

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
September (08/26/18 - 09/29/18)**

**Prepared  
October 17, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

SEPTEMBER (08/26/18 - 09/29/18)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18			
CURRENT MONTH										**		YTD 2 MONTHS (07/29/18 - 09/29/18)										**			
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT					
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%				
				\$	%	\$	%									\$	%	\$	%						
6,531		7,273		(742)	(10.2%)	(885)	(11.9%)	7,416		<b>GROSS INCOME</b>												10,882			
1,171		1,283		(112)	(8.7%)	18	1.6%	1,153		UCLA Store												2,071			
460		446		14	3.1%	(14)	(3.0%)	474		UCLA Restaurants												838			
107		115		(8)	(7.0%)	(3)	(2.7%)	110		Services Division												220			
										UCLA Student Union															
<b>8,269</b>		<b>9,117</b>		<b>(848)</b>	<b>(9.3%)</b>	<b>(884)</b>	<b>(9.7%)</b>	<b>9,153</b>		<b>TOTAL</b>												<b>14,011</b>			
1,852	28.4%	2,122	29.2%	(270)			Pts. (0.8)	(247)	0.1	2,099	28.3%	<b>GROSS MARGIN</b>												3,203	29.4%
824	70.4%	906	70.6%	(82)	(0.2)	9	(0.3)	815	70.7%	UCLA Store												1,459	70.4%		
459	99.8%	445	99.8%	14	0.0	(14)	0.0	473	99.8%	UCLA Restaurants												836	99.8%		
66	61.7%	63	54.8%	3	6.9	2	3.5	64	58.2%	Services Division												131	59.5%		
										UCLA Student Union															
<b>3,201</b>	<b>38.7%</b>	<b>3,536</b>	<b>38.8%</b>	<b>(335)</b>	<b>(0.1)</b>	<b>(250)</b>	<b>1.0</b>	<b>3,451</b>	<b>37.7%</b>	<b>TOTAL</b>												<b>5,629</b>	<b>40.2%</b>		
652	10.0%	669	9.2%	17	(0.8)	(36)	(1.7)	616	8.3%	<b>WAGES &amp; BENEFITS</b>												1,162	10.7%		
744	63.5%	802	62.5%	58	(1.0)	(73)	(5.3)	671	58.2%	UCLA Store												1,264	61.0%		
69	15.0%	56	12.6%	(13)	(2.4)	(16)	(3.8)	53	11.2%	UCLA Restaurants												107	12.8%		
69	64.5%	76	66.1%	7	1.6	0	(1.8)	69	62.7%	Services Division												136	61.8%		
										UCLA Student Union															
<b>1,534</b>	<b>18.6%</b>	<b>1,603</b>	<b>17.6%</b>	<b>69</b>	<b>(1.0)</b>	<b>(125)</b>	<b>(3.2)</b>	<b>1,409</b>	<b>15.4%</b>	<b>TOTAL</b>												<b>2,669</b>	<b>19.0%</b>		
315	4.8%	335	4.6%	20	(0.2)	26	(0.2)	341	4.6%	<b>OTHER CONTROLLABLES</b>												684	6.3%		
118	10.1%	124	9.7%	6	(0.4)	(2)	0.0	116	10.1%	UCLA Store												220	10.6%		
184	40.0%	158	35.4%	(26)	(4.6)	(4)	(2.0)	180	38.0%	UCLA Restaurants												307	36.6%		
47	43.9%	52	45.2%	5	1.3	15	12.5	62	56.4%	Services Division												102	46.4%		
										UCLA Student Union															
<b>664</b>	<b>8.0%</b>	<b>669</b>	<b>7.3%</b>	<b>5</b>	<b>(0.7)</b>	<b>35</b>	<b>(0.4)</b>	<b>699</b>	<b>7.6%</b>	<b>TOTAL</b>												<b>1,313</b>	<b>9.4%</b>		
885	13.6%	1,117	15.4%	(232)	(1.8)	(257)	(1.8)	1,142	15.4%	<b>CONTRIBUTION</b>												1,357	12.5%		
(39)	(3.3%)	(20)	(1.6%)	(19)	(1.7)	(67)	(5.7)	28	2.4%	UCLA Store												(25)	(1.2%)		
206	44.8%	231	51.8%	(25)	(7.0)	(34)	(5.8)	240	50.6%	UCLA Restaurants												422	50.4%		
(50)	(46.7%)	(66)	(57.4%)	16	10.7	17	14.2	(67)	(60.9%)	Services Division												(107)	(48.6%)		
										UCLA Student Union															
<b>1,002</b>	<b>12.1%</b>	<b>1,262</b>	<b>13.8%</b>	<b>(260)</b>	<b>(1.7)</b>	<b>(341)</b>	<b>(2.6)</b>	<b>1,343</b>	<b>14.7%</b>	<b>TOTAL</b>												<b>1,647</b>	<b>11.8%</b>		
608	7.4%	668	7.3%	60	(0.1)	21	(0.5)	629	6.9%	<b>ALLOCATED EXPENSES</b>												1,211	8.6%		
263	3.2%	255	2.8%	(8)	(0.4)	(26)	(0.6)	237	2.6%	Admin&Support Services												458	3.3%		
76	0.9%	87	1.0%	11	0.1	22	0.2	98	1.1%	Facilities Division												195	1.4%		
207	2.5%	216	2.4%	9	(0.1)	(16)	(0.4)	191	2.1%	Utilities												381	2.7%		
										Depreciation															
<b>1,154</b>	<b>14.0%</b>	<b>1,226</b>	<b>13.4%</b>	<b>72</b>	<b>(0.6)</b>	<b>1</b>	<b>(1.4)</b>	<b>1,155</b>	<b>12.6%</b>	<b>TOTAL</b>												<b>2,245</b>	<b>16.0%</b>		
<b>(152)</b>	<b>(1.8%)</b>	<b>36</b>	<b>0.4%</b>	<b>(188)</b>	<b>(2.2)</b>	<b>(340)</b>	<b>(3.9)</b>	<b>188</b>	<b>2.1%</b>	<b>NET INCOME (LOSS) FROM OPERATIONS</b>												<b>(598)</b>	<b>(4.3%)</b>		
5	0.1%	2	0.0%	3	0.1	(11)	(0.1)	16	0.2%	<b>OTHER INC/(EXP)</b>												26	0.2%		
29	0.4%	13	0.1%	16	0.3	15	0.2	14	0.2%	Non-Recurrent Inc/(Exp)												27	0.2%		
(29)	(0.4%)	(29)	(0.3%)	0	(0.1)	3	(0.1)	(32)	(0.3%)	Interest Income												(64)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Interest (Expense)												0	0.0%		
244	3.0%	244	2.7%	0	0.3	8	0.4	236	2.6%	Income Taxes												473	3.4%		
										Student Union Fee Income															
<b>249</b>	<b>3.0%</b>	<b>228</b>	<b>2.5%</b>	<b>21</b>	<b>0.5</b>	<b>15</b>	<b>0.4</b>	<b>234</b>	<b>2.6%</b>	<b>TOTAL</b>												<b>462</b>	<b>3.3%</b>		
<b>97</b>	<b>1.2%</b>	<b>264</b>	<b>2.9%</b>	<b>(167)</b>	<b>(1.7)</b>	<b>(325)</b>	<b>(3.4)</b>	<b>422</b>	<b>4.6%</b>	<b>NET INCOME (LOSS)</b>												<b>(136)</b>	<b>(1.0%)</b>		

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

SEPTEMBER (08/26/18 - 09/29/18)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18	
CURRENT MONTH										**		YTD 2 MONTHS (07/29/18 - 09/29/18)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
6,531		7,273		(742)	(10.2%)	(885)	(11.9%)	7,416				9,948		10,816		(868)	(8.0%)	(934)	(8.6%)	10,882			
1,171		1,283		(112)	(8.7%)	18	1.6%	1,153				2,098		2,295		(197)	(8.6%)	27	1.3%	2,071			
460		446		14	3.1%	(14)	(3.0%)	474				797		777		20	2.6%	(41)	(4.9%)	838			
107		115		(8)	(7.0%)	(3)	(2.7%)	110				228		234		(6)	(2.6%)	8	3.6%	220			
<b>8,269</b>		<b>9,117</b>		<b>(848)</b>	<b>(9.3%)</b>	<b>(884)</b>	<b>(9.7%)</b>	<b>9,153</b>				<b>13,071</b>		<b>14,122</b>		<b>(1,051)</b>	<b>(7.4%)</b>	<b>(940)</b>	<b>(6.7%)</b>	<b>14,011</b>			
<b>GROSS INCOME</b>																							
1,852	28.4%	2,122	29.2%	(270)			Pts. (0.8)	(247)		2,099	28.3%	2,974	29.9%	3,274	30.3%	(300)	Pts. (0.4)	(229)	Pts. (0.5)	3,203	29.4%		
824	70.4%	906	70.6%	(82)	(0.2)	9	(0.3)	815	70.7%	815	70.7%	1,465	69.8%	1,622	70.7%	(157)	(0.9)	6	(0.6)	1,459	70.4%		
459	99.8%	445	99.8%	14	0.0	(14)	0.0	473	99.8%	473	99.8%	796	99.9%	776	99.9%	20	0.0	(40)	0.1	836	99.8%		
66	61.7%	63	54.8%	3	6.9	2	3.5	64	58.2%	64	58.2%	154	67.5%	137	58.5%	17	9.0	23	8.0	131	59.5%		
<b>3,201</b>	<b>38.7%</b>	<b>3,536</b>	<b>38.8%</b>	<b>(335)</b>	<b>(0.1)</b>	<b>(250)</b>	<b>1.0</b>	<b>3,451</b>	<b>37.7%</b>	<b>3,451</b>	<b>37.7%</b>	<b>5,389</b>	<b>41.2%</b>	<b>5,809</b>	<b>41.1%</b>	<b>(420)</b>	<b>0.1</b>	<b>(240)</b>	<b>1.0</b>	<b>5,629</b>	<b>40.2%</b>		
<b>GROSS MARGIN</b>																							
<b>TOTAL CONTROLLABLES</b>																							
967	14.8%	1,005	13.8%	38	(1.0)	(10)	(1.9)	957	12.9%	957	12.9%	1,850	18.6%	1,900	17.6%	50	(1.0)	(4)	(1.6)	1,846	17.0%		
863	73.7%	926	72.2%	63	(1.5)	(76)	(5.4)	787	68.3%	787	68.3%	1,580	75.3%	1,702	74.2%	122	(1.1)	(96)	(3.6)	1,484	71.7%		
254	55.2%	214	48.0%	(40)	(7.2)	(21)	(6.0)	233	49.2%	233	49.2%	419	52.6%	376	48.4%	(43)	(4.2)	(5)	(3.2)	414	49.4%		
116	108.4%	129	112.2%	13	3.8	15	10.7	131	119.1%	131	119.1%	235	103.1%	249	106.4%	14	3.3	3	5.1	238	108.2%		
<b>2,200</b>	<b>26.6%</b>	<b>2,274</b>	<b>24.9%</b>	<b>74</b>	<b>(1.7)</b>	<b>(92)</b>	<b>(3.6)</b>	<b>2,108</b>	<b>23.0%</b>	<b>2,108</b>	<b>23.0%</b>	<b>4,084</b>	<b>31.2%</b>	<b>4,227</b>	<b>29.9%</b>	<b>143</b>	<b>(1.3)</b>	<b>(102)</b>	<b>(2.8)</b>	<b>3,982</b>	<b>28.4%</b>		
<b>CONTRIBUTION</b>																							
<b>ALLOCATED EXPENSES</b>																							
885	13.6%	1,117	15.4%	(232)	(1.8)	(257)	(1.8)	1,142	15.4%	1,142	15.4%	1,124	11.3%	1,374	12.7%	(250)	(1.4)	(233)	(1.2)	1,357	12.5%		
(39)	(3.3%)	(20)	(1.6%)	(19)	(1.7)	(67)	(5.7)	28	2.4%	28	2.4%	(115)	(5.5%)	(80)	(3.5%)	(35)	(2.0)	(90)	(4.3)	(25)	(1.2%)		
206	44.8%	231	51.8%	(25)	(7.0)	(34)	(5.8)	240	50.6%	240	50.6%	376	47.2%	400	51.5%	(24)	(4.3)	(46)	(3.2)	422	50.4%		
(50)	(46.7%)	(66)	(57.4%)	16	10.7	17	14.2	(67)	(60.9%)	(67)	(60.9%)	(81)	(35.5%)	(112)	(47.9%)	31	12.4	26	13.1	(107)	(48.6%)		
<b>1,002</b>	<b>12.1%</b>	<b>1,262</b>	<b>13.8%</b>	<b>(260)</b>	<b>(1.7)</b>	<b>(341)</b>	<b>(2.6)</b>	<b>1,343</b>	<b>14.7%</b>	<b>1,343</b>	<b>14.7%</b>	<b>1,304</b>	<b>10.0%</b>	<b>1,582</b>	<b>11.2%</b>	<b>(278)</b>	<b>(1.2)</b>	<b>(343)</b>	<b>(1.8)</b>	<b>1,647</b>	<b>11.8%</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
<b>OTHER INC/(EXP)</b>																							
660	10.1%	741	10.2%	81	0.1	21	(0.9)	681	9.2%	681	9.2%	1,279	12.9%	1,375	12.7%	96	(0.2)	(12)	(1.3)	1,267	11.6%		
306	26.1%	309	24.1%	3	(2.0)	(9)	(0.3)	297	25.8%	297	25.8%	638	30.4%	665	29.0%	27	(1.4)	(23)	(0.7)	615	29.7%		
94	20.4%	84	18.8%	(10)	(1.6)	(3)	(1.2)	91	19.2%	91	19.2%	198	24.8%	181	23.3%	(17)	(1.5)	(9)	(2.2)	189	22.6%		
94	87.9%	92	80.0%	(2)	(7.9)	(8)	(9.7)	86	78.2%	86	78.2%	194	85.1%	188	80.3%	(6)	(4.8)	(20)	(6.0)	174	79.1%		
<b>1,154</b>	<b>14.0%</b>	<b>1,226</b>	<b>13.4%</b>	<b>72</b>	<b>(0.6)</b>	<b>1</b>	<b>(1.4)</b>	<b>1,155</b>	<b>12.6%</b>	<b>1,155</b>	<b>12.6%</b>	<b>2,309</b>	<b>17.7%</b>	<b>2,409</b>	<b>17.1%</b>	<b>100</b>	<b>(0.6)</b>	<b>(64)</b>	<b>(1.7)</b>	<b>2,245</b>	<b>16.0%</b>		
226	2.7%	375	4.1%	(149)	(1.4)	(234)	(2.3)	460	5.0%	460	5.0%	(156)	(1.2%)	(2)	0.0%	(154)	(1.2)	(246)	(1.8)	90	0.6%		
(346)	(4.2%)	(329)	(3.6%)	(17)	(0.6)	(77)	(1.3)	(269)	(2.9%)	(269)	(2.9%)	(753)	(5.8%)	(744)	(5.3%)	(9)	(0.5)	(113)	(1.2)	(640)	(4.6%)		
111	1.3%	147	1.6%	(36)	(0.3)	(38)	(0.3)	149	1.6%	149	1.6%	179	1.4%	219	1.6%	(40)	(0.2)	(54)	(0.3)	233	1.7%		
(143)	(1.7%)	(157)	(1.7%)	14	0.0	9	0.0	(152)	(1.7%)	(152)	(1.7%)	(275)	(2.1%)	(300)	(2.1%)	25	0.0	6	(0.1)	(281)	(2.0%)		
<b>(152)</b>	<b>(1.8%)</b>	<b>36</b>	<b>0.4%</b>	<b>(188)</b>	<b>(2.2)</b>	<b>(340)</b>	<b>(3.9)</b>	<b>188</b>	<b>2.1%</b>	<b>188</b>	<b>2.1%</b>	<b>(1,005)</b>	<b>(7.7%)</b>	<b>(827)</b>	<b>(5.9%)</b>	<b>(178)</b>	<b>(1.8)</b>	<b>(407)</b>	<b>(3.4)</b>	<b>(598)</b>	<b>(4.3%)</b>		
5	0.1%	2	0.0%	3	0.1	(11)	(0.1)	16	0.2%	16	0.2%	11	0.1%	4	0.0%	7	0.1	(15)	(0.1)	26	0.2%		
29	0.4%	13	0.1%	16	0.3	15	0.2	14	0.2%	14	0.2%	56	0.4%	27	0.2%	29	0.2	29	0.2	27	0.2%		
(29)	(0.4%)	(29)	(0.3%)	0	(0.1)	3	(0.1)	(32)	(0.3%)	(32)	(0.3%)	(58)	(0.4%)	(58)	(0.4%)	0	0.0	6	0.1	(64)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	0	0.0%	0	0.0%	(3)	0.0%	3	0.0	0	0.0	0	0.0%		
244	3.0%	244	2.7%	0	0.3	8	0.4	236	2.6%	236	2.6%	489	3.7%	489	3.5%	0	0.2	16	0.3	473	3.4%		
<b>249</b>	<b>3.0%</b>	<b>228</b>	<b>2.5%</b>	<b>21</b>	<b>0.5</b>	<b>15</b>	<b>0.4</b>	<b>234</b>	<b>2.6%</b>	<b>234</b>	<b>2.6%</b>	<b>498</b>	<b>3.8%</b>	<b>459</b>	<b>3.3%</b>	<b>39</b>	<b>0.5</b>	<b>36</b>	<b>0.5</b>	<b>462</b>	<b>3.3%</b>		
<b>97</b>	<b>1.2%</b>	<b>264</b>	<b>2.9%</b>	<b>(167)</b>	<b>(1.7)</b>	<b>(325)</b>	<b>(3.4)</b>	<b>422</b>	<b>4.6%</b>	<b>422</b>	<b>4.6%</b>	<b>(507)</b>	<b>(3.9%)</b>	<b>(368)</b>	<b>(2.6%)</b>	<b>(139)</b>	<b>(1.3)</b>	<b>(371)</b>	<b>(2.9)</b>	<b>(136)</b>	<b>(1.0%)</b>		
<b>NET INCOME (LOSS)</b>																							

ASUCLA  
P/L Reconciliation  
Sep-18

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Sep-18</b>
<b>Budgeted Net Income/(Loss)</b>	<b>264</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: sales negatively impacted by concessions sales at football, low percentage score big promotions and sales of UA merchandise as it relates to fan enthusiasm	(79)
E-Commerce below plan as sales were negatively impacted by low percentage score big promotions and sales of UA merchandise	(73)
New Text below plan due to a transfer to Rental Program Income and increase in Used Text sales	(36)
Used Text above plan due to mostly to better than anticipated reception to the Rental Program	15
Computer Store below plan due to significant year over year decrease in individual purchases of Mac Computers (partly due to reduced availability of funds for summer scholarship students)	(13)
LuValle Books above plan mostly timing related to UCLA Extension	8
HSS Dental below plan due mostly to timing as backordered items were greater than anticipated	(97)
Total Wages below plan	5
Other, positive controllables (mostly employee benefits)	38
Total Contribution	(232)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda above plan due to positive customer interest in this product line (much higher than past trend of last few years)	6
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated	(13)
Veggie Grill above plan: average check and customer count higher than plan	5
Untitled below plan: adjustment to budgeted sales for week before classes plus sales plan based on Stage Canteen closure (remains open)	(4)
CSSC below plan: adjustment to budgeted sales related to the week before classes plus Southern Lights closure for 5 days for Peet's coffee conversion	(6)
Café Synapse below plan due to ongoing customer traffic decline (aggressive marketing and menu changes in process to revitalize area)	(5)
LuValle Food Servery below plan: less customers than expected (may have shifted to Jimmy's due to great customer response to new coffee brand)	(5)
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day	(4)
Taco Bell below plan: customer count is positive to plan however the actual average check is significantly lower (buying choices may be based on price sensitivity)	(5)
Catering below plan: several UCLA Admissions events did not occur	(28)
Concessions below plan due to budget alignment of events (budgeted 9 events but only 7 actually scheduled)	(5)
Total Wages below plan	42
Other, various gross margin negative variances offset by positive controllables	3
Total Contribution	(19)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan: timing for sales from prior month and to Costco which are consignment based	36
Licensing Campus Sourcing below plan: timing related as more sales posted in prior month	(9)
Leased Ops below plan: space previously leased by Kaplan is not currently leased	(7)
Photography below plan due to overall decrease in Athletic related bookings (some of this is timing and will be realized next month)	(5)
Total Wages above plan	(8)
Other, negative controllables mostly Licensing	(32)
Total Contribution	(25)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan due to an increase in event sales for New Student Orientations (scheduling adjustment for additional session) and an additional off campus event	6
AU Post Office below plan due to lower consignment commission and reduced summer student sales activity	(2)
Total wages below plan	2
Other, positive controllables	10
Total Contribution	16
<b>Allocated Expenses and Other</b>	
A&SS below plan due mostly to positive career wages and employee benefits	60
Facilities higher than plan due to rental of portable air conditioning units	(8)
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	11
Depreciation below plan due to timing for capital projects	9
Other positive: mostly interest income due to higher cash balance and interest rate	21
Total	93
<b>Actual Net Income/(Loss)</b>	<b>97</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(368)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: reduced visitor traffic and low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm	(110)
E-Commerce below plan: overall decline in fan enthusiasm	(75)
New Text below plan: interaction between New and Used as lower sales were impacted by new rental program in Used Text	(37)
Used Text above plan: positive impact of new rental program	24
Computer Store below plan: significant weakness in institutional demand for Apple products	(29)
LuValle Books above plan due to strong inaugural Fall law school rental options	20
HSS Dental below plan: timing related to backordered items	(89)
Total Wages lower than plan	1
Other, positive controllables mostly employee benefits and bank card expense	45
Total Contribution	(250)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda above plan due to positive interest in this product line compared to prior years	8
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated	(22)
Café Synapse below plan due to ongoing customer traffic decline	(11)
LuValle Food Servery below plan: less customers than expected	(8)
Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day	(9)
Taco Bell below plan: mostly lower average check	(9)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA Admissions events did not occur	(63)
Concessions below plan: less events than planned	(10)
Total Wages lower than plan	68
Other, various gross margin negative variances offset by positive controllables (mostly employee benefits)	21
Total Contribution	(35)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic above plan: timing for sales from prior month and to Costco which are consignment based	11
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized	10
Licensing Campus Sourcing above plan (some timing related)	18
Leased Ops below plan due to delay in leases for space previously leased by Kaplan	(15)
Photography below plan due to reduced Athletic bookings	(4)
Total Wages above plan	(18)
Other, negative controllables mostly Licensing	(26)
Total Contribution	(24)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to two anticipated shoots	22
AU Post Office below plan due mostly to lower consignment commission	(4)
Total Wages below plan	6
Other, positive controllables	7
Total Contribution	31
<b>Allocated Expenses and Other</b>	
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	86
Facilities above plan mostly rental of portable air conditioning units	(20)
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.	16
Depreciation lower than plan due to timing of capitals	18
Other- mostly higher interest income and non-recurrent	39
Total	139
<b>Actual Net Income/(Loss)</b>	<b>(507)</b>

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

	Current Month September 2018	Prior Month August 2018	Prior Year July 2018
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$13,975	\$14,243	\$13,915
Accounts receivable	5,360	3,468	3,844
Less: Allowance for doubtful accounts	(587)	(579)	(580)
Accounts receivable, net	4,773	2,907	3,264
Student fees receivable	607	362	118
Short term note receivable	0	0	200
Inventories	6,586	6,488	6,248
Prepaid expenses and other current assets	255	258	319
Total current assets	26,196	24,258	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,819	72,732	72,708
Less: Accumulated depreciation	(50,577)	(50,370)	(50,163)
Total long term assets	22,242	22,362	22,545
<b>TOTAL ASSETS</b>	<b>\$48,438</b>	<b>\$46,620</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$8,440	\$6,969	\$7,049
Wages and payroll taxes payable	5,193	6,065	5,551
Sales tax payable & other liabilities	928	698	625
Interest payable	131	103	74
Deferred income	1,542	707	518
Funds held for others	257	228	338
Current portion of long term debt	867	867	867
Total current liabilities	17,358	15,637	15,022
LONG TERM DEBT:			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
<b>TOTAL LIABILITIES</b>	<b>24,453</b>	<b>22,732</b>	<b>22,117</b>
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(507)	(604)	(659)
Ending Balance	23,985	23,888	24,492
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$48,438</b>	<b>\$46,620</b>	<b>\$46,609</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$97  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 207  
   (Increase)/decrease in current assets:  
     Accounts receivable (1,866)  
     Student fees receivable (245)  
     Short term note receivable 0  
     Inventories (98)  
     Prepaid expenses and other current assets 3  
   Increase/(decrease) in current liabilities:  
     Accounts payable 1,471  
     Sales tax payable & other liabilities 230  
     Wages and payroll taxes payable (872)  
     Interest payable 28  
     Deferred Income 835  
     Funds held for others 29  
  
 Net cash provided/(used) by operating activities **(181)**

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

Purchase of property, equipment and improvements (87)  
 Change in capital projects in progress 0  
  
 Net cash used in investing activities **(87)**

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

Principal payments on AU expansion loan 0  
  
 Net cash provided/(used) by financing activities **0**

**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>
	\$97	(\$507)	(\$136)
	207	414	381
	(1,866)	(1,508)	(1,008)
	(245)	(489)	(473)
	0	200	0
	(98)	(338)	(442)
	3	64	80
	1,471	1,390	2,067
	230	303	190
	(872)	(358)	(576)
	28	57	64
	835	1,024	172
	29	(81)	95
	<b>(181)</b>	<b>171</b>	<b>414</b>
	(87)	(102)	(265)
	0	(9)	0
	<b>(87)</b>	<b>(111)</b>	<b>(265)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(268)</b>	<b>60</b>	<b>149</b>
	<b>14,243</b>	<b>13,915</b>	<b>12,191</b>
	<b>\$13,975</b>	<b>\$13,975</b>	<b>\$12,340</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$13,975</b>
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
CSSC Pizza Concept	(254)
Store POS	(250)
North Campus Restroom Remodel	(250)
AU Freight Elevators Fire and Cab Doors	(200)
AU 1st Floor Restrooms	(193)
TFC Dining Room Remodel	(153)
Engineering 6 Café	(150)
Subtotal	(1,912)
Adjustment for Cash Overdraft Entry	(1,360)
Uncommitted Cash	10,703
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>14,707</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$4,004)</b>

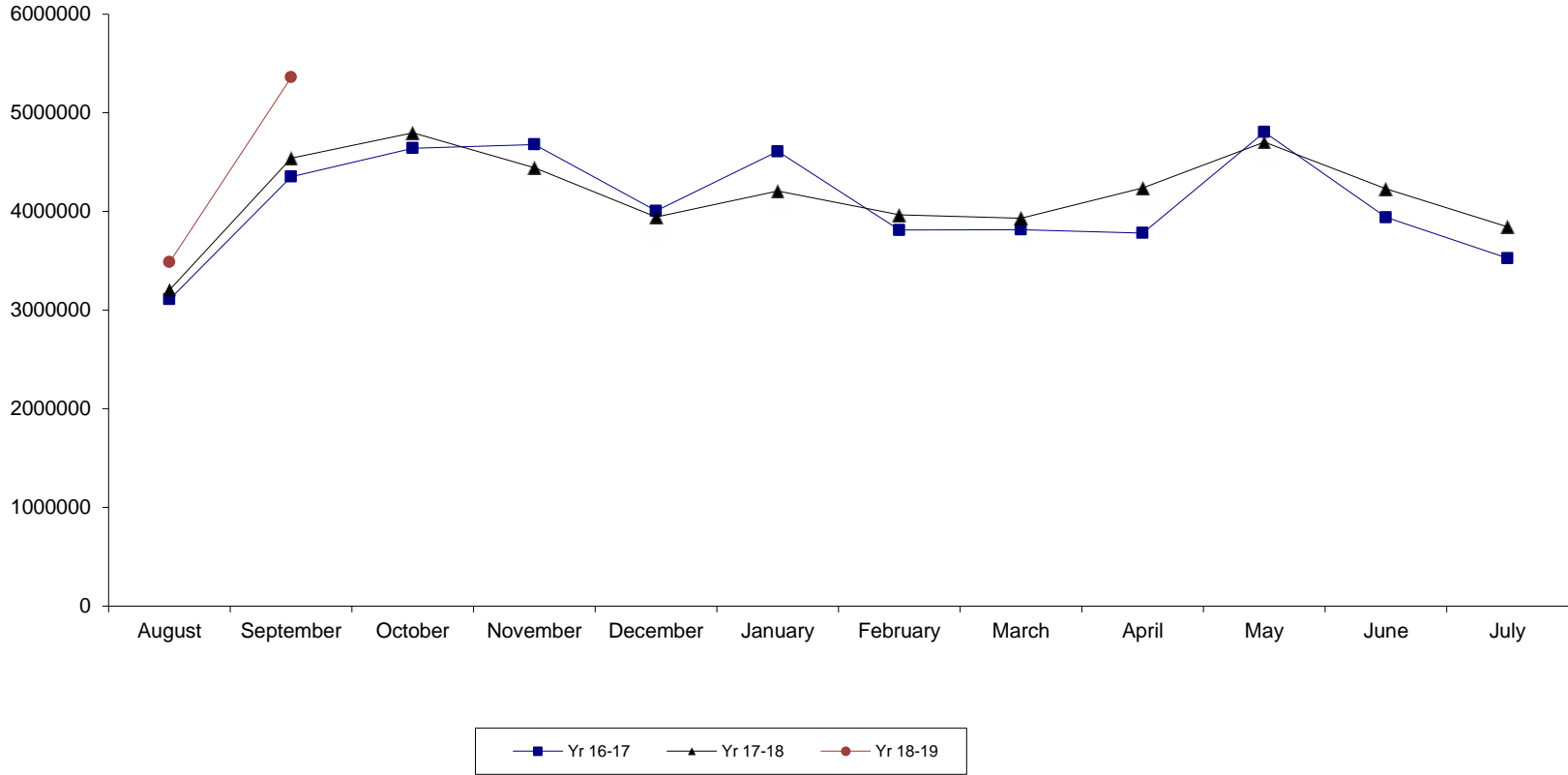
ASUCLA SERVICES AND ENTERPRISES  
 Capital Expenditures -Current Year Projects (\$000's)  
 FY 2018-2019 September 2018

PROJECT NAME	BUDGET	PROJECTED							Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)		
<b>Store/Services</b>									
2018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending	
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending	
2018-003 AU B-Level Bearwear Update	125.0	68.5	26.5	95.0	30.0		0.0	In Progress	
2018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending	
<b>Food Service</b>									
2018-006 FS Miscellaneous and Unanticipated	50.0	0.0	19.1	19.1	30.9		0.0	In Progress	
2018-007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-008 Coffee Equipment	100.0	0.0	0.0	0.0	0.0	100.0	0.0	Pending	
2018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending	
2018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-016 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2018-017 Store Website Update	50.0	0.0	20.0	20.0	30.0		0.0	In Progress	
2018-018 Store POS	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending	
2018-019 Marketing Misc. Hardware/Software Upgrades	5.0	0.0	4.1	4.1	0.0		(0.9)	Completed Awaiting Invoice	
2018-032 Mobile Application Development	0.0	12.6	0.0	12.6	42.4		55.0	In Progress	
<b>Total Technology</b>	<b>335.0</b>	<b>12.6</b>	<b>24.1</b>	<b>36.7</b>	<b>72.4</b>	<b>280.0</b>	<b>54.1</b>		
2018-022 KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending	
2018-023 Restroom Partitions	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending	
2018-024 LVC Kitchen Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2018-025 North Campus Restroom Remodel	250.0	0.0	3.5	3.5	246.5		0.0	In Progress	
2018-026 KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending	
2018-028 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending	
2018-029 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2018-030 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending	
2018-031 Replace DVR	40.0	0.0	44.8	44.8	0.0		4.8	Completed Awaiting Invoice	
2018-033 LVC Store AC Replacement	0.0	0.0	38.3	38.3	0.0		38.3	Completed Awaiting Invoice	
<b>Total Others</b>	<b>705.0</b>	<b>0.0</b>	<b>96.1</b>	<b>96.1</b>	<b>287.0</b>	<b>365.0</b>	<b>43.1</b>		
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>81.1</b>	<b>209.6</b>	<b>290.7</b>	<b>436.5</b>	<b>1,120.0</b>	<b>97.2</b>		

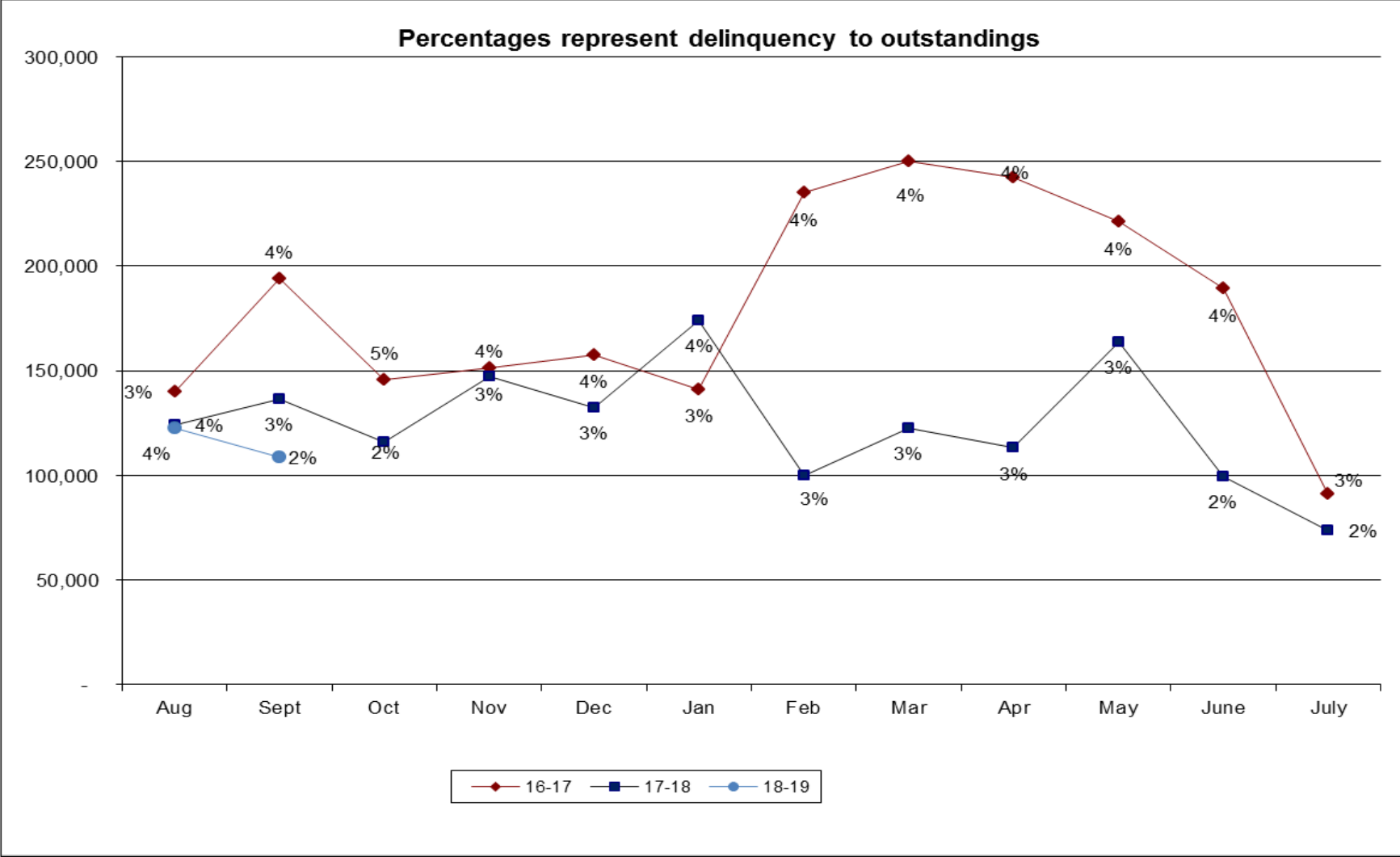
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

09/29/18	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,040,738	20%	\$69,102	49%	\$20,829	55%	\$795	6%	\$4,003	12%	\$3,950	16%	\$1,139,417	21%
ASUCLA PUBLICATIONS		\$53,656	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,656	1%
ASUCLA USA/GSA		\$75,646	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,646	1%
DUE FROM VENDORS		\$424,907	8%	\$10,792	8%	\$9,788	26%	\$11,920	85%	\$27,957	88%	\$18,638	75%	\$504,002	9%
DENTAL KITS		\$955,543	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$955,543	18%
OTHER		\$2,560,308	51%	\$60,812	43%	\$7,385	19%	\$1,250	9%	\$112	0%	\$2,215	9%	\$2,632,082	50%
<b>TOTAL CURRENT MONTH</b>		<b>\$5,110,798</b>	<b>100%</b>	<b>\$140,706</b>	<b>100%</b>	<b>\$38,002</b>	<b>100%</b>	<b>\$13,965</b>	<b>100%</b>	<b>\$32,072</b>	<b>100%</b>	<b>\$24,803</b>	<b>100%</b>	<b>\$5,360,346</b>	<b>100%</b>
		95%		3%		1%		0%		1%		0%		100%	
08/25/18	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$746,089	24%	\$172,201	66%	\$37,984	62%	\$5,166	42%	\$193	1%	\$5,132	23%	\$966,765	28%
ASUCLA PUBLICATIONS		\$52,003	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$52,003	1%
ASUCLA USA/GSA		\$68,119	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$68,119	2%
DUE FROM VENDORS		\$349,876	11%	\$10,934	4%	\$4,124	7%	\$6,669	54%	\$25,072	91%	\$16,715	77%	\$413,390	12%
DENTAL KITS		\$41,762	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$41,762	1%
OTHER		\$1,844,345	60%	\$77,656	30%	\$18,867	31%	\$531	4%	\$2,337	8%	\$19	0%	\$1,943,755	56%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,102,194</b>	<b>100%</b>	<b>\$260,791</b>	<b>100%</b>	<b>\$60,975</b>	<b>100%</b>	<b>\$12,366</b>	<b>100%</b>	<b>\$27,602</b>	<b>100%</b>	<b>\$21,866</b>	<b>100%</b>	<b>\$3,485,794</b>	<b>100%</b>
		89%		7%		2%		0%		1%		1%		100%	
07/28/18	Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$880,543	24%	\$86,978	44%	\$8,411	61%	\$200	3%	\$0	0%	\$5,886	24%	\$982,018	26%
ASUCLA PUBLICATIONS		\$54,849	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$54,849	1%
ASUCLA USA/GSA		\$76,702	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,702	2%
DUE FROM VENDORS		\$495,723	14%	\$6,717	3%	\$612	4%	\$4,498	58%	\$27,812	100%	\$18,542	76%	\$553,904	14%
DENTAL KITS		\$45,876	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$45,876	1%
OTHER		\$2,018,754	57%	\$104,489	53%	\$4,787	35%	\$2,998	39%	\$123	0%	(\$66)	0%	\$2,131,085	55%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,572,447</b>	<b>100%</b>	<b>\$198,184</b>	<b>100%</b>	<b>\$13,810</b>	<b>100%</b>	<b>\$7,696</b>	<b>100%</b>	<b>\$27,935</b>	<b>100%</b>	<b>\$24,362</b>	<b>100%</b>	<b>\$3,844,434</b>	<b>100%</b>
		93%		5%		0%		0%		1%		1%		100%	

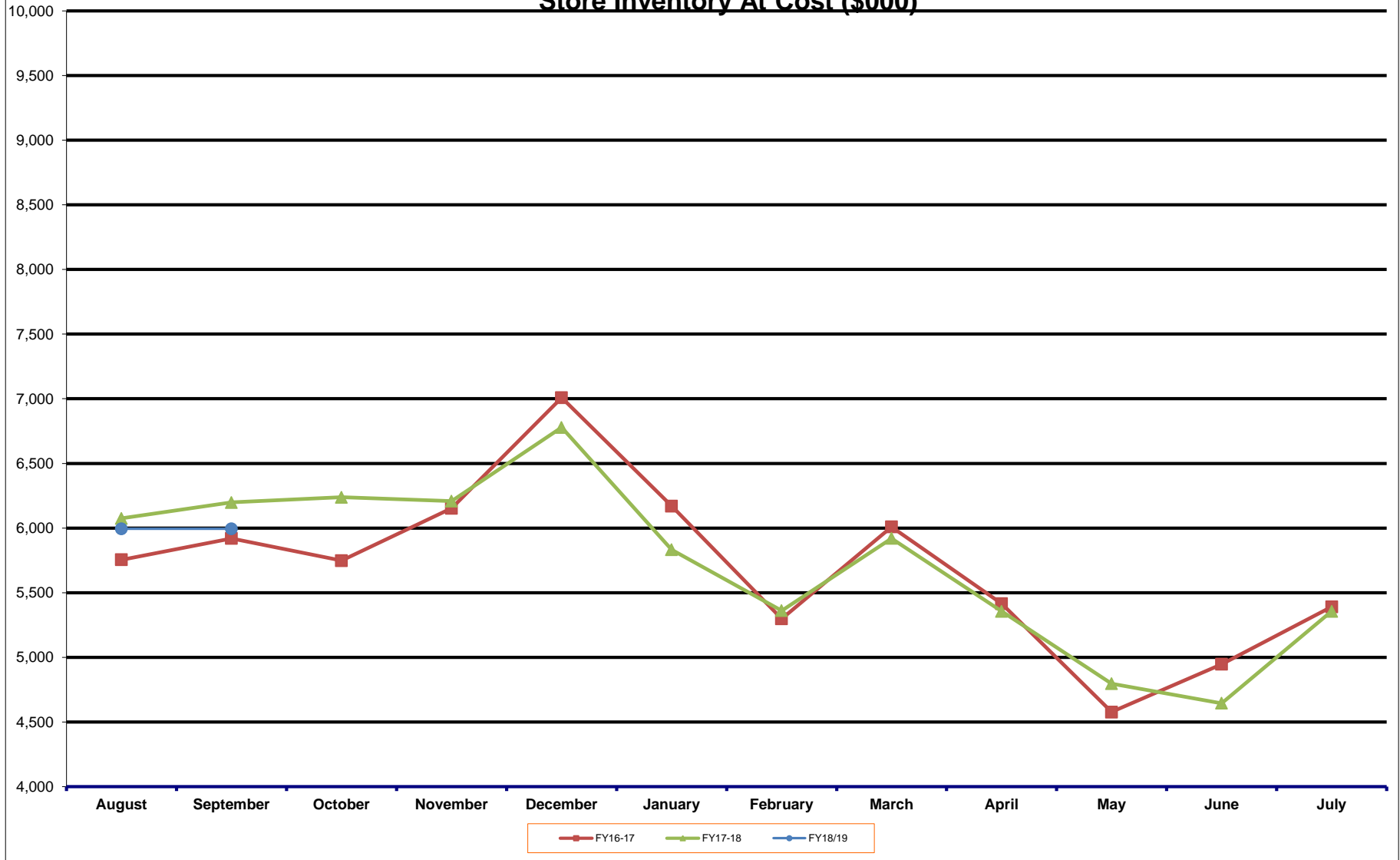
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 16 to Sep 18**



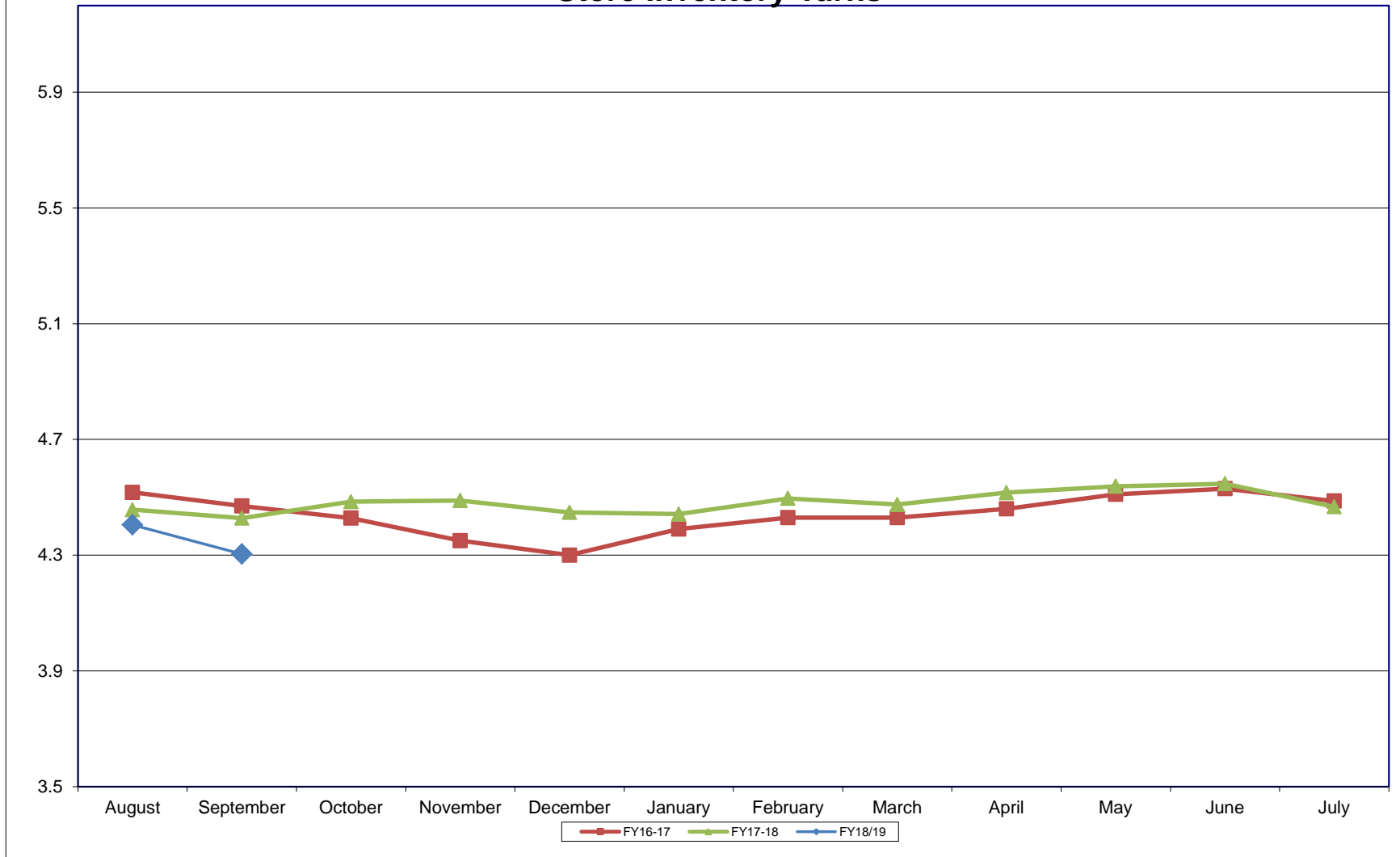
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,708,902	2,971,116	<262,214>	4,038,774	4,474,756	<435,982>	3,117,354	4,575,707
1,516,643	1,678,034	<161,391>	2,661,191	2,857,118	<195,927>	1,650,054	2,809,329
86,142	82,888	3,254	144,098	144,318	<220>	79,661	139,545
216,357	206,105	10,252	468,488	480,730	<12,242>	209,686	496,112
135,707	271,000	<135,293>	249,006	387,000	<137,994>	266,301	378,241
1,670,975	1,893,372	<222,397>	2,091,881	2,236,686	<144,805>	1,948,931	2,287,617
6,334,726	7,102,515	<767,789>	9,653,439	10,580,608	<927,169>	7,271,987	10,686,551
4,654,686	5,125,735	471,049	6,938,049	7,503,977	565,928	5,290,363	7,638,763
9,247	9,700	453	12,647	13,090	443	11,494	14,995
7,588	8,410	822	13,394	14,350	956	8,266	14,214
387	380	<7>	644	660	16	353	618
1,103	1,150	47	2,501	2,670	169	1,161	2,795
5,484	5,620	136	7,192	7,310	118	5,976	7,696
23,810	25,260	1,450	36,378	38,080	1,702	27,250	40,318
4,678,496	5,150,995	472,499	6,974,427	7,542,057	567,630	5,317,613	7,679,082
73.5	72.2	<1.3>	71.9	70.9	<1.0>	72.8	71.5
1,656,230	1,951,520	<295,290>	2,679,012	3,038,551	<359,539>	1,954,374	3,007,469
26.5	27.8	<1.3>	28.1	29.1	<1.0>	27.3	28.5
0.4	0.4	<0.0>	0.4	0.4	<0.0>	0.4	0.4
26.2	27.5	<1.3>	27.8	28.7	<1.0>	26.9	28.1
16.7	17.5	<0.8>	16.4	17.0	<0.6>	17.5	17.2
50.6	50.5	0.1	50.8	50.9	<0.1>	50.3	50.3
42.8	40.8	2.0	43.0	40.9	2.1	43.4	43.4
30.3	30.8	<0.5>	26.7	27.1	<0.5>	30.3	26.2
53.1	49.8	3.3	53.1	51.3	1.8	47.1	49.4
15.7	18.6	<2.9>	16.6	19.5	<2.9>	18.2	18.8
195,915	170,282	25,633	294,949	235,584	59,365	144,462	195,424
1,852,145	2,121,802	<269,657>	2,973,961	3,274,135	<300,174>	2,098,835	3,202,894
258,630	262,244	3,614	516,446	522,117	5,671	242,901	490,628
277,172	278,348	1,176	473,719	468,912	<4,807>	255,437	432,569
535,802	540,592	4,790	990,166	991,029	863	498,338	923,197
8.5	7.6	<0.9>	10.3	9.4	<0.9>	6.9	8.6
116,508	128,735	12,227	224,053	254,398	30,345	117,817	238,647
6,095	5,920	<175>	23,473	21,073	<2,400>	7,269	22,542
6,575	11,700	5,125	13,878	23,350	9,472	12,250	23,617
20	14	<6>	37	28	<9>	23	43
3,480	1,700	<1,780>	5,610	2,800	<2,810>	1,735	2,545
299	50	<249>	598	100	<498>	0	1,195
7,853	10,350	2,497	12,313	13,730	1,417	10,425	14,125
28,007	37,025	9,018	50,620	52,832	2,212	37,791	54,685
1,000	1,050	50	2,050	2,100	50	1,050	2,100
51,700	44,950	<6,750>	88,764	84,753	<4,011>	45,229	82,938
<3,229>	<5,000>	<1,771>	<4,581>	<8,000>	<3,419>	<4,816>	<6,816>
70,008	70,025	17	210,023	210,050	27	69,967	210,008
4,328	1,300	<3,028>	10,883	6,200	<4,683>	2,755	7,366
86,061	97,429	11,368	149,821	168,275	18,454	94,993	161,268
2,889	0	<2,889>	2,964	0	<2,964>	1,920	3,873
173	0	<173>	327	0	<327>	969	2,770
0	0	<0>	0	0	<0>	0	0
252	2,500	2,248	252	3,200	2,948	2,486	3,140
10,232	10,450	218	19,650	20,700	1,050	10,530	27,525
348	0	<348>	348	0	<348>	1,096	1,096
777	1,500	723	2,756	2,300	<456>	3,752	3,023
17,234	13,234	<4,000>	17,334	13,334	<4,000>	6,443	25,772
0	2	2	0	4	4	0	0
20,657	31,220	10,563	28,820	37,770	8,950	34,764	41,234
431,270	464,154	32,884	859,994	908,997	49,003	458,446	922,697
967,072	1,004,746	37,674	1,850,159	1,900,026	49,867	956,784	1,845,893
885,073	1,117,056	<231,983>	1,123,802	1,374,109	<250,307>	1,142,052	1,357,000
45,797	54,075	8,278	86,431	102,126	15,695	48,874	96,891
176,186	198,172	21,986	337,623	367,199	29,576	180,376	338,013
75,916	89,546	13,630	145,643	164,933	19,290	80,146	148,674
46,530	40,788	<5,742>	95,585	77,897	<17,688>	39,038	70,467
140,988	174,402	33,414	263,873	297,802	33,929	162,214	277,659
92,870	88,873	<3,997>	180,508	171,026	<9,482>	81,954	158,906
24,387	27,958	3,571	54,775	60,014	5,239	31,306	62,439
56,922	67,180	10,258	113,842	134,360	20,518	56,870	113,740
659,595	740,994	81,399	1,278,280	1,375,357	97,077	680,778	1,266,790
225,478	376,062	<150,584>	<154,478>	<1,248>	<153,230>	461,274	90,210



**UCLA RESTAURANTS  
INCOME STATEMENT**

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
146,751	159,239	<12,488>	276,542	299,651	<23,109>	149,943	280,758
138,276	147,448	<9,172>	260,628	270,960	<10,332>	142,768	262,331
128,217	160,229	<32,012>	250,856	290,447	<39,591>	95,027	195,858
199,383	198,910	473	339,337	336,794	2,543	184,603	313,346
210,378	224,106	<13,728>	386,193	420,943	<34,750>	217,616	406,655
175,277	211,732	<36,455>	263,161	338,743	<75,582>	193,240	296,374
998,282	1,101,664	<103,382>	1,776,716	1,957,538	<180,822>	983,196	1,755,321
347,663	377,673	30,010	632,880	672,928	40,048	338,286	611,027
34.8	34.3	<0.6>	35.6	34.4	<1.2>	34.4	34.8
650,619	723,991	<73,372>	1,143,836	1,284,610	<140,774>	644,910	1,144,294
65.2	65.7	<0.6>	64.4	65.6	<1.2>	65.6	65.2
62.3	66.4	<4.2>	63.4	66.7	<3.3>	66.5	66.7
64.1	64.9	<0.8>	64.5	65.1	<0.6>	63.6	64.1
69.8	65.6	4.2	66.6	65.6	0.9	67.6	67.1
67.2	68.2	<1.1>	65.9	67.8	<1.9>	68.4	68.1
62.2	64.3	<2.2>	63.4	64.3	<0.8>	63.6	63.5
66.5	65.4	1.1	63.5	65.1	<1.6>	65.6	63.5
173,094	181,734	<8,640>	321,309	337,453	<16,144>	170,157	315,206
823,714	905,725	<82,011>	1,465,145	1,622,063	<156,918>	815,066	1,459,499
322,588	340,282	17,694	602,926	643,830	40,904	306,971	577,948
1,273	2,575	1,302	6,324	4,635	<1,689>	0	0
288,213	312,860	24,647	521,159	551,982	30,823	256,276	464,560
<37,796>	<39,083>	<1,287>	<70,968>	<73,066>	<2,098>	<36,752>	<68,472>
574,278	616,634	42,356	1,059,442	1,127,381	67,939	526,494	974,036
57.5	56.0	<1.6>	59.6	57.6	<2.0>	53.6	55.5
170,181	185,238	15,057	302,043	345,932	43,889	144,387	289,796
1,551	2,205	654	3,388	4,435	1,047	3,370	6,851
2,535	4,205	1,670	4,979	8,410	3,431	3,767	7,779
2,265	2,000	<265>	2,996	3,000	4	2,986	3,816
44,235	52,919	8,684	78,484	95,025	16,541	45,592	82,322
4.4	4.8	0.4	4.4	4.9	0.4	4.6	4.7
8,457	4,928	<3,529>	14,984	9,586	<5,398>	6,242	11,441
<14,507>	<14,500>	7	<21,714>	<29,000>	<7,286>	<10,146>	<27,575>
7,834	3,190	<4,644>	14,883	5,625	<9,258>	2,527	5,034
5,783	5,248	<535>	9,295	9,031	<264>	4,218	6,687
4,402	2,505	<1,897>	3,542	4,580	1,038	3,302	5,152
4,264	4,380	116	5,655	5,660	5	4,270	19,654
0	0	0	0	0	0	1	2
12,653	8,622	<4,031>	20,887	15,490	<5,397>	7,514	16,321
24,783	29,717	4,934	49,427	59,136	9,709	25,995	53,055
1,616	1,495	<121>	2,945	2,705	<240>	1,474	2,680
<60>	1,042	1,102	<34>	2,002	2,036	964	1,310
3	0	<3>	3	0	<3>	0	0
774	0	<774>	4,560	0	<4,560>	0	0
0	425	425	0	850	850	0	0
238	238	<0>	476	476	<0>	801	1,588
0	0	0	3,693	800	<2,893>	210	1,710
11,533	15,653	4,120	19,838	30,439	10,601	13,236	22,381
288,540	309,510	20,970	520,329	574,182	53,853	260,709	510,006
862,818	926,144	63,326	1,579,770	1,701,563	121,793	787,203	1,484,042
<39,104>	<20,419>	<18,685>	<114,625>	<79,500>	<35,125>	27,863	<24,543>
49,085	51,089	2,004	92,474	105,573	13,099	51,635	102,216
31,602	27,564	<4,038>	75,372	75,819	447	28,051	69,771
13,617	12,455	<1,162>	32,522	33,977	1,455	12,464	30,600
8,346	5,673	<2,673>	21,646	16,267	<5,379>	6,071	14,389
25,289	24,258	<1,031>	58,606	59,487	881	25,226	55,780
81,777	78,273	<3,504>	158,947	150,627	<8,320>	72,165	139,926
21,474	24,623	3,149	48,232	52,855	4,623	27,566	54,981
75,280	85,042	9,762	150,491	170,084	19,593	73,734	147,466
306,469	308,977	2,508	638,291	664,689	26,398	296,911	615,128
<345,574>	<329,396>	<16,178>	<752,916>	<744,189>	<8,727>	<269,048>	<639,670>
234,409	245,310	<10,901>	430,504	450,422	<19,918>	239,291	440,680
84,692	83,585	1,107	157,467	157,631	<164>	81,877	153,992
149,717	161,725	<12,008>	273,037	292,791	<19,754>	157,414	286,688
7.07	6.93	0.14	7.13	7.00	0.13	6.54	6.62
9.13	8.83	0.30	9.16	8.93	0.24	8.46	8.56
5.90	5.94	<0.04>	5.96	5.96	<0.01>	5.55	5.58
27,826	29,486	1,660	50,159	52,619	2,460	28,734	51,461
35.88	37.07	<1.20>	35.42	36.92	<1.50>	34.22	34.11

SERVICES DIVISION  
INCOME STATEMENT

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
21,507	26,140	<4,633>	32,244	36,040	<3,796>	26,102	35,780
21,507	26,140	<4,633>	32,244	36,040	<3,796>	26,102	35,780
1,035	521	<514>	1,035	715	<320>	1,452	1,806
20,472	25,619	<5,147>	31,209	35,325	<4,116>	24,650	33,973
95.2	98.0	<2.8>	96.8	98.0	<1.2>	94.4	95.0
95.2	98.0	<2.8>	96.8	98.0	<1.2>	94.4	95.0
335,812	309,118	26,694	557,451	518,379	39,072	346,052	589,623
103,002	110,476	<7,474>	207,138	222,173	<15,035>	102,124	212,237
438,814	419,594	19,220	764,588	740,552	24,036	448,176	801,860
459,286	445,213	14,073	795,797	775,877	19,920	472,826	835,833
46,768	37,814	<8,954>	94,281	74,827	<19,454>	36,706	73,415
0	720	720	0	1,440	1,440	0	0
46,768	38,534	<8,234>	94,281	76,267	<18,014>	36,706	73,415
217.5	147.4	<70.1>	292.4	211.6	<80.8>	140.6	205.2
22,406	17,957	<4,449>	45,613	35,548	<10,065>	16,572	33,126
370	515	145	821	1,025	204	1,251	1,608
496	640	144	1,123	1,115	<8>	759	1,340
36	50	14	57	100	43	47	53
3,053	0	<3,053>	4,003	0	<4,003>	6,499	6,519
2,250	2,250	0	2,250	2,250	0	2,000	2,246
9,705	4,375	<5,330>	10,220	6,775	<3,445>	10,012	10,240
3,207	2,083	<1,124>	5,290	4,166	<1,124>	2,083	4,853
0	600	600	0	1,200	1,200	0	0
2,222	3,200	978	2,940	6,400	3,460	1,512	5,701
0	0	0	2,850	0	<2,850>	5,106	15,008
32,748	30,079	<2,669>	53,128	50,172	<2,956>	32,447	54,241
130,286	113,822	<16,464>	196,736	190,821	<5,915>	117,909	205,205
206,780	175,571	<31,209>	325,031	299,572	<25,459>	196,198	340,139
253,548	214,105	<39,443>	419,312	375,839	<43,473>	232,904	413,554
205,738	231,108	<25,370>	376,485	400,038	<23,553>	239,922	422,280
3,997	3,774	<223>	8,247	7,799	<448>	3,600	7,749
12,025	8,745	<3,280>	27,394	24,037	<3,357>	11,138	27,073
5,351	4,073	<1,278>	12,216	11,112	<1,104>	5,125	12,311
3,280	1,855	<1,425>	8,110	5,319	<2,791>	2,496	5,792
9,938	7,934	<2,004>	22,037	19,456	<2,581>	10,374	22,478
41,890	40,051	<1,839>	81,420	77,071	<4,349>	36,966	71,677
11,000	12,606	1,606	24,707	27,060	2,353	14,121	28,164
6,807	4,581	<2,226>	13,615	9,162	<4,453>	6,929	13,858
94,289	83,619	<10,670>	197,745	181,016	<16,729>	90,750	189,100
111,450	147,489	<36,039>	178,740	219,022	<40,282>	149,172	233,179

UCLA STUDENT UNION  
INCOME STATEMENT

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
56,927	48,895	8,032	147,348	124,747	22,601	51,498	114,368
30,014	43,597	<13,583>	55,551	79,032	<23,481>	41,588	79,476
86,941	92,492	<5,551>	202,899	203,779	<880>	93,086	193,843
29,609	42,638	13,029	54,744	77,293	22,549	40,831	78,144
10,772	9,208	<1,564>	20,005	20,540	535	4,556	11,339
40,380	51,846	11,466	74,749	97,833	23,084	45,387	89,483
46.5	56.1	9.6	36.8	48.0	11.2	48.8	46.2
46,560	40,646	5,914	128,150	105,946	22,204	47,699	104,361
53.6	44.0	9.6	63.2	52.0	11.2	51.2	53.8
81.1	81.2	<0.1>	86.4	83.5	2.9	91.2	90.1
1.4	2.2	<0.9>	1.5	2.2	<0.8>	1.8	1.7
0	453	<453>	0	878	<878>	413	1,048
785	2,800	<2,015>	1,185	3,150	<1,965>	540	540
12,702	11,335	1,367	13,294	12,760	534	8,203	11,036
6,423	7,675	<1,252>	11,029	13,913	<2,884>	7,408	14,032
19,910	22,263	<2,353>	25,509	30,701	<5,192>	16,564	26,656
66,470	62,909	3,561	153,659	136,647	17,012	64,264	131,017
33,825	33,952	127	67,755	67,904	149	30,237	63,377
23,129	25,400	2,271	39,946	45,771	5,825	24,798	43,894
56,954	59,352	2,398	107,700	113,675	5,975	55,035	107,271
65.5	64.2	<1.3>	53.1	55.8	2.7	59.1	55.3
20.4	23.5	3.1	15.3	17.9	2.6	20.8	18.5
12,080	16,876	4,796	28,960	33,575	4,615	13,765	28,900
759	762	3	1,309	1,423	114	560	1,482
1,710	2,995	1,285	3,508	5,992	2,484	2,925	5,844
970	0	<970>	970	0	<970>	0	653
0	0	0	54	0	<54>	0	0
650	1,355	705	674	1,485	811	412	705
3,495	1,114	<2,381>	27,296	22,433	<4,863>	10,152	21,866
10,112	8,603	<1,509>	10,500	9,683	<817>	8,326	8,747
100	230	130	850	1,209	359	0	37
260	250	<10>	519	500	<19>	249	499
2,934	5,127	2,193	9,327	10,193	866	4,833	10,321
702	1,025	323	1,473	1,858	385	980	1,858
<92>	0	92	<144>	0	144	<216>	<3>
15,417	15,417	0	30,833	30,834	1	15,417	30,833
10,189	15,500	5,311	10,747	15,750	5,003	18,680	18,921
59,286	69,254	9,968	126,877	134,935	8,058	76,083	130,664
116,239	128,606	12,367	234,577	248,610	14,033	131,118	237,935
<49,769>	<65,697>	15,928	<80,918>	<111,963>	31,045	<66,855>	<106,918>
4,869	5,433	564	9,408	11,227	1,819	5,398	11,303
2,791	3,164	373	8,343	8,697	354	2,575	7,436
1,242	1,474	232	3,722	4,021	299	1,185	3,377
761	671	<90>	2,506	1,924	<582>	577	1,582
2,307	2,871	564	6,677	7,040	363	2,398	6,091
50,801	48,587	<2,214>	98,739	93,499	<5,240>	44,829	86,923
13,340	15,285	1,945	29,962	32,810	2,848	17,124	34,154
17,535	14,257	<3,278>	35,048	28,514	<6,534>	11,528	23,055
93,646	91,742	<1,904>	194,406	187,732	<6,674>	85,615	173,922
<143,414>	<157,439>	14,025	<275,324>	<299,695>	24,371	<152,470>	<280,840>

**ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT**

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
295,843	341,312	45,469	607,756	685,237	77,481	313,369	621,259
4,000	815	<3,185>	7,875	1,630	<6,245>	2,799	6,485
28,326	34,611	6,285	58,228	69,449	11,221	29,841	61,576
328,169	376,738	48,569	673,859	756,316	82,457	346,009	689,320
4.0	4.1	0.2	5.2	5.4	0.2	3.8	4.9
10,500	15,177	4,677	10,500	15,177	4,677	14,735	14,735
2,000	0	<2,000>	2,000	0	<2,000>	0	0
141,454	165,259	23,805	284,940	329,935	44,995	139,231	273,680
5,677	6,990	1,313	15,094	15,584	490	9,776	16,297
4,907	9,063	4,156	9,604	17,309	7,705	9,742	17,517
643	752	109	1,248	1,479	231	748	1,422
1,293	1,043	<250>	1,389	1,688	299	2,457	6,596
0	5	5	216	55	<161>	0	666
1,387	2,601	1,214	1,387	3,797	2,410	2,501	3,638
0	54	54	0	108	108	0	0
295	0	<295>	295	0	<295>	0	0
0	59	59	319	59	<260>	57	57
0	88	88	305	150	<155>	85	145
99	478	379	229	956	727	275	342
540	275	<265>	1,009	550	<459>	393	707
<100>	<300>	<200>	<200>	<500>	<300>	<510>	<459>
0	50	50	0	100	100	0	0
2,945	2,500	<445>	5,592	5,000	<592>	2,545	2,665
1,250	2,631	1,381	2,500	4,583	2,083	2,841	2,207
1,000	1,000	0	2,000	2,000	0	2,520	3,670
10,035	6,828	<3,207>	15,145	11,915	<3,230>	6,735	11,366
894	1,113	219	1,628	2,226	598	723	1,447
12,282	13,091	809	23,567	26,107	2,540	11,689	21,348
0	531	531	0	1,388	1,388	516	1,348
2,447	2,447	0	5,159	5,159	0	2,861	5,979
<2>	40	42	3	80	77	<1>	<1>
23,061	22,795	<266>	46,122	45,590	<532>	20,723	41,446
39,588	4,963	<34,625>	86,612	9,818	<76,794>	7,383	19,688
1,218	1,535	317	2,435	3,070	635	1,396	2,792
11,458	11,791	333	22,585	23,251	666	11,450	22,577
1,917	2,000	83	2,637	2,400	<237>	0	0
10,443	10,756	313	20,885	21,512	627	10,443	20,885
2,955	1,234	<1,721>	5,639	1,968	<3,671>	1,184	1,424
11,639	10,495	<1,144>	29,012	21,879	<7,133>	10,189	21,241
709	0	<709>	1,473	25	<1,448>	0	24
3,764	3,925	161	7,827	8,845	1,018	3,811	8,588
3,226	4,135	909	6,462	8,270	1,808	3,142	6,488
0	0	0	0	0	0	6,917	13,833
7,250	25,250	18,000	14,500	50,500	36,000	23,917	47,833
8,292	8,416	124	16,584	16,708	124	8,292	16,342
18,048	16,924	<1,124>	36,096	33,847	<2,249>	16,431	32,863
17,678	16,786	<892>	17,967	16,786	<1,181>	16,297	16,297
360,791	372,780	11,989	700,766	709,374	8,608	351,495	657,693
688,960	749,518	60,558	1,374,626	1,465,690	91,064	697,504	1,347,012
22,216	20,853	<1,363>	43,180	40,129	<3,051>	19,605	38,013
5,834	6,560	726	13,103	14,081	978	7,489	14,936
23,574	23,091	<483>	47,147	46,182	<965>	22,725	45,221
51,623	50,504	<1,119>	103,430	100,392	<3,038>	49,818	98,170
740,584	800,022	59,438	1,478,056	1,566,082	88,026	747,323	1,445,182
<659,916>	<718,024>	<58,108>	<1,318,435>	<1,401,726>	<83,291>	<678,962>	<1,309,652>
<39,961>	<39,486>	475	<79,922>	<79,447>	475	<31,812>	<64,001>
<3,369>	<3,324>	45	<6,738>	<6,693>	45	<3,166>	<6,374>
<37,338>	<39,188>	<1,850>	<72,961>	<78,216>	<5,255>	<33,382>	<65,155>
<740,584>	<800,022>	<59,438>	<1,478,056>	<1,566,082>	<88,026>	<747,323>	<1,445,182>
0	0	0	0	0	0	0	0

FACILITIES DIVISION  
EXPENSE STATEMENT

SEP. 02(08/26/18-09/29/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
140,474	132,851	<7,623>	267,060	250,669	<16,391>	127,493	243,666
6,886	6,351	<535>	11,990	11,114	<876>	6,166	10,790
0	886	886	0	1,904	1,904	0	0
<108>	<95>	13	<1,103>	<285>	818	<1,129>	<1,749>
<11,601>	<10,374>	1,227	<24,923>	<20,062>	4,861	<10,374>	<20,062>
0	<3,250>	<3,250>	<5,805>	<6,500>	<695>	<1,012>	<1,012>
135,650	126,369	<9,281>	247,219	236,840	<10,379>	121,144	231,633
75,609	78,516	2,907	147,576	147,128	<448>	67,898	134,039
27	50	23	284	250	<34>	128	239
542	784	242	1,124	1,614	490	686	1,417
0	0	0	0	3,000	3,000	0	0
4,089	5,397	1,308	10,357	10,922	565	5,291	10,708
4.7	5.8	1.1	5.1	5.4	0.3	5.7	5.5
8,903	8,180	<723>	14,579	14,291	<288>	7,942	13,875
1,349	1,067	<282>	2,564	2,288	<276>	1,067	2,288
434	479	45	660	849	189	479	805
20,618	27,411	6,793	53,607	59,799	6,192	26,343	56,137
5,544	5,450	<94>	13,741	10,900	<2,841>	5,680	10,178
0	250	250	28	500	472	0	0
1,142	800	<342>	1,506	1,600	94	358	825
0	300	300	0	600	600	0	0
13,871	2,575	<11,296>	28,318	5,150	<23,168>	3,296	4,786
12,737	12,476	<261>	22,195	22,616	421	11,882	21,538
2,693	3,180	487	5,853	6,616	763	3,087	6,423
100	1,600	1,500	224	3,200	2,976	698	968
147,657	148,515	858	302,618	291,323	<11,295>	134,833	264,227
283,307	274,884	<8,423>	549,837	528,163	<21,674>	255,977	495,860
27,015	21,607	<5,408>	53,960	43,214	<10,746>	18,800	37,591
27,015	21,607	<5,408>	53,960	43,214	<10,746>	18,800	37,591
310,322	296,491	<13,831>	603,798	571,377	<32,421>	274,777	533,451
<267,338>	<255,784>	11,554	<519,615>	<492,224>	27,391	<235,914>	<457,431>
<8,138>	<8,138>	0	<16,276>	<16,276>	0	<7,851>	<15,702>
<3,181>	<3,181>	0	<6,362>	<6,362>	0	<3,069>	<6,138>
<9,448>	<8,535>	913	<18,365>	<16,386>	1,979	<8,338>	<16,167>
<22,216>	<20,853>	1,363	<43,180>	<40,129>	3,051	<19,605>	<38,013>
<310,322>	<296,491>	13,831	<603,798>	<571,377>	32,421	<274,777>	<533,451>
0	0	0	<0>	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

SEP. 02(08/26/18-09/29/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
24,364	25,331	967	Chiller Water
39,732	51,272	11,540	Elec-Non Air Cond.
8,635	8,966	331	Water-Non Air Cond.
3,487	4,281	794	Steam-Non Air Cond.
4,640	2,368	<2,272>	Gas
1,551	1,551	0	Energy Management
82,409	93,769	11,360	TOTAL OTHER CONTROL.
82,409	93,769	11,360	TOTAL CONTROLLABLE EXP
<70,201>	<80,473>	<10,272>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,481>	<2,843>	<362>	Allocated-Comm Board
<5,834>	<6,560>	<726>	Allocated-A & SS
<82,409>	<93,769>	<11,360>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 2 MO(07/29/18-09/29/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
60,470	53,379	<7,091>	23,798	56,624
94,442	112,858	18,416	66,464	125,770
13,308	18,361	5,053	7,337	14,390
7,190	8,496	1,306	3,790	5,304
5,627	4,514	<1,113>	1,893	3,921
3,101	3,102	1	1,550	3,101
184,138	200,710	16,572	104,832	209,110
184,138	200,710	16,572	104,832	209,110
<157,676>	<172,741>	<15,065>	<90,117>	<179,737>
<5,598>	<5,598>	0	<2,906>	<5,812>
<2,188>	<2,188>	0	<1,136>	<2,272>
<5,573>	<6,102>	<529>	<3,185>	<6,352>
<13,103>	<14,081>	<978>	<7,489>	<14,936>
<184,138>	<200,710>	<16,572>	<104,832>	<209,110>
0	0	<0>	0	0