

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**June (05/27/18 - 06/30/18)**

**Prepared  
July 18, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - JUNE 2018 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

| JUNE (05/27/18 - 06/30/18)                                   |               |              |               |             |             |              |              |               |               | FY 16-17 |   |
|--|---------------|--------------|---------------|-------------|-------------|--------------|--------------|---------------|---------------|----------|---|
| CURRENT MONTH  |               |              |               |             |             |              |              |               |               | **       |   |
| ACTUAL   |               | BUDGET       |               | VARIANCE    |             |              |              | LAST YEAR ACT |               |          |   |
| \$   | %             | \$           | %             | ACT/BUD     |             | ACT/LY ACT   |              | \$            | %             | \$       | % |
|  |               |              |               | \$          | %           | \$           | %            |               |               |          |   |
| 3,982  |               | 3,710        |               | 272         | 7.3%        | 145          | 3.8%         | 3,837         |               |          |   |
| 1,443  |               | 1,420        |               | 23          | 1.6%        | 94           | 7.0%         | 1,349         |               |          |   |
| 323  |               | 288          |               | 35          | 12.2%       | 22           | 7.3%         | 301           |               |          |   |
| 175  |               | 135          |               | 40          | 29.6%       | 36           | 25.9%        | 139           |               |          |   |
| <b>5,923</b>   |               | <b>5,553</b> |               | <b>370</b>  | <b>6.7%</b> | <b>297</b>   | <b>5.3%</b>  | <b>5,626</b>  |               |          |   |
| 1,428  | 35.9%         | 1,310        | 35.3%         | 118         | 0.6 Pts.    | 30           | (0.5) Pts.   | 1,398         | 36.4%         |          |   |
| 1,024  | 71.0%         | 1,023        | 72.0%         | 1           | (1.0)       | 68           | 0.1          | 956           | 70.9%         |          |   |
| 323  | 100.0%        | 288          | 100.0%        | 35          | 0.0         | 22           | 0.0          | 301           | 100.0%        |          |   |
| 114  | 65.1%         | 84           | 62.2%         | 30          | 2.9         | 31           | 5.4          | 83            | 59.7%         |          |   |
| <b>2,889</b>   | <b>48.8%</b>  | <b>2,705</b> | <b>48.7%</b>  | <b>184</b>  | <b>0.1</b>  | <b>151</b>   | <b>0.1</b>   | <b>2,738</b>  | <b>48.7%</b>  |          |   |
| 612  | 15.4%         | 626          | 16.9%         | 14          | 1.5         | (23)         | 0.0          | 589           | 15.4%         |          |   |
| 830  | 57.5%         | 757          | 53.3%         | (73)        | (4.2)       | (93)         | (2.9)        | 737           | 54.6%         |          |   |
| 64   | 19.8%         | 56           | 19.4%         | (8)         | (0.4)       | (12)         | (2.5)        | 52            | 17.3%         |          |   |
| 81   | 46.3%         | 77           | 57.0%         | (4)         | 10.7        | (3)          | 9.8          | 78            | 56.1%         |          |   |
| <b>1,587</b>   | <b>26.8%</b>  | <b>1,516</b> | <b>27.3%</b>  | <b>(71)</b> | <b>0.5</b>  | <b>(131)</b> | <b>(0.9)</b> | <b>1,456</b>  | <b>25.9%</b>  |          |   |
| 160  | 4.0%          | 147          | 4.0%          | (13)        | 0.0         | 3            | 0.2          | 163           | 4.2%          |          |   |
| 140  | 9.7%          | 139          | 9.8%          | (1)         | 0.1         | (2)          | 0.5          | 138           | 10.2%         |          |   |
| 99   | 30.7%         | 77           | 26.7%         | (22)        | (4.0)       | (13)         | (2.1)        | 86            | 28.6%         |          |   |
| 59   | 33.7%         | 64           | 47.4%         | 5           | 13.7        | (6)          | 4.4          | 53            | 38.1%         |          |   |
| <b>458</b>   | <b>7.7%</b>   | <b>427</b>   | <b>7.7%</b>   | <b>(31)</b> | <b>0.0</b>  | <b>(18)</b>  | <b>0.1</b>   | <b>440</b>    | <b>7.8%</b>   |          |   |
| 657  | 16.5%         | 537          | 14.5%         | 120         | 2.0         | 11           | (0.3)        | 646           | 16.8%         |          |   |
| 54   | 3.7%          | 127          | 8.9%          | (73)        | (5.2)       | (27)         | (2.3)        | 81            | 6.0%          |          |   |
| 160  | 49.5%         | 155          | 53.8%         | 5           | (4.3)       | (4)          | (5.0)        | 164           | 54.5%         |          |   |
| (26)   | (14.9%)       | (57)         | (42.2%)       | 31          | 27.3        | 21           | 18.9         | (47)          | (33.8%)       |          |   |
| <b>845</b>   | <b>14.3%</b>  | <b>762</b>   | <b>13.7%</b>  | <b>83</b>   | <b>0.6</b>  | <b>1</b>     | <b>(0.7)</b> | <b>844</b>    | <b>15.0%</b>  |          |   |
| 612  | 10.3%         | 633          | 11.4%         | 21          | 1.1         | (28)         | 0.1          | 584           | 10.4%         |          |   |
| 331  | 5.6%          | 272          | 4.9%          | (59)        | (0.7)       | (91)         | (1.3)        | 240           | 4.3%          |          |   |
| 78   | 1.3%          | 85           | 1.5%          | 7           | 0.2         | 18           | 0.4          | 96            | 1.7%          |          |   |
| 208  | 3.5%          | 204          | 3.7%          | (4)         | 0.2         | (20)         | (0.2)        | 188           | 3.3%          |          |   |
| <b>1,229</b>   | <b>20.7%</b>  | <b>1,194</b> | <b>21.5%</b>  | <b>(35)</b> | <b>0.8</b>  | <b>(121)</b> | <b>(1.0)</b> | <b>1,108</b>  | <b>19.7%</b>  |          |   |
| <b>(384)</b>   | <b>(6.5%)</b> | <b>(432)</b> | <b>(7.8%)</b> | <b>48</b>   | <b>1.3</b>  | <b>(120)</b> | <b>(1.8)</b> | <b>(264)</b>  | <b>(4.7%)</b> |          |   |
| 472  | 8.0%          | 10           | 0.2%          | 462         | 7.8         | 448          | 7.6          | 24            | 0.4%          |          |   |
| 25   | 0.4%          | 11           | 0.2%          | 14          | 0.2         | 13           | 0.2          | 12            | 0.2%          |          |   |
| (32)   | (0.5%)        | (32)         | (0.6%)        | 0           | 0.1         | 3            | 0.1          | (35)          | (0.6%)        |          |   |
| (2)  | 0.0%          | 0            | 0.0%          | (2)         | 0.0         | (2)          | 0.0          | 0             | 0.0%          |          |   |
| 234  | 4.0%          | 236          | 4.2%          | (2)         | (0.2)       | (12)         | (0.4)        | 246           | 4.4%          |          |   |
| <b>697</b>   | <b>11.8%</b>  | <b>225</b>   | <b>4.1%</b>   | <b>472</b>  | <b>7.7</b>  | <b>450</b>   | <b>7.4</b>   | <b>247</b>    | <b>4.4%</b>   |          |   |
| <b>313</b>   | <b>5.3%</b>   | <b>(207)</b> | <b>(3.7%)</b> | <b>520</b>  | <b>9.0</b>  | <b>330</b>   | <b>5.6</b>   | <b>(17)</b>   | <b>(0.3%)</b> |          |   |
| <b>NET INCOME (LOSS)</b>                                     |               |              |               |             |             |              |              |               |               |          |   |
| <b>(39) (0.1%) (914) (1.4%) 875 1.3 439 0.7 (478) (0.8%)</b> |               |              |               |             |             |              |              |               |               |          |   |

| FISCAL YEAR 2017-2018               |               |                |               |              |               |              |              |                |               | FY 16-17 |   |
|-------------------------------------|---------------|----------------|---------------|--------------|---------------|--------------|--------------|----------------|---------------|----------|---|
| YTD 11 MONTHS (07/30/17 - 06/30/18) |               |                |               |              |               |              |              |                |               | **       |   |
| ACTUAL                              |               | BUDGET         |               | VARIANCE     |               |              |              | LAST YEAR ACT  |               |          |   |
| \$                                  | %             | \$             | %             | ACT/BUD      |               | ACT/LY ACT   |              | \$             | %             | \$       | % |
|                                     |               |                |               | \$           | %             | \$           | %            |                |               |          |   |
| 42,292                              |               | 42,246         |               | 46           | 0.1%          | 502          | 1.2%         | 41,790         |               |          |   |
| 15,790                              |               | 16,296         |               | (506)        | (3.1%)        | 133          | 0.8%         | 15,657         |               |          |   |
| 3,824                               |               | 3,859          |               | (35)         | (0.9%)        | 265          | 7.4%         | 3,559          |               |          |   |
| 1,434                               |               | 1,322          |               | 112          | 8.5%          | 146          | 11.3%        | 1,288          |               |          |   |
| <b>63,340</b>                       |               | <b>63,723</b>  |               | <b>(383)</b> | <b>(0.6%)</b> | <b>1,046</b> | <b>1.7%</b>  | <b>62,294</b>  |               |          |   |
| 14,145                              | 33.4%         | 14,430         | 34.2%         | (285)        | (0.8) Pts.    | (20)         | (0.5) Pts.   | 14,165         | 33.9%         |          |   |
| 11,252                              | 71.3%         | 11,717         | 71.9%         | (465)        | (0.6)         | 38           | (0.3)        | 11,214         | 71.6%         |          |   |
| 3,820                               | 99.9%         | 3,855          | 99.9%         | (35)         | 0.0           | 265          | 0.0          | 3,555          | 99.9%         |          |   |
| 804                                 | 56.1%         | 786            | 59.5%         | 18           | (3.4)         | 39           | (3.3)        | 765            | 59.4%         |          |   |
| <b>30,021</b>                       | <b>47.4%</b>  | <b>30,788</b>  | <b>48.3%</b>  | <b>(767)</b> | <b>(0.9)</b>  | <b>322</b>   | <b>(0.3)</b> | <b>29,699</b>  | <b>47.7%</b>  |          |   |
| 6,220                               | 14.7%         | 6,588          | 15.6%         | 368          | 0.9           | 122          | 0.5          | 6,342          | 15.2%         |          |   |
| 7,697                               | 48.7%         | 7,809          | 47.9%         | 112          | (0.8)         | (72)         | 0.0          | 7,625          | 48.7%         |          |   |
| 608                                 | 15.9%         | 611            | 15.8%         | 3            | (0.1)         | (7)          | 1.0          | 601            | 16.9%         |          |   |
| 771                                 | 53.8%         | 822            | 62.2%         | 51           | 8.4           | (14)         | 5.0          | 757            | 58.8%         |          |   |
| <b>15,296</b>                       | <b>24.1%</b>  | <b>15,830</b>  | <b>24.8%</b>  | <b>534</b>   | <b>0.7</b>    | <b>29</b>    | <b>0.5</b>   | <b>15,325</b>  | <b>24.6%</b>  |          |   |
| 2,109                               | 5.0%          | 2,113          | 5.0%          | 4            | 0.0           | (23)         | 0.0          | 2,086          | 5.0%          |          |   |
| 1,693                               | 10.7%         | 1,697          | 10.4%         | 4            | (0.3)         | (56)         | (0.2)        | 1,637          | 10.5%         |          |   |
| 1,294                               | 33.8%         | 1,219          | 31.6%         | (75)         | (2.2)         | (245)        | (4.3)        | 1,049          | 29.5%         |          |   |
| 599                                 | 41.8%         | 580            | 43.9%         | (19)         | 2.1           | 28           | 6.9          | 627            | 48.7%         |          |   |
| <b>5,695</b>                        | <b>9.0%</b>   | <b>5,609</b>   | <b>8.8%</b>   | <b>(86)</b>  | <b>(0.2)</b>  | <b>(296)</b> | <b>(0.3)</b> | <b>5,399</b>   | <b>8.7%</b>   |          |   |
| 5,816                               | 13.8%         | 5,729          | 13.6%         | 87           | 0.2           | 78           | 0.1          | 5,738          | 13.7%         |          |   |
| 1,862                               | 11.8%         | 2,211          | 13.6%         | (349)        | (1.8)         | (89)         | (0.7)        | 1,951          | 12.5%         |          |   |
| 1,917                               | 50.1%         | 2,024          | 52.4%         | (107)        | (2.3)         | 12           | (3.4)        | 1,905          | 53.5%         |          |   |
| (566)                               | (39.5%)       | (617)          | (46.7%)       | 51           | 7.2           | 54           | 8.6          | (620)          | (48.1%)       |          |   |
| <b>9,029</b>                        | <b>14.3%</b>  | <b>9,347</b>   | <b>14.7%</b>  | <b>(318)</b> | <b>(0.4)</b>  | <b>55</b>    | <b>(0.1)</b> | <b>8,974</b>   | <b>14.4%</b>  |          |   |
| 6,526                               | 10.3%         | 6,913          | 10.8%         | 387          | 0.5           | (170)        | (0.1)        | 6,356          | 10.2%         |          |   |
| 2,650                               | 4.2%          | 2,624          | 4.1%          | (26)         | (0.1)         | (199)        | (0.3)        | 2,451          | 3.9%          |          |   |
| 848                                 | 1.3%          | 965            | 1.5%          | 117          | 0.2           | 103          | 0.2          | 951            | 1.5%          |          |   |
| 2,130                               | 3.4%          | 2,246          | 3.5%          | 116          | 0.1           | 26           | 0.1          | 2,156          | 3.5%          |          |   |
| <b>12,154</b>                       | <b>19.2%</b>  | <b>12,748</b>  | <b>20.0%</b>  | <b>594</b>   | <b>0.8</b>    | <b>(240)</b> | <b>(0.1)</b> | <b>11,914</b>  | <b>19.1%</b>  |          |   |
| <b>(3,125)</b>                      | <b>(4.9%)</b> | <b>(3,401)</b> | <b>(5.3%)</b> | <b>276</b>   | <b>0.4</b>    | <b>(185)</b> | <b>(0.2)</b> | <b>(2,940)</b> | <b>(4.7%)</b> |          |   |
| 657                                 | 1.0%          | 110            | 0.2%          | 547          | 0.8           | 517          | 0.8          | 140            | 0.2%          |          |   |
| 198                                 | 0.3%          | 130            | 0.2%          | 68           | 0.1           | 61           | 0.1          | 137            | 0.2%          |          |   |
| (352)                               | (0.6%)        | (352)          | (0.6%)        | 0            | 0.0           | 33           | 0.0          | (385)          | (0.6%)        |          |   |
| (2)                                 | 0.0%          | 0              | 0.0%          | (2)          | 0.0           | (2)          | 0.0          | 0              | 0.0%          |          |   |
| 2,585                               | 4.1%          | 2,599          | 4.1%          | (14)         | 0.0           | 15           | 0.0          | 2,570          | 4.1%          |          |   |
| <b>3,086</b>                        | <b>4.9%</b>   | <b>2,487</b>   | <b>3.9%</b>   | <b>599</b>   | <b>1.0</b>    | <b>624</b>   | <b>0.9</b>   | <b>2,462</b>   | <b>4.0%</b>   |          |   |
| <b>(39)</b>                         | <b>(0.1%)</b> | <b>(914)</b>   | <b>(1.4%)</b> | <b>875</b>   | <b>1.3</b>    | <b>439</b>   | <b>0.7</b>   | <b>(478)</b>   | <b>(0.8%)</b> |          |   |

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - JUNE 2018 (\$000's)  
DIVISIONS FULLY ALLOCATED**

| JUNE (05/27/18 - 06/30/18) |               |              |               |              |             |              |              |               |               | FY 16-17 |   |                            |
|----------------------------|---------------|--------------|---------------|--------------|-------------|--------------|--------------|---------------|---------------|----------|---|----------------------------|
| CURRENT MONTH              |               |              |               |              |             |              |              |               |               | **       |   |                            |
| ACTUAL                     |               | BUDGET       |               | VARIANCE     |             |              |              | LAST YEAR ACT |               |          |   |                            |
| \$                         | %             | \$           | %             | ACT/BUD      |             | ACT/LY ACT   |              | \$            | %             | \$       | % |                            |
|                            |               |              |               | \$           | %           | \$           | %            |               |               |          |   |                            |
| 3,982                      |               | 3,710        |               | 272          | 7.3%        | 145          | 3.8%         | 3,837         |               |          |   | <b>GROSS INCOME</b>        |
| 1,443                      |               | 1,420        |               | 23           | 1.6%        | 94           | 7.0%         | 1,349         |               |          |   | UCLA Store                 |
| 323                        |               | 288          |               | 35           | 12.2%       | 22           | 7.3%         | 301           |               |          |   | UCLA Restaurants           |
| 175                        |               | 135          |               | 40           | 29.6%       | 36           | 25.9%        | 139           |               |          |   | Services Division          |
|                            |               |              |               |              |             |              |              |               |               |          |   | UCLA Student Union         |
| <b>5,923</b>               |               | <b>5,553</b> |               | <b>370</b>   | <b>6.7%</b> | <b>297</b>   | <b>5.3%</b>  | <b>5,626</b>  |               |          |   | <b>TOTAL</b>               |
| 1,428                      | 35.9%         | 1,310        | 35.3%         | 118          | Pts.        | 30           | Pts.         | 1,398         | 36.4%         |          |   | <b>GROSS MARGIN</b>        |
| 1,024                      | 71.0%         | 1,023        | 72.0%         | 1            | (1.0)       | 68           | (0.1)        | 956           | 70.9%         |          |   | UCLA Store                 |
| 323                        | 100.0%        | 288          | 100.0%        | 35           | 0.0         | 22           | 0.0          | 301           | 100.0%        |          |   | UCLA Restaurants           |
| 114                        | 65.1%         | 84           | 62.2%         | 30           | 2.9         | 31           | 5.4          | 83            | 59.7%         |          |   | Services Division          |
| <b>2,889</b>               | <b>48.8%</b>  | <b>2,705</b> | <b>48.7%</b>  | <b>184</b>   | <b>0.1</b>  | <b>151</b>   | <b>0.1</b>   | <b>2,738</b>  | <b>48.7%</b>  |          |   | <b>TOTAL</b>               |
| 771                        | 19.4%         | 773          | 20.8%         | 2            | 1.4         | (20)         | 0.2          | 751           | 19.6%         |          |   | <b>TOTAL CONTROLLABLES</b> |
| 970                        | 67.2%         | 896          | 63.1%         | (74)         | (4.1)       | (95)         | (2.3)        | 875           | 64.9%         |          |   | UCLA Store                 |
| 163                        | 50.5%         | 133          | 46.2%         | (30)         | (4.3)       | (26)         | (5.0)        | 137           | 45.5%         |          |   | UCLA Restaurants           |
| 140                        | 80.0%         | 141          | 104.4%        | 1            | 24.4        | (10)         | 13.5         | 130           | 93.5%         |          |   | Services Division          |
| <b>2,044</b>               | <b>34.5%</b>  | <b>1,943</b> | <b>35.0%</b>  | <b>(101)</b> | <b>0.5</b>  | <b>(151)</b> | <b>(0.9)</b> | <b>1,893</b>  | <b>33.6%</b>  |          |   | <b>TOTAL</b>               |
| 657                        | 16.5%         | 537          | 14.5%         | 120          | 2.0         | 11           | (0.3)        | 646           | 16.8%         |          |   | <b>CONTRIBUTION</b>        |
| 54                         | 3.7%          | 127          | 8.9%          | (73)         | (5.2)       | (27)         | (2.3)        | 81            | 6.0%          |          |   | UCLA Store                 |
| 160                        | 49.5%         | 155          | 53.8%         | 5            | (4.3)       | (4)          | (5.0)        | 164           | 54.5%         |          |   | UCLA Restaurants           |
| (26)                       | (14.9%)       | (57)         | (42.2%)       | 31           | 27.3        | 21           | 18.9         | (47)          | (33.8%)       |          |   | Services Division          |
|                            |               |              |               |              |             |              |              |               |               |          |   | UCLA Student Union         |
| <b>845</b>                 | <b>14.3%</b>  | <b>762</b>   | <b>13.7%</b>  | <b>83</b>    | <b>0.6</b>  | <b>1</b>     | <b>(0.7)</b> | <b>844</b>    | <b>15.0%</b>  |          |   | <b>TOTAL</b>               |
| 624                        | 15.7%         | 613          | 16.5%         | (11)         | 0.8         | (48)         | (0.7)        | 576           | 15.0%         |          |   | <b>ALLOCATED EXPENSES</b>  |
| 389                        | 27.0%         | 388          | 27.3%         | (1)          | 0.3         | (36)         | (0.8)        | 353           | 26.2%         |          |   | UCLA Store                 |
| 104                        | 32.2%         | 94           | 32.6%         | (10)         | 0.4         | (19)         | (4.0)        | 85            | 28.2%         |          |   | UCLA Restaurants           |
| 112                        | 64.0%         | 99           | 73.3%         | (13)         | 9.3         | (18)         | 3.6          | 94            | 67.6%         |          |   | Services Division          |
| <b>1,229</b>               | <b>20.7%</b>  | <b>1,194</b> | <b>21.5%</b>  | <b>(35)</b>  | <b>0.8</b>  | <b>(121)</b> | <b>(1.0)</b> | <b>1,108</b>  | <b>19.7%</b>  |          |   | <b>TOTAL</b>               |
| 33                         | 0.6%          | (76)         | (1.4%)        | 109          | 2.0         | (37)         | (0.6)        | 70            | 1.2%          |          |   | <b>NET INCOME (LOSS)</b>   |
| (335)                      | (5.7%)        | (261)        | (4.7%)        | (74)         | (1.0)       | (63)         | (0.9)        | (272)         | (4.8%)        |          |   | <b>FROM OPERATIONS</b>     |
| 56                         | 0.9%          | 61           | 1.1%          | (5)          | (0.2)       | (23)         | (0.5)        | 79            | 1.4%          |          |   | UCLA Store                 |
| (138)                      | (2.3%)        | (156)        | (2.8%)        | 18           | 0.5         | 3            | 0.2          | (141)         | (2.5%)        |          |   | UCLA Restaurants           |
| <b>(384)</b>               | <b>(6.5%)</b> | <b>(432)</b> | <b>(7.8%)</b> | <b>48</b>    | <b>1.3</b>  | <b>(120)</b> | <b>(1.8)</b> | <b>(264)</b>  | <b>(4.7%)</b> |          |   | Services Division          |
|                            |               |              |               |              |             |              |              |               |               |          |   | UCLA Student Union         |
| 472                        | 8.0%          | 10           | 0.2%          | 462          | 7.8         | 448          | 7.6          | 24            | 0.4%          |          |   | <b>OTHER INC/(EXP)</b>     |
| 25                         | 0.4%          | 11           | 0.2%          | 14           | 0.2         | 13           | 0.2          | 12            | 0.2%          |          |   | Non-Recurrent Inc/(Exp)    |
| (32)                       | (0.5%)        | (32)         | (0.6%)        | 0            | 0.1         | 3            | 0.1          | (35)          | (0.6%)        |          |   | Interest Income            |
| (2)                        | 0.0%          | 0            | 0.0%          | (2)          | 0.0         | (2)          | 0.0          | 0             | 0.0%          |          |   | Interest (Expense)         |
| 234                        | 4.0%          | 236          | 4.2%          | (2)          | (0.2)       | (2)          | (0.4)        | 246           | 4.4%          |          |   | Income Taxes               |
| <b>697</b>                 | <b>11.8%</b>  | <b>225</b>   | <b>4.1%</b>   | <b>472</b>   | <b>7.7</b>  | <b>450</b>   | <b>7.4</b>   | <b>247</b>    | <b>4.4%</b>   |          |   | Student Union Fee Income   |
| <b>313</b>                 | <b>5.3%</b>   | <b>(207)</b> | <b>(3.7%)</b> | <b>520</b>   | <b>9.0</b>  | <b>330</b>   | <b>5.6</b>   | <b>(17)</b>   | <b>(0.3%)</b> |          |   | <b>TOTAL</b>               |
|                            |               |              |               |              |             |              |              |               |               |          |   | <b>NET INCOME (LOSS)</b>   |

| FISCAL YEAR 2017-2018               |               |                |               |              |               |              |              |                |               | FY 16-17 |   |                            |
|-------------------------------------|---------------|----------------|---------------|--------------|---------------|--------------|--------------|----------------|---------------|----------|---|----------------------------|
| YTD 11 MONTHS (07/30/17 - 06/30/18) |               |                |               |              |               |              |              |                |               | **       |   |                            |
| ACTUAL                              |               | BUDGET         |               | VARIANCE     |               |              |              | LAST YEAR ACT  |               |          |   |                            |
| \$                                  | %             | \$             | %             | ACT/BUD      |               | ACT/LY ACT   |              | \$             | %             | \$       | % |                            |
|                                     |               |                |               | \$           | %             | \$           | %            |                |               |          |   |                            |
| 42,292                              |               | 42,246         |               | 46           | 0.1%          | 502          | 1.2%         | 41,790         |               |          |   | <b>GROSS INCOME</b>        |
| 15,790                              |               | 16,296         |               | (506)        | (3.1%)        | 133          | 0.8%         | 15,657         |               |          |   | UCLA Store                 |
| 3,824                               |               | 3,859          |               | (35)         | (0.9%)        | 265          | 7.4%         | 3,559          |               |          |   | UCLA Restaurants           |
| 1,434                               |               | 1,322          |               | 112          | 8.5%          | 146          | 11.3%        | 1,288          |               |          |   | Services Division          |
|                                     |               |                |               |              |               |              |              |                |               |          |   | UCLA Student Union         |
| <b>63,340</b>                       |               | <b>63,723</b>  |               | <b>(383)</b> | <b>(0.6%)</b> | <b>1,046</b> | <b>1.7%</b>  | <b>62,294</b>  |               |          |   | <b>TOTAL</b>               |
| 14,145                              | 33.4%         | 14,430         | 34.2%         | (285)        | Pts.          | (20)         | Pts.         | 14,165         | 33.9%         |          |   | <b>GROSS MARGIN</b>        |
| 11,252                              | 71.3%         | 11,717         | 71.9%         | (465)        | (0.6)         | 38           | (0.3)        | 11,214         | 71.6%         |          |   | UCLA Store                 |
| 3,820                               | 99.9%         | 3,855          | 99.9%         | (35)         | 0.0           | 265          | 0.0          | 3,555          | 99.9%         |          |   | UCLA Restaurants           |
| 804                                 | 56.1%         | 786            | 59.5%         | 18           | (3.4)         | 39           | (3.3)        | 765            | 59.4%         |          |   | Services Division          |
| <b>30,021</b>                       | <b>47.4%</b>  | <b>30,788</b>  | <b>48.3%</b>  | <b>(767)</b> | <b>(0.9)</b>  | <b>322</b>   | <b>(0.3)</b> | <b>29,699</b>  | <b>47.7%</b>  |          |   | <b>TOTAL</b>               |
| 8,329                               | 19.7%         | 8,702          | 20.6%         | 373          | 0.9           | 98           | 0.5          | 8,427          | 20.2%         |          |   | <b>TOTAL CONTROLLABLES</b> |
| 9,390                               | 59.5%         | 9,506          | 58.3%         | 116          | (1.2)         | (127)        | (0.3)        | 9,263          | 59.2%         |          |   | UCLA Store                 |
| 1,902                               | 49.7%         | 1,831          | 47.4%         | (71)         | (2.3)         | (252)        | (3.3)        | 1,650          | 46.4%         |          |   | UCLA Restaurants           |
| 1,370                               | 95.5%         | 1,403          | 106.1%        | 33           | 10.6          | 15           | 12.0         | 1,385          | 107.5%        |          |   | Services Division          |
| <b>20,991</b>                       | <b>33.1%</b>  | <b>21,442</b>  | <b>33.6%</b>  | <b>451</b>   | <b>0.5</b>    | <b>(266)</b> | <b>0.2</b>   | <b>20,725</b>  | <b>33.3%</b>  |          |   | <b>TOTAL</b>               |
| 5,816                               | 13.8%         | 5,729          | 13.6%         | 87           | 0.2           | 78           | 0.1          | 5,738          | 13.7%         |          |   | <b>CONTRIBUTION</b>        |
| 1,862                               | 11.8%         | 2,211          | 13.6%         | (349)        | (1.8)         | (89)         | (0.7)        | 1,951          | 12.5%         |          |   | UCLA Store                 |
| 1,917                               | 50.1%         | 2,024          | 52.4%         | (107)        | (2.3)         | 12           | (3.4)        | 1,905          | 53.5%         |          |   | UCLA Restaurants           |
| (566)                               | (39.5%)       | (617)          | (46.7%)       | 51           | 7.2           | 54           | 8.6          | (620)          | (48.1%)       |          |   | Services Division          |
| <b>9,029</b>                        | <b>14.3%</b>  | <b>9,347</b>   | <b>14.7%</b>  | <b>(318)</b> | <b>(0.4)</b>  | <b>55</b>    | <b>(0.1)</b> | <b>8,974</b>   | <b>14.4%</b>  |          |   | <b>TOTAL</b>               |
| 6,225                               | 14.7%         | 6,515          | 15.4%         | 290          | 0.7           | (102)        | 0.0          | 6,123          | 14.7%         |          |   | <b>ALLOCATED EXPENSES</b>  |
| 3,922                               | 24.8%         | 4,180          | 25.7%         | 258          | 0.9           | 22           | 0.4          | 3,944          | 25.2%         |          |   | UCLA Store                 |
| 1,020                               | 26.7%         | 1,045          | 27.1%         | 25           | 0.4           | (136)        | (1.9)        | 884            | 24.8%         |          |   | UCLA Restaurants           |
| 987                                 | 68.8%         | 1,008          | 76.2%         | 21           | 7.4           | (24)         | 6.0          | 963            | 74.8%         |          |   | Services Division          |
| <b>12,154</b>                       | <b>19.2%</b>  | <b>12,748</b>  | <b>20.0%</b>  | <b>594</b>   | <b>0.8</b>    | <b>(240)</b> | <b>(0.1)</b> | <b>11,914</b>  | <b>19.1%</b>  |          |   | <b>TOTAL</b>               |
| (408)                               | (0.6%)        | (787)          | (1.2%)        | 379          | 0.6           | (22)         | 0.0          | (386)          | (0.6%)        |          |   | <b>NET INCOME (LOSS)</b>   |
| (2,060)                             | (3.3%)        | (1,969)        | (3.1%)        | (91)         | (0.2)         | (67)         | (0.1)        | (1,993)        | (3.2%)        |          |   | <b>FROM OPERATIONS</b>     |
| 897                                 | 1.4%          | 980            | 1.5%          | (83)         | (0.1)         | (124)        | (0.2)        | 1,021          | 1.6%          |          |   | UCLA Store                 |
| (1,554)                             | (2.5%)        | (1,625)        | (2.6%)        | 71           | 0.1           | 28           | 0.0          | (1,582)        | (2.5%)        |          |   | UCLA Restaurants           |
| <b>(3,125)</b>                      | <b>(4.9%)</b> | <b>(3,401)</b> | <b>(5.3%)</b> | <b>276</b>   | <b>0.4</b>    | <b>(185)</b> | <b>(0.2)</b> | <b>(2,940)</b> | <b>(4.7%)</b> |          |   | Services Division          |
| 657                                 | 1.0%          | 110            | 0.2%          | 547          | 0.8           | 517          | 0.8          | 140            | 0.2%          |          |   | <b>OTHER INC/(EXP)</b>     |
| 198                                 | 0.3%          | 130            | 0.2%          | 68           | 0.1           | 61           | 0.1          | 137            | 0.2%          |          |   | Non-Recurrent Inc/(Exp)    |
| (352)                               | (0.6%)        | (352)          | (0.6%)        | 0            | 0.0           | 33           | 0.0          | (385)          | (0.6%)        |          |   | Interest Income            |
| (2)                                 | 0.0%          | 0              | 0.0%          | (2)          | 0.0           | (2)          | 0.0          | 0              | 0.0%          |          |   | Interest (Expense)         |
| 2,585                               | 4.1%          | 2,599          | 4.1%          | (14)         | 0.0           | 15           | 0.0          | 2,570          | 4.1%          |          |   | Income Taxes               |
| <b>3,086</b>                        | <b>4.9%</b>   | <b>2,487</b>   | <b>3.9%</b>   | <b>599</b>   | <b>1.0</b>    | <b>624</b>   | <b>0.9</b>   | <b>2,462</b>   | <b>4.0%</b>   |          |   | Student Union Fee Income   |
| <b>(39)</b>                         | <b>(0.1%)</b> | <b>(914)</b>   | <b>(1.4%)</b> | <b>875</b>   | <b>1.3</b>    | <b>439</b>   | <b>0.7</b>   | <b>(478)</b>   | <b>(0.8%)</b> |          |   | <b>TOTAL</b>               |

ASUCLA  
P/L Reconciliation  
Jun-18

| <i>Financial Analysis</i>  | <b>\$000's</b> |
|--|----------------|
|  | <b>Jun-18</b>  |
| <b>Budgeted Net Income/(Loss)</b>  | <b>(207)</b>   |
| <b>UCLA Store</b>  |                |
| <b>Gross Margin:</b>   |                |
| Bearwear above plan mostly due to stronger than anticipated traffic during Commencement Weekend and the first week of summer break with tourists and summer camps                          | 97             |
| Fast Track below plan due to a negative annual physical inventory shrinkage adjustment   | (14)           |
| Market above plan due to increased foot traffic and higher sales in fruit beverages and in gifts, with a focus on Hydro Flask and Funko  | 8              |
| New Text below plan mostly due to continued downward sales trend   | (14)           |
| Used Text above plan due to rental fees including summer rentals and spring non-returned rental fees   | 18             |
| Bookzone above plan due to one special order from UCLA Graduate School of Education & Information Studies to be included in a LAUSD training program                                       | 27             |
| CRS above plan due to higher income for the BruinPrint station and department special orders are ahead of plan due to increased outreach   | 15             |
| Custom Shop above plan from several department orders due to increased outreach  | 8              |
| Computer Store below plan: weaker year over year demand for Apple laptops and desktops from both individuals and departments (no new product introductions in June like prior year)        | (17)           |
| LuValle Books below plan due to continued decline in Extension Textbooks   | (11)           |
| HSS General Mdse below plan due to aggressive sales plan based on timing of remodel. As remodel was delayed and reduced the ability to establish early traffic patterns with new customers | (9)            |
| HSS Dental above plan due to timing of receipt of backordered kit merchandise  | 7              |
| Hilltop Shop above plan due to heavier traffic during move-out; 92% sell thru on moving supplies   | 7              |
| Total Wages below plan   | 3              |
| Other  | (5)            |
| Total Contribution   | 120            |
| <b>UCLA Restaurants</b>  |                |
| <b>Gross Margin:</b>   |                |
| Greenhouse below plan due to more cannibalization from Veggie Grill opening than anticipated   | (6)            |
| Veggie Grill above plan: average check and customer count higher than anticipated in original budget   | 6              |
| Northern Lights below plan: continuing lower sales trend in this general area, and construction on parking lot 5 negatively impacted pass thorough traffic even more                       | (10)           |
| North Campus Student Ctr. below plan: continuing lower sales trend in this general area, plus construction in parking lot 5 negatively impacted pass through traffic even more             | (5)            |
| CSSC above plan as sales for Blaze were much higher than anticipated   | 10             |
| Café Synapse below plan due to ongoing customer traffic decline  | (8)            |
| LuValle Food Servery below plan: general traffic has shifted away from northern areas  | (12)           |
| Café 451 below plan: aggressive budget for finals week   | (5)            |
| Kerckhoff Coffeehouse below plan: small variances each day   | (7)            |
| Jamba Juice below plan: mostly commission reduction for property tax payment   | (8)            |
| Catering above plan: unbudgeted Angel City Games plus general increase in sales from new menu roll out in May  | 49             |
| Total Wages above plan (mostly student)  | (49)           |
| Other, negative controllables (mostly employee benefits)   | (28)           |
| Total Contribution   | (73)           |
| <b>Services</b>  |                |
| <b>Gross Margin:</b>   |                |
| Licensing Domestic above plan: some licensees are up and some down, and last year Adidas was ramping down while now Under Armour is established with positive comparable results           | 20             |
| Licensing International above plan: catching up slightly on prior period negative variance   | 8              |
| Licensing Campus Sourcing above plan: strong purchasing close to University's year end   | 8              |
| Leased Ops below plan: space previously leased by Kaplan is not currently leased   | (7)            |
| Photography above plan due to better than anticipated non-athletic photo job requests for June (with a higher average return)  | 6              |
| Total Wages above plan   | (5)            |
| Other, negative controllables mostly Licensing   | (25)           |
| Total Contribution   | 5              |
| <b>UCLA Student Union</b>  |                |
| <b>Gross Margin:</b>   |                |
| Event Services above plan due to unanticipated events from campus clients and first time outside clients   | 34             |
| AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)   | (4)            |
| Total wages below plan   | (2)            |
| Other  | 3              |
| Total Contribution   | 31             |
| <b>Allocated Expenses and Other</b>  |                |
| A&SS below plan: mostly due to reversal of current year UCPath and UCOP charges and positive employee benefits   | 21             |
| Facilities higher than plan mostly career wages and employee benefits  | (59)           |
| Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings  | 7              |
| Other, positive interest income and non-recurrent due to check from UCLA for prior year Utilities meter reads that resulted in overcharges   | 468            |
| Total  | 437            |
| <b>Actual Net Income/(Loss)</b>  | <b>313</b>     |

ASUCLA  
P/L Reconciliation  
Year-To-Date Through June, 2018

| <i>Financial Analysis</i>  | <b>\$000's</b> |
|--|----------------|
| <b>Budgeted Net Income/(Loss)</b>  | <b>(914)</b>   |
| <b>UCLA Store</b>  |                |
| <b>Gross Margin:</b>   |                |
| Bearwear above plan mostly due to a strong April sales month, strong Transfer Day plus two National Championship celebrations, strong Commencement Weekend                     | 189            |
| Graduation ETC below plan due to product mix (more lower margin items were sold) and shift of undergraduate regalia to an off campus competitor                                | (114)          |
| Campus Portrait Studio below plan due to the decline in number of sitting appointments as compared to last year and plan   | (52)           |
| Market above plan: increased foot traffic from completion of construction (Engineering steps and UCLA Hotel) and higher sales due to the closure of the Wooden Center          | 91             |
| Essentials below plan from declining sales of paper goods and writing instruments as students are using less school supplies (due to technology)                               | (33)           |
| Wooden Store below plan due to closure   | (53)           |
| E-Commerce below plan: overall decline in fan enthusiasm   | (58)           |
| New Text below plan: interaction between New and Used, fewer books were sold, average price down due to competitive pricing and impact of new rental program                   | (97)           |
| Used Text above plan: positive impact of new rental program  | 51             |
| Course Reader Solutions below plan: lower third party sales and a decline in requisitions (increased campus migration to CCLE)   | (105)          |
| LuValle Books below plan: used sales lower due to lack of available high quality used books for the law school and decline in Extension enrollment                             | (69)           |
| HSS Dental below plan due to decline in medical equipment sales (shift in leadership and location of the 1st year orientation)   | (29)           |
| Total Wages lower than plan  | 109            |
| Other, positive controllables mostly employee benefits   | 257            |
| Total Contribution   | 87             |
| <b>UCLA Restaurants</b>  |                |
| <b>Gross Margin:</b>   |                |
| Rubio's Baja Grill below plan: continued traffic and customer declines in Northern campus  | (17)           |
| Panda below plan due to lost sales from December fires and staffing issues led to slower service and lower sales   | (21)           |
| Greenhouse above plan: capturing more of customer traffic during the Sbarro closure/Veggie Grill opening delay   | 65             |
| Veggie Grill below plan: opening delay   | (88)           |
| Northern Lights below plan: general traffic has shifted away from northern areas, and construction in parking lot 5 has negatively impacted pass through traffic               | (86)           |
| No Campus Student Ctr below plan: general traffic has shifted away from northern areas, some sales were lower due to December fires, and construction in parking lot 5         | (102)          |
| CSSC below plan as budget does not reflect the period time the Bistro was closed for construction of new Blaze concept   | (133)          |
| Café Synapse below plan due to ongoing customer traffic decline  | (50)           |
| LuValle Food Servery below plan due to December fires, general traffic has shifted away from northern areas and cold, wet weather impacted lack of indoor seating              | (57)           |
| Kerckhoff Coffeehouse below plan: traffic decline in northern campus and significant customer declines throughout almost all campus restaurants in March                       | (25)           |
| Catering above plan due to several high volume events and new menu roll out  | 58             |
| Total Wages above plan (mostly students)   | (201)          |
| Other, positive controllables (mostly employee benefits)   | 308            |
| Total Contribution   | (349)          |
| <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          | 90             |
| Licensing International below plan (challenges in China and timing of Middle East, and India sales data received earlier than budgeted/accrued in July)                        | (51)           |
| Licensing Campus Sourcing above plan due to increase in UCLA departmental orders at start of the new school year and as they close out their year end                          | 15             |
| Leased Ops below plan due to delay in leases for Admissions and space previously leased by Kaplan  | (95)           |
| Photography above plan: higher non-athletic job requests   | 4              |
| Total Wages above plan   | (7)            |
| Other, negative controllables mostly Licensing   | (63)           |
| Total Contribution   | (107)          |
| <b>UCLA Student Union</b>  |                |
| <b>Gross Margin:</b>   |                |
| Event Services above plan: unplanned rental of two rooms at LuValle Commons, increased outside events and University events better than plan                                   | 49             |
| AU Post Office below plan due mostly to lower consignment commission (passport acceptance service)   | (32)           |
| Total Wages below plan   | 25             |
| Other, positive controllables  | 9              |
| Total Contribution   | 51             |
| <b>Allocated Expenses and Other</b>  |                |
| A&SS below plan (mostly savings in employee benefits and UCPath related expenses)  | 387            |
| Facilities above plan mostly wages and repairs & maintenance   | (26)           |
| Utilities below plan: savings due to lower consumption and energy efficient projects. In addition the budget was based on historical charges reflecting faulty meter readings. | 117            |
| Depreciation lower than plan due to timing of capitals   | 116            |
| Other- mostly higher interest income and non-recurrent due to refund check received from UCLA for prior year Utility charges   | 599            |
| Total  | 1,193          |
| <b>Actual Net Income/(Loss)</b>  | <b>(39)</b>    |

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

|  | Current Month<br>June 2018 | Prior Month<br>May 2018 | Prior Year<br>July 2017 |
|--|----------------------------|-------------------------|-------------------------|
| <b>ASSETS</b>                                  |                            |                         |                         |
| CURRENT ASSETS:                                |                            |                         |                         |
| Cash and cash equivalents                      | \$15,286                   | \$14,746                | \$12,191                |
| Accounts receivable                            | 4,229                      | 4,702                   | 3,526                   |
| Less: Allowance for doubtful accounts          | (557)                      | (554)                   | (551)                   |
| Accounts receivable, net                       | 3,672                      | 4,148                   | 2,975                   |
| Student fees receivable                        | 0                          | 678                     | 373                     |
| Inventories                                    | 5,096                      | 5,324                   | 6,302                   |
| Prepaid expenses and other current assets      | 227                        | 233                     | 368                     |
| Total current assets                           | 24,281                     | 25,129                  | 22,209                  |
| LONG TERM ASSETS                               |                            |                         |                         |
| Long term note receivable                      | 200                        | 200                     | 200                     |
| Property, equipment and improvements           | 72,032                     | 71,911                  | 69,851                  |
| Less: Accumulated depreciation                 | (49,916)                   | (49,709)                | (47,919)                |
| Total long term assets                         | 22,316                     | 22,402                  | 22,132                  |
| <b>TOTAL ASSETS</b>                            | <b>\$46,597</b>            | <b>\$47,531</b>         | <b>\$44,341</b>         |
| <b>LIABILITIES AND RETAINED EARNINGS</b>       |                            |                         |                         |
| CURRENT LIABILITIES:                           |                            |                         |                         |
| Accounts payable                               | \$5,468                    | \$6,049                 | \$5,727                 |
| Wages and payroll taxes payable                | 6,507                      | 6,211                   | 3,155                   |
| Sales tax payable & other liabilities          | 618                        | 746                     | 758                     |
| Interest payable                               | 42                         | 205                     | 81                      |
| Deferred income                                | 576                        | 490                     | 573                     |
| Funds held for others                          | 312                        | 236                     | 102                     |
| Current portion of long term debt              | 867                        | 833                     | 832                     |
| Total current liabilities                      | 14,390                     | 14,770                  | 11,228                  |
| LONG TERM DEBT:                                |                            |                         |                         |
| AU expansion loan                              | 7,095                      | 7,962                   | 7,962                   |
| Total long term debt                           | 7,095                      | 7,962                   | 7,962                   |
| <b>TOTAL LIABILITIES</b>                       | <b>21,485</b>              | <b>22,732</b>           | <b>19,190</b>           |
| RETAINED EARNINGS:                             |                            |                         |                         |
| Beginning Balance                              | 25,151                     | 25,151                  | 26,008                  |
| Year-to-date net income/(loss)                 | (39)                       | (352)                   | (857)                   |
| Ending Balance                                 | 25,112                     | 24,799                  | 25,151                  |
| <b>TOTAL LIABILITIES AND RETAINED EARNINGS</b> | <b>\$46,597</b>            | <b>\$47,531</b>         | <b>\$44,341</b>         |

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS  
June 2018  
(\$000's)**

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$313  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 208  
   Loss (Gain) on disposal of fixed assets 0  
(Increase)/decrease in current assets:  
   Accounts receivable 476  
   Student fees receivable 678  
   Inventories 228  
   Prepaid expenses and other current assets 6  
Increase/(decrease) in current liabilities:  
   Accounts payable (581)  
   Sales tax payable & other liabilities (128)  
   Wages and payroll taxes payable 296  
   Interest payable (163)  
   Deferred Income 86  
   Funds held for others 76  
  
   Net cash provided/(used) by operating activities **1,495**

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

Purchase of property, equipment and improvements (112)  
 Change in capital projects in progress (10)  
  
   Net cash used in investing activities **(122)**

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

Principal payments on AU expansion loan (833)  
  
   Net cash provided/(used) by financing activities **(833)**

**NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS**

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

|  | <b>Current Month</b> | <b>Year to Date</b> | <b>Prior Year to Date</b> |
|--|----------------------|---------------------|---------------------------|
|  | \$313                | (\$39)              | (\$478)                   |
|  | 208                  | 2,130               | 2,156                     |
|  | 0                    | 15                  | 5                         |
|  | 476                  | (696)               | (572)                     |
|  | 678                  | 374                 | 508                       |
|  | 228                  | 1,207               | 890                       |
|  | 6                    | 142                 | 91                        |
|  | (581)                | (259)               | 99                        |
|  | (128)                | (140)               | (220)                     |
|  | 296                  | 3,353               | (1,086)                   |
|  | (163)                | (39)                | (42)                      |
|  | 86                   | 3                   | (40)                      |
|  | 76                   | 210                 | 55                        |
|  | <b>1,495</b>         | <b>6,261</b>        | <b>1,366</b>              |
|  | (112)                | (1,578)             | (834)                     |
|  | (10)                 | (755)               | 0                         |
|  | <b>(122)</b>         | <b>(2,333)</b>      | <b>(834)</b>              |
|  | (833)                | (833)               | (800)                     |
|  | <b>(833)</b>         | <b>(833)</b>        | <b>(800)</b>              |
|  | <b>540</b>           | <b>3,095</b>        | <b>(268)</b>              |
|  | <b>14,746</b>        | <b>12,191</b>       | <b>11,907</b>             |
|  | <b>\$15,286</b>      | <b>\$15,286</b>     | <b>\$11,639</b>           |



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION  
June 2018  
(\$000's)**

|  |                                |
|--|--------------------------------|
| <b>CASH AND CASH EQUIVALENTS</b>                       | <b>\$15,286</b>                |
| Less: Committed Capital Projects                       |                                |
| Ackerman A Level and First Floor Remodel               | (462)                          |
| CSSC Pizza Concept                                     | (254)                          |
| AU 1st Floor Restrooms                                 | (175)                          |
| Engineering 6 Café                                     | (150)                          |
| Subtotal   | <u>(1,041)</u>                 |
| Adjustment for Cash Overdraft Entry                    | (845)                          |
| Uncommitted Cash                                       | 13,400                         |
| <b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b> | <u>15,118</u>                  |
| <b>RESERVE SURPLUS (DEFICIT)</b>                       | <u><u><b>(\$1,718)</b></u></u> |

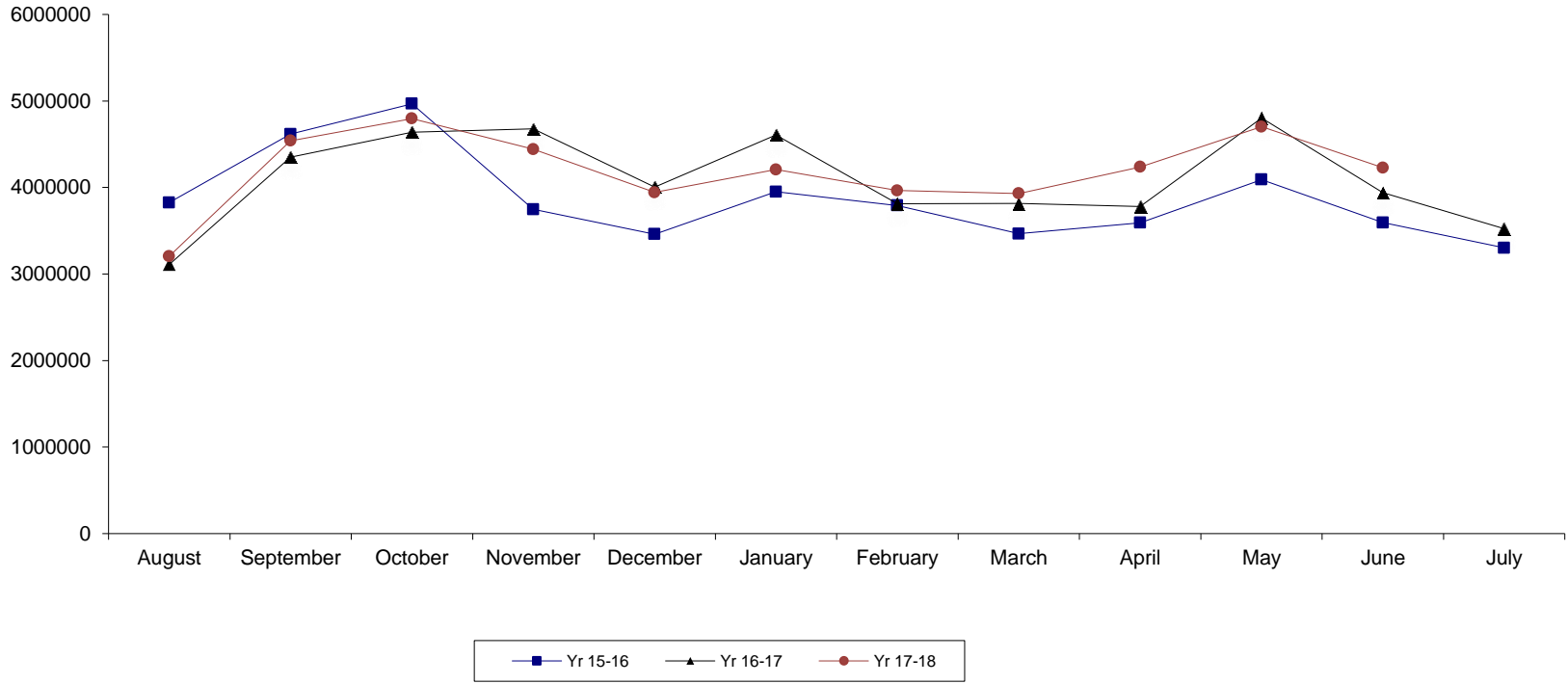
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - Current Year Projects (\$000's)  
FY 2017-2018 June 2018

| 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           | 8.6          | 0.5          | 9.1            | 40.9              |              | 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                    |
| 2017-004 HSS Remodel                                  | 75.0           | 68.7         | 0.0          | 68.7           | 6.3               |              | 0.0           | Pending                    |
| <b>Total Store/Services</b>                           | <b>175.0</b>   | <b>77.3</b>  | <b>0.5</b>   | <b>77.8</b>    | <b>47.2</b>       | <b>50.0</b>  | <b>0.0</b>    |                            |
| <b>Food Service</b>                                   |                |              |              |                |                   |              |               |                            |
| 2017-005 FS Miscellaneous and Unanticipated           | 50.0           | 28.1         | 11.8         | 39.9           | 10.1              |              | 0.0           | In Progress                |
| 2017-006 Patio Furniture Upgrade                      | 20.0           | 12.8         | 0.0          | 12.8           | 7.2               |              | 0.0           | In Progress                |
| 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          | 67.0         | 0.0          | 67.0           | 58.0              |              | 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          | 366.3        | 61.9         | 428.2          | 71.8              |              | 0.0           | In Progress                |
| 2017-036 Engineering 6 Café                           | 0.0            | 0.0          | 3.0          | 3.0            | 147.0             |              | 150.0         | Pending                    |
| <b>Total Food Services</b>                            | <b>900.0</b>   | <b>474.2</b> | <b>88.9</b>  | <b>563.1</b>   | <b>431.9</b>      | <b>55.0</b>  | <b>150.0</b>  |                            |
| <b>Technology</b>                                     |                |              |              |                |                   |              |               |                            |
| 2017-013 Network Infrastructure Upgrade               | 10.0           | 6.0          | 1.9          | 7.9            | 2.1               |              | 0.0           | In Progress                |
| 2017-014 Printer Replacement                          | 20.0           | 7.2          | 6.5          | 13.7           | 6.3               |              | 0.0           | In Progress                |
| 2017-015 PC Replacement                               | 20.0           | 21.1         | 0.0          | 21.1           | 0.0               |              | 1.1           | Completed                  |
| 2017-016 Computing & Comm. Room Upgrade               | 20.0           | 16.7         | 0.0          | 16.7           | 3.3               |              | 0.0           | In Progress                |
| 2017-017 Marketing Oversize Printer                   | 17.0           | 0.0          | 0.0          | 0.0            | 0.0               |              | (17.0)        | Cancel                     |
| 2017-018 Marketing Misc. Hardware/Software Upgrades   | 5.0            | 9.9          | 0.0          | 9.9            | 0.0               |              | 4.9           | Completed                  |
| <b>Total Technology</b>                               | <b>92.0</b>    | <b>60.9</b>  | <b>8.4</b>   | <b>69.3</b>    | <b>11.7</b>       | <b>0.0</b>   | <b>(11.0)</b> |                            |
| <b>Others</b>   |                |              |              |                |                   |              |               |                            |
| 2017-019 Fac. Misc. Remodels                          | 50.0           | 20.8         | 27.5         | 48.3           | 1.7               |              | 0.0           | In Progress                |
| 2017-020 AU 2nd Floor Concourse/Bridge & Coop West Pa | 60.0           | 52.3         | 0.0          | 52.3           | 0.0               |              | (7.7)         | Completed                  |
| 2017-021 AU 1st Floor Restrooms                       | 150.0          | 0.0          | 175.4        | 175.4          | 0.0               |              | 25.4          | 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           | 8.7          | 0.0          | 8.7            | 6.3               |              | 0.0           | In Progress                |
| 2017-028 MCO Equipment                                | 20.0           | 19.5         | 0.0          | 19.5           | 0.0               |              | (0.5)         | Completed                  |
| 2017-029 Convert Darkroom to office                   | 0.0            | 5.5          | 0.0          | 5.5            | 0.0               |              | 5.5           | Completed                  |
| 2017-032 Fac. Gem Carts                               | 0.0            | 17.6         | 0.0          | 17.6           | 0.0               |              | 17.6          | Completed                  |
| 2017-033 Wolfgang Patio                               | 0.0            | 51.5         | 0.0          | 51.5           | 0.0               |              | 51.5          | Completed                  |
| 2017-034 NC Back Door                                 | 0.0            | 0.0          | 26.6         | 26.6           | 0.0               |              | 26.6          | In Progress                |
| 2017-035 KH 105/109 Carpet Replacement                | 0.0            | 11.3         | 22.9         | 34.2           | 0.0               |              | 34.2          | In Progress                |
| 2017-037 Video Wall AU1st Floor                       | 0.0            | 94.4         | 24.0         | 118.4          | 16.6              |              | 135.0         | Completed Awaiting Invoice |
| 2017-038 LVC Patio Deck                               | 0.0            | 0.0          | 50.0         | 50.0           | 0.0               |              | 50.0          | In Progress                |
| 2017-039 LVC Suite Remodel                            | 0.0            | 0.0          | 0.0          | 0.0            | 6.0               |              | 6.0           | Pending                    |
| 2017-040 KH 3rd & 4th Floor Security Cameras          | 0.0            | 0.0          | 5.6          | 5.6            | 0.4               |              | 6.0           | Pending                    |
| <b>Total Others</b>                                   | <b>450.0</b>   | <b>281.6</b> | <b>332.0</b> | <b>613.6</b>   | <b>31.0</b>       | <b>155.0</b> | <b>349.6</b>  |                            |
| <b>Total Current Year Projects</b>                    | <b>1,617.0</b> | <b>894.0</b> | <b>429.8</b> | <b>1,323.8</b> | <b>521.8</b>      | <b>260.0</b> | <b>488.6</b>  |                            |

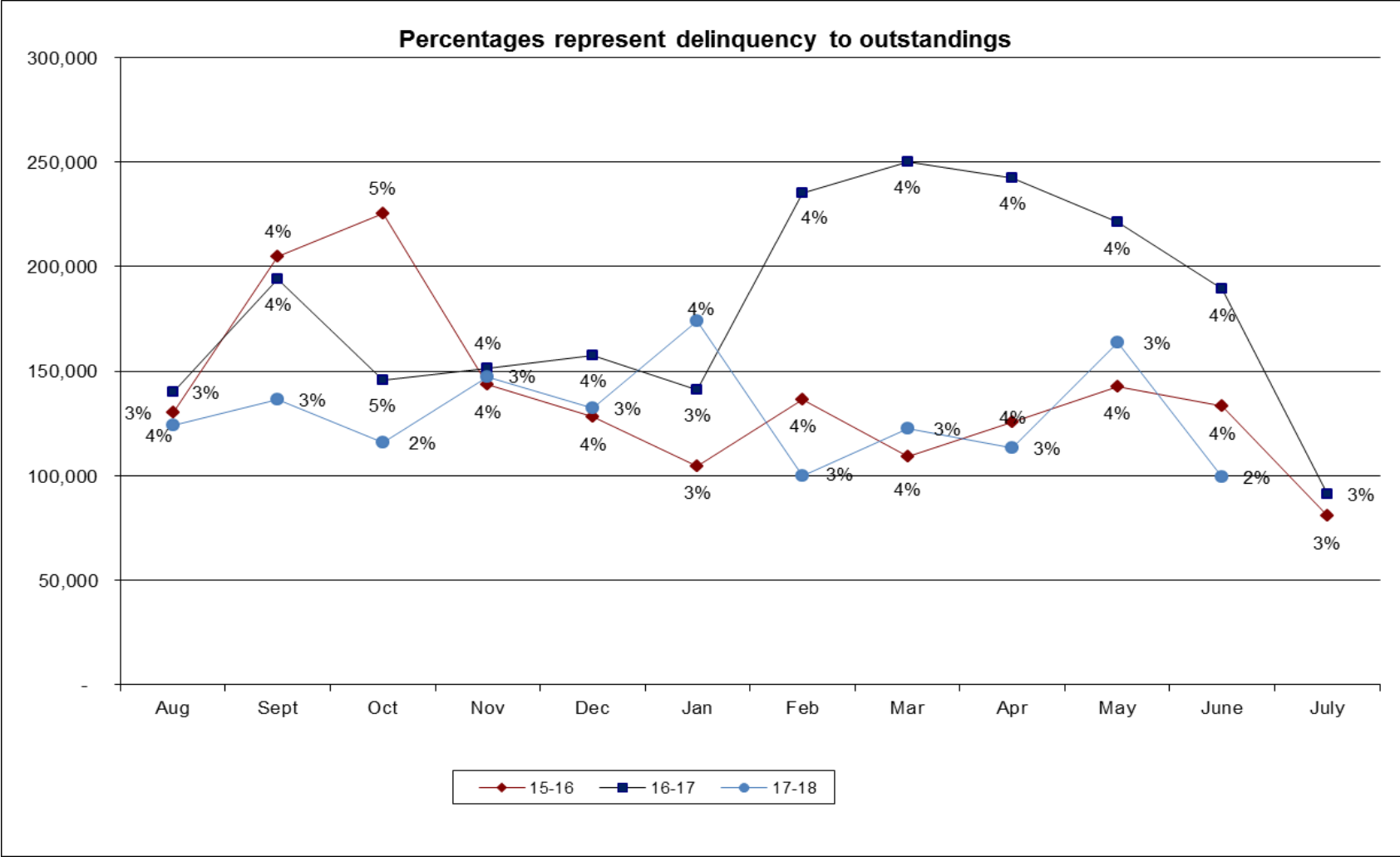
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

| 6/30/2018                  | Jun | Current            | %           | 30+              | %           | 60+             | %           | 90+             | %           | 120+            | %           | 150+            | %           | Total              | %           |
|----------------------------|-----|--------------------|-------------|------------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|--------------------|-------------|
| UNIVERSITY                 |     | \$1,308,809        | 33%         | \$48,882         | 40%         | \$3,618         | 8%          | \$601           | 14%         | \$1,350         | 5%          | \$5,632         | 23%         | \$1,368,892        | 32%         |
| ASUCLA PUBLICATIONS        |     | \$94,222           | 2%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$94,222           | 2%          |
| ASUCLA USA/GSA             |     | \$114,552          | 3%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$114,552          | 3%          |
| DUE FROM VENDORS           |     | \$541,644          | 14%         | (\$2,180)        | -2%         | \$6,383         | 15%         | \$1,438         | 33%         | \$27,069        | 95%         | \$18,046        | 76%         | \$592,400          | 14%         |
| DENTAL KITS                |     | \$57,698           | 1%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$57,698           | 1%          |
| OTHER                      |     | \$1,890,922        | 47%         | \$74,568         | 62%         | \$32,825        | 77%         | \$2,270         | 53%         | (\$1)           | 0%          | \$293           | 1%          | \$2,000,877        | 48%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$4,007,847</b> | <b>100%</b> | <b>\$121,270</b> | <b>100%</b> | <b>\$42,826</b> | <b>100%</b> | <b>\$4,309</b>  | <b>100%</b> | <b>\$28,418</b> | <b>100%</b> | <b>\$23,971</b> | <b>100%</b> | <b>\$4,228,641</b> | <b>100%</b> |
|                            |     | 95%                |             | 3%               |             | 0%              |             | 0%              |             | 1%              |             | 1%              |             | 100%               |             |
|                            |     |                    |             |                  |             |                 |             |                 |             |                 |             |                 |             |                    |             |
| 5/26/2018                  | May | Current            | %           | 30+              | %           | 60+             | %           | 90+             | %           | 120+            | %           | 150+            | %           | Total              | %           |
| UNIVERSITY                 |     | \$976,467          | 23%         | \$236,289        | 66%         | \$79,229        | 92%         | \$1,737         | 16%         | \$929           | 2%          | \$4,917         | 23%         | \$1,299,568        | 28%         |
| ASUCLA PUBLICATIONS        |     | \$90,086           | 2%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$90,086           | 2%          |
| ASUCLA USA/GSA             |     | \$155,227          | 4%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$155,227          | 3%          |
| DUE FROM VENDORS           |     | \$662,230          | 16%         | \$6,217          | 2%          | (\$2,764)       | -3%         | \$6,501         | 59%         | \$24,781        | 55%         | \$16,521        | 78%         | \$713,486          | 15%         |
| DENTAL KITS                |     | \$245,859          | 6%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$245,859          | 5%          |
| OTHER                      |     | \$2,048,339        | 49%         | \$117,631        | 32%         | \$9,663         | 11%         | \$2,698         | 25%         | \$19,765        | 43%         | (\$232)         | -1%         | \$2,197,864        | 47%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$4,178,208</b> | <b>100%</b> | <b>\$360,137</b> | <b>100%</b> | <b>\$86,128</b> | <b>100%</b> | <b>\$10,936</b> | <b>100%</b> | <b>\$45,475</b> | <b>100%</b> | <b>\$21,206</b> | <b>100%</b> | <b>\$4,702,090</b> | <b>100%</b> |
|                            |     | 89%                |             | 8%               |             | 2%              |             | 0%              |             | 1%              |             | 0%              |             | 100%               |             |
|                            |     |                    |             |                  |             |                 |             |                 |             |                 |             |                 |             |                    |             |
| 4/28/2018                  | Apr | Current            | %           | 30+              | %           | 60+             | %           | 90+             | %           | 120+            | %           | 150+            | %           | Total              | %           |
| UNIVERSITY                 |     | \$972,542          | 25%         | \$92,857         | 55%         | \$12,531        | 58%         | \$1,797         | 7%          | \$964           | 3%          | \$15,902        | 43%         | \$1,096,593        | 26%         |
| ASUCLA PUBLICATIONS        |     | \$62,752           | 2%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$62,752           | 1%          |
| ASUCLA USA/GSA             |     | \$103,236          | 3%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$103,236          | 2%          |
| DUE FROM VENDORS           |     | \$308,859          | 8%          | \$1,961          | 1%          | \$3,471         | 16%         | \$2,058         | 7%          | \$27,296        | 99%         | \$18,198        | 50%         | \$361,843          | 9%          |
| DENTAL KITS                |     | \$122,137          | 3%          | \$0              | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$0             | 0%          | \$122,137          | 3%          |
| OTHER                      |     | \$2,388,100        | 59%         | \$72,597         | 44%         | \$5,664         | 26%         | \$23,294        | 86%         | (\$472)         | -2%         | \$2,502         | 7%          | \$2,491,685        | 59%         |
| <b>TOTAL CURRENT MONTH</b> |     | <b>\$3,957,626</b> | <b>100%</b> | <b>\$167,415</b> | <b>100%</b> | <b>\$21,666</b> | <b>100%</b> | <b>\$27,149</b> | <b>100%</b> | <b>\$27,788</b> | <b>100%</b> | <b>\$36,602</b> | <b>100%</b> | <b>\$4,238,246</b> | <b>100%</b> |
|                            |     | 93%                |             | 4%               |             | 0%              |             | 1%              |             | 1%              |             | 1%              |             | 100%               |             |

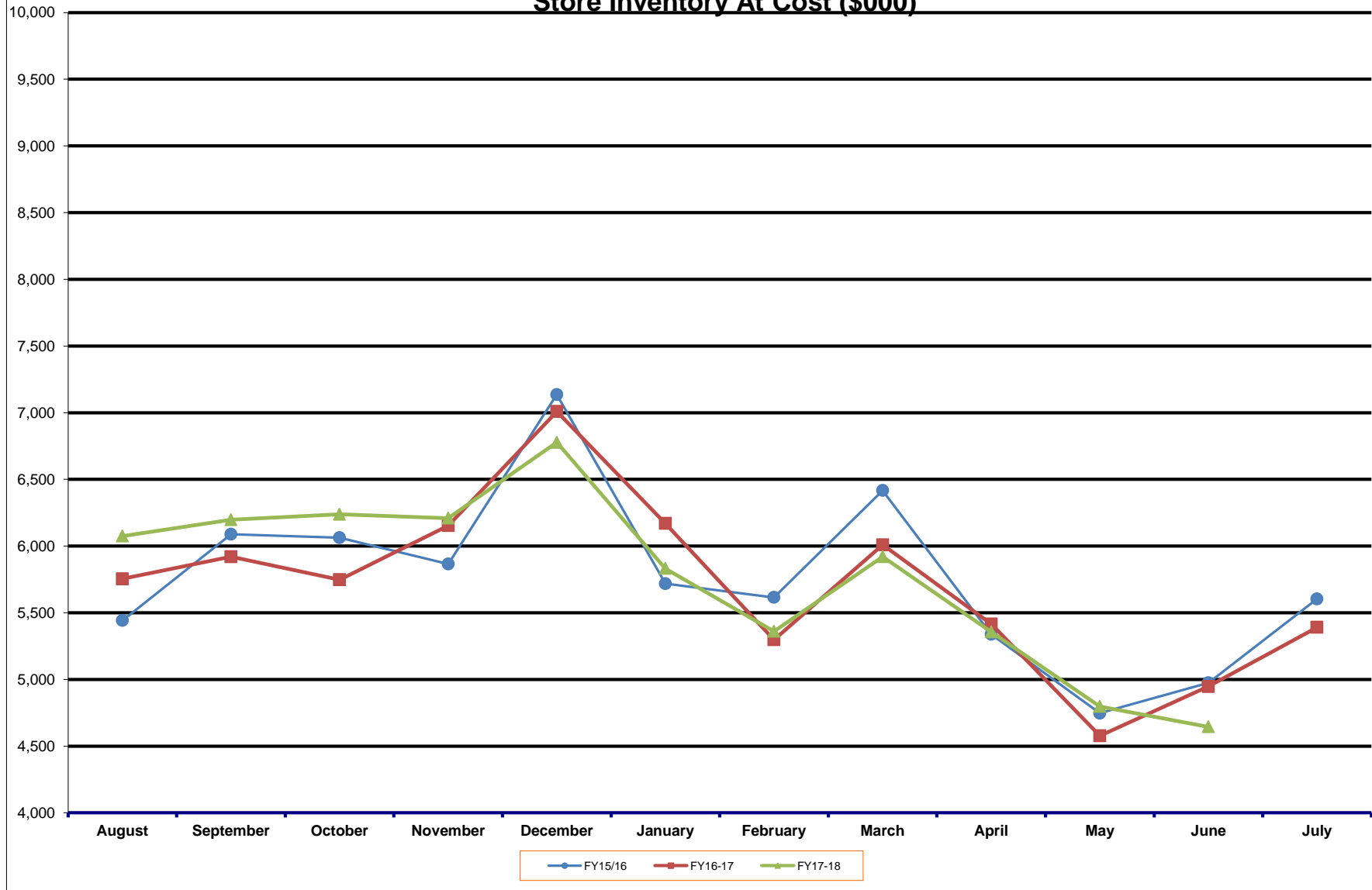
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 15 to June 18**



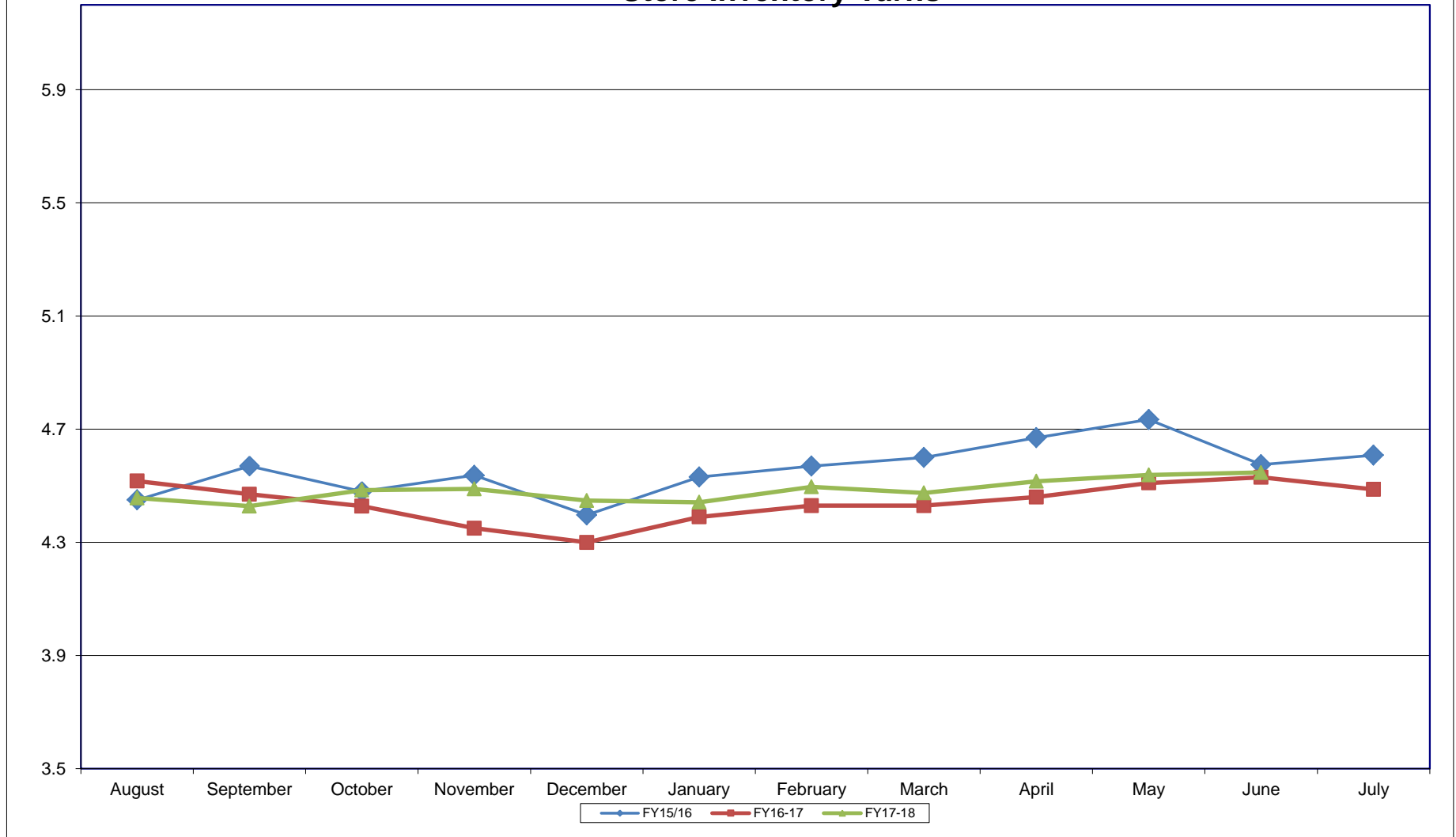
# Aged Accounts Receivable Balances >60 Days Past Due



### 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

| JUN. 11(05/27/18-06/30/18) |           |           | FISCAL YEAR 17-18            |            |           | FISCAL YEAR 16-17 |            |
|----------------------------|-----------|-----------|------------------------------|------------|-----------|-------------------|------------|
| CURRENT MONTH              |           |           | YTD 11 MO(07/30/17-06/30/18) |            |           | LAST YEAR ACTUAL  |            |
| ACTUAL                     | BUDGET    | VARIANCE  | ACTUAL                       | BUDGET     | VARIANCE  | MONTH             | YTD        |
| 1,484,971                  | 1,515,971 | <31,000>  | 16,959,357                   | 17,076,038 | <116,681> | 1,488,092         | 16,855,576 |
| 1,775,804                  | 1,544,602 | 231,202   | 14,477,359                   | 14,308,194 | 169,165   | 1,667,177         | 14,006,908 |
| 157,492                    | 146,940   | 10,552    | 1,474,460                    | 1,417,070  | 57,390    | 151,847           | 1,405,695  |
| 148,701                    | 175,475   | <26,774>  | 2,057,761                    | 2,270,881  | <213,120> | 157,108           | 2,263,196  |
| 71,137                     | 70,000    | 1,137     | 1,330,576                    | 1,405,000  | <74,424>  | 83,363            | 1,308,339  |
| 221,429                    | 197,720   | 23,709    | 4,845,889                    | 4,950,768  | <104,879> | 215,273           | 5,089,533  |
| 3,859,535                  | 3,650,708 | 208,827   | 41,145,403                   | 41,427,951 | <282,548> | 3,762,861         | 40,929,247 |
| 2,490,067                  | 2,386,313 | <103,754> | 27,929,622                   | 27,657,528 | <272,094> | 2,448,339         | 27,482,154 |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
| 9,276                      | 3,970     | <5,306>   | 61,763                       | 50,940     | <10,823>  | <6,286>           | 46,544     |
| 51,888                     | 6,780     | <45,108>  | 114,693                      | 70,425     | <44,268>  | 16,202            | 76,752     |
| 39                         | 680       | 641       | 6,084                        | 6,530      | 446       | 3,535             | 9,331      |
| 2,421                      | 880       | <1,541>   | 12,581                       | 11,250     | <1,331>   | <17,374>          | <6,496>    |
| 0                          | 0         | <0>       | 0                            | 0          | <0>       | 2                 | 2          |
| 213                        | 1,160     | 947       | 22,282                       | 18,880     | <3,402>   | <5,569>           | 17,118     |
| 63,837                     | 13,470    | <50,367>  | 217,409                      | 158,025    | <59,384>  | <9,491>           | 143,249    |
| 2,553,904                  | 2,399,783 | <154,121> | 28,147,031                   | 27,815,553 | <331,478> | 2,438,848         | 27,625,403 |
|                            |           |           |                              |            |           |                   |            |
| 64.5                       | 65.4      | 0.9       | 67.9                         | 66.8       | <1.1>     | 65.1              | 67.2       |
| 1,305,631                  | 1,250,925 | 54,706    | 12,998,372                   | 13,612,398 | <614,026> | 1,324,013         | 13,303,844 |
| 35.5                       | 34.6      | 0.9       | 32.1                         | 33.2       | <1.1>     | 34.9              | 32.9       |
| 1.7                        | 0.4       | <1.3>     | 0.5                          | 0.4        | <0.2>     | <0.3>             | 0.4        |
|                            |           |           |                              |            |           |                   |            |
| 33.8                       | 34.3      | <0.4>     | 31.6                         | 32.9       | <1.3>     | 35.2              | 32.5       |
|                            |           |           |                              |            |           |                   |            |
| 14.0                       | 15.0      | <1.0>     | 16.6                         | 18.7       | <2.1>     | 16.7              | 18.7       |
| 49.0                       | 51.1      | <2.2>     | 48.9                         | 49.5       | <0.6>     | 49.6              | 49.2       |
| 43.2                       | 41.3      | 2.0       | 41.7                         | 41.2       | 0.5       | 40.2              | 41.2       |
| 33.6                       | 34.9      | <1.3>     | 33.3                         | 35.2       | <1.9>     | 46.0              | 35.3       |
| 53.8                       | 50.2      | 3.6       | 51.1                         | 51.8       | <0.7>     | 46.5              | 50.9       |
| 32.6                       | 39.2      | <6.6>     | 23.2                         | 24.6       | <1.4>     | 35.5              | 24.0       |
|                            |           |           |                              |            |           |                   |            |
| 122,833                    | 58,895    | 63,938    | 1,146,498                    | 817,897    | 328,601   | 73,664            | 861,072    |
| 1,428,463                  | 1,309,820 | 118,643   | 14,144,870                   | 14,430,295 | <285,425> | 1,397,677         | 14,164,916 |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
| 253,044                    | 254,263   | 1,219     | 2,698,584                    | 2,784,455  | 85,871    | 245,233           | 2,775,716  |
| 1,549                      | 300       | <1,249>   | 11,977                       | 6,640      | <5,337>   | 1,593             | 5,166      |
| 222,776                    | 225,588   | 2,812     | 2,189,118                    | 2,217,281  | 28,163    | 202,944           | 2,034,280  |
| 477,370                    | 480,151   | 2,781     | 4,899,679                    | 5,008,376  | 108,697   | 449,770           | 4,815,163  |
| 12.4                       | 13.2      | 0.8       | 11.9                         | 12.1       | 0.2       | 12.0              | 11.8       |
|                            |           |           |                              |            |           |                   |            |
| 134,333                    | 145,880   | 11,547    | 1,319,953                    | 1,579,986  | 260,033   | 138,909           | 1,526,552  |
| 4,190                      | 5,996     | 1,806     | 81,313                       | 78,489     | <2,824>   | 8,835             | 82,428     |
| 7,378                      | 11,600    | 4,222     | 108,535                      | 125,740    | 17,205    | 12,464            | 127,010    |
| 19                         | 15        | <4>       | 198                          | 165        | <33>      | 33                | 222        |
| 1,020                      | 1,500     | 480       | 28,173                       | 35,600     | 7,427     | 612               | 30,925     |
| 0                          | 188       | 188       | 5,095                        | 5,160      | 65        | 0                 | 4,250      |
| 3,196                      | 3,912     | 716       | 56,419                       | 52,170     | <4,249>   | 5,368             | 54,131     |
| 17,655                     | 13,813    | <3,842>   | 218,914                      | 221,999    | 3,085     | 17,515            | 217,989    |
| 3,600                      | 3,600     | 0         | 13,663                       | 13,700     | 37        | 3,501             | 13,250     |
| 0                          | 0         | 0         | 656                          | 0          | <656>     | 0                 | 64         |
| 10                         | 0         | <10>      | 18                           | 0          | <18>      | 0                 | 17         |
| 0                          | 25        | 25        | 0                            | 275        | 275       | 0                 | 0          |
| 10,572                     | 10,797    | 225       | 210,909                      | 203,493    | <7,416>   | 9,262             | 203,124    |
| <5,217>                    | <2,650>   | 2,567     | <114,011>                    | <100,050>  | 13,961    | <3,879>           | <104,056>  |
| 0                          | 25        | 25        | 279,493                      | 270,775    | <8,718>   | 32                | 251,585    |
| 3,989                      | 2,430     | <1,559>   | 46,304                       | 48,900     | 2,596     | 1,962             | 54,817     |
| 62,267                     | 54,536    | <7,731>   | 742,143                      | 756,404    | 14,261    | 61,664            | 730,841    |
| <225>                      | 0         | 225       | 6,040                        | 0          | <6,040>   | 2,752             | 9,099      |
| 2,425                      | 0         | <2,425>   | 12,967                       | 0          | <12,967>  | 400               | 19,615     |
| 0                          | 0         | 0         | 30                           | 0          | <30>      | 413               | <55>       |
| 0                          | 0         | 0         | 0                            | 0          | 0         | 0                 | 1,785      |
| 95                         | 0         | <95>      | 4,450                        | 2,500      | <1,950>   | 0                 | 2,492      |
| 0                          | 0         | 0         | 0                            | 300        | 300       | 0                 | 300        |
| 10,063                     | 10,950    | 887       | 123,396                      | 124,450    | 1,054     | 7,531             | 121,666    |
| 0                          | 0         | 0         | 6,682                        | 1,900      | <4,782>   | 0                 | 8,049      |
| 23,205                     | 23,350    | 145       | 23,205                       | 23,350     | 145       | 25,264            | 25,264     |
| 317                        | 350       | 33        | 65,537                       | 57,750     | <7,787>   | 2,512             | 61,533     |
| 173                        | 100       | <73>      | 40,226                       | 39,458     | <768>     | 202               | 37,723     |
| 0                          | 2         | 2         | 0                            | 6          | 6         | 0                 | 0          |
| 15,051                     | 6,350     | <8,701>   | 148,666                      | 150,780    | 2,114     | 6,066             | 131,446    |
| 294,118                    | 292,769   | <1,349>   | 3,428,972                    | 3,693,300  | 264,328   | 301,417           | 3,612,065  |
| 771,488                    | 772,920   | 1,432     | 8,328,651                    | 8,701,676  | 373,025   | 751,188           | 8,427,228  |
|                            |           |           |                              |            |           |                   |            |
| 656,976                    | 536,900   | 120,076   | 5,816,219                    | 5,728,619  | 87,600    | 646,489           | 5,737,688  |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
|                            |           |           |                              |            |           |                   |            |
| 34,613                     | 46,700    | 12,087    | 404,699                      | 497,022    | 92,323    | 46,161            | 411,638    |
| 163,549                    | 160,158   | <3,391>   | 1,612,935                    | 1,679,349  | 66,414    | 149,759           | 1,562,351  |
| 68,208                     | 70,984    | 2,776     | 721,301                      | 757,907    | 36,606    | 67,863            | 766,850    |
| 38,055                     | 34,116    | <3,939>   | 393,319                      | 394,094    | 775       | 26,099            | 343,568    |
| 121,209                    | 118,362   | <2,847>   | 1,270,486                    | 1,279,834  | 9,348     | 111,719           | 1,197,951  |
| 115,185                    | 93,972    | <21,213>  | 924,906                      | 917,048    | <7,858>   | 85,179            | 890,130    |
| 24,915                     | 27,186    | 2,271     | 272,103                      | 309,438    | 37,335    | 31,866            | 320,572    |
| 56,962                     | 61,825    | 4,863     | 624,084                      | 680,081    | 55,997    | 57,096            | 629,016    |
| 622,696                    | 613,303   | <9,393>   | 6,223,834                    | 6,514,773  | 290,939   | 575,741           | 6,122,075  |
|                            |           |           |                              |            |           |                   |            |
| 34,280                     | <76,403>  | 110,683   | <407,615>                    | <786,154>  | 378,539   | 70,748            | <384,388>  |



UCLA RESTAURANTS  
INCOME STATEMENT

| JUN. 11(05/27/18-06/30/18) |           |          | FISCAL YEAR 17-18            |             |           | FISCAL YEAR 16-17 |             |
|----------------------------|-----------|----------|------------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 11 MO(07/30/17-06/30/18) |             |           | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE  | MONTH             | YTD         |
| 170,723                    | 170,277   | 446      | 1,985,454                    | 1,846,986   | 138,468   | 177,806           | 1,854,587   |
| 186,165                    | 214,224   | <28,059> | 2,228,524                    | 2,515,815   | <287,291> | 196,810           | 2,309,009   |
| 170,125                    | 162,323   | 7,802    | 1,416,695                    | 1,690,739   | <274,044> | 129,268           | 1,467,824   |
| 219,640                    | 236,165   | <16,525> | 2,596,171                    | 2,703,419   | <107,248> | 216,983           | 2,592,487   |
| 285,078                    | 290,653   | <5,575>  | 3,162,227                    | 3,147,872   | 14,355    | 291,817           | 3,095,476   |
| 189,843                    | 130,487   | 59,356   | 2,235,524                    | 2,102,130   | 133,394   | 128,117           | 2,131,380   |
| 1,221,573                  | 1,204,129 | 17,444   | 13,624,595                   | 14,006,961  | <382,366> | 1,140,800         | 13,450,762  |
| 419,007                    | 397,214   | <21,793> | 4,538,475                    | 4,578,954   | 40,479    | 393,290           | 4,442,642   |
| 34.3                       | 33.0      | <1.3>    | 33.3                         | 32.7        | <0.6>     | 34.5              | 33.0        |
| 802,566                    | 806,915   | <4,349>  | 9,086,120                    | 9,428,007   | <341,887> | 747,511           | 9,008,121   |
| 65.7                       | 67.0      | <1.3>    | 66.7                         | 67.3        | <0.6>     | 65.5              | 67.0        |
| 67.4                       | 69.0      | <1.6>    | 67.6                         | 69.1        | <1.5>     | 66.7              | 66.9        |
| 67.2                       | 66.2      | 1.0      | 65.5                         | 65.7        | <0.2>     | 64.7              | 65.7        |
| 63.8                       | 66.0      | <2.2>    | 66.8                         | 66.8        | <0.0>     | 67.2              | 67.5        |
| 67.4                       | 69.9      | <2.5>    | 69.3                         | 69.2        | 0.1       | 67.3              | 69.2        |
| 63.9                       | 66.4      | <2.5>    | 66.1                         | 66.5        | <0.4>     | 66.4              | 66.7        |
| 65.1                       | 63.6      | 1.5      | 65.9                         | 67.1        | <1.2>     | 59.0              | 66.6        |
| 221,446                    | 215,821   | 5,625    | 2,165,831                    | 2,289,082   | <123,251> | 208,245           | 2,206,008   |
| 1,024,012                  | 1,022,736 | 1,276    | 11,251,951                   | 11,717,089  | <465,138> | 955,755           | 11,214,129  |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
| 333,596                    | 334,120   | 524      | 3,226,775                    | 3,396,813   | 170,038   | 317,261           | 3,360,990   |
| 5,109                      | 0         | <5,109>  | 17,653                       | 0           | <17,653>  | 0                 | 3,919       |
| 316,844                    | 274,248   | <42,596> | 3,189,400                    | 2,861,301   | <328,099> | 268,727           | 2,770,646   |
| <43,336>                   | <44,999>  | <1,663>  | <450,289>                    | <475,280>   | <24,991>  | <40,992>          | <429,051>   |
| 612,213                    | 563,369   | <48,844> | 5,983,539                    | 5,782,834   | <200,705> | 544,995           | 5,706,504   |
| 50.1                       | 46.8      | <3.3>    | 43.9                         | 41.3        | <2.6>     | 47.8              | 42.4        |
| 217,698                    | 193,599   | <24,099> | 1,713,145                    | 2,025,890   | 312,745   | 191,554           | 1,918,873   |
| 4,072                      | 2,090     | <1,982>  | 22,156                       | 18,780      | <3,376>   | 1,378             | 13,883      |
| 3,218                      | 3,930     | 712      | 37,334                       | 43,175      | 5,841     | 6,040             | 43,773      |
| 1,000                      | 1,000     | 0        | 14,317                       | 15,288      | 971       | 0                 | 9,023       |
| 51,097                     | 55,127    | 4,030    | 592,785                      | 629,351     | 36,566    | 52,772            | 587,292     |
| 4.2                        | 4.6       | 0.4      | 4.4                          | 4.5         | 0.1       | 4.6               | 4.4         |
| 7,429                      | 5,179     | <2,250>  | 71,476                       | 56,999      | <14,477>  | 5,669             | 64,458      |
| <13,827>                   | <13,000>  | 827      | <141,243>                    | <140,000>   | 1,243     | <10,111>          | <113,299>   |
| 3,052                      | 2,845     | <207>    | 44,093                       | 32,770      | <11,323>  | 6,993             | 48,322      |
| 7,273                      | 4,795     | <2,478>  | 49,073                       | 47,650      | <1,423>   | 4,635             | 47,190      |
| 546                        | 1,270     | 724      | 23,182                       | 15,785      | <7,397>   | 961               | 22,353      |
| 2,851                      | 1,785     | <1,066>  | 41,111                       | 47,665      | 6,554     | 1,110             | 21,379      |
| 0                          | 0         | 0        | 0                            | 0           | 0         | 0                 | 108         |
| 0                          | 29        | 29       | 3                            | 319         | 316       | 0                 | <0>         |
| 10,131                     | 7,494     | <2,637>  | 130,768                      | 72,009      | <58,759>  | 14,615            | 107,471     |
| 36,447                     | 40,443    | 3,996    | 464,001                      | 478,667     | 14,666    | 34,651            | 456,304     |
| 2,065                      | 2,054     | <11>     | 23,201                       | 22,811      | <390>     | 1,898             | 21,857      |
| 1,607                      | 1,134     | <473>    | 8,191                        | 12,534      | 4,343     | 461               | 12,057      |
| 0                          | 0         | 0        | 28                           | 0           | <28>      | 7                 | 151         |
| 239                        | 0         | <239>    | 1,002                        | 0           | <1,002>   | 2,990             | 2,990       |
| 1,962                      | 375       | <1,587>  | 1,962                        | 4,675       | 2,713     | 336               | 2,301       |
| 238                        | 344       | 106      | 11,042                       | 4,859       | <6,183>   | 0                 | 305         |
| 0                          | 0         | 0        | 610                          | 0           | <610>     | 0                 | 600         |
| 2,725                      | 2,500     | <225>    | 7,738                        | 3,250       | <4,488>   | <800>             | 1,837       |
| 17,859                     | 19,710    | 1,851    | 290,453                      | 330,786     | 40,333    | 14,458            | 286,959     |
| 357,682                    | 332,703   | <24,979> | 3,406,430                    | 3,723,263   | 316,833   | 329,618           | 3,556,186   |
| 969,895                    | 896,072   | <73,823> | 9,389,969                    | 9,506,097   | 116,128   | 874,614           | 9,262,690   |
| 54,117                     | 126,664   | <72,547> | 1,861,982                    | 2,210,992   | <349,010> | 81,142            | 1,951,439   |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
| 44,390                     | 54,794    | 10,404   | 490,785                      | 573,184     | 82,399    | 55,934            | 487,696     |
| 59,263                     | 61,304    | 2,041    | 633,409                      | 678,464     | 45,055    | 52,660            | 619,866     |
| 24,715                     | 27,171    | 2,456    | 284,936                      | 306,565     | 21,629    | 23,863            | 303,322     |
| 13,789                     | 13,059    | <730>    | 155,664                      | 156,450     | 786       | 9,177             | 137,951     |
| 43,920                     | 45,306    | 1,386    | 495,985                      | 510,725     | 14,740    | 39,284            | 479,152     |
| 101,426                    | 82,961    | <18,465> | 814,429                      | 809,832     | <4,597>   | 71,758            | 749,965     |
| 21,939                     | 23,941    | 2,002    | 239,601                      | 272,509     | 32,908    | 26,845            | 270,099     |
| 79,785                     | 79,292    | <493>    | 807,620                      | 872,222     | 64,602    | 73,974            | 896,264     |
| 389,228                    | 387,828   | <1,400>  | 3,922,430                    | 4,179,951   | 257,521   | 353,495           | 3,944,316   |
| <335,111>                  | <261,164> | <73,947> | <2,060,448>                  | <1,968,959> | <91,489>  | <272,353>         | <1,992,878> |
| 304,675                    | 331,855   | <27,180> | 3,413,747                    | 3,620,610   | <206,863> | 316,777           | 3,645,332   |
| 110,742                    | 120,296   | <9,554>  | 1,119,998                    | 1,181,388   | <61,390>  | 107,534           | 1,179,271   |
| 193,933                    | 211,559   | <17,626> | 2,293,749                    | 2,439,222   | <145,473> | 209,243           | 2,466,061   |
| 6.96                       | 6.54      | 0.42     | 6.60                         | 6.46        | 0.14      | 6.42              | 6.30        |
| 9.22                       | 8.49      | 0.74     | 8.55                         | 8.37        | 0.18      | 8.48              | 7.66        |
| 5.67                       | 5.43      | 0.24     | 5.64                         | 5.53        | 0.11      | 5.33              | 5.38        |
| 32,167                     | 28,888    | <3,279>  | 324,515                      | 298,879     | <25,636>  | 31,140            | 323,393     |
| 37.98                      | 41.68     | <3.71>   | 41.98                        | 46.86       | <4.88>    | 36.63             | 41.59       |

SERVICES DIVISION  
INCOME STATEMENT

| JUN. 11(05/27/18-06/30/18) |         |          | FISCAL YEAR 17-18            |           |           | FISCAL YEAR 16-17 |           |
|----------------------------|---------|----------|------------------------------|-----------|-----------|-------------------|-----------|
| CURRENT MONTH              |         |          | YTD 11 MO(07/30/17-06/30/18) |           |           | LAST YEAR ACTUAL  |           |
| ACTUAL                     | BUDGET  | VARIANCE | ACTUAL                       | BUDGET    | VARIANCE  | MONTH             | YTD       |
| 17,772                     | 12,000  | 5,772    | 176,349                      | 171,503   | 4,846     | 15,502            | 168,036   |
| 17,772                     | 12,000  | 5,772    | 176,349                      | 171,503   | 4,846     | 15,502            | 168,036   |
| 0                          | 185     | 185      | 4,580                        | 3,994     | <586>     | 103               | 3,695     |
| 17,772                     | 11,815  | 5,957    | 171,769                      | 167,509   | 4,260     | 15,400            | 164,342   |
| 100.0                      | 98.5    | 1.5      | 97.4                         | 97.7      | <0.3>     | 99.3              | 97.8      |
| 100.0                      | 98.5    | 1.5      | 97.4                         | 97.7      | <0.3>     | 99.3              | 97.8      |
| 202,313                    | 166,163 | 36,150   | 2,524,592                    | 2,469,634 | 54,958    | 177,516           | 2,206,625 |
| 103,248                    | 110,015 | <6,767>  | 1,123,154                    | 1,217,823 | <94,669>  | 108,390           | 1,184,310 |
| 305,561                    | 276,178 | 29,383   | 3,647,746                    | 3,687,457 | <39,711>  | 285,905           | 3,390,934 |
| 323,333                    | 287,993 | 35,340   | 3,819,515                    | 3,854,966 | <35,451>  | 301,305           | 3,555,276 |
|                            |         |          |                              |           |           |                   |           |
|                            |         |          |                              |           |           |                   |           |
| 41,402                     | 36,151  | <5,251>  | 410,651                      | 397,661   | <12,990>  | 33,394            | 394,885   |
| 95                         | 700     | 605      | 1,466                        | 7,325     | 5,859     | 0                 | 1,881     |
| 41,498                     | 36,851  | <4,647>  | 412,117                      | 404,986   | <7,131>   | 33,394            | 396,766   |
| 233.5                      | 307.1   | 73.6     | 233.7                        | 236.1     | 2.5       | 215.4             | 236.1     |
| 22,799                     | 18,890  | <3,909>  | 196,329                      | 206,434   | 10,105    | 18,394            | 204,703   |
| 176                        | 445     | 269      | 6,789                        | 4,945     | <1,844>   | 111               | 4,077     |
| 402                        | 680     | 278      | 6,164                        | 7,325     | 1,161     | 595               | 6,353     |
| 318                        | 60      | <258>    | 1,184                        | 660       | <524>     | 24                | 510       |
| 3,000                      | 3,000   | 0        | 11,499                       | 11,500    | 1         | 3,001             | 6,992     |
| 0                          | 0       | 0        | 0                            | 500       | 500       | 0                 | 811       |
| 0                          | 0       | 0        | 9,500                        | 10,500    | 1,000     | 0                 | 10,644    |
| 3,037                      | 700     | <2,337>  | 31,244                       | 30,900    | <344>     | 1,533             | 4,336     |
| 0                          | 0       | 0        | 466                          | 0         | <466>     | 0                 | 1,413     |
| 7,000                      | 0       | <7,000>  | 18,420                       | 18,450    | 30        | 0                 | 5,678     |
| 3,422                      | 2,080   | <1,342>  | 27,464                       | 38,920    | 11,456    | 2,083             | 23,905    |
| 0                          | 925     | 925      | 0                            | 10,175    | 10,175    | 0                 | 3,611     |
| 2,524                      | 2,100   | <424>    | 31,448                       | 23,100    | <8,348>   | 1,571             | 19,808    |
| 10,058                     | 10,125  | 67       | 211,534                      | 198,850   | <12,684>  | 12,150            | 218,367   |
| 16,039                     | 13,383  | <2,656>  | 200,723                      | 191,497   | <9,226>   | 13,918            | 159,951   |
| 25                         | 0       | <25>     | 108                          | 0         | <108>     | 0                 | 56        |
| 52,873                     | 43,779  | <9,094>  | 737,195                      | 671,840   | <65,355>  | 50,543            | 582,431   |
| 121,672                    | 96,167  | <25,505> | 1,490,066                    | 1,425,596 | <64,470>  | 103,923           | 1,253,646 |
| 163,170                    | 133,018 | <30,152> | 1,902,183                    | 1,830,582 | <71,601>  | 137,317           | 1,650,412 |
| 160,163                    | 154,975 | 5,188    | 1,917,332                    | 2,024,384 | <107,052> | 163,988           | 1,904,864 |
|                            |         |          |                              |           |           |                   |           |
|                            |         |          |                              |           |           |                   |           |
| 3,009                      | 3,584   | 575      | 33,539                       | 40,262    | 6,723     | 3,427             | 33,686    |
| 12,867                     | 12,024  | <843>    | 146,965                      | 153,617   | 6,652     | 11,340            | 136,363   |
| 5,538                      | 5,514   | <24>     | 68,208                       | 71,542    | 3,334     | 5,332             | 68,491    |
| 3,090                      | 2,650   | <440>    | 36,564                       | 37,153    | 589       | 2,050             | 31,317    |
| 9,841                      | 9,194   | <647>    | 119,749                      | 120,337   | 588       | 8,777             | 109,528   |
| 51,956                     | 42,352  | <9,604>  | 417,190                      | 413,259   | <3,931>   | 34,098            | 320,793   |
| 11,238                     | 12,258  | 1,020    | 122,736                      | 139,528   | 16,792    | 12,756            | 113,031   |
| 6,922                      | 6,280   | <642>    | 75,497                       | 69,086    | <6,411>   | 6,913             | 70,871    |
| 104,461                    | 93,856  | <10,605> | 1,020,448                    | 1,044,784 | 24,336    | 84,694            | 884,080   |
| 55,703                     | 61,119  | <5,416>  | 896,884                      | 979,600   | <82,716>  | 79,294            | 1,020,784 |

UCLA STUDENT UNION  
INCOME STATEMENT

| JUN. 11(05/27/18-06/30/18) |           |          | FISCAL YEAR 17-18            |             |          | FISCAL YEAR 16-17 |             |
|----------------------------|-----------|----------|------------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 11 MO(07/30/17-06/30/18) |             |          | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE | MONTH             | YTD         |
| 110,876                    | 66,235    | 44,641   | 626,680                      | 542,014     | 84,666   | 75,119            | 506,497     |
| 39,162                     | 39,137    | 25       | 510,295                      | 444,307     | 65,988   | 45,111            | 444,053     |
| 150,038                    | 105,372   | 44,666   | 1,136,975                    | 986,321     | 150,654  | 120,230           | 950,550     |
| 38,463                     | 38,276    | <187>    | 501,845                      | 434,532     | <67,313> | 44,284            | 435,263     |
| 22,695                     | 13,110    | <9,585>  | 127,977                      | 101,863     | <26,114> | 12,014            | 87,769      |
| 61,158                     | 51,386    | <9,772>  | 629,822                      | 536,395     | <93,427> | 56,298            | 523,031     |
| 40.8                       | 48.8      | 8.0      | 55.4                         | 54.4        | <1.0>    | 46.8              | 55.0        |
| 88,880                     | 53,986    | 34,894   | 507,153                      | 449,926     | 57,227   | 63,932            | 427,518     |
| 59.2                       | 51.2      | 8.0      | 44.6                         | 45.6        | <1.0>    | 53.2              | 45.0        |
| 79.5                       | 80.2      | <0.7>    | 79.6                         | 81.2        | <1.6>    | 84.0              | 82.7        |
| 1.8                        | 2.2       | <0.4>    | 1.7                          | 2.2         | <0.5>    | 1.8               | 2.0         |
| 488                        | 425       | 63       | 5,861                        | 4,659       | 1,202    | 1,322             | 7,818       |
| 5,340                      | 1,650     | 3,690    | 16,597                       | 38,850      | <22,253> | 3,655             | 38,232      |
| 12,229                     | 16,800    | <4,571>  | 184,130                      | 171,151     | 12,979   | 6,402             | 212,487     |
| 7,020                      | 10,656    | <3,636>  | 90,310                       | 120,970     | <30,660> | 7,881             | 79,019      |
| 25,076                     | 29,531    | <4,455>  | 296,898                      | 335,630     | <38,732> | 19,259            | 337,556     |
| 113,957                    | 83,517    | 30,440   | 804,051                      | 785,556     | 18,495   | 83,192            | 765,075     |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
| 33,002                     | 33,170    | 168      | 340,654                      | 364,860     | 24,206   | 32,203            | 353,082     |
| 27,932                     | 25,743    | <2,189>  | 263,017                      | 263,956     | 939      | 27,614            | 215,470     |
| 60,933                     | 58,913    | <2,020>  | 603,671                      | 628,816     | 25,145   | 59,817            | 568,552     |
| 40.6                       | 55.9      | 15.3     | 53.1                         | 63.8        | 10.7     | 49.8              | 59.8        |
| 10.6                       | 16.5      | 5.9      | 19.4                         | 22.1        | 2.6      | 14.7              | 22.7        |
| 20,074                     | 17,906    | <2,168>  | 167,494                      | 193,239     | 25,745   | 17,739            | 188,665     |
| 1,017                      | 708       | <309>    | 10,223                       | 11,693      | 1,470    | 544               | 12,707      |
| 1,870                      | 3,175     | 1,305    | 28,274                       | 34,895      | 6,621    | 2,912             | 31,469      |
| 75                         | 0         | <75>     | 2,250                        | 1,950       | <300>    | 0                 | 1,192       |
| 120                        | 2,694     | 2,574    | 5,369                        | 8,082       | 2,713    | 2,408             | 7,548       |
| <800>                      | 0         | 800      | 5,494                        | 6,246       | 752      | 0                 | 6,518       |
| 183                        | 0         | <183>    | 6,057                        | 5,208       | <849>    | 0                 | 7,233       |
| 11,430                     | 11,964    | 534      | 37,919                       | 38,090      | 171      | 11,964            | 39,266      |
| 9,295                      | 12,936    | 3,641    | 148,103                      | 131,786     | <16,317> | 1,931             | 170,916     |
| 0                          | 0         | 0        | 0                            | 0           | 0        | 0                 | 352         |
| 632                        | 0         | <632>    | 1,540                        | 0           | <1,540>  | <11>              | 1,490       |
| 23                         | 0         | <23>     | 1,878                        | 2,000       | 122      | 0                 | 1,940       |
| 92                         | 20        | <72>     | 549                          | 1,159       | 610      | 0                 | 1,229       |
| 273                        | 250       | <23>     | 3,596                        | 2,750       | <846>    | 275               | 2,924       |
| 3,901                      | 673       | <3,228>  | 34,124                       | 12,327      | <21,797> | 4,522             | 20,468      |
| 957                        | 1,032     | 75       | 12,038                       | 11,710      | <328>    | 1,042             | 11,534      |
| 163                        | 23        | <140>    | 1,323                        | 266         | <1,057>  | 106               | 800         |
| 0                          | 0         | 0        | 2,787                        | 2,750       | <37>     | 0                 | 2,654       |
| 15,417                     | 15,417    | 0        | 169,583                      | 169,587     | 4        | 15,417            | 169,583     |
| 14,378                     | 15,000    | 622      | 127,949                      | 140,000     | 12,051   | 11,682            | 137,559     |
| 79,100                     | 81,798    | 2,698    | 766,549                      | 773,738     | 7,189    | 70,530            | 816,047     |
| 140,034                    | 140,711   | 677      | 1,370,221                    | 1,402,554   | 32,333   | 130,347           | 1,384,599   |
| <26,077>                   | <57,194>  | 31,117   | <566,170>                    | <616,998>   | 50,828   | <47,156>          | <619,525>   |
|                            |           |          |                              |             |          |                   |             |
| 4,419                      | 5,729     | 1,310    | 49,478                       | 62,412      | 12,934   | 6,140             | 48,862      |
| 6,969                      | 5,629     | <1,340>  | 55,998                       | 53,196      | <2,802>  | 5,248             | 49,248      |
| 2,999                      | 2,581     | <418>    | 25,978                       | 24,836      | <1,142>  | 2,467             | 25,099      |
| 1,673                      | 1,240     | <433>    | 14,045                       | 12,787      | <1,258>  | 949               | 11,216      |
| 5,330                      | 4,304     | <1,026>  | 45,292                       | 41,381      | <3,911>  | 4,062             | 39,329      |
| 63,007                     | 51,408    | <11,599> | 505,929                      | 501,667     | <4,262>  | 46,244            | 480,715     |
| 13,629                     | 14,872    | 1,243    | 148,842                      | 169,276     | 20,434   | 17,300            | 172,947     |
| 14,039                     | 12,926    | <1,113>  | 141,892                      | 142,178     | 286      | 11,424            | 135,188     |
| 112,065                    | 98,689    | <13,376> | 987,454                      | 1,007,733   | 20,279   | 93,834            | 962,605     |
| <138,142>                  | <155,883> | 17,741   | <1,553,624>                  | <1,624,731> | 71,108   | <140,990>         | <1,582,130> |

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

| JUN. 11(05/27/18-06/30/18) |           |          | FISCAL YEAR 17-18            |             |           | FISCAL YEAR 16-17 |             |
|----------------------------|-----------|----------|------------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 11 MO(07/30/17-06/30/18) |             |           | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE  | MONTH             | YTD         |
| 300,259                    | 315,099   | 14,840   | 3,484,082                    | 3,498,779   | 14,697    | 317,896           | 3,326,666   |
| 10,335                     | 300       | <10,035> | 64,833                       | 3,300       | <61,533>  | 3,550             | 3,550       |
| 40,272                     | 33,841    | <6,431>  | 377,988                      | 376,751     | <1,237>   | 37,525            | 339,414     |
| 350,866                    | 349,240   | <1,626>  | 3,926,903                    | 3,878,830   | <48,073>  | 358,971           | 3,669,630   |
| 5.9                        | 6.3       | 0.4      | 6.2                          | 6.1         | <0.1>     | 6.4               | 5.9         |
|                            |           |          |                              |             |           |                   |             |
| 0                          | 0         | 0        | 14,735                       | 17,600      | 2,865     | 0                 | 15,178      |
| 2,000                      | 0         | <2,000>  | 11,700                       | 7,500       | <4,200>   | <5,700>           | 6,000       |
| 143,013                    | 156,872   | 13,859   | 1,578,893                    | 1,727,643   | 148,750   | 157,008           | 1,618,956   |
| 16,117                     | 15,411    | <706>    | 90,980                       | 98,781      | 7,801     | 4,759             | 82,373      |
| 4,822                      | 8,428     | 3,606    | 80,452                       | 94,123      | 13,671    | 8,064             | 86,389      |
| 638                        | 844       | 206      | 10,668                       | 8,282       | <2,386>   | 1,154             | 8,575       |
| 59                         | 1,087     | 1,028    | 12,936                       | 13,735      | 799       | 2,391             | 15,455      |
| <265>                      | 25        | 290      | 2,110                        | 1,225       | <885>     | 680               | 3,906       |
| 1,274                      | 7,599     | 6,325    | 22,403                       | 26,117      | 3,714     | 7,433             | 29,138      |
| 0                          | 54        | 54       | 0                            | 321         | 321       | 0                 | 0           |
| 29                         | 0         | <29>     | 114                          | 0           | <114>     | 0                 | 0           |
| 0                          | 724       | 724      | 735                          | 7,964       | 7,229     | 0                 | 2,428       |
| 0                          | 178       | 178      | 3,993                        | 6,850       | 2,857     | 0                 | 7,508       |
| 326                        | 125       | <201>    | 1,573                        | 1,375       | <198>     | 0                 | 812         |
| 4                          | 0         | <4>      | 4                            | 0           | <4>       | 0                 | 0           |
| 290                        | 360       | 71       | 3,895                        | 3,910       | 15        | 393               | 3,983       |
| 692                        | <500>     | <1,192>  | 231                          | <5,300>     | <5,531>   | <611>             | <1,033>     |
| 0                          | 50        | 50       | 1,761                        | 550         | <1,211>   | 0                 | 1,171       |
| 2,471                      | 2,650     | 179      | 25,697                       | 28,900      | 3,203     | 2,545             | 29,641      |
| 1,500                      | 1,758     | 258      | 17,012                       | 19,592      | 2,580     | 1,736             | 13,244      |
| 1,150                      | 1,150     | 0        | 12,650                       | 12,650      | 0         | <7,653>           | 7,797       |
| 6,638                      | 7,719     | 1,081    | 63,842                       | 80,236      | 16,394    | 4,155             | 70,327      |
| 734                        | 927       | 193      | 8,962                        | 10,197      | 1,235     | 723               | 9,143       |
| 17,516                     | 12,378    | <5,138>  | 121,212                      | 136,152     | 14,940    | 11,989            | 139,298     |
| <219>                      | 22        | 241      | 1,129                        | 532         | <597>     | 0                 | 122         |
| 2,291                      | 2,291     | 0        | 37,352                       | 37,352      | 0         | 0                 | 41,276      |
| <15>                       | 40        | 55       | 463                          | 440         | <23>      | 0                 | 49          |
| 20,723                     | 21,086    | 363      | 227,953                      | 231,946     | 3,993     | 19,169            | 210,859     |
| 24,175                     | 5,254     | <18,921> | 182,205                      | 99,866      | <82,339>  | 1,207             | 107,195     |
| 1,396                      | 1,536     | 140      | 15,354                       | 16,891      | 1,537     | 1,396             | 15,354      |
| 11,126                     | 11,088    | <38>     | 122,877                      | 121,962     | <915>     | 10,471            | 113,041     |
| 2,175                      | 1,500     | <675>    | 11,512                       | 8,100       | <3,412>   | 258               | 15,082      |
| 10,443                     | 10,568    | 125      | 114,870                      | 116,244     | 1,374     | 9,607             | 105,680     |
| 4,276                      | 1,114     | <3,162>  | 19,698                       | 15,295      | <4,403>   | 1,874             | 13,399      |
| 684                        | 3,500     | 2,816    | 19,540                       | 34,000      | 14,460    | 669               | 29,537      |
| 32,209                     | 20,000    | <12,209> | 151,281                      | 157,100     | 5,819     | 14,105            | 142,007     |
| 0                          | 250       | 250      | 3,436                        | 5,950       | 2,514     | 15                | 4,198       |
| 3,736                      | 4,950     | 1,214    | 44,159                       | 51,156      | 6,997     | 4,400             | 47,394      |
| 2,762                      | 4,135     | 1,373    | 36,045                       | 44,310      | 8,265     | 3,346             | 36,987      |
| 0                          | 6,917     | 6,917    | 37,083                       | 76,087      | 39,004    | 7,635             | 83,985      |
| 0                          | 23,417    | 23,417   | 608                          | 257,587     | 256,979   | 11,222            | 86,642      |
| 8,292                      | 8,295     | 3        | 90,970                       | 90,976      | 6         | 8,050             | 76,475      |
| 16,431                     | 13,695    | <2,736>  | 180,745                      | 150,645     | <30,100>  | 13,296            | 146,130     |
| 895                        | 550       | <345>    | 27,839                       | 30,850      | 3,011     | 1,486             | 30,637      |
| 340,390                    | 358,047   | 17,657   | 3,411,677                    | 3,845,692   | 434,015   | 297,273           | 3,456,337   |
| 691,255                    | 707,287   | 16,032   | 7,338,580                    | 7,724,522   | 385,942   | 656,244           | 7,125,967   |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
|                            |           |          |                              |             |           |                   |             |
| 27,554                     | 22,465    | <5,089>  | 221,251                      | 219,222     | <2,029>   | 19,986            | 205,767     |
| 5,960                      | 6,498     | 538      | 65,091                       | 73,967      | 8,876     | 7,477             | 73,888      |
| 21,776                     | 22,309    | 533      | 247,445                      | 245,392     | <2,053>   | 21,278            | 228,298     |
| 55,290                     | 51,272    | <4,018>  | 533,787                      | 538,581     | 4,794     | 48,741            | 507,954     |
| 746,545                    | 758,559   | 12,014   | 7,872,367                    | 8,263,103   | 390,736   | 704,985           | 7,633,921   |
|                            |           |          |                              |             |           |                   |             |
| <667,447>                  | <684,413> | <16,966> | <7,059,336>                  | <7,451,221> | <391,885> | <632,312>         | <6,863,485> |
| <35,472>                   | <35,472>  | 0        | <373,613>                    | <373,613>   | 0         | <34,152>          | <363,523>   |
| <3,572>                    | <3,572>   | 0        | <37,457>                     | <37,457>    | 0         | <3,497>           | <37,130>    |
| <40,055>                   | <35,102>  | 4,953    | <401,960>                    | <400,812>   | 1,148     | <35,023>          | <369,783>   |
| <746,545>                  | <758,559> | <12,014> | <7,872,367>                  | <8,263,103> | <390,736> | <704,985>         | <7,633,921> |
| 0                          | 0         | 0        | 0                            | 0           | <0>       | 0                 | 0           |

FACILITIES DIVISION  
EXPENSE STATEMENT

| JUN. 11(05/27/18-06/30/18) |           |          | FISCAL YEAR 17-18            |             |          | FISCAL YEAR 16-17 |             |
|----------------------------|-----------|----------|------------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH              |           |          | YTD 11 MO(07/30/17-06/30/18) |             |          | LAST YEAR ACTUAL  |             |
| ACTUAL                     | BUDGET    | VARIANCE | ACTUAL                       | BUDGET      | VARIANCE | MONTH             | YTD         |
| 167,335                    | 150,198   | <17,137> | 1,385,045                    | 1,357,861   | <27,184> | 127,594           | 1,289,091   |
| 5,243                      | 4,433     | <810>    | 65,713                       | 43,632      | <22,081> | 6,644             | 46,229      |
| 0                          | 1,194     | 1,194    | 0                            | 9,552       | 9,552    | 0                 | 3,006       |
| <184>                      | <665>     | <481>    | <3,548>                      | <6,840>     | <3,292>  | <15,849>          | <21,742>    |
| <9,537>                    | <7,816>   | 1,721    | <105,702>                    | <86,407>    | 19,295   | <9,866>           | <94,020>    |
| 0                          | <4,500>   | <4,500>  | <32,342>                     | <49,500>    | <17,158> | 0                 | <33,354>    |
| 162,857                    | 142,844   | <20,013> | 1,309,166                    | 1,268,298   | <40,868> | 108,523           | 1,189,210   |
|                            |           |          |                              |             |          |                   |             |
| 119,919                    | 88,290    | <31,629> | 808,668                      | 871,099     | 62,431   | 74,523            | 797,101     |
| 345                        | 208       | <137>    | 4,026                        | 1,938       | <2,088>  | 1,119             | 3,745       |
| 702                        | 707       | 5        | 8,151                        | 7,782       | <369>    | 1,115             | 7,506       |
| 12                         | 0         | <12>     | 12                           | 600         | 588      | 0                 | 1,393       |
| 4,274                      | 5,372     | 1,098    | 53,962                       | 56,118      | 2,156    | 6,042             | 55,152      |
| 2.9                        | 5.1       | 2.3      | 4.8                          | 5.7         | 0.9      | 5.0               | 5.8         |
| 5,133                      | 5,411     | 278      | 63,330                       | 59,770      | <3,560>  | 5,898             | 59,641      |
| 591                        | 1,028     | 437      | 9,894                        | 12,870      | 2,976    | 856               | 12,261      |
| 571                        | 468       | <103>    | 5,896                        | 6,023       | 127      | 718               | 5,860       |
| 24,983                     | 25,150    | 167      | 309,039                      | 285,150     | <23,889> | 30,339            | 280,605     |
| 1,039                      | 3,425     | 2,386    | 51,337                       | 40,675      | <10,662> | 13,685            | 43,374      |
| 108                        | 200       | 92       | 991                          | 2,500       | 1,509    | 0                 | 2,169       |
| 286                        | 950       | 664      | 6,294                        | 10,450      | 4,156    | 16                | 4,031       |
| 0                          | 250       | 250      | 2,649                        | 2,750       | 101      | 0                 | 1,680       |
| 7,856                      | 3,300     | <4,556>  | 46,135                       | 48,900      | 2,765    | 1,632             | 49,721      |
| 10,600                     | 9,497     | <1,103>  | 116,712                      | 107,600     | <9,112>  | 10,517            | 95,789      |
| 3,160                      | 3,269     | 109      | 35,352                       | 35,962      | 610      | 4,287             | 34,877      |
| 3,381                      | 1,000     | <2,381>  | 9,811                        | 11,000      | 1,189    | 335               | 10,068      |
| 7,775                      | 0         | <7,775>  | 22,850                       | 0           | <22,850> | 0                 | 4,150       |
| 190,737                    | 148,525   | <42,212> | 1,555,108                    | 1,561,187   | 6,079    | 151,079           | 1,469,125   |
| 353,595                    | 291,369   | <62,226> | 2,864,275                    | 2,829,485   | <34,790> | 259,602           | 2,658,335   |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
|                            |           |          |                              |             |          |                   |             |
| 28,171                     | 21,570    | <6,601>  | 233,646                      | 237,262     | 3,616    | 16,847            | 196,649     |
| 28,171                     | 21,570    | <6,601>  | 233,646                      | 237,262     | 3,616    | 16,847            | 196,649     |
| 381,765                    | 312,939   | <68,826> | 3,097,920                    | 3,066,747   | <31,173> | 276,449           | 2,854,983   |
|                            |           |          |                              |             |          |                   |             |
| <331,574>                  | <270,695> | 60,879   | <2,662,454>                  | <2,641,823> | 20,631   | <237,279>         | <2,441,603> |
| <7,851>                    | <7,851>   | 0        | <86,361>                     | <86,361>    | 0        | <7,672>           | <84,399>    |
| <3,068>                    | <3,068>   | 0        | <33,756>                     | <33,756>    | 0        | <3,008>           | <33,098>    |
| <11,719>                   | <8,860>   | 2,859    | <94,099>                     | <85,585>    | 8,514    | <8,505>           | <90,116>    |
| <27,554>                   | <22,465>  | 5,089    | <221,251>                    | <219,222>   | 2,029    | <19,986>          | <205,767>   |
| <381,765>                  | <312,939> | 68,826   | <3,097,920>                  | <3,066,747> | 31,173   | <276,449>         | <2,854,983> |
|                            |           |          |                              |             |          |                   |             |
| 0                          | 0         | 0        | <0>                          | 0           | 0        | 0                 | <0>         |

UTILITIES  
EXPENSE STATEMENT

| JUN. 11(05/27/18-06/30/18) |          |          |                        |
|----------------------------|----------|----------|------------------------|
| CURRENT MONTH              |          |          |                        |
| ACTUAL                     | BUDGET   | VARIANCE |                        |
| 19,434                     | 17,035   | <2,399>  | Chiller Water          |
| 44,875                     | 55,156   | 10,281   | Elec-Non Air Cond.     |
| 10,942                     | 9,438    | <1,504>  | Water-Non Air Cond.    |
| 4,378                      | 5,093    | 715      | Steam-Non Air Cond.    |
| 3,077                      | 3,289    | 212      | Gas                    |
| 1,550                      | 1,551    | 1        | Energy Management      |
| 84,256                     | 91,562   | 7,306    | TOTAL OTHER CONTROL.   |
| 84,256                     | 91,562   | 7,306    | TOTAL CONTROLLABLE EXP |
| <71,722>                   | <78,258> | <6,536>  | Allocated-Svs and Ent  |
| <2,905>                    | <2,905>  | 0        | Allocated-USAC         |
| <1,135>                    | <1,135>  | 0        | Allocated-GSA          |
| <2,535>                    | <2,766>  | <231>    | Allocated-Comm Board   |
| <5,960>                    | <6,498>  | <538>    | Allocated-A & SS       |
| <84,256>                   | <91,562> | <7,306>  | TOTAL OTHER            |
| 0                          | 0        | 0        | TOTAL EXPENSE          |

| FISCAL YEAR 17-18            |             |           | FISCAL YEAR 16-17 |             |
|------------------------------|-------------|-----------|-------------------|-------------|
| YTD 11 MO(07/30/17-06/30/18) |             |           | LAST YEAR ACTUAL  |             |
| ACTUAL                       | BUDGET      | VARIANCE  | MONTH             | YTD         |
| 157,000                      | 166,140     | 9,140     | 18,586            | 148,986     |
| 574,004                      | 658,850     | 84,846    | 62,763            | 663,362     |
| 92,304                       | 98,457      | 6,153     | 11,806            | 101,143     |
| 53,583                       | 65,252      | 11,669    | 6,448             | 66,703      |
| 26,566                       | 34,915      | 8,349     | 2,746             | 35,047      |
| 17,055                       | 17,061      | 6         | 1,550             | 17,055      |
| 920,512                      | 1,040,675   | 120,163   | 103,899           | 1,032,296   |
| 920,512                      | 1,040,675   | 120,163   | 103,899           | 1,032,296   |
| <783,282>                    | <890,767>   | <107,485> | <88,766>          | <876,649>   |
| <31,963>                     | <31,963>    | 0         | <3,214>           | <35,354>    |
| <12,493>                     | <12,493>    | 0         | <1,261>           | <13,863>    |
| <27,683>                     | <31,485>    | <3,802>   | <3,182>           | <32,542>    |
| <65,091>                     | <73,967>    | <8,876>   | <7,477>           | <73,888>    |
| <920,512>                    | <1,040,675> | <120,163> | <103,899>         | <1,032,296> |
| <0>                          | 0           | 0         | 0                 | <0>         |