | <55>     | 0                 | 595         |
| 256                        | 601      | 345      | 3,180                        | 7,182       | 4,002    | 412               | 5,885       |
| 6,349                      | 1,057    | <5,292>  | 26,817                       | 12,616      | <14,201> | 391               | 20,776      |
| 800                        | 688      | <112>    | 12,334                       | 11,459      | <875>    | 716               | 11,729      |
| 482                        | 18       | <464>    | 1,282                        | 293         | <989>    | <61>              | 2,578       |
| 0                          | 0        | 0        | 0                            | 0           | 0        | <575>             | 0           |
| 0                          | 0        | 0        | 2,654                        | 2,950       | 296      | 0                 | 3,206       |
| 15,417                     | 15,417   | 0        | 185,000                      | 185,004     | 4        | 15,417            | 185,000     |
| 1,065                      | 0        | <1,065>  | 138,623                      | 140,000     | 1,377    | 1,008             | 132,850     |
| 59,780                     | 46,549   | <13,231> | 875,827                      | 804,336     | <71,491> | 45,134            | 798,045     |
| 106,216                    | 95,275   | <10,941> | 1,490,815                    | 1,424,293   | <66,522> | 97,675            | 1,378,321   |
|                            |          |          |                              |             |          |                   |             |
| <20,152>                   | 6,984    | <27,136> | <639,677>                    | <606,797>   | <32,880> | 8,364             | <589,122>   |
|                            |          |          |                              |             |          |                   |             |
|                            |          |          |                              |             |          |                   |             |
| 5,235                      | 4,405    | <830>    | 54,097                       | 50,461      | <3,636>  | 5,135             | 54,834      |
| 5,985                      | 6,579    | 594      | 55,233                       | 57,411      | 2,178    | 6,471             | 50,535      |
| 2,956                      | 3,827    | 871      | 28,055                       | 32,730      | 4,675    | 3,557             | 26,149      |
| 1,442                      | 1,485    | 43       | 12,658                       | 13,000      | 342      | 1,348             | 11,670      |
| 9,134                      | 5,043    | <4,091>  | 48,464                       | 42,665      | <5,799>  | 14,633            | 47,337      |
| 49,703                     | 47,848   | <1,855>  | 530,418                      | 529,393     | <1,025>  | 56,517            | 543,979     |
| 15,983                     | 16,489   | 506      | 188,930                      | 204,661     | 15,731   | 14,864            | 199,638     |
| 11,424                     | 17,216   | 5,792    | 146,613                      | 206,601     | 59,988   | 18,875            | 156,994     |
| 101,862                    | 102,892  | 1,030    | 1,064,467                    | 1,136,922   | 72,455   | 121,400           | 1,091,135   |
| <122,014>                  | <95,908> | <26,106> | <1,704,144>                  | <1,743,719> | 39,575   | <113,036>         | <1,680,257> |

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

| JUL. 12(07/02/17-07/29/17) |           |           | FISCAL YEAR 16-17            |             |           | FISCAL YEAR 15-16     |             |  |
|----------------------------|-----------|-----------|------------------------------|-------------|-----------|-----------------------|-------------|--|
| CURRENT MONTH              |           |           | YTD 12 MO(07/31/16-07/29/17) |             |           | LAST YEAR ACTUAL      |             |  |
| ACTUAL                     | BUDGET    | VARIANCE  | ACTUAL                       | BUDGET      | VARIANCE  | MONTH                 | YTD         |  |
| 328,601                    | 324,392   | <4,209>   | 3,655,267                    | 3,758,699   | 103,432   | 302,096               | 3,627,046   |  |
| 2,550                      | 300       | <2,250>   | 6,100                        | 3,600       | <2,500>   | 0                     | 0           |  |
| 44,511                     | 35,566    | <8,945>   | 383,926                      | 429,706     | 45,780    | 50,114                | 397,511     |  |
| 375,662                    | 360,258   | <15,404>  | 4,045,293                    | 4,192,005   | 146,712   | 352,211               | 4,024,556   |  |
| 8.1                        | 8.5       | 0.5       | 6.0                          | 6.1         | 0.1       | 7.1                   | 5.9         |  |
|                            |           |           |                              |             |           | WAGE % TO TOTAL SALES |             |  |
| 118,000                    | 0         | <118,000> | 118,000                      | 0           | <118,000> | 275,000               | 275,000     |  |
| 0                          | 0         | 0         | 15,178                       | 14,790      | <388>     | 0                     | 11,859      |  |
| 0                          | 2,060     | 2,060     | 6,000                        | 9,682       | 3,682     | 4,000                 | 10,000      |  |
| 139,172                    | 161,169   | 21,997    | 1,758,128                    | 1,887,694   | 129,566   | 153,593               | 1,778,197   |  |
| 4,262                      | 7,633     | 3,371     | 86,634                       | 104,986     | 18,352    | 8,161                 | 105,295     |  |
| 7,876                      | 9,507     | 1,631     | 94,265                       | 110,206     | 15,941    | 7,768                 | 92,742      |  |
| 1,070                      | 937       | <133>     | 9,645                        | 10,976      | 1,331     | 1,057                 | 9,897       |  |
| 391                        | 2,231     | 1,840     | 15,846                       | 27,005      | 11,159    | 0                     | 8,023       |  |
| 173                        | 21        | <152>     | 4,078                        | 164         | <3,914>   | 0                     | 1,180       |  |
| 450                        | 591       | 141       | 29,588                       | 27,335      | <2,253>   | 1,336                 | 30,987      |  |
| 0                          | 52        | 52        | 0                            | 364         | 364       | 0                     | 0           |  |
| 0                          | 570       | 570       | 2,428                        | 8,303       | 5,875     | 587                   | 6,058       |  |
| 233                        | 120       | <113>     | 7,740                        | 6,772       | <968>     | 128                   | 5,738       |  |
| <782>                      | 206       | 988       | 30                           | 2,239       | 2,209     | 10                    | 1,321       |  |
| 466                        | 387       | <79>      | 4,449                        | 4,634       | 185       | 368                   | 4,529       |  |
| <274>                      | <500>     | <226>     | <1,307>                      | <6,600>     | <5,293>   | <188>                 | <3,911>     |  |
| 230                        | 50        | <180>     | 1,401                        | 600         | <801>     | 620                   | 2,279       |  |
| 5,091                      | 2,550     | <2,541>   | 34,731                       | 30,600      | <4,131>   | 2,861                 | 33,099      |  |
| 7,179                      | 1,310     | <5,869>   | 20,423                       | 15,979      | <4,444>   | 3,239                 | 16,656      |  |
| 0                          | 1,545     | 1,545     | 7,797                        | 18,540      | 10,743    | <5,081>               | 11,419      |  |
| 5,105                      | 6,443     | 1,338     | 75,432                       | 81,135      | 5,703     | 14,881                | 75,479      |  |
| 1,314                      | 1,272     | <42>      | 10,457                       | 15,264      | 4,807     | 653                   | 9,964       |  |
| 11,640                     | 17,018    | 5,378     | 150,938                      | 182,541     | 31,603    | 13,138                | 146,085     |  |
| 461                        | 613       | 152       | 583                          | 1,129       | 546       | 616                   | 834         |  |
| 0                          | 2,527     | 2,527     | 41,276                       | 48,993      | 7,717     | 0                     | 45,307      |  |
| <1>                        | 40        | 41        | 48                           | 439         | 391       | <1>                   | <37>        |  |
| 20,723                     | 16,049    | <4,674>   | 231,582                      | 189,123     | <42,459>  | 19,169                | 176,506     |  |
| 3,630                      | 4,298     | 668       | 110,825                      | 59,950      | <50,875>  | 23,095                | 78,420      |  |
| <127>                      | 1,409     | 1,536     | 15,227                       | 16,902      | 1,675     | 1,178                 | 15,227      |  |
| 10,471                     | 10,314    | <157>     | 123,512                      | 123,764     | 252       | 9,912                 | 120,165     |  |
| 0                          | 350       | 350       | 15,082                       | 6,750       | <8,332>   | 426                   | 16,744      |  |
| 10,172                     | 10,111    | <61>      | 115,852                      | 121,332     | 5,480     | 8,912                 | 108,083     |  |
| 0                          | 0         | 0         | 13,399                       | 14,850      | 1,451     | 0                     | 11,525      |  |
| 1,097                      | 1,584     | 487       | 30,635                       | 61,267      | 30,632    | 2,702                 | 50,701      |  |
| 33,055                     | 19,055    | <14,000>  | 175,062                      | 171,358     | <3,704>   | 28,028                | 173,493     |  |
| 54                         | 103       | 49        | 4,251                        | 7,482       | 3,231     | 87                    | 10,255      |  |
| 5,209                      | 5,414     | 205       | 52,603                       | 56,216      | 3,613     | 3,946                 | 48,027      |  |
| 3,346                      | 3,900     | 554       | 40,333                       | 45,500      | 5,167     | 3,249                 | 38,931      |  |
| 7,635                      | 7,635     | 0         | 91,620                       | 91,620      | 0         | 5,233                 | 89,635      |  |
| 11,222                     | 0         | <11,222>  | 97,864                       | 0           | <97,864>  | 15,470                | 15,470      |  |
| 8,050                      | 0         | <8,050>   | 84,525                       | 0           | <84,525>  | 0                     | 0           |  |
| 16,431                     | 13,669    | <2,762>   | 162,561                      | 164,028     | 1,467     | 13,401                | 160,812     |  |
| 257                        | 2,575     | 2,318     | 30,894                       | 33,371      | 2,477     | <4,374>               | 28,635      |  |
| 433,279                    | 314,818   | <118,461> | 3,889,615                    | 3,767,283   | <122,332> | 613,182               | 3,820,628   |  |
| 808,941                    | 675,076   | <133,865> | 7,934,908                    | 7,959,288   | 24,380    | 965,393               | 7,845,185   |  |
|                            |           |           |                              |             |           | Less: Allocated Exp   |             |  |
| 21,481                     | 20,654    | <827>     | 227,248                      | 228,522     | 1,274     | 23,087                | 222,213     |  |
| 6,908                      | 7,117     | 209       | 80,796                       | 88,339      | 7,543     | 6,072                 | 81,551      |  |
| 21,580                     | 21,654    | 74        | 249,878                      | 259,841     | 9,963     | 40,502                | 175,074     |  |
| 49,968                     | 49,425    | <543>     | 557,922                      | 576,702     | 18,780    | 69,661                | 478,838     |  |
| 858,909                    | 724,501   | <134,408> | 8,492,830                    | 8,535,990   | 43,160    | 1,035,053             | 8,324,023   |  |
| <783,211>                  | <656,290> | 126,921   | <7,646,696>                  | <7,712,212> | <65,516>  | <963,516>             | <7,408,047> |  |
| <33,470>                   | <33,470>  | 0         | <396,993>                    | <396,993>   | 0         | <31,202>              | <378,140>   |  |
| <3,424>                    | <3,424>   | 0         | <40,554>                     | <40,554>    | 0         | <3,252>               | <38,508>    |  |
| <38,804>                   | <31,317>  | 7,487     | <408,587>                    | <386,231>   | 22,356    | <37,084>              | <499,328>   |  |
| <858,909>                  | <724,501> | 134,408   | <8,492,830>                  | <8,535,990> | <43,160>  | <1,035,053>           | <8,324,023> |  |
| 0                          | 0         | 0         | 0                            | 0           | <0>       | 0                     | 0           |  |
|                            |           |           |                              |             |           | TOTAL EXPENSE         |             |  |

MAINTENANCE DIVISION  
EXPENSE STATEMENT

| JUL. 12(07/02/17-07/29/17) |           |          | FISCAL YEAR 16-17            |             |          | FISCAL YEAR 15-16 |             |
|----------------------------|-----------|----------|------------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 12 MO(07/31/16-07/29/17) |             |          | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE | MONTH             | YTD         |
| 131,994                    | 135,727   | 3,733    | 1,421,085                    | 1,430,120   | 9,035    | 137,646           | 1,362,117   |
| 5,675                      | 2,198     | <3,477>  | 51,904                       | 26,376      | <25,528> | 6,581             | 48,389      |
| 0                          | 630       | 630      | 3,006                        | 7,230       | 4,224    | 0                 | 166         |
| <2,006>                    | <660>     | 1,346    | <23,748>                     | <7,280>     | 16,468   | <521>             | <9,854>     |
| <9,877>                    | <6,920>   | 2,957    | <103,896>                    | <86,177>    | 17,719   | <5,433>           | <78,876>    |
| 0                          | <4,000>   | <4,000>  | <33,354>                     | <48,000>    | <14,646> | <2,261>           | <33,698>    |
| 125,787                    | 126,975   | 1,188    | 1,314,997                    | 1,322,269   | 7,272    | 136,012           | 1,288,245   |
|                            |           |          |                              |             |          |                   |             |
| 75,760                     | 85,063    | 9,303    | 872,861                      | 950,323     | 77,462   | 82,873            | 848,297     |
| 447                        | 343       | <104>    | 4,192                        | 2,251       | <1,941>  | 434               | 3,144       |
| 665                        | 623       | <42>     | 8,171                        | 7,470       | <701>    | 1,064             | 8,116       |
| 0                          | 0         | 0        | 1,393                        | 1,500       | 107      | 0                 | 496         |
| 2,525                      | 5,037     | 2,512    | 57,677                       | 61,156      | 3,479    | 4,055             | 58,109      |
| 1,577                      | 5,307     | 3,730    | 61,218                       | 65,078      | 3,860    | 6,288             | 64,565      |
| 151                        | 1,066     | 915      | 12,413                       | 13,936      | 1,523    | 831               | 12,769      |
| 465                        | 457       | <8>      | 6,326                        | 7,055       | 729      | 381               | 6,970       |
| 23,792                     | 21,525    | <2,267>  | 304,397                      | 265,950     | <38,447> | 39,542            | 357,727     |
| 14,461                     | 4,225     | <10,236> | 57,835                       | 53,490      | <4,345>  | 1,180             | 42,529      |
| 0                          | 0         | 0        | 2,169                        | 1,050       | <1,119>  | 0                 | 1,091       |
| 3,250                      | 1,500     | <1,750>  | 7,281                        | 18,000      | 10,719   | 950               | <1,759>     |
| 5,539                      | 250       | <5,289>  | 7,219                        | 3,000       | <4,219>  | 350               | 1,595       |
| 8,576                      | 3,754     | <4,822>  | 58,297                       | 53,056      | <5,241>  | 9,374             | 58,932      |
| 8,677                      | 7,508     | <1,169>  | 104,466                      | 99,040      | <5,426>  | 6,199             | 85,051      |
| 3,087                      | 3,156     | 69       | 37,964                       | 37,828      | <136>    | 4,177             | 41,634      |
| 613                        | 3,050     | 2,437    | 10,681                       | 14,600      | 3,919    | 815               | 12,899      |
| 2,300                      | 0         | <2,300>  | 6,450                        | 0           | <6,450>  | 0                 | 0           |
| 151,885                    | 142,864   | <9,021>  | 1,621,009                    | 1,654,783   | 33,774   | 158,514           | 1,602,166   |
| 277,672                    | 269,839   | <7,833>  | 2,936,007                    | 2,977,052   | 41,045   | 294,526           | 2,890,411   |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
| 18,658                     | 19,144    | 486      | 215,307                      | 229,739     | 14,432   | 23,039            | 189,268     |
| 18,658                     | 19,144    | 486      | 215,307                      | 229,739     | 14,432   | 23,039            | 189,268     |
| 296,330                    | 288,983   | <7,347>  | 3,151,314                    | 3,206,791   | 55,477   | 317,565           | 3,079,679   |
|                            |           |          |                              |             |          |                   |             |
| <255,029>                  | <247,980> | 7,049    | <2,696,631>                  | <2,743,669> | <47,038> | <273,199>         | <2,629,526> |
| <7,672>                    | <7,672>   | 0        | <92,071>                     | <92,071>    | 0        | <6,993>           | <83,923>    |
| <3,008>                    | <3,008>   | 0        | <36,106>                     | <36,105>    | 1        | <2,743>           | <32,910>    |
| <9,141>                    | <9,667>   | <526>    | <99,257>                     | <106,405>   | <7,148>  | <11,544>          | <111,107>   |
| <21,481>                   | <20,656>  | 825      | <227,248>                    | <228,541>   | <1,293>  | <23,087>          | <222,213>   |
| <296,330>                  | <288,983> | 7,347    | <3,151,314>                  | <3,206,791> | <55,477> | <317,565>         | <3,079,679> |
|                            |           |          |                              |             |          |                   |             |
| 0                          | 0         | 0        | <0>                          | 0           | 0        | 0                 | <0>         |

UTILITIES  
EXPENSE STATEMENT

| JUL. 12(07/02/17-07/29/17) |           |          |                        |
|----------------------------|-----------|----------|------------------------|
| CURRENT MONTH              |           |          |                        |
| ACTUAL                     | BUDGET    | VARIANCE |                        |
| 23,878                     | 16,678    | <7,200>  | Chiller Water          |
| 57,323                     | 62,358    | 5,035    | Elec-Non Air Cond.     |
| 7,350                      | 10,964    | 3,614    | Water-Non Air Cond.    |
| 4,514                      | 6,162     | 1,648    | Steam-Non Air Cond.    |
| 1,715                      | 2,878     | 1,163    | Gas                    |
| 1,550                      | 1,551     | 1        | Energy Management      |
| 96,330                     | 100,591   | 4,261    | TOTAL OTHER CONTROL.   |
| 96,330                     | 100,591   | 4,261    | TOTAL CONTROLLABLE EXP |
| <82,009>                   | <85,465>  | <3,456>  | Allocated-Svs and Ent  |
| <3,213>                    | <3,213>   | 0        | Allocated-USAC         |
| <1,261>                    | <1,261>   | 0        | Allocated-GSA          |
| <2,939>                    | <3,534>   | <595>    | Allocated-Comm Board   |
| <6,908>                    | <7,118>   | <210>    | Allocated-A & SS       |
| <96,331>                   | <100,591> | <4,261>  | TOTAL OTHER            |
| <0>                        | 0         | 0        | TOTAL EXPENSE          |

| FISCAL YEAR 16-17            |             |           | FISCAL YEAR 15-16 |             |
|------------------------------|-------------|-----------|-------------------|-------------|
| YTD 12 MO(07/31/16-07/29/17) |             |           | LAST YEAR ACTUAL  |             |
| ACTUAL                       | BUDGET      | VARIANCE  | MONTH             | YTD         |
| 172,864                      | 194,344     | 21,480    | 24,997            | 186,263     |
| 720,685                      | 789,413     | 68,728    | 47,782            | 731,547     |
| 108,493                      | 130,424     | 21,931    | 6,611             | 113,660     |
| 71,217                       | 78,216      | 6,999     | 2,862             | 64,397      |
| 36,762                       | 35,668      | <1,094>   | 1,962             | 32,142      |
| 18,606                       | 18,612      | 6         | 1,550             | 17,055      |
| 1,128,627                    | 1,246,677   | 118,050   | 85,764            | 1,145,064   |
| 1,128,627                    | 1,246,677   | 118,050   | 85,764            | 1,145,064   |
| <958,659>                    | <1,060,772> | <102,113> | <71,849>          | <965,023>   |
| <38,567>                     | <38,567>    | 0         | <3,454>           | <41,457>    |
| <15,124>                     | <15,124>    | 0         | <1,354>           | <16,257>    |
| <35,481>                     | <43,859>    | <8,378>   | <3,036>           | <40,776>    |
| <80,796>                     | <88,355>    | <7,559>   | <6,072>           | <81,551>    |
| <1,128,627>                  | <1,246,677> | <118,050> | <85,764>          | <1,145,064> |
| <0>                          | 0           | 0         | 0                 | 0           |