

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
September (08/27/17 - 09/30/17)**

**Prepared
October 13, 2017**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

SEPTEMBER (08/27/17 - 09/30/17)										FY 16-17		FISCAL YEAR 2017-2018										FY 16-17	
CURRENT MONTH										**		YTD 2 MONTHS (07/30/17 - 09/30/17)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
GROSS INCOME																							
7,416		7,017		399	5.7%	(194)	(2.5%)	7,610		GROSS INCOME		10,882		10,550		332	3.1%	(212)	(1.9%)	11,094			
1,153		1,212		(59)	(4.9%)	(151)	(11.6%)	1,304		UCLA Store		2,071		2,143		(72)	(3.4%)	(101)	(4.7%)	2,172			
474		433		41	9.5%	107	29.2%	367		UCLA Restaurants		838		798		40	5.0%	202	31.8%	636			
110		118		(8)	(6.8%)	2	1.9%	108		Services Division		220		251		(31)	(12.4%)	(22)	(9.1%)	242			
9,153		8,780		373	4.2%	(236)	(2.5%)	9,389		UCLA Student Union		TOTAL		14,011		13,742		269	2.0%	(133)	(0.9%)	14,144	
GROSS MARGIN																							
2,099	28.3%	2,047	29.2%	52	Pts. (0.9)	(156)	Pts. (1.3)	2,255	29.6%	UCLA Store		3,203	29.4%	3,155	29.9%	48	Pts. (0.5)	(144)	Pts. (0.8)	3,347	30.2%		
815	70.7%	866	71.5%	(51)	(0.8)	(105)	(0.1)	920	70.6%	UCLA Restaurants		1,459	70.4%	1,527	71.3%	(68)	(0.9)	(69)	(0.1)	1,528	70.3%		
473	99.8%	431	99.5%	42	0.3	108	0.3	365	99.5%	Services Division		836	99.8%	796	99.7%	40	0.1	202	0.1	634	99.7%		
64	58.2%	73	61.9%	(9)	(3.7)	2	0.8	62	57.4%	UCLA Student Union		131	59.5%	164	65.3%	(33)	(5.8)	(25)	(5.0)	156	64.5%		
3,451	37.7%	3,417	38.9%	34	(1.2)	(151)	(0.7)	3,602	38.4%	TOTAL		5,629	40.2%	5,642	41.1%	(13)	(0.9)	(36)	(0.1)	5,665	40.1%		
WAGES & BENEFITS																							
616	8.3%	648	9.2%	32	0.9	14	0.0	630	8.3%	UCLA Store		1,162	10.7%	1,216	11.5%	54	0.8	16	(0.1)	1,178	10.6%		
671	58.2%	733	60.5%	62	2.3	25	(4.8)	696	53.4%	UCLA Restaurants		1,264	61.0%	1,361	63.5%	97	2.5	26	(1.6)	1,290	59.4%		
53	11.2%	55	12.7%	2	1.5	1	3.5	54	14.7%	Services Division		107	12.8%	111	13.9%	4	1.1	1	4.2	108	17.0%		
69	62.7%	76	64.4%	7	1.7	(4)	(2.5)	65	60.2%	UCLA Student Union		136	61.8%	146	58.2%	10	(3.6)	(4)	(7.3)	132	54.5%		
1,409	15.4%	1,512	17.2%	103	1.8	36	0.0	1,445	15.4%	TOTAL		2,669	19.0%	2,834	20.6%	165	1.6	39	0.1	2,708	19.1%		
OTHER CONTROLLABLES																							
341	4.6%	316	4.5%	(25)	(0.1)	10	0.0	351	4.6%	UCLA Store		684	6.3%	653	6.2%	(31)	(0.1)	(27)	(0.4)	657	5.9%		
116	10.1%	114	9.4%	(2)	(0.7)	17	0.1	133	10.2%	UCLA Restaurants		220	10.6%	214	10.0%	(6)	(0.6)	(2)	(0.6)	218	10.0%		
180	38.0%	170	39.3%	(10)	1.3	(76)	(9.7)	104	28.3%	Services Division		307	36.6%	295	37.0%	(12)	0.4	(121)	(7.4)	186	29.2%		
62	56.4%	48	40.7%	(14)	(15.7)	(5)	(3.6)	57	52.8%	UCLA Student Union		102	46.4%	92	36.7%	(10)	(9.7)	(1)	(4.7)	101	41.7%		
699	7.6%	648	7.4%	(51)	(0.2)	(54)	(0.7)	645	6.9%	TOTAL		1,313	9.4%	1,254	9.1%	(59)	(0.3)	(151)	(1.2)	1,162	8.2%		
CONTRIBUTION																							
1,142	15.4%	1,083	15.4%	59	0.0	(132)	(1.3)	1,274	16.7%	UCLA Store		1,357	12.5%	1,286	12.2%	71	0.3	(154)	(1.1)	1,511	13.6%		
28	2.4%	19	1.6%	9	0.8	(63)	(4.6)	91	7.0%	UCLA Restaurants		(25)	(1.2%)	(48)	(2.2%)	23	1.0	(45)	(2.1)	20	0.9%		
240	50.6%	205	47.3%	35	3.3	33	(5.8)	207	56.4%	Services Division		422	50.4%	390	48.9%	32	1.5	82	(3.1)	340	53.5%		
(67)	(60.9%)	(51)	(43.2%)	(16)	(17.7)	(8)	(6.3)	(59)	(54.6%)	UCLA Student Union		(107)	(48.6%)	(74)	(29.5%)	(33)	(19.1)	(30)	(16.8)	(77)	(31.8%)		
1,343	14.7%	1,256	14.3%	87	0.4	(170)	(1.4)	1,513	16.1%	TOTAL		1,647	11.8%	1,554	11.3%	93	0.5	(147)	(0.9)	1,794	12.7%		
ALLOCATED EXPENSES																							
629	6.9%	649	7.4%	20	0.5	(57)	(0.8)	572	6.1%	Admin&Support Services		1,211	8.6%	1,276	9.3%	65	0.7	(54)	(0.4)	1,157	8.2%		
237	2.6%	239	2.7%	2	0.1	(30)	(0.4)	207	2.2%	Facilities Division		458	3.3%	465	3.4%	7	0.1	(54)	(0.4)	404	2.9%		
98	1.1%	96	1.1%	(2)	0.0	(2)	(0.1)	96	1.0%	Utilities		195	1.4%	181	1.3%	(14)	(0.1)	(5)	(0.1)	190	1.3%		
191	2.1%	204	2.3%	13	0.2	11	0.1	202	2.2%	Depreciation		381	2.7%	408	3.0%	27	0.3	23	0.2	404	2.9%		
1,155	12.6%	1,188	13.5%	33	0.9	(78)	(1.1)	1,077	11.5%	TOTAL		2,245	16.0%	2,330	17.0%	85	1.0	(90)	(0.8)	2,155	15.2%		
NET INCOME (LOSS) FROM OPERATIONS																							
188	2.1%	68	0.8%	120	1.3	(248)	(2.5)	436	4.6%	UCLA Store		(598)	(4.3%)	(776)	(5.6%)	178	1.3	(237)	(1.7)	(361)	(2.6%)		
OTHER INC/(EXP)																							
16	0.2%	10	0.1%	6	0.1	6	0.1	10	0.1%	Non-Recurrent Inc/(Exp)		26	0.2%	20	0.1%	6	0.1	13	0.1	13	0.1%		
14	0.2%	12	0.1%	2	0.1	3	0.1	11	0.1%	Interest Income		27	0.2%	24	0.2%	3	0.0	4	0.0	23	0.2%		
(32)	(0.3%)	(32)	(0.4%)	0	0.1	3	0.1	(35)	(0.4%)	Interest (Expense)		(64)	(0.5%)	(64)	(0.5%)	0	0.0	6	0.0	(70)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes		0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
236	2.6%	236	2.7%	0	(0.1)	5	0.1	231	2.5%	Student Union Fee Income		473	3.4%	473	3.4%	0	0.0	10	0.1	463	3.3%		
234	2.6%	226	2.6%	8	0.0	17	0.3	217	2.3%	TOTAL		462	3.3%	453	3.3%	9	0.0	33	0.3	429	3.0%		
422	4.6%	294	3.3%	128	1.3	(231)	(2.4)	653	7.0%	NET INCOME (LOSS)		(136)	(1.0%)	(323)	(2.4%)	187	1.4	(204)	(1.5)	68	0.5%		

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

SEPTEMBER (08/27/17 - 09/30/17)										FY 16-17		FISCAL YEAR 2017-2018										FY 16-17	
CURRENT MONTH										**		YTD 2 MONTHS (07/30/17 - 09/30/17)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
7,416		7,017		399	5.7%	(194)	(2.5%)	7,610				10,882		10,550		332	3.1%	(212)	(1.9%)	11,094			
1,153		1,212		(59)	(4.9%)	(151)	(11.6%)	1,304				2,071		2,143		(72)	(3.4%)	(101)	(4.7%)	2,172			
474		433		41	9.5%	107	29.2%	367				838		798		40	5.0%	202	31.8%	636			
110		118		(8)	(6.8%)	2	1.9%	108				220		251		(31)	(12.4%)	(22)	(9.1%)	242			
9,153		8,780		373	4.2%	(236)	(2.5%)	9,389				14,011		13,742		269	2.0%	(133)	(0.9%)	14,144			
GROSS INCOME																							
2,099	28.3%	2,047	29.2%	52	(0.9)	(156)	(1.3)	2,255	29.6%			3,203	29.4%	3,155	29.9%	48	(0.5)	(144)	(0.8)	3,347	30.2%		
815	70.7%	866	71.5%	(51)	(0.8)	(105)	0.1	920	70.6%			1,459	70.4%	1,527	71.3%	(68)	(0.9)	(69)	0.1	1,528	70.3%		
473	99.8%	431	99.5%	42	0.3	108	0.3	365	99.5%			836	99.8%	796	99.7%	40	0.1	202	0.1	634	99.7%		
64	58.2%	73	61.9%	(9)	(3.7)	2	0.8	62	57.4%			131	59.5%	164	65.3%	(33)	(5.8)	(25)	(5.0)	156	64.5%		
3,451	37.7%	3,417	38.9%	34	(1.2)	(151)	(0.7)	3,602	38.4%			5,629	40.2%	5,642	41.1%	(13)	(0.9)	(36)	0.1	5,665	40.1%		
GROSS MARGIN																							
TOTAL																							
TOTAL CONTROLLABLES																							
957	12.9%	964	13.7%	7	0.8	24	0.0	981	12.9%			1,846	17.0%	1,868	17.7%	22	0.7	(11)	(0.5)	1,835	16.5%		
787	68.3%	847	69.9%	60	1.6	42	(4.7)	829	63.6%			1,484	71.7%	1,575	73.5%	91	1.8	24	(2.3)	1,508	69.4%		
233	49.2%	226	52.2%	(7)	3.0	(74)	(5.9)	159	43.3%			414	49.4%	406	50.9%	(8)	1.5	(120)	(3.2)	294	46.2%		
131	119.1%	124	105.1%	(7)	(14.0)	(9)	(6.1)	122	113.0%			238	108.2%	238	94.8%	0	(13.4)	(6)	(12.3)	232	95.9%		
2,108	23.0%	2,161	24.6%	53	1.6	(17)	(0.7)	2,091	22.3%			3,982	28.4%	4,087	29.7%	105	1.3	(113)	(1.0)	3,869	27.4%		
TOTAL																							
CONTRIBUTION																							
1,142	15.4%	1,083	15.4%	59	0.0	(132)	(1.3)	1,274	16.7%			1,357	12.5%	1,286	12.2%	71	0.3	(154)	(1.1)	1,511	13.6%		
28	2.4%	19	1.6%	9	0.8	(63)	(4.6)	91	7.0%			(25)	(1.2%)	(48)	(2.2%)	23	1.0	(45)	(2.1)	20	0.9%		
240	50.6%	205	47.3%	35	3.3	33	(5.8)	207	56.4%			422	50.4%	390	48.9%	32	1.5	82	(3.1)	340	53.5%		
(67)	(60.9%)	(51)	(43.2%)	(16)	(17.7)	(8)	(6.3)	(59)	(54.6%)			(107)	(48.6%)	(74)	(29.5%)	(33)	(19.1)	(30)	(16.8)	(77)	(31.8%)		
1,343	14.7%	1,256	14.3%	87	0.4	(170)	(1.4)	1,513	16.1%			1,647	11.8%	1,554	11.3%	93	0.5	(147)	(0.9)	1,794	12.7%		
TOTAL																							
ALLOCATED EXPENSES																							
681	9.2%	695	9.9%	14	0.7	(41)	(0.8)	640	8.4%			1,267	11.6%	1,316	12.5%	49	0.9	(23)	(0.4)	1,244	11.2%		
297	25.8%	314	25.9%	17	0.1	6	(2.6)	303	23.2%			615	29.7%	643	30.0%	28	0.3	11	(0.9)	626	28.8%		
91	19.2%	90	20.8%	(1)	1.6	(41)	(5.6)	50	13.6%			189	22.6%	190	23.8%	1	1.2	(80)	(5.5)	109	17.1%		
86	78.2%	89	75.4%	3	(2.8)	(2)	(0.4)	84	77.8%			174	79.1%	181	72.1%	7	(7.0)	2	(6.4)	176	72.7%		
1,155	12.6%	1,188	13.5%	33	0.9	(78)	(1.1)	1,077	11.5%			2,245	16.0%	2,330	17.0%	85	1.0	(90)	(0.8)	2,155	15.2%		
TOTAL																							
NET INCOME (LOSS) FROM OPERATIONS																							
460	5.0%	388	4.4%	72	0.6	(176)	(1.8)	636	6.8%			90	0.6%	(31)	(0.2%)	121	0.8	(177)	(1.3)	267	1.9%		
(269)	(2.9%)	(295)	(3.4%)	26	0.5	(56)	(0.6)	(213)	(2.3%)			(640)	(4.6%)	(691)	(5.0%)	51	0.4	(34)	(0.3)	(606)	(4.3%)		
149	1.6%	115	1.3%	34	0.3	(8)	(0.1)	157	1.7%			233	1.7%	201	1.5%	32	0.2	2	0.1	231	1.6%		
(152)	(1.7%)	(140)	(1.6%)	(12)	(0.1)	(8)	(0.2)	(144)	(1.5%)			(281)	(2.0%)	(255)	(1.9%)	(26)	(0.1)	(28)	(0.2)	(253)	(1.8%)		
188	2.1%	68	0.8%	120	1.3	(248)	(2.5)	436	4.6%			(598)	(4.3%)	(776)	(5.6%)	178	1.3	(237)	(1.7)	(361)	(2.6%)		
TOTAL																							
OTHER INC/(EXP)																							
16	0.2%	10	0.1%	6	0.1	6	0.1	10	0.1%			26	0.2%	20	0.1%	6	0.1	13	0.1	13	0.1%		
14	0.2%	12	0.1%	2	0.1	3	0.1	11	0.1%			27	0.2%	24	0.2%	3	0.0	4	0.0	23	0.2%		
(32)	(0.3%)	(32)	(0.4%)	0	0.1	3	0.1	(35)	(0.4%)			(64)	(0.5%)	(64)	(0.5%)	0	0.0	6	0.0	(70)	(0.5%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
236	2.6%	236	2.7%	0	(0.1)	5	0.1	231	2.5%			473	3.4%	473	3.4%	0	0.0	10	0.1	463	3.3%		
234	2.6%	226	2.6%	8	0.0	17	0.3	217	2.3%			462	3.3%	453	3.3%	9	0.0	33	0.3	429	3.0%		
422	4.6%	294	3.3%	128	1.3	(231)	(2.4)	653	7.0%			(136)	(1.0%)	(323)	(2.4%)	187	1.4	(204)	(1.5)	68	0.5%		
NET INCOME (LOSS)																							

ASUCLA
P/L Reconciliation
Sep-17

<i>Financial Analysis</i>	\$000's
	Sep-17
Budgeted Net Income/(Loss)	294
UCLA Store	
Gross Margin:	
Bearwear above plan due to strong move-in weekend business and campus visitors leading up to and including Labor Day Weekend	38
E-Commerce above plan due to impact of two Score Big promotions for high scoring football games	27
New Text above plan: timing do to the calendar shift as more sales moved into September from October than anticipated	37
CRS below plan due to lower third-party sales (some may shift to October), and a slight decline in requisitions	(68)
Computer Store above plan due to strong demand from Apple's back-to-school promotion and an unexpected increase in students using financial/aid computer grants for equipment	30
Wooden Center below plan due to closure	(4)
HSS Dental above plan: amount of backordered merchandise in September UCLA kit far less than planned	9
Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and calendar shift not fully accounted for led to aggressive target	(7)
Total Wages below plan	4
Other (various small vaiances)	(7)
Total Contribution	59
UCLA Restaurants	
Gross Margin:	
Wetzels below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(12)
Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	10
North Campus Student Ctr. below plan due to average check lower than plan and traffic for first week of school has shifted away from northern area	(6)
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept, (some customers captured in Fusion area but not enough)	(15)
Café Synapse below plan due to ongoing customer traffic decline	(4)
Jimmy's below plan: budgeting error, last two weeks of month did not correctly account for the academic calendar shift, (almost entire sales variance from these two weeks)	(9)
Catering below plan: one graduate student welcome event occurred that we had last year but were not chosen as the caterer for this year	(14)
Total Wages below plan	18
Other, positive controllables mostly employee benefits	41
Total Contribution	9
Services	
Gross Margin:	
Licensing Domestic above plan due mainly to increases in Costco apparel program and overall UCLA Store purchases not including Under Armour	43
Licensing International below plan due to challenges in China (current outlook for key licensee is that sales and royalty will be about 50% of plan)	(13)
Licensing Promotional Royalties above plan: UCLA department orders are on the increase due to start of new school (timing related, not an indication trend will maintain)	18
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(10)
Photography above plan due to an additional job that was new this year	4
Other, negative controllables mostly Licensing	(7)
Total Contribution	35
UCLA Student Union	
Gross Margin:	
Event Services below plan due to timing: Gearapoolza client moved their event to the Spring	(6)
AU Post Office below plan due to lower consignment commission	(3)
Total Wages below plan	3
Other, negative controllables (repairs and maintenance, and timing for expenses that were budgeted in future months)	(10)
Total Contribution	(16)
Allocated Expenses and Other	
A&SS lower than plan due to savings mostly in wages and benefits	20
Facilities slightly lower than plan	2
Utilities slightly above plan	(2)
Depreciation lower than plan due to timing of capital expenditures	13
Other- positive non-recurrent and interest income	8
Total	41
Actual Net Income/(Loss)	422

ASUCLA
P/L Reconciliation
Year-To-Date Through September, 2017

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(323)
UCLA Store	
Gross Margin:	
Bearwear above plan due to strong campus visitor traffic for move-in weekend and leading up to Labor Day and positive response to Team Outfitter product	84
E-Commerce above plan due to impact of two Score Big Promotions for high scoring football games	25
New Text above plan due to the calendar shift as more sales were reported in September from October than anticipated	40
Course Reader Solutions below plan due to lower third party sales and a decline in requisitions	(76)
Computer Store above plan due to strong demand for Apple's back-to-school promotion and an increase in students using financial/aid computer grants	47
Luvallie Books below plan: used sales lower due to lack of available high quality used books for the law school	(16)
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(39)
HSS General Merchandise below plan: impact of relocation of School of Medicine Dept. to southern part of CHS and postponement of remodel of gen. merchandise area	(7)
Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and calendar shift not fully accounted for	(7)
Total Wages lower than plan	6
Other, positive controllables mostly employee benefits	14
Total Contribution	71
UCLA Restaurants	
Gross Margin:	
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(21)
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	13
No Campus Student Ctr below plan: average check lower than plan and traffic for first week of school has shifted away from northern areas	(6)
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(15)
Café Synapse below plan due ongoing customer traffic decline'	(8)
Jimmy's below plan mostly due to budgeting error last two weeks of month did not correctly account for the academic calendar shift	(11)
Kerckhoff Coffeehouse above plan due to average check higher than plan and much stronger results in last week of summer session C	5
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(22)
Total Wages above plan	25
Other, positive controllables mostly employee benefits	63
Total Contribution	23
Services	
Gross Margin:	
Licensing Domestic above plan:: strong Under Armour launch, great back-to-school/football season start-up, increase in Costco apparel program and UCLA store purchases	80
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July)	(45)
Licensing Promotional Royalties above plan due to increase in UCLA departmental orders at start of the new school year	11
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(12)
Photography above plan due to additional bookings	6
Other, negative controllables mostly Licensing	(8)
Total Contribution	32
UCLA Student Union	
Gross Margin:	
Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall as in prior year	(29)
AU Post Office below plan due mostly to lower consignment commission	(4)
Total Contribution	(33)
Allocated Expenses and Other	
A&SS below plan: mostly wages and employee benefits	65
Facilities below plan (mostly employee benefits)	7
Utilities above plan: units were run longer an at a lower temperature due to the heat wave thus resulting in higher consumption for both chiller water and electricity	(14)
Depreciation lower than plan due to timing of capitals	27
Other- various positive non-recurrent and higher interest income	9
Total	94
Actual Net Income/(Loss)	(136)

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

	Current Month September 2017	Prior Month August 2017	Prior Year July 2017
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,340	\$12,544	\$12,191
Accounts receivable	4,540	3,205	3,526
Less: Allowance for doubtful accounts	(556)	(548)	(551)
Accounts receivable, net	3,984	2,657	2,975
Student fees receivable	846	609	373
Inventories	6,744	6,508	6,302
Prepaid expenses and other current assets	288	341	368
Total current assets	24,202	22,659	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,109	70,044	69,851
Less: Accumulated depreciation	(48,295)	(48,109)	(47,919)
Total long term assets	22,014	22,135	22,132
TOTAL ASSETS	\$46,216	\$44,794	\$44,341
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$7,793	\$6,545	\$5,727
Wages and payroll taxes payable	2,579	3,183	3,155
Sales tax payable & other liabilities	948	629	758
Interest payable	145	114	81
Deferred income	745	738	573
Funds held for others	197	199	102
Current portion of long term debt	832	832	832
Total current liabilities	13,239	12,240	11,228
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
TOTAL LIABILITIES	21,201	20,202	19,190
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	(136)	(559)	(857)
Ending Balance	25,015	24,592	25,151
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,216	\$44,794	\$44,341

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

CASH FLOWS FROM OPERATING ACTIVITIES:

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	\$422	(\$136)	\$68
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	191	381	404
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	(1,326)	(1,008)	(1,035)
Student fees receivable	(237)	(473)	(463)
Inventories	(236)	(442)	(33)
Prepaid expenses and other current assets	53	80	82
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	1,249	2,067	1,420
Sales tax payable & other liabilities	319	190	311
Wages and payroll taxes payable	(604)	(576)	(716)
Interest payable	31	64	70
Deferred Income	7	172	221
Funds held for others	(2)	95	(9)
Net cash provided/(used) by operating activities	(133)	414	320
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(71)	(265)	(262)
Net cash used in investing activities	(71)	(265)	(262)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(204)	149	58
CASH AND CASH EQUIVALENTS, Beginning	12,544	12,191	11,907
CASH AND CASH EQUIVALENTS, Ending	\$12,340	\$12,340	\$11,965

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

CASH AND CASH EQUIVALENTS	12,340
Less: Committed Capital Projects	
TFC Dining Room Remodel	(500)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	<u>(354)</u>
Subtotal	<u>(1,316)</u>
Adjustment for Cash Overdraft Entry	<u>(1,314)</u>
Uncommitted Cash	9,710
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	<u>14,406</u>
RESERVE SURPLUS (DEFICIT)	<u><u>(4,696)</u></u>

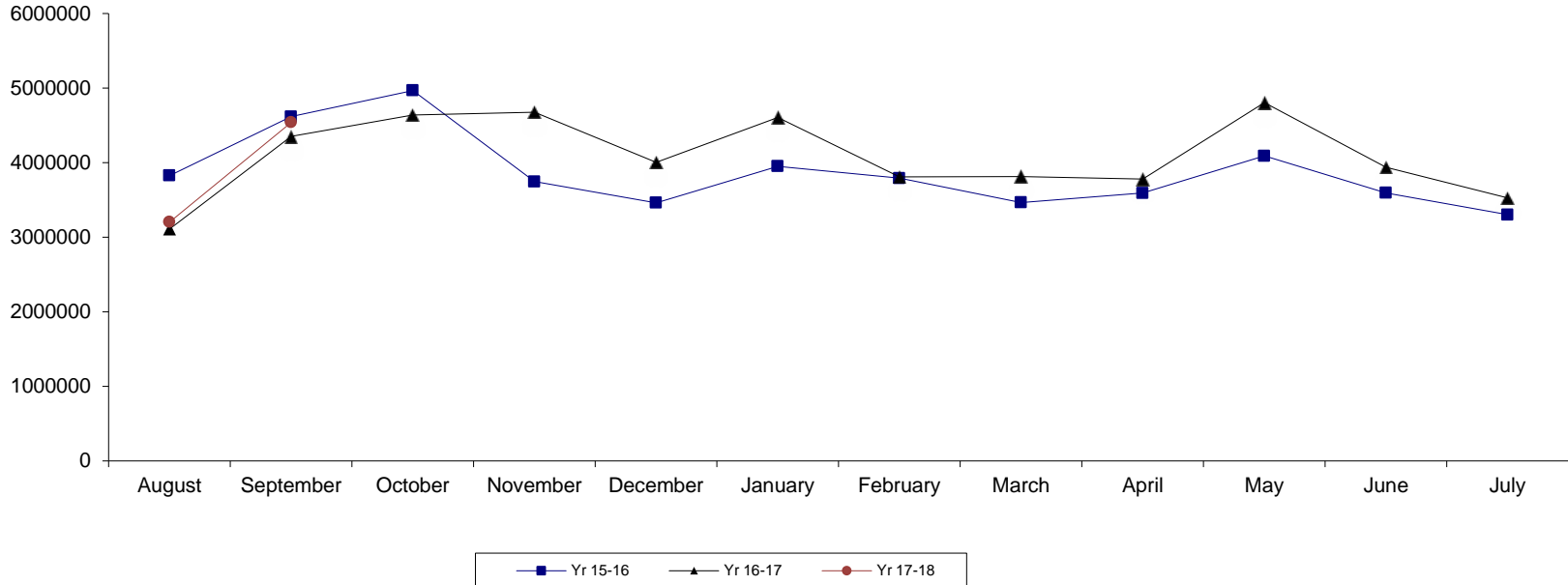
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2017-2018 September 2017

PROJECT NAME	BUDGET	PROJECTED							Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)		
Store/Services									
2017-001 Store General Replacement	50.0	0.0	5.7	5.7	44.3		0.0	In Progress	
2017-002 DC Forklift	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2017-003 Market Counter Replacement	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
Total Store/Services	175.0	0.0	19.6	19.6	105.4	50.0	0.0		
Food Service									
2017-005 FS Miscellaneous and Unanticipated	50.0	1.5	17.6	19.1	30.9		0.0	In Progress	
2017-006 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-007 FS POS Kiosks	150.0	0.0	12.2	12.2	137.8		0.0	In Progress	
2017-008 Taco Bell space remodel	125.0	0.0	41.8	41.8	83.2		0.0	In Progress	
2017-009 Commissary Kitchen Equipment replacements	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-010 NCSC Dining room carpet	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-011 NCSC Kitchen Equipment replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-012 TFC Dining Room Remodel	500.0	0.0	0.0	0.0	0.0	500.0	0.0	Pending	
Total Food Services	900.0	1.5	71.6	73.1	251.9	575.0	0.0		
Technology									
2017-013 Network Infrastructure Upgrade	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2017-014 Printer Replacement	20.0	1.1	1.8	2.9	17.1		0.0	In Progress	
2017-015 PC Replacement	20.0	0.0	21.1	21.1	0.0		1.1	Completed Awaiting Invoice	
2017-016 Computing & Comm. Room Upgrade	20.0	0.0	15.0	15.0	5.0		0.0	In Progress	
2017-017 Marketing Oversize Printer	17.0	0.0	0.0	0.0	0.0	17.0	0.0	Pending	
2017-018 Marketing Misc. Hardware/Software Upgrades	5.0	0.0	9.9	9.9	0.0		4.9	Completed Awaiting Invoice	
Total Technology	92.0	1.1	47.8	48.9	22.1	27.0	6.0		
Others									
2017-019 Fac. Misc. Remodels	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending	
2017-020 AU 2nd Floor Concourse/Bridge & Coop West P	60.0	0.0	49.5	49.5	10.5		0.0	In Progress	
2017-021 AU 1st Floor Restrooms	150.0	0.0	7.0	7.0	143.0		0.0	In Progress	
2017-022 Hood Exhaust Tank Replacements	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2017-023 KGS Drapery Replacement	65.0	0.0	0.0	0.0	0.0	65.0	0.0	Pending	
2017-024 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2017-025 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-026 Public Area Furnishing Replacement	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending	
2017-027 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2017-028 MCO Equipment - coin wrapper	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2017-029 Convert Darkroom to office	0.0	0.0	8.8	8.8	0.0		8.8	Completed Awaiting Invoice	
Total Others	450.0	0.0	65.3	65.3	153.5	240.0	8.8		
Total Current Year Projects	1,617.0	2.6	204.3	206.9	532.9	892.0	14.8		

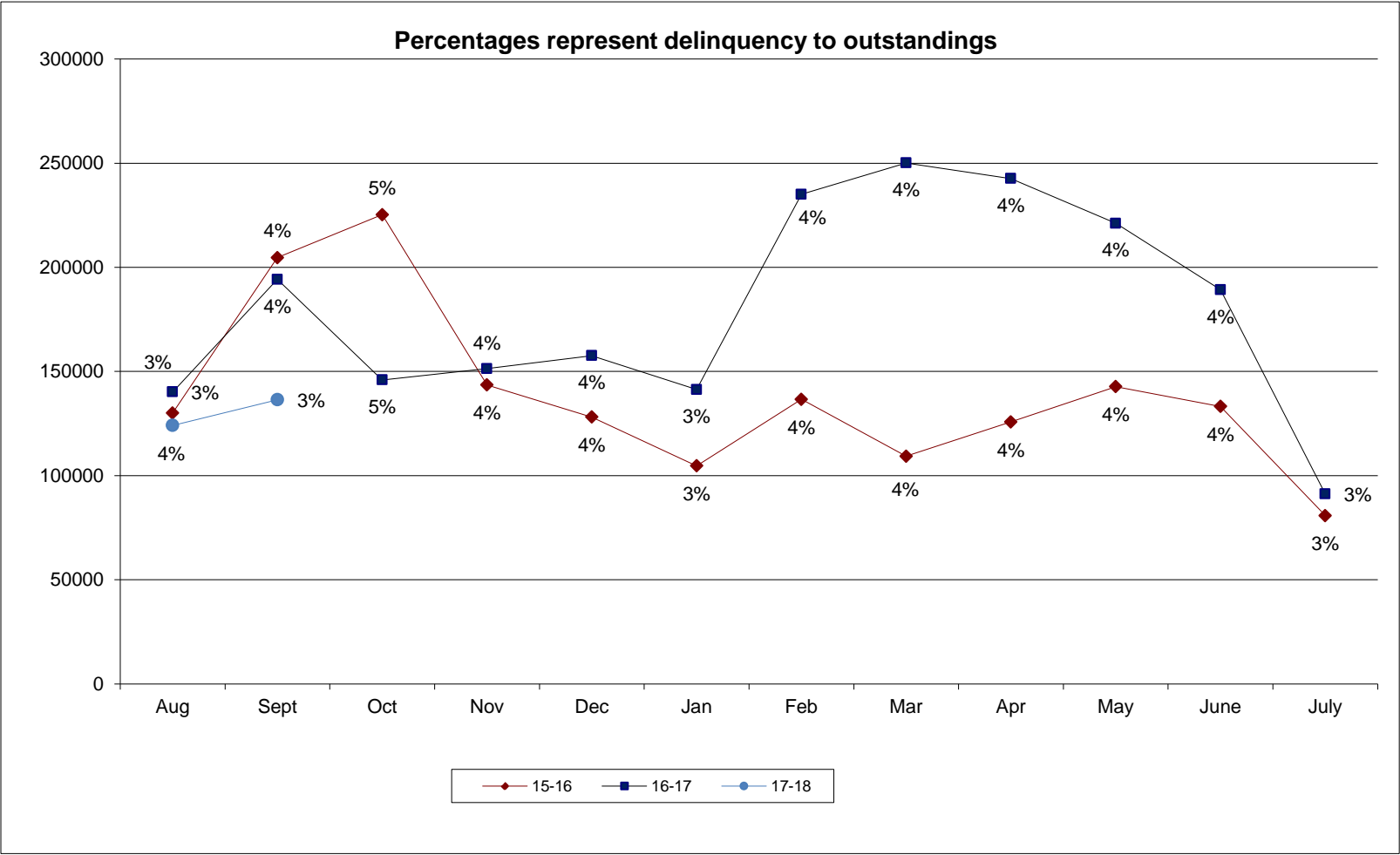
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

9/30/2017	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$974,151	23%	\$80,897	71%	\$32,590	48%	\$18,268	74%	\$14	0%	\$844	4%	\$1,106,764	24%
ASUCLA PUBLICATIONS		\$53,475	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,475	1%
ASUCLA USA/GSA		\$67,957	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,957	1%
DUE FROM VENDORS		\$465,797	11%	\$10,464	9%	\$24,235	35%	(\$1,199)	-5%	\$23,254	100%	\$15,503	78%	\$538,054	12%
DENTAL KITS		\$892,034	21%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$892,034	20%
OTHER		\$1,835,827	42%	\$23,124	20%	\$11,489	17%	\$7,730	31%	\$74	0%	\$3,669	18%	\$1,881,913	42%
TOTAL CURRENT MONTH		\$4,289,241	100%	\$114,485	100%	\$68,314	100%	\$24,799	100%	\$23,342	100%	\$20,016	100%	\$4,540,197	100%
		94%		3%		2%		1%		0%		0%		100%	
8/26/2017	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$884,100	31%	\$123,820	55%	\$25,010	36%	\$49	1%	\$111	0%	\$2,167	10%	\$1,035,257	32%
ASUCLA PUBLICATIONS		\$44,711	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$44,711	1%
ASUCLA USA/GSA		\$73,365	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$73,365	2%
DUE FROM VENDORS		\$425,955	15%	\$41,087	19%	(\$1,151)	-2%	\$2,121	38%	\$23,302	87%	\$15,534	72%	\$506,848	16%
DENTAL KITS		\$75,457	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,457	2%
OTHER		\$1,355,852	46%	\$56,854	26%	\$46,234	66%	\$3,365	61%	\$3,353	13%	\$4,007	18%	\$1,469,665	47%
TOTAL CURRENT MONTH		\$2,859,440	100%	\$221,761	100%	\$70,093	100%	\$5,535	100%	\$26,766	100%	\$21,708	100%	\$3,205,303	100%
		89%		7%		2%		0%		1%		1%		100%	
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%
TOTAL CURRENT MONTH		\$3,330,515	100%	\$104,084	100%	\$10,078	100%	\$33,020	100%	\$24,686	100%	\$23,372	100%	\$3,525,755	100%
		94%		3%		0%		1%		1%		1%		100%	

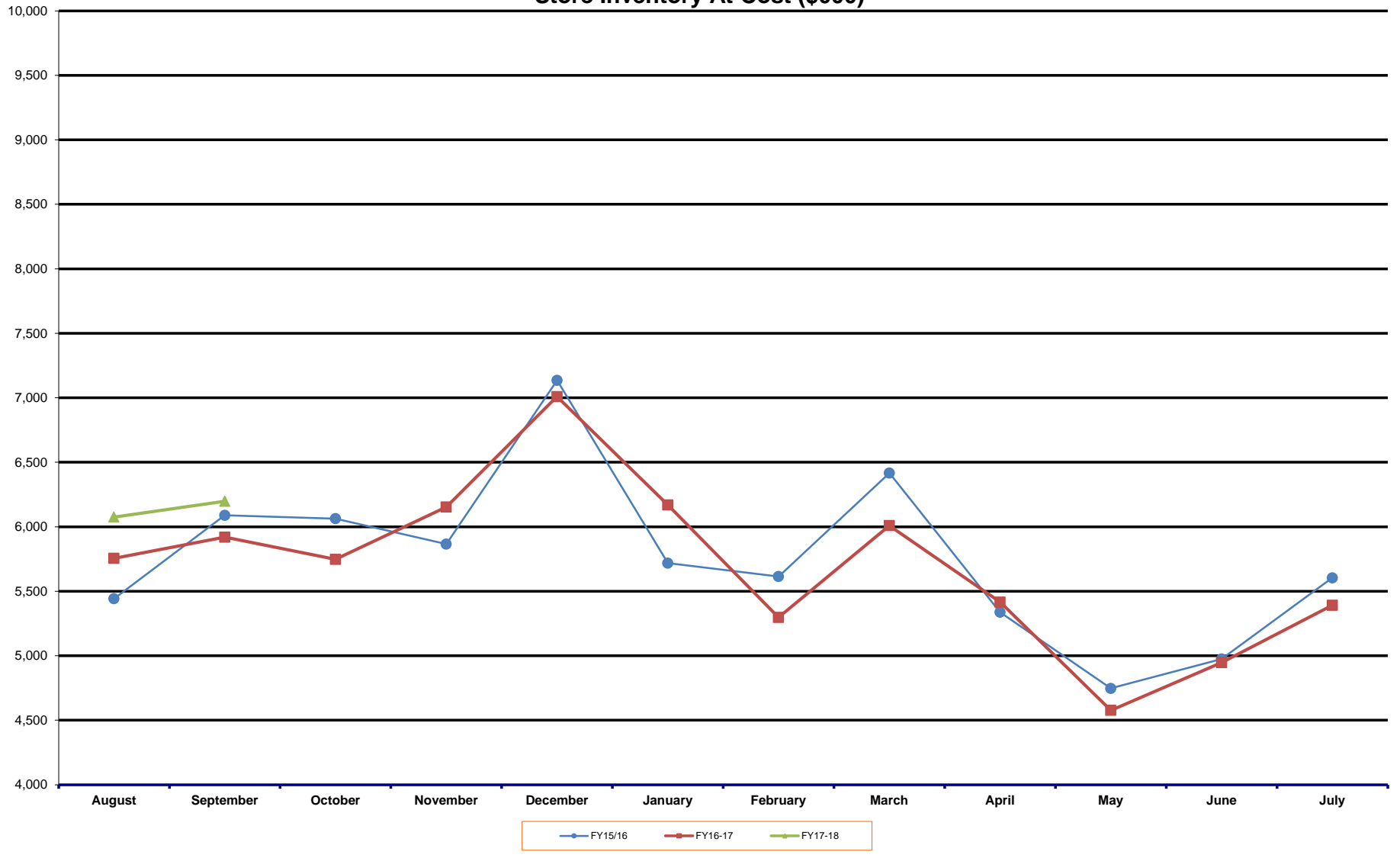
Total Accounts Receivable Balances
12 Month History
Aug 15 to Sep 17



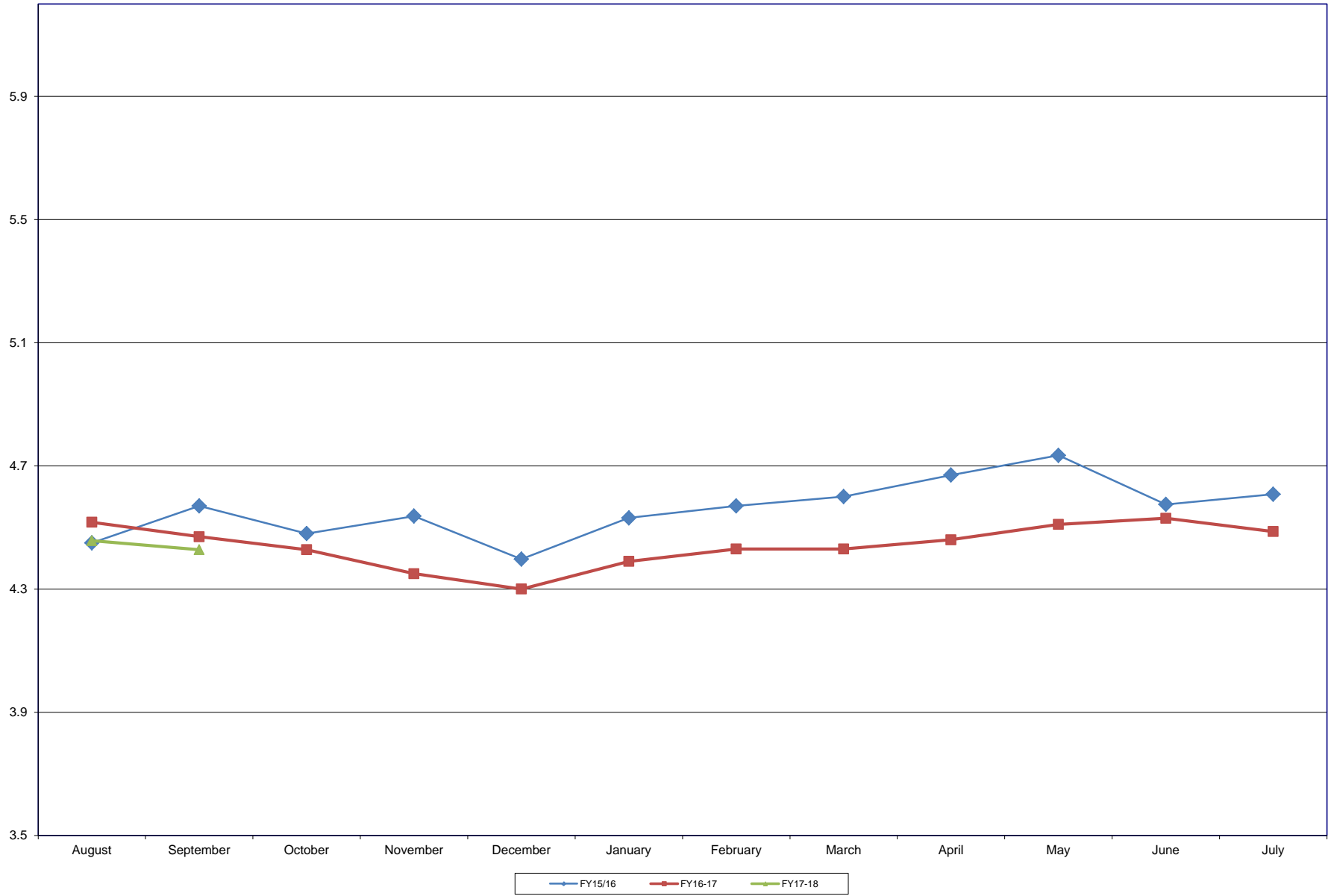
Aged Accounts Receivable Balances > 60 Days Past Due



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**

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
3,117,354	2,916,496	200,858	4,575,707	4,184,156	391,551	3,401,369	4,610,619
1,650,054	1,605,608	44,446	2,809,329	2,649,409	159,920	1,636,480	2,646,808
79,661	104,355	<24,694>	139,545	168,054	<28,509>	100,890	162,557
209,686	203,237	6,449	496,112	499,091	<2,979>	261,121	594,386
266,301	203,000	63,301	378,241	313,000	65,241	198,212	303,303
1,948,931	1,906,151	42,780	2,287,617	2,604,284	<316,667>	1,921,468	2,626,795
7,271,987	6,938,847	333,140	10,686,551	10,417,994	268,557	7,519,541	10,944,468
5,290,363	4,945,727	<344,636>	7,638,763	7,357,487	<281,276>	5,325,866	7,704,780
11,494	9,300	<2,194>	14,995	12,460	<2,535>	13,618	16,940
8,266	8,255	<11>	14,214	13,585	<629>	8,314	13,435
353	480	127	618	770	152	454	726
1,161	1,040	<121>	2,795	2,560	<235>	1,439	3,270
5,976	5,760	<216>	7,696	8,530	834	5,771	8,422
27,250	24,835	<2,415>	40,318	37,905	<2,413>	29,595	42,793
5,317,613	4,970,562	<347,051>	7,679,082	7,395,392	<283,690>	5,355,461	7,747,573
72.8	71.3	<1.5>	71.5	70.6	<0.9>	70.8	70.4
1,954,374	1,968,285	<13,911>	3,007,469	3,022,602	<15,133>	2,164,080	3,196,895
27.3	28.7	<1.5>	28.5	29.4	<0.9>	29.2	29.6
0.4	0.4	<0.0>	0.4	0.4	<0.0>	0.4	0.4
26.9	28.4	<1.5>	28.1	29.0	<0.9>	28.8	29.2
17.5	20.6	<3.1>	17.2	19.7	<2.5>	22.0	20.7
50.3	49.9	0.3	50.3	50.3	<0.0>	50.8	51.0
43.4	40.6	2.8	43.4	40.8	2.6	43.0	43.4
30.3	33.7	<3.4>	26.2	30.5	<4.3>	32.4	28.6
47.1	50.6	<3.6>	49.4	52.1	<2.6>	50.5	52.1
18.2	18.5	<0.3>	18.8	18.5	0.3	18.5	18.7
144,462	78,380	66,082	195,424	132,183	63,241	90,935	149,709
2,098,835	2,046,665	52,170	3,202,894	3,154,785	48,109	2,255,015	3,346,604
242,901	254,263	11,362	490,628	508,292	17,664	255,760	509,575
0	720	720	0	1,440	1,440	0	0
255,437	247,618	<7,819>	432,569	419,443	<13,126>	235,830	392,606
498,338	502,601	4,263	923,197	929,175	5,978	491,590	902,181
6.9	7.2	0.4	8.6	8.9	0.3	6.5	8.2
117,817	145,505	27,688	238,647	286,692	48,045	138,717	275,807
7,269	7,243	<26>	22,542	23,146	604	9,504	21,533
12,250	11,065	<1,185>	23,617	22,270	<1,347>	10,572	21,270
23	15	<8>	43	30	<13>	17	40
1,735	3,800	2,065	2,545	5,525	2,980	3,377	4,374
0	0	0	1,195	800	<395>	800	800
10,425	10,000	<425>	14,125	14,860	735	10,524	14,766
37,791	35,134	<2,657>	54,685	51,264	<3,421>	35,941	51,726
1,050	1,050	0	2,100	2,100	0	1,000	2,000
0	0	0	0	0	0	<213>	29
0	25	25	0	50	50	0	0
45,229	46,164	935	82,938	87,589	4,651	48,812	87,185
<4,816>	<3,150>	1,666	<6,816>	<9,150>	<2,334>	<2,000>	<8,072>
51,967	51,025	<18,942>	210,008	191,050	<18,958>	50,049	190,077
2,755	6,450	3,695	7,366	12,960	5,594	9,495	15,479
94,993	93,229	<1,764>	161,268	157,930	<3,338>	98,779	160,718
1,920	0	<1,920>	3,873	0	<3,873>	1,793	1,609
969	0	<969>	2,770	0	<2,770>	4,419	5,404
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	595	1,190
2,486	1,500	<986>	3,140	1,600	<1,540>	1,427	1,513
10,530	11,150	620	27,525	22,100	<5,425>	11,088	24,937
1,096	0	<1,096>	1,096	0	<1,096>	2,581	2,862
3,752	1,050	<2,702>	3,023	1,650	<1,373>	1,445	2,465
6,443	6,443	0	25,772	25,772	<0>	18,411	18,511
0	0	0	0	2	2	0	0
34,764	33,722	<1,042>	41,234	41,072	<162>	32,188	37,533
458,446	461,420	2,974	922,697	939,312	16,615	489,321	933,288
956,784	964,021	7,237	1,845,893	1,868,487	22,594	980,911	1,835,469
1,142,052	1,082,644	59,408	1,357,000	1,286,298	70,702	1,274,104	1,511,135
48,874	48,269	<605>	96,891	94,074	<2,817>	41,803	82,174
180,376	182,839	2,463	338,013	350,763	12,750	174,081	336,877
80,146	81,542	1,396	148,674	154,176	5,502	87,898	172,457
39,038	49,416	10,378	70,467	93,372	22,905	37,558	71,128
162,214	157,596	<4,618>	277,659	279,406	1,747	123,716	237,221
81,954	83,562	1,608	158,906	162,874	3,968	81,392	159,409
31,306	30,636	<670>	62,439	58,180	<4,259>	34,629	68,621
56,870	61,826	4,956	113,740	123,652	9,912	57,876	115,641
680,778	695,686	14,908	1,266,790	1,316,497	49,707	638,954	1,243,527
461,274	386,958	74,316	90,210	<30,199>	120,409	635,150	267,609

UCLA RESTAURANTS
INCOME STATEMENT

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
149,943	147,220	2,723	280,758	281,985	<1,227>	130,592	229,900
142,768	151,357	<8,589>	262,331	272,722	<10,391>	175,753	288,921
95,027	125,278	<30,251>	195,858	230,391	<34,533>	130,302	237,187
184,603	196,959	<12,356>	313,346	325,986	<12,641>	220,746	346,630
217,616	203,014	14,602	406,655	385,667	20,988	247,925	421,941
193,240	210,764	<17,524>	296,374	323,348	<26,974>	200,019	303,219
983,196	1,034,592	<51,396>	1,755,321	1,820,099	<64,778>	1,105,337	1,827,798
338,286	346,077	7,791	611,027	615,502	4,475	384,394	643,980
34.4	33.5	<1.0>	34.8	33.8	<1.0>	34.8	35.2
644,910	688,515	<43,605>	1,144,294	1,204,597	<60,303>	720,943	1,183,817
65.6	66.6	<1.0>	65.2	66.2	<1.0>	65.2	64.8
66.5	69.5	<3.0>	66.7	69.3	<2.7>	61.8	62.6
63.6	63.2	0.4	64.1	63.4	0.6	63.0	62.9
67.6	66.9	0.7	67.1	67.2	<0.2>	66.0	66.3
68.4	69.8	<1.4>	68.1	68.7	<0.6>	70.1	68.5
63.6	64.9	<1.3>	63.5	64.9	<1.4>	64.5	64.4
65.6	65.5	0.1	63.5	64.4	<0.8>	65.0	63.7
170,157	177,077	<6,920>	315,206	322,474	<7,268>	198,895	343,825
815,066	865,592	<50,526>	1,459,499	1,527,071	<67,572>	919,838	1,527,642
306,971	320,627	13,656	577,948	603,741	25,793	325,420	608,751
256,276	261,067	4,791	464,560	462,827	<1,733>	243,692	421,497
<36,752>	<36,871>	<119>	<68,472>	<67,924>	548	<36,803>	<67,556>
526,494	544,823	18,329	974,036	998,644	24,608	532,309	962,692
53.6	52.7	<0.9>	55.5	54.9	<0.6>	48.2	52.7
144,387	188,475	44,088	289,796	362,080	72,284	164,004	327,107
3,370	1,940	<1,430>	6,851	4,130	<2,721>	1,436	3,160
3,767	3,915	148	7,779	7,830	51	3,372	6,902
2,986	2,000	<986>	3,816	3,000	<816>	3,017	4,017
45,592	44,897	<695>	82,322	81,815	<507>	50,739	87,769
4.6	4.3	<0.3>	4.7	4.5	<0.2>	4.6	4.8
6,242	4,765	<1,477>	11,441	9,320	<2,121>	6,602	11,175
<10,146>	<12,500>	<2,354>	<27,575>	<25,000>	2,575	<10,367>	<19,915>
2,527	4,130	1,603	5,034	6,480	1,446	11,250	13,226
4,218	4,855	637	6,687	8,935	2,248	4,876	8,405
3,302	3,090	<212>	5,152	4,155	<997>	4,492	6,863
4,270	5,460	1,190	19,654	20,825	1,171	5,138	6,108
1	18	17	2	30	28	<0>	<0>
7,514	6,940	<574>	16,321	12,825	<3,496>	8,760	14,471
25,995	26,846	851	53,055	50,319	<2,736>	28,568	50,169
1,474	1,560	86	2,680	2,819	139	1,671	2,729
964	1,009	45	1,310	1,942	632	1,788	2,378
0	0	0	0	0	<0>	0	0
0	425	425	0	800	800	0	0
801	344	<457>	1,588	688	<900>	0	0
210	0	<210>	1,710	0	<1,710>	0	283
13,236	13,879	643	22,381	23,006	625	11,656	20,164
260,709	302,048	41,339	510,006	575,999	65,993	297,000	545,011
787,203	846,871	59,668	1,484,042	1,574,643	90,601	829,309	1,507,703
27,863	18,721	9,142	<24,543>	<47,572>	23,029	90,530	19,939
51,635	52,324	689	102,216	101,055	<1,161>	45,266	87,582
28,051	31,571	3,520	69,771	75,818	6,047	29,833	70,367
12,464	14,080	1,616	30,600	33,218	2,618	15,063	36,117
6,071	8,532	2,461	14,389	20,114	5,725	6,436	14,795
25,226	27,212	1,986	55,780	59,308	3,528	21,202	49,463
72,165	73,791	1,626	139,926	143,839	3,913	68,613	134,381
27,566	26,980	<586>	54,981	51,236	<3,745>	29,192	57,847
73,734	79,293	5,559	147,466	158,586	11,120	87,865	175,648
296,911	313,783	16,872	615,128	643,174	28,047	303,471	626,200
<269,048>	<295,062>	26,014	<639,670>	<690,746>	51,076	<212,941>	<606,261>
239,291	250,712	<11,421>	440,680	458,440	<17,760>	294,383	495,881
81,877	82,901	<1,024>	153,992	156,022	<2,030>	105,818	185,393
157,414	167,811	<10,397>	286,688	302,418	<15,730>	188,565	310,488
6.54	6.33	0.21	6.62	6.38	0.24	6.22	6.32
8.46	8.24	0.22	8.56	8.30	0.26	7.91	7.98
5.55	5.39	0.15	5.58	5.40	0.19	5.26	5.33
28,734	28,008	<726>	51,461	49,875	<1,586>	30,073	52,056
34.22	36.94	<2.72>	34.11	36.49	<2.38>	36.76	35.11

SERVICES DIVISION
INCOME STATEMENT

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
26,102	22,856	3,246	35,780	29,921	5,859	22,966	30,076
26,102	22,856	3,246	35,780	29,921	5,859	22,966	30,076
1,452	1,805	353	1,806	1,945	139	1,806	1,947
24,650	21,051	3,599	33,973	27,976	5,997	21,160	28,129
94.4	92.1	2.3	95.0	93.5	1.5	92.1	93.5
94.4	92.1	2.3	95.0	93.5	1.5	92.1	93.5
346,052	297,826	48,226	589,623	543,617	46,006	242,715	405,804
102,124	112,506	<10,382>	212,237	224,463	<12,226>	101,256	200,351
448,176	410,332	37,844	801,860	768,080	33,780	343,971	606,155
472,826	431,383	41,443	835,833	796,056	39,777	365,131	634,284
36,706	36,151	<555>	73,415	72,302	<1,113>	36,224	71,661
0	700	700	0	1,025	1,025	188	388
36,706	36,851	145	73,415	73,327	<88>	36,412	72,049
140.6	161.2	20.6	205.2	245.1	39.9	158.5	239.6
16,572	18,647	2,075	33,126	37,294	4,168	17,879	35,650
1,251	445	<806>	1,608	890	<718>	498	930
759	670	<89>	1,340	1,330	<10>	543	1,081
47	60	13	53	120	67	48	120
6,499	6,500	1	6,519	6,500	<19>	2,000	2,000
2,000	2,000	<0>	2,246	2,000	<246>	1,500	1,500
10,012	10,400	388	10,240	10,900	660	257	1,160
0	0	0	0	3,750	3,750	<14,972>	<14,972>
2,083	18,084	16,001	4,853	20,168	15,315	2,083	4,166
0	925	925	0	1,850	1,850	0	3,335
1,512	2,100	588	5,701	4,200	<1,501>	1,168	7,689
5,106	10,125	5,019	15,008	35,200	20,192	11,730	21,960
32,447	26,549	<5,898>	54,241	45,395	<8,846>	20,438	33,414
0	0	0	0	0	0	28	28
117,909	92,613	<25,296>	205,205	162,697	<42,508>	78,992	123,973
196,198	189,118	<7,080>	340,139	332,294	<7,845>	122,191	222,036
232,904	225,969	<6,935>	413,554	405,621	<7,933>	158,603	294,085
239,922	205,414	34,508	422,280	390,435	31,845	206,528	340,200
3,600	3,539	<61>	7,749	7,455	<294>	3,096	6,600
11,138	10,901	<237>	27,073	27,637	564	8,102	20,246
5,125	5,033	<92>	12,311	12,533	222	4,238	10,774
2,496	3,050	554	5,792	7,588	1,796	1,811	4,406
10,374	9,728	<646>	22,478	22,306	<172>	5,965	14,739
36,966	37,656	690	71,677	73,396	1,719	14,437	28,276
14,121	13,814	<307>	28,164	26,234	<1,930>	6,143	12,172
6,929	6,281	<648>	13,858	12,562	<1,296>	6,035	12,070
90,750	90,002	<748>	189,100	189,711	611	49,828	109,283
149,172	115,412	33,760	233,179	200,724	32,455	156,701	230,916

**UCLA STUDENT UNION
INCOME STATEMENT**

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
51,498	56,114	<4,616>	114,368	150,256	<35,888>	37,205	132,896
41,588	36,597	4,991	79,476	66,532	12,944	39,346	71,221
93,086	92,711	375	193,843	216,788	<22,945>	76,551	204,117
40,831	35,792	<5,039>	78,144	65,068	<13,076>	38,192	69,034
4,556	9,454	4,898	11,339	21,905	10,566	6,893	16,805
0	0	0	0	0	0	16	16
45,387	45,246	<141>	89,483	86,973	<2,510>	45,100	85,854
48.8	48.8	0.0	46.2	40.1	<6.0>	58.9	42.1
47,699	47,465	234	104,361	129,815	<25,454>	31,450	118,263
51.2	51.2	0.0	53.8	59.9	<6.0>	41.1	57.9
91.2	83.2	8.0	90.1	85.4	4.7	81.5	87.4
1.8	2.2	<0.4>	1.7	2.2	<0.5>	2.9	3.1
413	453	<40>	1,048	878	170	440	1,059
540	2,200	<1,660>	540	2,800	<2,260>	11,400	11,400
8,203	12,600	<4,397>	11,036	12,863	<1,827>	12,067	12,347
7,408	9,965	<2,557>	14,032	18,115	<4,083>	7,082	12,686
16,564	25,218	<8,654>	26,656	34,656	<8,000>	30,989	37,492
64,264	72,683	<8,419>	131,017	164,471	<33,454>	62,439	155,755
30,237	33,168	2,931	63,377	66,338	2,961	30,765	64,988
24,798	25,152	354	43,894	45,073	1,179	18,738	33,766
55,035	58,320	3,285	107,271	111,411	4,140	49,503	98,754
59.1	62.9	3.8	55.3	51.4	<4.0>	64.7	48.4
20.8	19.2	<1.6>	18.5	14.0	<4.5>	29.2	15.4
13,765	17,473	3,708	28,900	34,871	5,971	15,382	32,873
560	875	315	1,482	1,644	162	255	1,840
2,925	3,185	260	5,844	6,372	528	2,612	5,216
0	0	0	653	0	<653>	0	0
412	1,698	1,286	705	1,698	993	2,016	2,016
10,152	1,081	<9,071>	21,866	20,053	<1,813>	<0>	19,044
8,326	9,701	1,375	8,747	9,903	1,156	14,062	14,540
0	0	0	0	0	0	293	293
0	0	0	0	0	0	229	229
0	50	50	37	549	512	6	485
249	250	1	499	500	1	412	824
4,833	1,516	<3,317>	10,321	4,651	<5,670>	4,930	7,409
980	965	<15>	1,858	1,754	<104>	847	1,664
<216>	22	238	<3>	40	43	0	133
15,417	15,417	0	30,833	30,834	1	15,417	30,833
18,680	13,500	<5,180>	18,921	13,750	<5,171>	15,815	16,203
76,083	65,733	<10,350>	130,664	126,619	<4,045>	72,277	133,602
131,118	124,053	<7,065>	237,935	238,030	95	121,780	232,356
<66,855>	<51,370>	<15,485>	<106,918>	<73,559>	<33,359>	<59,341>	<76,601>
5,398	5,601	203	11,303	11,301	<2>	4,211	9,054
2,575	2,967	392	7,436	9,092	1,656	2,375	8,420
1,185	1,370	185	3,377	4,114	737	1,242	4,496
577	830	253	1,582	2,491	909	531	1,823
2,398	2,648	250	6,091	7,251	1,160	1,748	6,116
44,829	45,712	883	86,923	89,099	2,176	42,892	84,005
17,124	16,759	<365>	34,154	31,827	<2,327>	18,249	36,162
11,528	12,925	1,397	23,055	25,850	2,795	13,016	26,005
85,615	88,812	3,197	173,922	181,025	7,103	84,263	176,082
<152,470>	<140,182>	<12,288>	<280,840>	<254,584>	<26,256>	<143,603>	<252,683>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
313,369	334,982	21,613	621,259	649,403	28,144	299,872	596,276
2,799	300	<2,499>	6,485	600	<5,885>	0	0
29,841	30,752	911	61,576	61,468	<108>	27,677	61,084
346,009	366,034	20,025	689,320	711,471	22,151	327,548	657,360
3.8	4.2	0.4	4.9	5.2	0.3	3.5	4.7
14,735	0	<14,735>	14,735	0	<14,735>	178	178
0	2,000	2,000	0	2,000	2,000	2,000	2,000
139,231	162,237	23,006	273,680	315,876	42,196	141,583	284,576
9,776	7,424	<2,352>	16,297	17,844	1,547	5,650	16,729
9,742	8,346	<1,396>	17,517	16,703	<814>	7,999	15,356
748	761	13	1,422	1,616	194	735	1,571
2,457	1,100	<1,357>	6,596	2,135	<4,461>	1,253	1,253
0	200	200	666	400	<266>	251	417
2,501	3,356	855	3,638	3,519	<119>	3,234	3,368
57	724	667	57	1,448	1,391	684	1,214
85	3,435	3,350	145	4,587	4,442	4,826	4,946
275	125	<150>	342	250	<92>	37	37
393	350	<43>	707	700	<7>	418	712
<510>	<500>	10	<459>	<1,000>	<541>	<373>	<17>
0	50	50	0	100	100	<244>	<210>
2,545	2,600	55	2,665	5,200	2,535	2,970	5,561
2,841	1,758	<1,083>	2,207	3,669	1,462	1,061	2,122
2,520	1,150	<1,370>	3,670	2,300	<1,370>	1,545	3,090
6,735	5,839	<896>	11,366	14,966	3,600	6,299	21,874
723	927	204	1,447	1,854	407	1,249	2,765
11,689	12,377	688	21,348	24,754	3,406	15,175	28,468
516	78	<438>	1,348	114	<1,234>	0	0
2,861	2,861	0	5,979	5,979	0	4,040	8,329
<1>	40	41	<1>	80	81	3	11
20,723	21,086	363	41,446	42,172	726	19,169	38,338
7,383	17,252	9,869	19,688	34,504	14,816	12,048	25,578
1,396	1,535	139	2,792	3,070	278	1,396	2,792
11,450	11,087	<363>	22,577	22,174	<403>	10,507	20,540
0	500	500	0	900	900	953	1,703
10,443	10,567	124	20,885	21,134	249	9,607	19,215
1,184	500	<684>	1,424	1,000	<424>	455	910
10,189	11,775	1,586	21,241	28,775	7,534	10,881	27,872
0	900	900	24	1,250	1,226	890	1,224
3,811	4,778	967	8,588	9,278	690	4,445	8,620
3,142	3,900	758	6,488	7,800	1,312	3,249	6,497
6,917	6,917	0	13,833	13,834	1	7,635	15,270
23,917	23,417	<500>	47,833	46,834	<999>	15,650	31,480
8,292	8,292	0	16,342	16,342	0	0	0
16,431	13,695	<2,736>	32,863	27,390	<5,473>	13,296	26,464
16,297	550	<15,747>	16,297	3,550	<12,747>	165	3,130
351,495	353,989	2,494	657,693	705,101	47,409	310,919	633,980
697,504	720,023	22,519	1,347,012	1,416,572	69,560	638,467	1,291,340
19,605	19,975	370	38,013	38,934	921	17,521	34,316
7,489	7,323	<166>	14,936	13,907	<1,029>	7,455	14,772
22,725	22,308	<417>	45,221	44,616	<605>	19,329	38,539
49,818	49,606	<212>	98,170	97,457	<713>	44,305	87,627
747,323	769,629	22,306	1,445,182	1,514,029	68,847	682,772	1,378,968
<678,962>	<699,058>	<20,096>	<1,309,652>	<1,373,091>	<63,439>	<616,177>	<1,244,855>
<31,812>	<31,812>	0	<64,001>	<64,001>	0	<31,296>	<62,811>
<3,166>	<3,166>	0	<6,374>	<6,374>	0	<3,182>	<6,388>
<33,382>	<35,593>	<2,211>	<65,155>	<70,563>	<5,408>	<32,117>	<64,913>
<747,323>	<769,629>	<22,306>	<1,445,182>	<1,514,029>	<68,847>	<682,772>	<1,378,968>
0	0	0	0	0	<0>	<0>	<0>

FACILITIES DIVISION
EXPENSE STATEMENT

SEP. 02(08/27/17-09/30/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
127,493	126,322	<1,171>	243,666	238,320	<5,346>	121,338	230,576
6,166	3,753	<2,413>	10,790	7,622	<3,168>	3,831	7,905
0	796	796	0	1,592	1,592	0	0
<1,129>	<570>	559	<1,749>	<1,235>	514	<584>	<1,086>
<10,374>	<8,068>	2,306	<20,062>	<15,909>	4,153	<7,690>	<14,921>
<1,012>	<4,500>	<3,488>	<1,012>	<9,000>	<7,988>	<13,133>	<23,253>
121,144	117,733	<3,411>	231,633	221,390	<10,243>	103,762	199,221
67,898	79,250	11,352	134,039	153,902	19,863	70,436	137,382
128	78	<50>	239	336	97	140	238
686	708	22	1,417	1,415	<2>	615	1,292
0	0	0	0	600	600	0	0
5,291	5,372	81	10,708	10,619	<89>	4,399	9,466
7,942	5,658	<2,284>	13,875	11,277	<2,598>	5,128	10,726
1,067	1,455	388	2,288	2,769	481	341	1,749
479	468	<11>	805	911	106	232	691
26,343	25,150	<1,193>	56,137	55,300	<837>	28,550	48,409
5,680	3,925	<1,755>	10,178	7,850	<2,328>	512	5,896
0	0	0	0	200	200	326	326
358	950	592	825	1,900	1,075	237	554
0	250	250	0	500	500	240	240
3,296	3,300	4	4,786	6,600	1,814	388	3,752
11,882	9,282	<2,600>	21,538	17,907	<3,631>	6,344	13,770
3,087	3,269	182	6,423	6,538	115	2,977	5,954
698	1,000	302	968	2,000	1,032	1,327	2,750
134,833	140,115	5,282	264,227	280,624	16,397	122,192	243,192
255,977	257,848	1,871	495,860	502,014	6,154	225,954	442,413
18,800	21,569	2,769	37,591	43,138	5,547	18,343	36,496
18,800	21,569	2,769	37,591	43,138	5,547	18,343	36,496
274,777	279,417	4,640	533,451	545,152	11,701	244,298	478,909
<235,914>	<240,722>	<4,808>	<457,431>	<469,210>	<11,779>	<207,334>	<406,071>
<7,851>	<7,851>	0	<15,702>	<15,702>	0	<7,673>	<15,346>
<3,069>	<3,069>	0	<6,138>	<6,138>	0	<3,009>	<6,018>
<8,338>	<7,800>	538	<16,167>	<15,168>	999	<8,761>	<17,158>
<19,605>	<19,975>	<370>	<38,013>	<38,934>	<921>	<17,521>	<34,316>
<274,777>	<279,417>	<4,640>	<533,451>	<545,152>	<11,701>	<244,298>	<478,909>
0	0	0	0	0	0	0	0

UTILITIES
EXPENSE STATEMENT

SEP. 02(08/27/17-09/30/17)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
23,798	24,136	338	Chiller Water
66,464	61,916	<4,548>	Elec-Non Air Cond.
7,337	9,364	2,027	Water-Non Air Cond.
3,790	2,757	<1,033>	Steam-Non Air Cond.
1,893	2,949	1,056	Gas
1,550	1,551	1	Energy Management
104,832	102,673	<2,159>	TOTAL OTHER CONTROL.
104,832	102,673	<2,159>	TOTAL CONTROLLABLE EXP
<90,117>	<88,191>	1,926	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<3,185>	<3,117>	68	Allocated-Comm Board
<7,489>	<7,323>	166	Allocated-A & SS
<104,832>	<102,673>	2,159	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 2 MO(07/30/17-09/30/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
56,624	49,175	<7,449>	25,349	51,458
125,770	112,376	<13,394>	63,817	126,313
14,390	19,184	4,794	8,777	17,278
5,304	5,705	401	1,715	3,045
3,921	5,848	1,927	2,660	4,712
3,101	3,102	1	1,550	3,101
209,110	195,390	<13,720>	103,868	205,907
209,110	195,390	<13,720>	103,868	205,907
<179,737>	<167,480>	12,257	<88,213>	<174,801>
<5,812>	<5,812>	0	<3,214>	<6,428>
<2,272>	<2,272>	0	<1,260>	<2,520>
<6,352>	<5,919>	433	<3,727>	<7,386>
<14,936>	<13,907>	1,029	<7,455>	<14,772>
<209,110>	<195,390>	13,720	<103,868>	<205,907>
0	0	0	0	<0>