

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**October (10/01/17 - 10/28/17)**

**Prepared**

**November 14, 2017**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

OCTOBER (10/01/17 - 10/28/17)										FY 16-17		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
4,003		4,279		(276)	(6.5%)	752	23.1%	3,251				<b>GROSS INCOME</b>
1,730		1,829		(99)	(5.4%)	(56)	(3.1%)	1,786				UCLA Store
449		409		40	9.8%	46	11.4%	403				UCLA Restaurants
122		125		(3)	(2.4%)	(13)	(9.6%)	135				Services Division
6,304		6,642		(338)	(5.1%)	729	13.1%	5,575				UCLA Student Union
												<b>TOTAL</b>
1,410	35.2%	1,542	36.0%	(132)	(8.6%)	165	(3.1) Pts.	1,245	38.3%			<b>GROSS MARGIN</b>
1,243	71.8%	1,315	71.9%	(72)	(5.8%)	(52)	(4.2) Pts.	1,295	72.5%			UCLA Store
449	100.0%	408	99.8%	41	10.0%	47	11.2%	402	99.8%			UCLA Restaurants
60	49.2%	75	60.0%	(15)	(24.0%)	(26)	(39.0%)	86	63.7%			Services Division
3,162	50.2%	3,340	50.3%	(178)	(5.6%)	134	(4.1) Pts.	3,028	54.3%			UCLA Student Union
												<b>TOTAL</b>
577	14.4%	614	14.3%	37	5.9%	8	1.2%	585	18.0%			<b>WAGES &amp; BENEFITS</b>
686	39.7%	707	38.7%	21	3.0%	35	4.9%	721	40.4%			UCLA Store
53	11.8%	55	13.4%	2	3.8%	1	1.4%	54	13.4%			UCLA Restaurants
69	56.6%	77	61.6%	8	11.6%	0	(5.5) Pts.	69	51.1%			Services Division
1,385	22.0%	1,453	21.9%	68	4.9%	44	3.6%	1,429	25.6%			UCLA Student Union
												<b>TOTAL</b>
184	4.6%	203	4.7%	19	10.3%	(10)	(5.4) Pts.	174	5.4%			<b>OTHER CONTROLLABLES</b>
181	10.5%	192	10.5%	11	6.1%	8	4.4%	189	10.6%			UCLA Store
157	35.0%	134	32.8%	(23)	(14.6%)	(23)	(15.1) Pts.	134	33.3%			UCLA Restaurants
50	41.0%	49	39.2%	(1)	(2.0%)	(6)	(11.9) Pts.	44	32.6%			Services Division
572	9.1%	578	8.7%	6	1.0%	(31)	(5.4) Pts.	541	9.7%			UCLA Student Union
												<b>TOTAL</b>
650	16.2%	725	16.9%	(75)	(11.3%)	164	25.1%	486	14.9%			<b>CONTRIBUTION</b>
377	21.8%	416	22.7%	(39)	(10.3%)	(8)	(2.2) Pts.	385	21.6%			UCLA Store
239	53.2%	218	53.3%	21	8.7%	24	5.6%	215	53.3%			UCLA Restaurants
(60)	(49.2%)	(51)	(40.8%)	(9)	(14.8%)	(33)	(29.2) Pts.	(27)	(20.0%)			Services Division
1,206	19.1%	1,308	19.7%	(102)	(7.8%)	147	11.3%	1,059	19.0%			UCLA Student Union
												<b>TOTAL</b>
593	9.4%	669	10.1%	76	12.7%	4	0.6%	597	10.7%			<b>ALLOCATED EXPENSES</b>
219	3.5%	232	3.5%	13	6.0%	(5)	(2.3) Pts.	214	3.8%			Admin&Support Services
93	1.5%	105	1.6%	12	12.8%	(1)	(0.9) Pts.	92	1.7%			Facilities Division
191	3.0%	204	3.1%	13	6.7%	12	13.3%	203	3.6%			Utilities
1,096	17.4%	1,210	18.2%	114	10.4%	10	1.0%	1,106	19.8%			Depreciation
												<b>TOTAL</b>
110	1.7%	98	1.5%	12	12.2%	157	159.4%	(47)	(8.8%)			<b>NET INCOME (LOSS)</b>
												<b>FROM OPERATIONS</b>
10	0.2%	10	0.2%	0	0.0%	15	150.0%	(5)	(0.1%)			<b>OTHER INC/(EXP)</b>
17	0.3%	14	0.2%	3	21.4%	4	28.6%	13	0.2%			Non-Recurrent Inc/(Exp)
(32)	(0.5%)	(32)	(0.5%)	0	0.0%	3	9.4%	(35)	(0.6%)			Interest Income
0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%			Interest (Expense)
236	3.7%	236	3.6%	0	0.0%	5	2.1%	231	4.1%			Income Taxes
231	3.7%	228	3.4%	3	1.3%	27	11.4%	204	3.7%			Student Union Fee Income
												<b>TOTAL</b>
341	5.4%	326	4.9%	15	4.3%	184	56.5%	157	2.8%			<b>NET INCOME (LOSS)</b>

FISCAL YEAR 2017-2018										FY 16-17		
YTD 3 MONTHS (07/30/17 - 10/28/17)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
14,885		14,829		56	0.4%	540	3.8%	14,345				<b>GROSS INCOME</b>
3,801		3,972		(171)	(4.3%)	(156)	(3.9%)	3,957				UCLA Store
1,287		1,207		80	6.6%	248	23.9%	1,039				UCLA Restaurants
343		377		(34)	(9.0%)	(34)	(9.0%)	377				Services Division
20,316		20,385		(69)	(0.3%)	598	3.0%	19,718				UCLA Student Union
												<b>TOTAL</b>
4,613	31.0%	4,697	31.7%	(84)	(1.8%)	21	(0.5) Pts.	4,592	32.0%			<b>GROSS MARGIN</b>
2,703	71.1%	2,843	71.6%	(140)	(5.2%)	(119)	(4.3) Pts.	2,822	71.3%			UCLA Store
1,285	99.8%	1,204	99.8%	81	6.3%	0	0.0%	1,037	99.8%			UCLA Restaurants
191	55.7%	240	63.7%	(49)	(25.7%)	(51)	(24.3) Pts.	242	64.2%			Services Division
8,792	43.3%	8,984	44.1%	(192)	(2.2%)	99	(1.1) Pts.	8,693	44.1%			UCLA Student Union
												<b>TOTAL</b>
1,739	11.7%	1,830	12.3%	91	5.2%	24	1.4%	1,763	12.3%			<b>WAGES &amp; BENEFITS</b>
1,949	51.3%	2,068	52.1%	119	6.1%	62	3.5%	2,011	50.8%			UCLA Store
160	12.4%	166	13.8%	6	3.7%	2	1.2%	162	15.6%			UCLA Restaurants
205	59.8%	224	59.4%	19	9.3%	(5)	(2.6) Pts.	200	53.1%			Services Division
4,053	19.9%	4,288	21.0%	235	5.8%	83	4.0%	4,136	21.0%			UCLA Student Union
												<b>TOTAL</b>
868	5.8%	855	5.8%	(13)	(1.5%)	(36)	(4.1) Pts.	832	5.8%			<b>OTHER CONTROLLABLES</b>
401	10.5%	406	10.2%	5	1.2%	6	1.5%	407	10.3%			UCLA Store
464	36.1%	429	35.5%	(35)	(7.5%)	(144)	(31.1) Pts.	320	30.8%			UCLA Restaurants
152	44.3%	140	37.1%	(12)	(7.9%)	(7)	(5.3) Pts.	145	38.5%			Services Division
1,885	9.3%	1,830	9.0%	(55)	(2.9%)	(181)	(9.6) Pts.	1,704	8.6%			UCLA Student Union
												<b>TOTAL</b>
2,007	13.5%	2,011	13.6%	(4)	(0.2%)	9	0.4%	1,998	13.9%			<b>CONTRIBUTION</b>
353	9.3%	369	9.3%	(16)	(4.5%)	(52)	(14.5) Pts.	405	10.2%			UCLA Store
661	51.4%	609	50.5%	52	10.1%	106	21.1%	555	53.4%			UCLA Restaurants
(166)	(48.4%)	(125)	(33.2%)	(41)	(24.8%)	(63)	(26.1) Pts.	(103)	(27.3%)			Services Division
2,855	14.1%	2,864	14.0%	(9)	(0.3%)	0	0.0%	2,855	14.5%			UCLA Student Union
												<b>TOTAL</b>
1,805	8.9%	1,944	9.5%	139	7.7%	(51)	(2.7) Pts.	1,754	8.9%			<b>ALLOCATED EXPENSES</b>
677	3.3%	697	3.4%	20	2.9%	(59)	(8.7) Pts.	618	3.1%			Admin&Support Services
288	1.4%	286	1.4%	(2)	(0.7%)	(7)	(1.0) Pts.	281	1.4%			Facilities Division
572	2.8%	613	3.0%	41	7.2%	35	6.1%	607	3.1%			Utilities
3,342	16.5%	3,540	17.4%	198	5.9%	(82)	(2.4) Pts.	3,260	16.5%			Depreciation
												<b>TOTAL</b>
(487)	(2.4%)	(676)	(3.3%)	189	4.3%	(82)	(4.3) Pts.	(405)	(2.1%)			<b>NET INCOME (LOSS)</b>
												<b>FROM OPERATIONS</b>
36	0.2%	30	0.1%	6	20.0%	27	90.0%	9	0.0%			<b>OTHER INC/(EXP)</b>
43	0.2%	38	0.2%	5	11.9%	6	15.8%	37	0.2%			Non-Recurrent Inc/(Exp)
(96)	(0.5%)	(96)	(0.5%)	0	0.0%	9	9.4%	(105)	(0.5%)			Interest Income
0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%			Interest (Expense)
709	3.5%	709	3.5%	0	0.0%	15	2.1%	694	3.5%			Income Taxes
692	3.4%	681	3.3%	11	1.6%	57	8.4%	635	3.2%			Student Union Fee Income
												<b>TOTAL</b>
205	1.0%	5	0.0%	200	97.6%	(25)	(12.5) Pts.	230	1.2%			<b>NET INCOME (LOSS)</b>

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

OCTOBER (10/01/17 - 10/28/17)										FY 16-17		FISCAL YEAR 2017-2018										FY 16-17	
CURRENT MONTH										**		YTD 3 MONTHS (07/30/17 - 10/28/17)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
4,003		4,279		(276)	(6.5%)	752	23.1%	3,251				14,885		14,829		56	0.4%	540	3.8%	14,345			
1,730		1,829		(99)	(5.4%)	(56)	(3.1%)	1,786				3,801		3,972		(171)	(4.3%)	(156)	(3.9%)	3,957			
449		409		40	9.8%	46	11.4%	403				1,287		1,207		80	6.6%	248	23.9%	1,039			
122		125		(3)	(2.4%)	(13)	(9.6%)	135				343		377		(34)	(9.0%)	(34)	(9.0%)	377			
<b>6,304</b>		<b>6,642</b>		<b>(338)</b>	<b>(5.1%)</b>	<b>729</b>	<b>13.1%</b>	<b>5,575</b>				<b>20,316</b>		<b>20,385</b>		<b>(69)</b>	<b>(0.3%)</b>	<b>598</b>	<b>3.0%</b>	<b>19,718</b>			
1,410	35.2%	1,542	36.0%	(132)	(8.6%)	165	11.0%	1,245	38.3%			4,613	31.0%	4,697	31.7%	(84)	(1.8%)	21	0.1%	4,592	32.0%		
1,243	71.8%	1,315	71.9%	(72)	(5.8%)	(52)	(4.2%)	1,295	72.5%			2,703	71.1%	2,843	71.6%	(140)	(5.1%)	(119)	(2.6%)	2,822	71.3%		
449	100.0%	408	99.8%	41	10.1%	47	11.5%	402	99.8%			1,285	99.8%	1,204	99.8%	81	6.7%	248	23.9%	1,037	99.8%		
60	49.2%	75	60.0%	(15)	(24.3%)	(26)	(39.2%)	86	63.7%			191	55.7%	240	63.7%	(49)	(25.4%)	(51)	(24.6%)	242	64.2%		
<b>3,162</b>	<b>50.2%</b>	<b>3,340</b>	<b>50.3%</b>	<b>(178)</b>	<b>(5.6%)</b>	<b>134</b>	<b>(4.1%)</b>	<b>3,028</b>	<b>54.3%</b>			<b>8,792</b>	<b>43.3%</b>	<b>8,984</b>	<b>44.1%</b>	<b>(192)</b>	<b>(2.2%)</b>	<b>99</b>	<b>(0.8%)</b>	<b>8,693</b>	<b>44.1%</b>		
760	19.0%	817	19.1%	57	7.3%	(1)	(0.1%)	759	23.3%			2,606	17.5%	2,685	18.1%	79	0.6%	(12)	(0.4%)	2,594	18.1%		
866	50.1%	899	49.2%	33	(3.8%)	43	8.0%	909	50.9%			2,350	61.8%	2,474	62.3%	124	0.5%	67	(0.7%)	2,417	61.1%		
210	46.8%	190	46.5%	(20)	(9.5%)	(23)	(10.9%)	187	46.4%			624	48.5%	595	49.3%	(29)	(4.6%)	(142)	(2.1%)	482	46.4%		
119	97.5%	126	100.8%	7	5.9%	(6)	(5.0%)	113	83.7%			357	104.1%	364	96.6%	7	(7.5%)	(12)	(12.6%)	345	91.5%		
<b>1,955</b>	<b>31.0%</b>	<b>2,032</b>	<b>30.6%</b>	<b>77</b>	<b>(3.8%)</b>	<b>13</b>	<b>4.3%</b>	<b>1,968</b>	<b>35.3%</b>			<b>5,937</b>	<b>29.2%</b>	<b>6,118</b>	<b>30.0%</b>	<b>181</b>	<b>0.8%</b>	<b>(99)</b>	<b>(0.4%)</b>	<b>5,838</b>	<b>29.6%</b>		
650	16.2%	725	16.9%	(75)	(11.3%)	164	13.3%	486	14.9%			2,007	13.5%	2,011	13.6%	(4)	(0.1%)	9	(0.4%)	1,998	13.9%		
377	21.8%	416	22.7%	(39)	(10.3%)	(8)	(2.1%)	385	21.6%			353	9.3%	369	9.3%	(16)	(4.4%)	(52)	(14.7%)	405	10.2%		
239	53.2%	218	53.3%	21	8.7%	24	9.1%	215	53.3%			661	51.4%	609	50.5%	52	8.4%	106	(2.0%)	555	53.4%		
(60)	(49.2%)	(51)	(40.8%)	(9)	(14.8%)	(33)	(29.2%)	(27)	(20.0%)			(166)	(48.4%)	(125)	(33.2%)	(41)	(15.2%)	(63)	(21.1%)	(103)	(27.3%)		
<b>1,206</b>	<b>19.1%</b>	<b>1,308</b>	<b>19.7%</b>	<b>(102)</b>	<b>(8.5%)</b>	<b>147</b>	<b>0.1%</b>	<b>1,059</b>	<b>19.0%</b>			<b>2,855</b>	<b>14.1%</b>	<b>2,864</b>	<b>14.0%</b>	<b>(9)</b>	<b>0.1%</b>	<b>0</b>	<b>(0.4%)</b>	<b>2,855</b>	<b>14.5%</b>		
545	13.6%	618	14.4%	73	13.3%	(20)	(3.7%)	525	16.1%			1,812	12.2%	1,934	13.0%	122	0.8%	(45)	(2.3%)	1,767	12.3%		
369	21.3%	400	21.9%	31	8.4%	32	8.7%	401	22.5%			985	25.9%	1,043	26.3%	58	0.4%	42	0.1%	1,027	26.0%		
96	21.4%	99	24.2%	3	3.1%	(5)	(5.2%)	91	22.6%			285	22.1%	289	23.9%	4	1.8%	(84)	(2.8%)	201	19.3%		
86	70.5%	93	74.4%	7	8.0%	3	(4.6%)	89	65.9%			260	75.8%	274	72.7%	14	(3.1%)	5	(5.5%)	265	70.3%		
<b>1,096</b>	<b>17.4%</b>	<b>1,210</b>	<b>18.2%</b>	<b>114</b>	<b>10.4%</b>	<b>10</b>	<b>2.4%</b>	<b>1,106</b>	<b>19.8%</b>			<b>3,342</b>	<b>16.5%</b>	<b>3,540</b>	<b>17.4%</b>	<b>198</b>	<b>0.9%</b>	<b>(82)</b>	<b>(0.0%)</b>	<b>3,260</b>	<b>16.5%</b>		
104	1.6%	107	1.6%	(3)	(2.8%)	144	2.3%	(40)	(0.7%)			194	1.0%	77	0.4%	117	0.6%	(36)	(0.2%)	230	1.2%		
8	0.1%	16	0.2%	(8)	(10.0%)	24	0.4%	(16)	(0.3%)			(632)	(3.1%)	(675)	(3.3%)	43	0.2%	(10)	(0.1%)	(622)	(3.2%)		
143	2.3%	119	1.8%	24	20.2%	19	0.1%	124	2.2%			377	1.9%	320	1.6%	57	0.3%	22	0.1%	355	1.8%		
(145)	(2.3%)	(144)	(2.2%)	(1)	(0.7%)	(30)	(2.2%)	(115)	(2.1%)			(426)	(2.1%)	(398)	(2.0%)	(28)	(0.1%)	(58)	(0.2%)	(368)	(1.9%)		
<b>110</b>	<b>1.7%</b>	<b>98</b>	<b>1.5%</b>	<b>12</b>	<b>12.2%</b>	<b>157</b>	<b>2.5%</b>	<b>(47)</b>	<b>(0.8%)</b>			<b>(487)</b>	<b>(2.4%)</b>	<b>(676)</b>	<b>(3.3%)</b>	<b>189</b>	<b>0.9%</b>	<b>(82)</b>	<b>(0.3%)</b>	<b>(405)</b>	<b>(2.1%)</b>		
10	0.2%	10	0.2%	0	0.0%	15	0.3%	(5)	(0.1%)			36	0.2%	30	0.1%	6	0.1%	27	0.2%	9	0.0%		
17	0.3%	14	0.2%	3	21.4%	4	0.1%	13	0.2%			43	0.2%	38	0.2%	5	0.0%	6	0.0%	37	0.2%		
(32)	(0.5%)	(32)	(0.5%)	0	0.0%	3	0.1%	(35)	(0.6%)			(96)	(0.5%)	(96)	(0.5%)	0	0.0%	9	0.0%	(105)	(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	3.7%	236	3.6%	0	0.0%	5	(0.4%)	231	4.1%			709	3.5%	709	3.5%	0	0.0%	15	0.0%	694	3.5%		
<b>231</b>	<b>3.7%</b>	<b>228</b>	<b>3.4%</b>	<b>3</b>	<b>1.3%</b>	<b>27</b>	<b>0.0%</b>	<b>204</b>	<b>3.7%</b>			<b>692</b>	<b>3.4%</b>	<b>681</b>	<b>3.3%</b>	<b>11</b>	<b>0.1%</b>	<b>57</b>	<b>0.2%</b>	<b>635</b>	<b>3.2%</b>		
<b>341</b>	<b>5.4%</b>	<b>326</b>	<b>4.9%</b>	<b>15</b>	<b>4.3%</b>	<b>184</b>	<b>2.6%</b>	<b>157</b>	<b>2.8%</b>			<b>205</b>	<b>1.0%</b>	<b>5</b>	<b>0.0%</b>	<b>200</b>	<b>1.0%</b>	<b>(25)</b>	<b>(0.2%)</b>	<b>230</b>	<b>1.2%</b>		

ASUCLA  
P/L Reconciliation  
Oct-17

<i>Financial Analysis</i>	\$000's
	Oct-17
<b>Budgeted Net Income/(Loss)</b>	<b>326</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan as the unseasonably hot weather at the end of month negatively impacted fleece/sweatshirt sales	(18)
Market above plan due to strong beverage business in addition to the pick-up in sales from former Energy Zone customers	13
Essentials below plan due to decline in paper products (filler paper/Notebooks) as students are relying on these products less, and an art supply promotion was not repeated	(7)
E-Commerce below plan due to overall decline in fan enthusiasm	(42)
New Text below plan: mostly timing due to the calendar shift as more sales moved into September from October than anticipated	(10)
Used Text below plan due to similar timing as New Books, with the caveat that Used Books are becoming more difficult to source	(14)
CRS below plan: overall print-on-demand titles were down for Fall	(23)
Computer Store below plan due to lower demand in Windows hardware and accessory categories	(6)
Wooden Center below plan due to closure	(6)
Total Wages below plan	12
Other, positive controllables mostly employee benefits	26
Total Contribution	(75)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda below plan as staffing issues led to slower service and lower sales	(5)
Greenhouse above plan: capturing more of the customer traffic on 1st floor from Sbarro closure/Veggie Grill opening delay	18
Northern Lights below plan: general traffic has shifted away from northern areas	(5)
North Campus Student Ctr. below plan as general traffic seems to have shifted away from northern areas plus poke concept budgeted to start in Fall not open in October	(14)
CSSC below plan: budget does not reflect closure of Bistro area for construction of new Blaze concept	(28)
Luvalle Food Servery below plan due to as general traffic seems to have shifted away from northern areas	(5)
Kerckhoff Coffeehouse below plan due to small variances each day	(5)
Cooperage above plan: A-Level customer traffic continuing to rebound from previous declines, may be capturing more of the 1st floor customers	5
Catering below plan: spread of events in budget is theoretical and we didn't quite make it, however improvement over last year and showing some small growth trends	(12)
Total Wages above plan (mostly students)	(11)
Other, positive controllables mostly employee benefits	23
Total Contribution	(39)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan due mainly to increases in Costco business from multiple licensees and increase in mid-tier retail exclusive apparel deal	36
Licensing International above plan mostly from the Japanese licensee (partial offsets from the China licensee as well as several other smaller territory negative variances)	17
Leased Ops below plan mostly due to delay in lease for Admissions, and space previously occupied by Kaplan is not currently leased	(9)
Other, negative controllables mostly Licensing	(23)
Total Contribution	21
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan due to a correction from prior month and planned revenue for an increase in Undergraduate Admissions events did not occur	(12)
AU Post Office below plan: budget was written to start passport acceptance service	(4)
Total Wages below plan	7
Total Contribution	(9)
<b>Allocated Expenses and Other</b>	
A&SS lower than plan due to savings in wages and benefits and timing for various expenses budgeted in previous months	76
Facilities below plan: savings in custodial wages and benefits, air conditioning maintenance and everyday repairs & maintenance	13
Utilities below plan mostly electrical and chilled water due to decrease in hot days for the month (able to scale back the amount of time running the AC)	12
Depreciation lower than plan due to timing of capital expenditures	13
Other- positive interest income	3
Total	117
<b>Actual Net Income/(Loss)</b>	<b>341</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>	
<b>Budgeted Net Income/(Loss)</b>		<b>5</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
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	66	
Wooden Store below plan due to closure	(11)	
E-Commerce below plan: overall decline in fan enthusiasm	(17)	
New Text above plan: strong overall sales and in rental program	30	
Course Reader Solutions below plan due to lower third party sales and a decline in requisitions	(99)	
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	40	
Luvall Books below plan: used sales lower due to lack of available high quality used books for the law school	(21)	
HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)	(34)	
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	(9)	
Hilltop below plan: slow summer conference traffic, temporary relocation of 500 students to Hedrick Summit, and calendar shift not fully accounted for	(10)	
Total Wages lower than plan	17	
Other, positive controllables mostly employee benefits	44	
Total Contribution		(4)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzels/RX below plan: no summer sales history for remodel when we wrote the budget which is overly optimistic	(21)	
Panda below plan as staffing issues led to slower service and lower sales	(8)	
Greenhouse above plan: capturing more of customer traffic from Sbarro closure/Veggie Grill opening delay	31	
Northern Lights below plan: general traffic has shifted away from northern areas	(6)	
No Campus Student Ctr below plan: general traffic has shifted away from northern areas	(21)	
CSSC below plan as budget does not reflect closure of Bistro area for construction of new Blaze concept	(44)	
Café Synapse below plan due ongoing customer traffic decline'	(11)	
Jimmy's below plan mostly lower sales	(14)	
Catering below plan largely as we were not chosen again to cater a graduate student welcome event	(18)	
Total Wages below plan	14	
Other, positive controllables mostly employee benefits	82	
Total Contribution		(16)
<b>Services</b>		
<b>Gross Margin:</b>		
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	116	
Licensing International below plan (challenges in China and timing of Middle East and India sales data received earlier than budgeted/accrued in July)	(28)	
Licensing Promotional Royalties above plan due to increase in UCLA departmental orders at start of the new school year	9	
Leased Ops below plan due to delay in lease for Admissions, and space previously leased by Kaplan is not currently leased	(22)	
Photography above plan due to additional bookings	5	
Other, negative controllables mostly Licensing	(28)	
Total Contribution		52
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services below plan due to due to timing for an event that will occur in the Spring instead of the Fall and reduced Undergraduate Admissions events	(41)	
AU Post Office below plan due mostly to lower consignment commission	(8)	
Total Wages below plan	11	
Other, negative controllables	(3)	
Total Contribution		(41)
<b>Allocated Expenses and Other</b>		
A&SS below plan: mostly wages and employee benefits	139	
Facilities below plan (mostly employee benefits)	20	
Utilities slightly above plan	(2)	
Depreciation lower than plan due to timing of capitals	41	
Other- various positive non-recurrent and higher interest income	11	
Total		209
<b>Actual Net Income/(Loss)</b>		<b>205</b>

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

	Current Month October 2017	Prior Month September 2017	Prior Year July 2017
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,478	\$12,340	\$12,191
Accounts receivable	4,796	4,540	3,526
Less: Allowance for doubtful accounts	(559)	(556)	(551)
Accounts receivable, net	4,237	3,984	2,975
Student fees receivable	1,082	846	373
Inventories	6,815	6,744	6,302
Prepaid expenses and other current assets	293	288	368
Total current assets	24,905	24,202	22,209
LONG TERM ASSETS			
Long term note receivable	200	200	200
Property, equipment and improvements	70,185	70,109	69,851
Less: Accumulated depreciation	(48,480)	(48,295)	(47,919)
Total long term assets	21,905	22,014	22,132
<b>TOTAL ASSETS</b>	<b>\$46,810</b>	<b>\$46,216</b>	<b>\$44,341</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$6,623	\$7,793	\$5,727
Wages and payroll taxes payable	3,233	2,579	3,155
Sales tax payable & other liabilities	1,363	948	758
Interest payable	177	145	81
Deferred income	1,055	745	573
Funds held for others	209	197	102
Current portion of long term debt	832	832	832
Total current liabilities	13,492	13,239	11,228
LONG TERM DEBT:			
AU expansion loan	7,962	7,962	7,962
Total long term debt	7,962	7,962	7,962
<b>TOTAL LIABILITIES</b>	<b>21,454</b>	<b>21,201</b>	<b>19,190</b>
RETAINED EARNINGS:			
Beginning Balance	25,151	25,151	26,008
Year-to-date net income/(loss)	205	(136)	(857)
Ending Balance	25,356	25,015	25,151
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$46,810</b>	<b>\$46,216</b>	<b>\$44,341</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
Net income/(loss)	\$341	\$205	\$230
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	191	572	607
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	(253)	(1,261)	(1,318)
Student fees receivable	(236)	(709)	(695)
Inventories	(71)	(513)	90
Prepaid expenses and other current assets	(5)	75	92
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	(1,170)	897	1
Sales tax payable & other liabilities	415	605	578
Wages and payroll taxes payable	654	78	(134)
Interest payable	32	96	105
Deferred Income	310	482	611
Funds held for others	12	107	30
Net cash provided/(used) by operating activities	<b>220</b>	<b>634</b>	<b>197</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Purchase of property, equipment and improvements	(82)	(347)	(304)
Net cash used in investing activities	<b>(82)</b>	<b>(347)</b>	<b>(304)</b>
<b>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</b>			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>138</b>	<b>287</b>	<b>(107)</b>
<b>CASH AND CASH EQUIVALENTS, Beginning</b>	<b>12,340</b>	<b>12,191</b>	<b>11,907</b>
<b>CASH AND CASH EQUIVALENTS, Ending</b>	<b>\$12,478</b>	<b>\$12,478</b>	<b>\$11,800</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	12,478
Less: Committed Capital Projects	
TFC Dining Room Remodel	(500)
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(311)
Subtotal	(1,273)
Adjustment for Cash Overdraft Entry	(1,038)
Uncommitted Cash	10,167
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>14,558</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(4,391)</b>

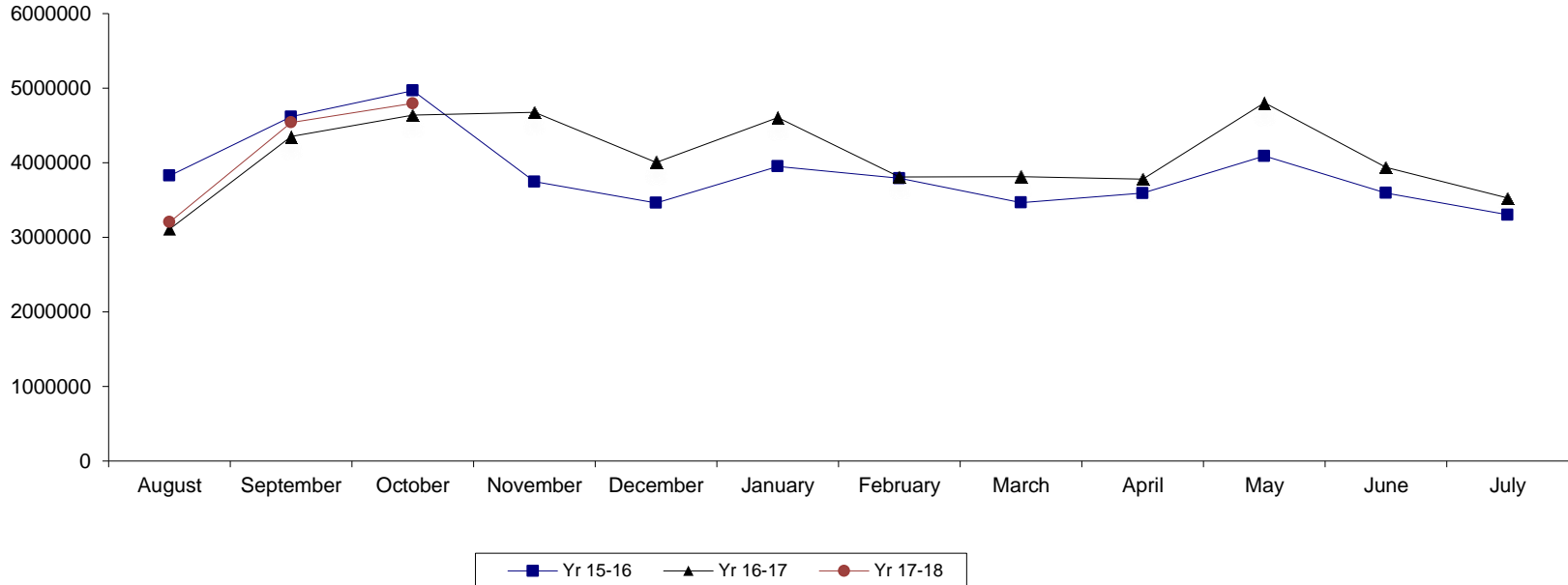
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2017-2018 October 2017

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
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
<b>Total Store/Services</b>	<b>175.0</b>	<b>3.1</b>	<b>70.5</b>	<b>73.6</b>	<b>51.4</b>	<b>50.0</b>	<b>0.0</b>	
<b>Food Service</b>								
2017-005 FS Miscellaneous and Unanticipated	50.0	1.5	19.3	20.8	29.2		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	35.1	0.0	35.1	89.9		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
<b>Total Food Services</b>	<b>900.0</b>	<b>36.6</b>	<b>31.5</b>	<b>68.1</b>	<b>256.9</b>	<b>575.0</b>	<b>0.0</b>	
<b>Technology</b>								
2017-013 Network Infrastructure Upgrade	10.0	9.9	0.0	9.9	0.0		(0.1)	Completed Awaiting Invoice
2017-014 Printer Replacement	20.0	1.6	1.8	3.4	16.6		0.0	In Progress
2017-015 PC Replacement	20.0	2.5	18.6	21.1	0.0		1.1	Completed Awaiting Invoice
2017-016 Computing & Comm. Room Upgrade	20.0	11.6	5.0	16.6	3.4		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
<b>Total Technology</b>	<b>92.0</b>	<b>25.6</b>	<b>35.3</b>	<b>60.9</b>	<b>20.0</b>	<b>17.0</b>	<b>5.9</b>	
<b>Others</b>								
2017-019 Fac. Misc. Remodels	50.0	0.0	6.0	6.0	44.0		0.0	In Progress
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
2017-030 AU 1st Floor upgrade	0.0	0.0	0.0	0.0	0.0		0.0	Pending \$747400
2017-031 AU 1st Floor Furniture	0.0	0.0	0.0	0.0	0.0		0.0	Pending \$360000
<b>Total Others</b>	<b>450.0</b>	<b>0.0</b>	<b>71.3</b>	<b>71.3</b>	<b>197.5</b>	<b>190.0</b>	<b>8.8</b>	
<b>Total Current Year Projects</b>	<b>1,617.0</b>	<b>65.3</b>	<b>208.6</b>	<b>273.9</b>	<b>525.8</b>	<b>832.0</b>	<b>14.7</b>	

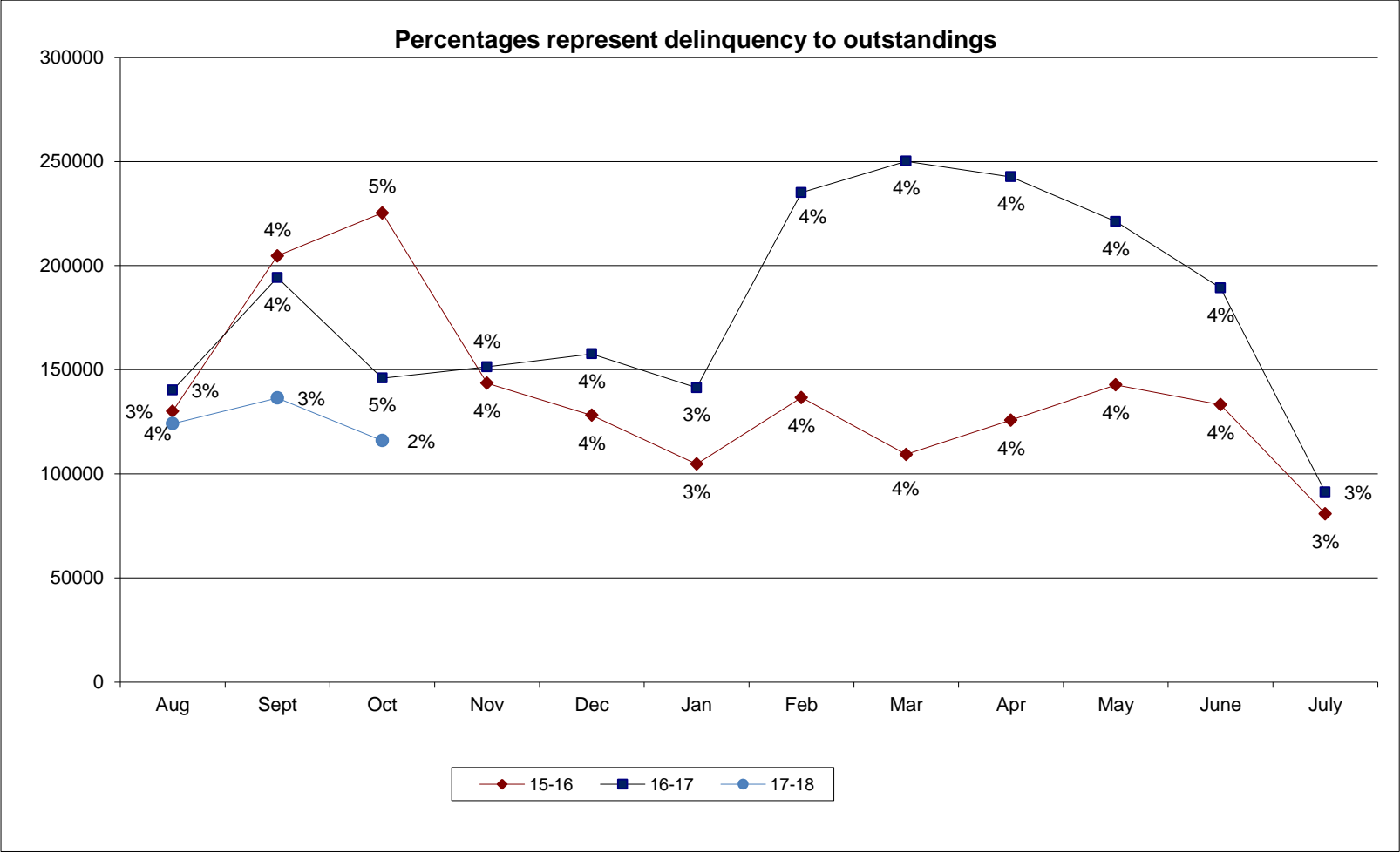
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

10/28/2017	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$738,093	16%	\$67,325	58%	\$16,526	51%	\$6,101	17%	\$1,823	7%	\$345	2%	\$830,213	17%
ASUCLA PUBLICATIONS		\$75,338	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,338	2%
ASUCLA USA/GSA		\$75,028	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,028	2%
DUE FROM VENDORS		\$412,361	9%	\$4,327	4%	\$9,970	30%	\$23,081	63%	\$22,147	79%	\$14,764	78%	\$486,650	10%
DENTAL KITS		\$614,430	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$614,430	12%
OTHER		\$2,649,216	58%	\$44,374	38%	\$6,215	19%	\$7,401	20%	\$3,816	14%	\$3,743	20%	\$2,714,765	57%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,564,466</b>	<b>100%</b>	<b>\$116,026</b>	<b>100%</b>	<b>\$32,711</b>	<b>100%</b>	<b>\$36,583</b>	<b>100%</b>	<b>\$27,786</b>	<b>100%</b>	<b>\$18,852</b>	<b>100%</b>	<b>\$4,796,424</b>	<b>100%</b>
		96%		2%		1%		1%		0%		0%		100%	
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%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,289,241</b>	<b>100%</b>	<b>\$114,485</b>	<b>100%</b>	<b>\$68,314</b>	<b>100%</b>	<b>\$24,799</b>	<b>100%</b>	<b>\$23,342</b>	<b>100%</b>	<b>\$20,016</b>	<b>100%</b>	<b>\$4,540,197</b>	<b>100%</b>
		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%
<b>TOTAL CURRENT MONTH</b>		<b>\$2,859,440</b>	<b>100%</b>	<b>\$221,761</b>	<b>100%</b>	<b>\$70,093</b>	<b>100%</b>	<b>\$5,535</b>	<b>100%</b>	<b>\$26,766</b>	<b>100%</b>	<b>\$21,708</b>	<b>100%</b>	<b>\$3,205,303</b>	<b>100%</b>
		89%		7%		2%		0%		1%		1%		100%	

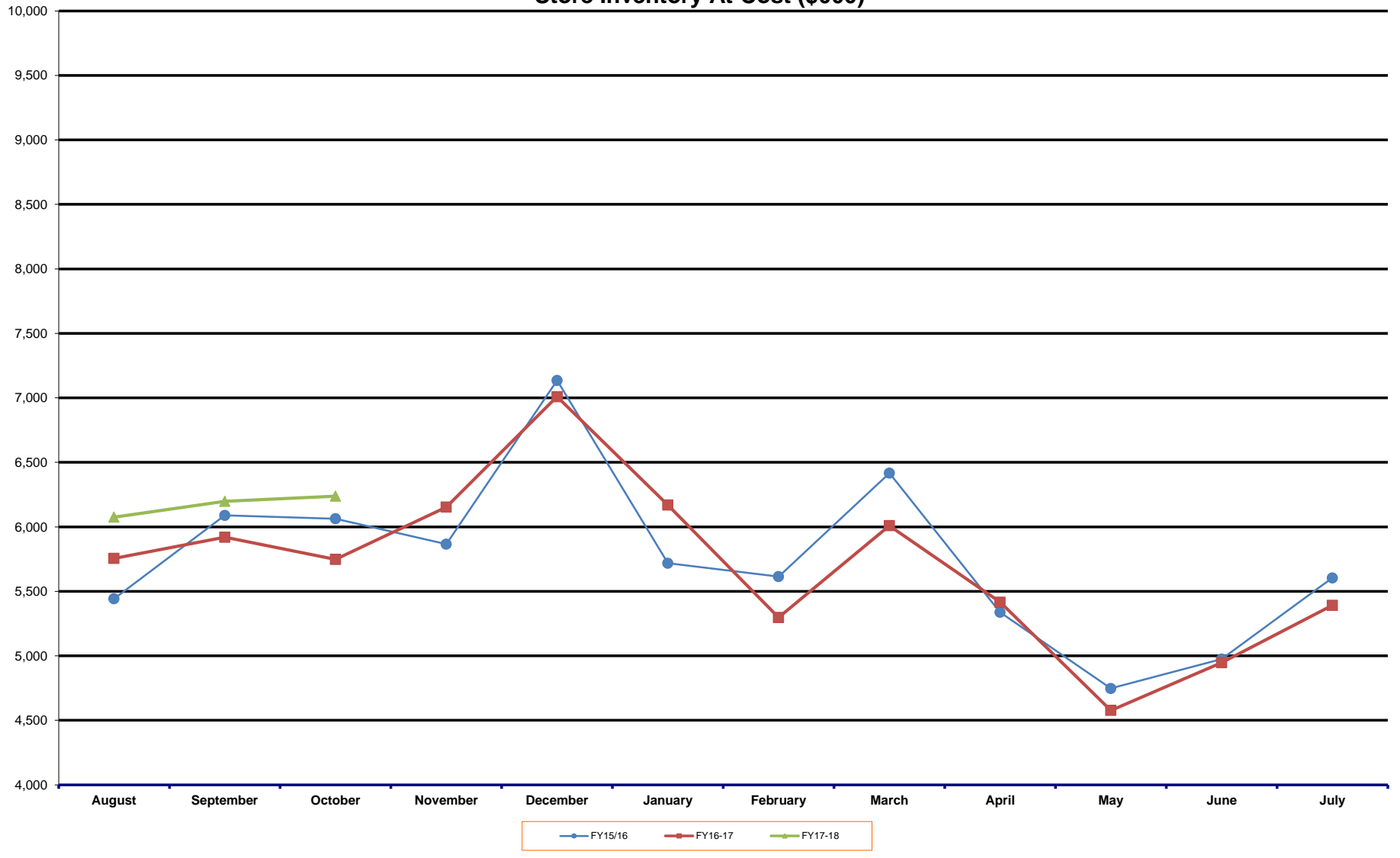
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 15 to Oct 17**



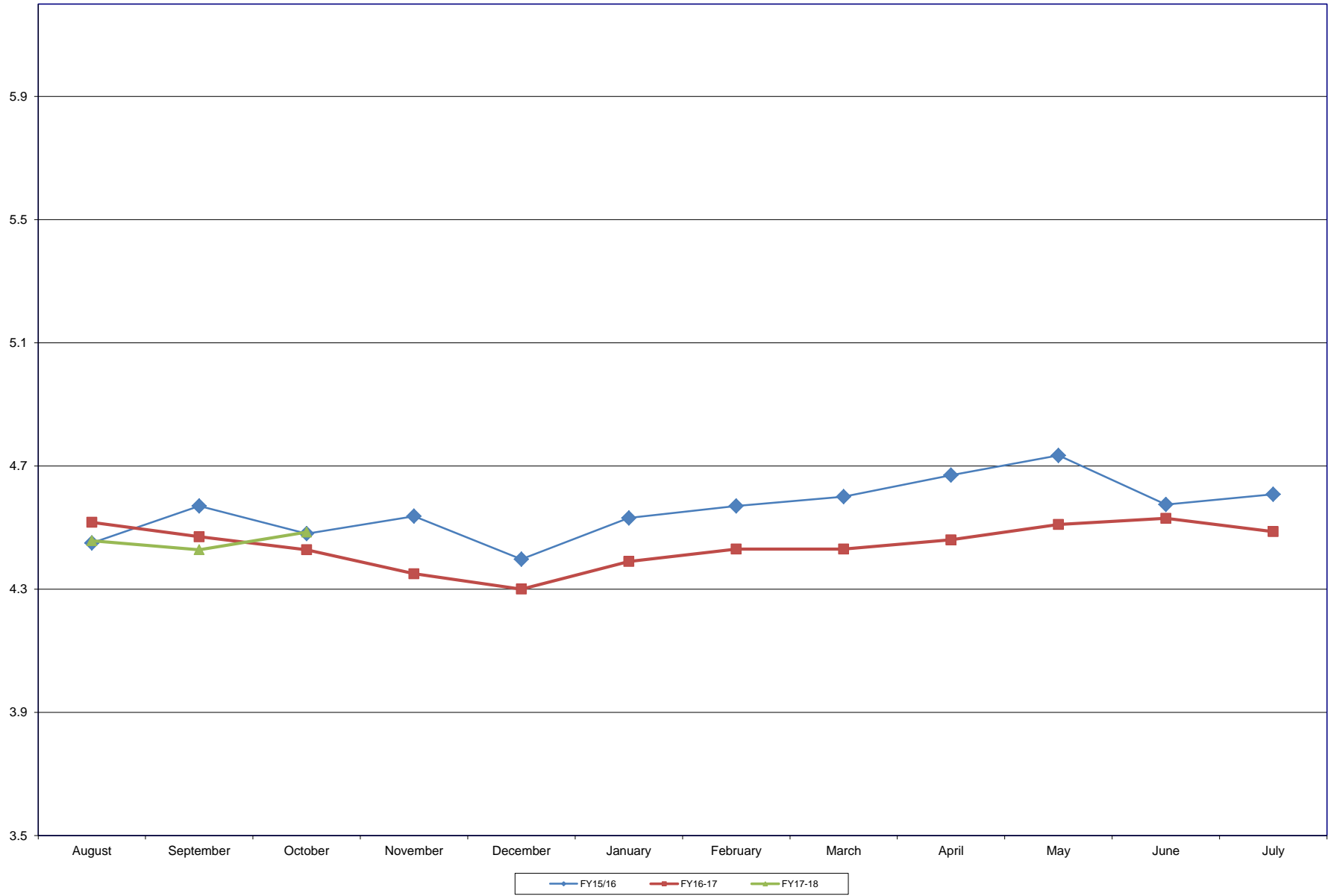
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,665,978	1,842,532	<176,554>	6,241,685	6,026,688	214,997	1,032,628	5,643,247
1,495,769	1,561,401	<65,632>	4,305,098	4,210,810	94,288	1,459,963	4,106,771
151,859	156,061	<4,202>	291,404	324,115	<32,711>	151,243	313,800
179,686	207,018	<27,332>	675,798	706,109	<30,311>	178,235	772,621
81,841	155,000	<73,159>	460,082	468,000	<7,918>	110,082	413,385
286,144	230,921	55,223	2,573,761	2,835,205	<261,444>	233,194	2,859,988
3,861,278	4,152,933	<291,655>	14,547,828	14,570,927	<23,099>	3,165,344	14,109,812
2,575,652	2,719,248	143,596	10,214,415	10,076,735	<137,680>	1,990,339	9,695,119
6,515	6,300	<215>	21,510	18,760	<2,750>	4,084	21,024
8,065	8,540	475	22,279	22,125	<154>	7,801	21,236
701	720	19	1,319	1,490	171	701	1,427
921	1,000	79	3,717	3,560	<157>	863	4,133
1,280	1,150	<130>	8,975	9,680	705	1,614	10,035
17,482	17,710	228	57,801	55,615	<2,186>	15,063	57,855
2,593,134	2,736,958	143,824	10,272,216	10,132,350	<139,866>	2,005,401	9,752,974
66.7	65.5	<1.2>	70.2	69.2	<1.1>	62.9	68.7
1,268,143	1,415,975	<147,832>	4,275,613	4,438,577	<162,964>	1,159,943	4,356,838
33.3	34.5	<1.2>	29.8	30.8	<1.1>	37.1	31.3
0.5	0.4	<0.0>	0.4	0.4	<0.0>	0.5	0.4
32.8	34.1	<1.3>	29.4	30.5	<1.1>	36.7	30.9
19.5	22.0	<2.4>	17.8	20.4	<2.6>	21.6	20.9
45.8	45.5	0.2	48.7	48.6	0.2	45.6	49.1
41.3	41.7	<0.4>	42.3	41.2	1.1	41.0	42.2
38.9	38.1	0.8	29.6	32.7	<3.1>	40.2	31.3
52.8	48.4	4.4	50.0	50.8	<0.8>	48.9	51.3
28.9	35.5	<6.5>	19.9	19.9	0.0	36.0	20.1
141,828	126,028	15,800	337,252	258,211	79,041	85,201	234,910
1,409,971	1,542,003	<132,032>	4,612,865	4,696,788	<83,923>	1,245,144	4,591,748
240,048	252,229	12,181	730,676	760,521	29,845	250,454	760,029
2,303	0	<2,303>	2,303	1,440	<863>	0	0
217,254	218,867	1,613	649,824	638,310	<11,514>	196,522	589,128
459,606	471,096	11,490	1,382,803	1,400,271	17,468	446,976	1,349,157
11.9	11.3	<0.6>	9.5	9.6	0.1	14.1	9.6
117,067	143,012	25,945	355,714	429,704	73,990	137,766	413,573
7,142	5,233	<1,909>	29,684	28,379	<1,305>	6,882	28,415
12,489	11,120	<1,369>	36,106	33,390	<2,716>	11,147	32,418
15	15	0	58	45	<13>	19	59
79	350	271	2,624	5,875	3,251	135	4,509
550	0	<550>	1,745	800	<945>	0	800
4,456	3,900	<556>	18,581	18,760	179	3,955	18,721
14,113	20,482	6,369	68,797	71,746	2,949	16,060	67,786
1,050	1,050	0	3,150	3,150	0	1,000	3,000
0	0	0	0	0	0	<3>	26
0	25	25	0	75	75	0	0
17,550	14,719	<2,831>	100,488	102,308	1,820	15,293	102,478
<3,713>	<1,050>	2,663	<10,529>	<10,200>	329	<4,239>	<12,312>
26	25	<1>	210,034	191,075	<18,959>	158	190,235
6,976	4,550	<2,426>	14,342	17,510	3,168	8,296	23,774
79,904	95,093	15,189	241,172	253,023	11,851	70,657	231,374
1,693	0	<1,693>	5,566	0	<5,566>	1,972	3,581
2,778	0	<2,778>	5,548	0	<5,548>	224	5,628
0	0	0	0	0	0	0	<468>
0	0	0	0	0	0	595	1,785
0	200	200	3,140	1,800	<1,340>	265	1,779
8,925	11,950	3,025	36,450	34,050	<2,400>	11,532	36,469
0	0	0	1,096	0	<1,096>	0	2,862
4,121	4,700	579	7,144	6,350	<794>	3,401	5,866
12,886	12,886	<0>	38,659	38,658	<1>	6,137	24,647
0	1	1	0	3	3	0	0
12,688	17,538	4,850	53,922	58,610	4,688	20,550	58,084
300,794	345,799	45,005	1,223,491	1,285,111	61,620	311,801	1,245,089
760,400	816,895	56,495	2,606,293	2,685,382	79,089	758,777	2,594,246
649,571	725,108	<75,537>	2,006,572	2,011,406	<4,834>	486,367	1,997,502
49,770	44,651	<5,119>	146,661	138,725	<7,936>	37,418	119,592
137,873	149,104	11,231	475,886	499,867	23,981	126,654	463,531
61,820	65,709	3,889	210,495	219,885	9,390	58,599	231,056
30,206	41,131	10,925	100,674	134,503	33,829	27,483	98,612
102,723	140,465	37,742	380,382	419,871	39,489	109,048	346,269
76,313	81,275	4,962	235,219	244,149	8,930	76,892	236,300
29,941	33,529	3,588	92,379	91,709	<670>	30,328	98,948
56,870	61,826	4,956	170,610	185,478	14,868	57,876	173,517
545,517	617,690	72,173	1,812,307	1,934,187	121,880	524,299	1,767,825
104,054	107,418	<3,364>	194,264	77,219	117,045	<37,932>	229,677



UCLA RESTAURANTS  
INCOME STATEMENT

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
251,407	219,615	31,792	532,165	501,600	30,565	219,035	448,935
260,238	296,439	<36,201>	522,569	569,161	<46,592>	280,524	569,445
129,313	179,497	<50,184>	325,172	409,888	<84,716>	164,834	402,021
301,076	319,533	<18,457>	614,422	645,519	<31,097>	313,518	660,148
376,687	370,432	6,255	783,341	756,099	27,242	370,469	792,410
192,656	200,128	<7,472>	489,030	523,476	<34,446>	196,918	500,136
1,511,377	1,585,644	<74,267>	3,266,698	3,405,743	<139,045>	1,545,298	3,373,095
486,892	513,910	27,018	1,097,919	1,129,412	31,493	490,842	1,134,822
32.2	32.4	0.2	33.6	33.2	<0.5>	31.8	33.6
1,024,485	1,071,734	<47,249>	2,168,779	2,276,331	<107,552>	1,054,456	2,238,273
67.8	67.6	0.2	66.4	66.8	<0.5>	68.2	66.4
68.0	69.6	<1.6>	67.3	69.4	<2.2>	67.5	65.0
66.7	65.2	1.5	65.4	64.3	1.0	67.3	65.1
69.2	67.0	2.3	67.9	67.1	0.8	68.9	67.3
70.8	70.3	0.5	69.4	69.5	<0.1>	70.8	69.6
68.1	67.7	0.4	65.7	66.3	<0.5>	68.7	66.4
62.8	65.4	<2.7>	63.2	64.8	<1.6>	65.1	64.3
218,955	243,741	<24,786>	534,161	566,215	<32,054>	240,309	584,134
1,243,441	1,315,475	<72,034>	2,702,940	2,842,546	<139,606>	1,294,765	2,822,407
284,429	301,669	17,240	862,376	905,410	43,034	305,569	914,320
301,971	276,589	<25,382>	766,531	739,416	<27,115>	288,646	710,143
<47,825>	<50,257>	<2,432>	<116,297>	<118,181>	<1,884>	<45,344>	<112,900>
538,575	528,001	<10,574>	1,512,610	1,526,645	14,035	548,871	1,511,563
35.6	33.3	<2.3>	46.3	44.8	<1.5>	35.5	44.8
147,010	179,492	32,482	436,806	541,572	104,766	171,861	498,968
813	1,990	1,177	7,664	6,120	<1,544>	1,940	5,100
4,253	3,920	<333>	12,032	11,750	<282>	3,740	10,642
2,298	2,288	<10>	6,115	5,288	<827>	2,898	6,915
62,260	71,233	8,973	144,583	153,048	8,466	65,924	153,693
4.1	4.5	0.4	4.4	4.5	0.1	4.3	4.6
4,796	5,572	776	16,237	14,892	<1,345>	6,473	17,648
<14,163>	<12,500>	1,663	<41,738>	<37,500>	4,238	<11,031>	<30,946>
2,537	3,430	893	7,571	9,910	2,339	8,275	21,501
4,992	4,080	<912>	11,679	13,015	1,336	4,278	12,684
4,552	2,015	<2,537>	9,704	6,170	<3,534>	3,836	10,699
10,961	14,840	3,879	30,615	35,665	5,050	6,235	12,343
0	40	40	2	70	68	0	<0>
14,146	6,337	<7,809>	30,467	19,162	<11,305>	13,354	27,825
52,826	54,382	1,556	105,881	104,701	<1,180>	52,296	102,465
2,704	2,667	<37>	5,384	5,486	102	2,686	5,415
1,498	1,289	<209>	2,808	3,231	423	2,684	5,062
0	0	0	0	0	0	4	4
0	0	0	0	0	<0>	0	0
0	425	425	0	1,225	1,225	0	0
2,738	344	<2,394>	4,326	1,032	<3,294>	0	0
0	0	0	0	0	0	600	600
0	0	0	1,710	0	<1,710>	304	587
23,372	29,377	6,005	45,754	52,383	6,629	24,165	44,329
327,591	371,221	43,630	837,598	947,220	109,622	360,522	905,533
866,166	899,222	33,056	2,350,208	2,473,865	123,657	909,393	2,417,096
377,275	416,253	<38,978>	352,732	368,681	<15,949>	385,372	405,311
58,322	50,044	<8,278>	160,538	151,099	<9,439>	45,948	133,531
59,596	63,746	4,150	129,367	139,564	10,197	69,575	139,942
26,722	28,092	1,370	57,322	61,310	3,988	32,190	68,307
13,057	17,585	4,528	27,446	37,699	10,253	15,097	29,892
44,402	60,053	15,651	100,181	119,361	19,180	59,903	109,366
67,198	71,778	4,580	207,123	215,617	8,494	64,776	199,157
26,364	29,529	3,165	81,345	80,765	<580>	25,549	83,396
73,750	79,293	5,543	221,216	237,879	16,663	87,876	263,524
369,410	400,120	30,710	984,537	1,043,294	58,757	400,915	1,027,115
7,865	16,133	<8,268>	<631,805>	<674,613>	42,808	<15,543>	<621,804>
384,063	405,520	<21,457>	824,743	863,960	<39,217>	416,429	912,310
119,361	125,151	<5,790>	273,353	281,173	<7,820>	133,145	318,538
264,702	280,369	<15,667>	551,390	582,787	<31,397>	283,284	593,772
6.42	6.33	0.09	6.53	6.36	0.17	6.16	6.25
8.39	8.26	0.13	8.49	8.28	0.21	7.99	7.98
5.53	5.47	0.06	5.56	5.43	0.12	5.29	5.31
30,004	27,854	<2,150>	81,465	77,729	<3,736>	32,047	84,104
50.37	56.91	<6.55>	40.10	43.81	<3.71>	48.22	40.11

SERVICES DIVISION  
INCOME STATEMENT

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,565	17,682	<1,117>	52,344	47,603	4,741	17,793	47,868
16,565	17,682	<1,117>	52,344	47,603	4,741	17,793	47,868
168	575	407	1,975	2,520	545	572	2,519
16,396	17,107	<711>	50,370	45,083	5,287	17,221	45,350
99.0	96.8	2.2	96.2	94.7	1.5	96.8	94.7
99.0	96.8	2.2	96.2	94.7	1.5	96.8	94.7
329,171	278,286	50,885	918,794	821,903	96,891	269,401	675,205
103,404	112,747	<9,343>	315,641	337,210	<21,569>	115,875	316,227
432,575	391,033	41,542	1,234,435	1,159,113	75,322	385,276	991,432
448,971	408,140	40,831	1,284,805	1,204,196	80,609	402,497	1,036,781
36,578	36,151	<427>	109,993	108,453	<1,540>	35,289	106,950
77	700	623	77	1,725	1,648	224	612
36,655	36,851	196	110,070	110,178	108	35,513	107,562
221.3	208.4	<12.9>	210.3	231.5	21.2	199.6	224.7
16,504	18,647	2,143	49,630	55,941	6,311	18,315	53,965
747	445	<302>	2,355	1,335	<1,020>	199	1,129
599	676	77	1,939	2,006	67	620	1,701
0	60	60	53	180	127	39	159
0	0	0	6,519	6,500	<19>	17	2,017
0	0	0	0	0	0	442	442
2,500	2,500	0	4,746	4,500	<246>	2,000	3,500
7,005	7,600	595	17,245	18,500	1,255	562	1,722
466	0	<466>	466	0	<466>	0	0
0	600	600	0	4,350	4,350	4,000	<10,972>
2,434	2,084	<350>	7,287	22,252	14,965	2,083	6,249
0	925	925	0	2,775	2,775	250	3,585
0	2,100	2,100	5,701	6,300	599	1,100	8,789
22,344	17,625	<4,719>	37,352	52,825	15,473	13,230	35,190
24,984	21,695	<3,289>	79,225	67,090	<12,135>	22,207	55,621
0	0	0	0	0	0	28	56
95,746	78,019	<17,727>	300,951	240,716	<60,235>	86,878	210,851
173,330	152,976	<20,354>	513,469	485,270	<28,199>	151,970	374,006
209,985	189,827	<20,158>	623,539	595,448	<28,091>	187,483	481,568
238,986	218,313	20,673	661,266	608,748	52,518	215,014	555,213
3,969	3,492	<477>	11,718	10,947	<771>	2,973	9,573
14,908	13,753	<1,155>	41,980	41,390	<590>	15,135	35,381
6,936	6,276	<660>	19,247	18,809	<438>	7,266	18,041
3,389	3,928	539	9,181	11,516	2,335	3,408	7,814
11,525	13,416	1,891	34,003	35,722	1,719	13,522	28,261
34,422	36,625	2,203	106,099	110,021	3,922	30,781	59,057
13,505	15,120	1,615	41,669	41,354	<315>	12,141	24,313
6,929	6,281	<648>	20,787	18,843	<1,944>	6,035	18,105
95,584	98,891	3,307	284,684	288,602	3,918	91,261	200,544
143,403	119,422	23,981	376,582	320,146	56,436	123,753	354,669

UCLA STUDENT UNION  
INCOME STATEMENT

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
52,414	54,497	<2,083>	166,782	204,753	<37,971>	76,918	209,814
47,113	40,492	6,621	126,588	107,024	19,564	35,305	106,526
99,527	94,989	4,538	293,370	311,777	<18,407>	112,223	316,340
46,715	39,601	<7,114>	124,858	104,669	<20,189>	34,512	103,546
15,860	10,236	<5,624>	27,200	32,141	4,941	14,143	30,948
0	0	0	0	0	0	0	16
62,575	49,837	<12,738>	152,058	136,810	<15,248>	48,655	134,510
62.9	52.5	<10.4>	51.8	43.9	<8.0>	43.4	42.5
36,952	45,152	<8,200>	141,312	174,967	<33,655>	63,567	181,831
37.1	47.5	<10.4>	48.2	56.1	<8.0>	56.6	57.5
69.7	81.2	<11.5>	83.7	84.3	<0.6>	81.6	85.3
0.8	2.2	<1.4>	1.4	2.2	<0.8>	2.3	2.8
515	425	90	1,563	1,303	260	460	1,519
600	6,050	<5,450>	1,140	8,850	<7,710>	8,085	19,485
14,242	12,600	1,642	25,278	25,463	<185>	8,111	20,458
7,345	11,024	<3,679>	21,376	29,139	<7,763>	6,151	18,837
22,702	30,099	<7,397>	49,358	64,755	<15,397>	22,807	60,299
59,654	75,251	<15,597>	190,670	239,722	<49,052>	86,374	242,130
29,076	33,170	4,094	92,453	99,508	7,055	30,599	95,586
26,713	26,671	<42>	70,607	71,744	1,137	21,187	54,953
55,788	59,841	4,053	163,059	171,252	8,193	51,786	150,540
56.1	63.0	7.0	55.6	54.9	<0.7>	46.2	47.6
22.0	20.2	<1.8>	19.6	15.7	<3.9>	13.0	14.5
13,443	17,637	4,194	42,343	52,508	10,165	17,030	49,903
747	1,057	310	2,229	2,701	472	740	2,580
2,929	3,180	251	8,773	9,552	779	2,648	7,864
0	1,100	1,100	653	1,100	447	0	0
464	464	0	464	464	0	464	464
3,235	2,610	<625>	3,940	4,308	368	2,920	4,936
2,241	998	<1,243>	24,107	21,051	<3,056>	1,750	20,794
10,612	9,701	<911>	19,359	19,604	245	5,036	19,576
0	0	0	0	0	0	340	634
0	0	0	0	0	0	0	229
0	20	20	37	569	532	118	603
254	250	<4>	754	750	<4>	97	921
1,337	1,098	<239>	11,658	5,749	<5,909>	760	8,169
1,177	1,068	<109>	3,035	2,822	<213>	973	2,637
80	24	<56>	77	64	<13>	<32>	101
2,787	0	<2,787>	2,787	0	<2,787>	0	0
15,417	15,417	0	46,250	46,251	1	15,417	46,250
8,668	11,750	3,082	27,589	25,500	<2,089>	13,021	29,224
63,391	66,374	2,983	194,055	192,993	<1,062>	61,283	194,886
119,180	126,215	7,035	357,114	364,245	7,131	113,069	345,425
<59,526>	<50,964>	<8,562>	<166,444>	<124,523>	<41,921>	<26,694>	<103,296>
6,042	5,671	<371>	17,345	16,972	<373>	4,336	13,390
4,057	4,209	152	11,493	13,301	1,808	5,070	13,491
1,888	1,920	32	5,264	6,034	770	2,434	6,931
922	1,202	280	2,505	3,693	1,188	1,142	2,964
3,136	4,106	970	9,227	11,357	2,130	4,530	10,646
41,744	44,461	2,717	128,666	133,560	4,894	41,745	125,750
16,378	18,343	1,965	50,532	50,170	<362>	16,465	52,627
11,528	12,925	1,397	34,583	38,775	4,192	13,016	39,021
85,695	92,837	7,142	259,616	273,862	14,246	88,738	264,819
<145,221>	<143,801>	<1,420>	<426,060>	<398,385>	<27,675>	<115,432>	<368,115>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
313,661	329,982	16,321	934,921	979,385	44,464	296,682	892,958
4,348	300	<4,048>	10,832	900	<9,932>	0	0
35,879	35,941	62	97,455	97,409	<46>	30,902	91,987
353,888	366,223	12,335	1,043,208	1,077,694	34,486	327,585	984,945
5.6	5.5	<0.1>	5.1	5.3	0.2	5.9	5.0
0	15,000	15,000	14,735	15,000	265	15,000	15,178
0	0	0	0	2,000	2,000	2,000	4,000
133,064	160,422	27,358	406,744	476,298	69,554	142,726	427,303
7,963	6,891	<1,072>	24,261	24,735	474	5,740	22,469
8,188	8,210	22	25,705	24,913	<792>	7,738	23,094
605	632	27	2,027	2,248	221	610	2,181
753	1,100	347	7,349	3,235	<4,114>	2,723	3,975
153	200	47	819	600	<219>	0	417
93	392	299	3,731	3,911	180	356	3,723
114	724	610	171	2,172	2,001	188	1,402
3,095	765	<2,330>	3,240	5,352	2,112	1,729	6,675
234	125	<109>	576	375	<201>	105	143
314	350	36	1,021	1,050	29	294	1,006
<149>	<500>	<351>	<608>	<1,500>	<892>	<299>	<316>
0	50	50	0	150	150	327	117
2,496	2,600	104	5,161	7,800	2,639	0	5,561
1,539	1,911	373	3,745	5,580	1,835	1,061	3,183
<220>	1,150	1,370	3,450	3,450	0	1,545	4,635
8,257	8,050	<207>	19,623	23,016	3,393	5,413	27,287
1,676	927	<749>	3,122	2,781	<341>	1,041	3,806
10,320	12,377	2,057	31,669	37,131	5,462	10,552	39,021
0	59	59	1,348	173	<1,175>	0	0
6,009	6,009	0	11,988	11,988	0	7,582	15,911
<1>	40	41	<2>	120	122	41	52
20,723	21,086	363	62,169	63,258	1,089	19,169	57,507
11,454	17,252	5,798	31,142	51,756	20,614	8,511	34,089
1,396	1,535	139	4,187	4,605	418	1,396	4,187
11,126	11,087	<39>	33,703	33,261	<442>	10,033	30,573
170	500	330	170	1,400	1,230	2,400	4,103
10,443	10,567	124	31,328	31,701	373	9,607	28,822
455	500	45	1,879	1,500	<379>	661	1,571
10,778	11,775	997	32,020	40,550	8,530	10,047	37,919
629	250	<379>	653	1,500	847	87	1,311
4,056	4,568	512	12,644	13,846	1,202	4,241	12,860
3,132	3,900	768	9,620	11,700	2,080	3,249	9,746
6,917	6,917	0	20,750	20,751	1	7,635	22,905
23,917	23,417	<500>	71,750	70,251	<1,499>	15,650	47,129
8,292	8,292	1	24,634	24,634	1	12,075	12,075
16,431	13,695	<2,736>	49,294	41,085	<8,209>	13,296	39,760
528	16,000	15,472	16,825	19,550	2,725	15,202	18,331
314,950	378,825	63,875	972,642	1,083,926	111,284	339,730	973,711
668,838	745,048	76,210	2,015,850	2,161,620	145,770	667,315	1,958,655
18,255	19,429	1,174	56,268	58,363	2,095	18,041	52,357
7,162	8,015	853	22,098	21,922	<176>	7,116	21,888
22,824	22,308	<516>	68,045	66,924	<1,121>	19,449	57,988
48,242	49,752	1,510	146,412	147,209	797	44,606	132,233
717,080	794,800	77,720	2,162,262	2,308,829	146,567	711,921	2,090,889
<641,263>	<718,563>	<77,300>	<1,950,915>	<2,091,654>	<140,739>	<641,734>	<1,886,589>
<35,969>	<35,969>	0	<99,970>	<99,970>	0	<33,742>	<96,553>
<3,628>	<3,628>	0	<10,002>	<10,002>	0	<3,454>	<9,842>
<36,219>	<36,640>	<421>	<101,374>	<107,203>	<5,829>	<32,991>	<97,905>
<717,080>	<794,800>	<77,720>	<2,162,262>	<2,308,829>	<146,567>	<711,921>	<2,090,889>
0	0	0	0	0	<0>	0	<0>

FACILITIES DIVISION  
EXPENSE STATEMENT

OCT. 03(10/01/17-10/28/17)			FISCAL YEAR 17-18			FISCAL YEAR 16-17	
CURRENT MONTH			YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
112,894	114,913	2,019	356,560	353,233	<3,327>	106,721	337,298
5,486	4,518	<968>	16,276	12,140	<4,136>	5,612	13,517
0	796	796	0	2,388	2,388	141	141
<651>	<665>	<14>	<2,399>	<1,900>	499	<470>	<1,556>
<9,075>	<7,878>	1,197	<29,137>	<23,787>	5,350	<7,041>	<21,963>
<7,015>	<4,500>	2,515	<8,027>	<13,500>	<5,473>	<7,820>	<31,073>
101,640	107,184	5,544	333,273	328,574	<4,699>	97,143	296,364
68,131	75,588	7,457	202,170	229,490	27,320	67,665	205,047
169	208	39	408	544	136	229	467
758	707	<51>	2,176	2,122	<54>	710	2,002
0	0	0	0	600	600	150	150
4,698	5,247	549	15,406	15,866	460	3,705	13,171
6,256	5,375	<881>	20,131	16,652	<3,479>	7,203	17,929
1,035	1,199	164	3,323	3,968	645	2,423	4,172
482	443	<39>	1,287	1,354	67	581	1,273
24,840	27,150	2,310	80,978	82,450	1,472	27,526	75,935
3,409	3,925	516	13,587	11,775	<1,812>	1,285	7,180
0	200	200	0	400	400	142	468
43	950	907	869	2,850	1,981	209	763
0	250	250	0	750	750	352	592
4,904	7,500	2,596	9,690	14,100	4,410	8,254	12,006
11,371	10,293	<1,078>	32,910	28,200	<4,710>	8,960	22,730
3,291	3,270	<21>	9,714	9,808	94	2,977	8,931
2,962	1,000	<1,962>	3,929	3,000	<929>	2,681	5,431
3,600	0	<3,600>	3,600	0	<3,600>	0	0
135,950	143,305	7,355	400,177	423,929	23,752	135,052	378,244
237,590	250,489	12,899	733,450	752,503	19,053	232,195	674,608
19,026	21,569	2,543	56,616	64,707	8,091	18,398	54,894
19,026	21,569	2,543	56,616	64,707	8,091	18,398	54,894
256,616	272,058	15,442	790,066	817,210	27,144	250,593	729,502
<219,676>	<234,141>	<14,465>	<677,108>	<703,351>	<26,243>	<214,193>	<620,264>
<7,851>	<7,851>	0	<23,553>	<23,553>	0	<7,673>	<23,019>
<3,069>	<3,069>	0	<9,207>	<9,207>	0	<3,009>	<9,027>
<7,764>	<7,568>	196	<23,931>	<22,736>	1,195	<7,677>	<24,835>
<18,255>	<19,429>	<1,174>	<56,268>	<58,363>	<2,095>	<18,041>	<52,357>
<256,616>	<272,058>	<15,442>	<790,066>	<817,210>	<27,144>	<250,593>	<729,502>
0	0	0	0	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

OCT. 03(10/01/17-10/28/17)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
20,877	23,995	3,118	Chiller Water
61,299	68,297	6,998	Elec-Non Air Cond.
7,922	9,758	1,836	Water-Non Air Cond.
6,265	4,859	<1,406>	Steam-Non Air Cond.
2,525	3,531	1,006	Gas
1,550	1,551	1	Energy Management
100,438	111,991	11,553	TOTAL OTHER CONTROL.
100,438	111,991	11,553	TOTAL CONTROLLABLE EXP
<86,188>	<96,522>	<10,334>	Allocated-Svs and Ent
<2,906>	<2,906>	0	Allocated-USAC
<1,136>	<1,136>	0	Allocated-GSA
<3,046>	<3,412>	<366>	Allocated-Comm Board
<7,162>	<8,015>	<853>	Allocated-A & SS
<100,438>	<111,991>	<11,553>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 17-18			FISCAL YEAR 16-17	
YTD 3 MO(07/30/17-10/28/17)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
77,501	73,170	<4,331>	18,630	70,088
187,069	180,673	<6,396>	62,420	188,733
22,312	28,942	6,630	9,381	26,659
11,569	10,564	<1,005>	3,402	6,447
6,446	9,379	2,933	3,717	8,429
4,651	4,653	2	1,550	4,651
309,548	307,381	<2,167>	99,100	305,007
309,548	307,381	<2,167>	99,100	305,007
<265,925>	<264,002>	1,923	<84,483>	<259,284>
<8,718>	<8,718>	0	<3,214>	<9,642>
<3,408>	<3,408>	0	<1,260>	<3,780>
<9,399>	<9,331>	68	<3,028>	<10,414>
<22,098>	<21,922>	176	<7,116>	<21,888>
<309,548>	<307,381>	2,167	<99,100>	<305,007>
0	0	0	0	<0>