

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**October (09/30/18 - 10/27/18)**

**Prepared**

**November 14, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

OCTOBER (09/30/18 - 10/27/18)										FY 17-18		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,817		3,978		(161)	(4.0%)	(186)	(4.6%)	4,003				<b>GROSS INCOME</b>
1,865		1,934		(69)	(3.6%)	135	7.8%	1,730				UCLA Store
469		455		14	3.1%	20	4.5%	449				UCLA Restaurants
139		147		(8)	(5.4%)	17	13.9%	122				Services Division
												UCLA Student Union
<b>6,290</b>		<b>6,514</b>		<b>(224)</b>	<b>(3.4%)</b>	<b>(14)</b>	<b>(0.2%)</b>	<b>6,304</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
					Pts.		Pts.					UCLA Store
1,421	37.2%	1,445	36.3%	(24)	0.9	11	2.0	1,410	35.2%			UCLA Restaurants
1,350	72.4%	1,377	71.2%	(27)	1.2	107	0.6	1,243	71.8%			Services Division
469	100.0%	455	100.0%	14	0.0	20	0.0	449	100.0%			UCLA Student Union
85	61.2%	84	57.1%	1	4.1	25	12.0	60	49.2%			<b>TOTAL</b>
<b>3,325</b>	<b>52.9%</b>	<b>3,361</b>	<b>51.6%</b>	<b>(36)</b>	<b>1.3</b>	<b>163</b>	<b>2.7</b>	<b>3,162</b>	<b>50.2%</b>			<b>WAGES &amp; BENEFITS</b>
634	16.6%	632	15.9%	(2)	(0.7)	(57)	(2.2)	577	14.4%			UCLA Store
751	40.3%	765	39.6%	14	(0.7)	(65)	(0.6)	686	39.7%			UCLA Restaurants
73	15.6%	55	12.1%	(18)	(3.5)	(20)	(3.8)	53	11.8%			Services Division
80	57.6%	78	53.1%	(2)	(4.5)	(11)	(1.0)	69	56.6%			UCLA Student Union
<b>1,538</b>	<b>24.5%</b>	<b>1,530</b>	<b>23.5%</b>	<b>(8)</b>	<b>(1.0)</b>	<b>(153)</b>	<b>(2.5)</b>	<b>1,385</b>	<b>22.0%</b>			<b>TOTAL</b>
												<b>OTHER CONTROLLABLES</b>
222	5.8%	205	5.2%	(17)	(0.6)	(38)	(1.2)	184	4.6%			UCLA Store
186	10.0%	199	10.3%	13	0.3	(5)	0.5	181	10.5%			UCLA Restaurants
140	29.9%	157	34.5%	17	4.6	17	5.1	157	35.0%			Services Division
43	30.9%	49	33.3%	6	2.4	7	10.1	50	41.0%			UCLA Student Union
<b>591</b>	<b>9.4%</b>	<b>610</b>	<b>9.4%</b>	<b>19</b>	<b>0.0</b>	<b>(19)</b>	<b>(0.3)</b>	<b>572</b>	<b>9.1%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
565	14.8%	608	15.3%	(43)	(0.5)	(85)	(1.4)	650	16.2%			UCLA Store
414	22.2%	414	21.4%	0	0.8	37	0.4	377	21.8%			UCLA Restaurants
256	54.6%	242	53.2%	14	1.4	17	1.4	239	53.2%			Services Division
(38)	(27.3%)	(42)	(28.6%)	4	1.3	22	21.9	(60)	(49.2%)			UCLA Student Union
<b>1,197</b>	<b>19.0%</b>	<b>1,222</b>	<b>18.8%</b>	<b>(25)</b>	<b>0.2</b>	<b>(9)</b>	<b>(0.1)</b>	<b>1,206</b>	<b>19.1%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
610	9.7%	658	10.1%	48	0.4	(17)	(0.3)	593	9.4%			Admin&Support Services
297	4.7%	239	3.7%	(58)	(1.0)	(78)	(1.2)	219	3.5%			Facilities Division
74	1.2%	103	1.6%	29	0.4	19	0.3	93	1.5%			Utilities
208	3.3%	216	3.3%	8	0.0	(17)	(0.3)	191	3.0%			Depreciation
<b>1,189</b>	<b>18.9%</b>	<b>1,216</b>	<b>18.7%</b>	<b>27</b>	<b>(0.2)</b>	<b>(93)</b>	<b>(1.5)</b>	<b>1,096</b>	<b>17.4%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS)</b>
<b>8</b>	<b>0.1%</b>	<b>6</b>	<b>0.1%</b>	<b>2</b>	<b>0.0</b>	<b>(102)</b>	<b>(1.6)</b>	<b>110</b>	<b>1.7%</b>			<b>FROM OPERATIONS</b>
												<b>OTHER INC/(EXP)</b>
2	0.0%	2	0.0%	0	0.0	(8)	(0.2)	10	0.2%			Non-Recurrent Inc/(Exp)
35	0.6%	17	0.3%	18	0.3	18	0.3	17	0.3%			Interest Income
(29)	(0.5%)	(29)	(0.4%)	0	(0.1)	3	0.0	(32)	(0.5%)			Interest (Expense)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			Income Taxes
244	3.9%	244	3.7%	0	0.2	8	0.2	236	3.7%			Student Union Fee Income
<b>252</b>	<b>4.0%</b>	<b>232</b>	<b>3.6%</b>	<b>20</b>	<b>0.4</b>	<b>21</b>	<b>0.3</b>	<b>231</b>	<b>3.7%</b>			<b>TOTAL</b>
<b>260</b>	<b>4.1%</b>	<b>238</b>	<b>3.7%</b>	<b>22</b>	<b>0.4</b>	<b>(81)</b>	<b>(1.3)</b>	<b>341</b>	<b>5.4%</b>			<b>NET INCOME (LOSS)</b>

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

OCTOBER (09/30/18 - 10/27/18)										FY 17-18	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
3,817		3,978		(161)	(4.0%)	(186)	(4.6%)	4,003			
1,865		1,934		(69)	(3.6%)	135	7.8%	1,730			
469		455		14	3.1%	20	4.5%	449			
139		147		(8)	(5.4%)	17	13.9%	122			
<b>6,290</b>		<b>6,514</b>		<b>(224)</b>	<b>(3.4%)</b>	<b>(14)</b>	<b>(0.2%)</b>	<b>6,304</b>			
1,421	37.2%	1,445	36.3%	(24)	Pts.	11	Pts.	1,410	35.2%		
1,350	72.4%	1,377	71.2%	(27)	1.2	107	0.6	1,243	71.8%		
469	100.0%	455	100.0%	14	0.0	20	0.0	449	100.0%		
85	61.2%	84	57.1%	1	4.1	25	12.0	60	49.2%		
<b>3,325</b>	<b>52.9%</b>	<b>3,361</b>	<b>51.6%</b>	<b>(36)</b>	<b>1.3</b>	<b>163</b>	<b>2.7</b>	<b>3,162</b>	<b>50.2%</b>		
856	22.4%	837	21.0%	(19)	(1.4)	(96)	(3.4)	760	19.0%		
937	50.2%	964	49.8%	27	(0.4)	(71)	(0.1)	866	50.1%		
213	45.4%	213	46.8%	0	1.4	(3)	1.4	210	46.8%		
123	88.5%	126	85.7%	3	(2.8)	(4)	9.0	119	97.5%		
<b>2,129</b>	<b>33.8%</b>	<b>2,140</b>	<b>32.9%</b>	<b>11</b>	<b>(0.9)</b>	<b>(174)</b>	<b>(2.8)</b>	<b>1,955</b>	<b>31.0%</b>		
565	14.8%	608	15.3%	(43)	(0.5)	(85)	(1.4)	650	16.2%		
414	22.2%	414	21.4%	0	0.8	37	0.4	377	21.8%		
256	54.6%	242	53.2%	14	1.4	17	1.4	239	53.2%		
(38)	(27.3%)	(42)	(28.6%)	4	1.3	22	21.9	(60)	(49.2%)		
<b>1,197</b>	<b>19.0%</b>	<b>1,222</b>	<b>18.8%</b>	<b>(25)</b>	<b>0.2</b>	<b>(9)</b>	<b>(0.1)</b>	<b>1,206</b>	<b>19.1%</b>		
567	14.9%	669	16.8%	102	1.9	(22)	(1.3)	545	13.6%		
407	21.8%	353	18.3%	(54)	(3.5)	(38)	(0.5)	369	21.3%		
110	23.5%	97	21.3%	(13)	(2.2)	(14)	(2.1)	96	21.4%		
105	75.5%	97	66.0%	(8)	(9.5)	(19)	(5.0)	86	70.5%		
<b>1,189</b>	<b>18.9%</b>	<b>1,216</b>	<b>18.7%</b>	<b>27</b>	<b>(0.2)</b>	<b>(93)</b>	<b>(1.5)</b>	<b>1,096</b>	<b>17.4%</b>		
(2)	0.0%	(61)	(0.9%)	59	0.9	(106)	(1.6)	104	1.6%		
6	0.1%	61	0.9%	(55)	(0.8)	(2)	0.0	8	0.1%		
147	2.3%	145	2.2%	2	0.1	4	0.0	143	2.3%		
(143)	(2.3%)	(139)	(2.1%)	(4)	(0.2)	2	0.0	(145)	(2.3%)		
<b>8</b>	<b>0.1%</b>	<b>6</b>	<b>0.1%</b>	<b>2</b>	<b>0.0</b>	<b>(102)</b>	<b>(1.6)</b>	<b>110</b>	<b>1.7%</b>		
2	0.0%	2	0.0%	0	0.0	(8)	(0.2)	10	0.2%		
35	0.6%	17	0.3%	18	0.3	18	0.3	17	0.3%		
(29)	(0.5%)	(29)	(0.4%)	0	(0.1)	3	0.0	(32)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%		
244	3.9%	244	3.7%	0	0.2	8	0.2	236	3.7%		
<b>252</b>	<b>4.0%</b>	<b>232</b>	<b>3.6%</b>	<b>20</b>	<b>0.4</b>	<b>21</b>	<b>0.3</b>	<b>231</b>	<b>3.7%</b>		
<b>260</b>	<b>4.1%</b>	<b>238</b>	<b>3.7%</b>	<b>22</b>	<b>0.4</b>	<b>(81)</b>	<b>(1.3)</b>	<b>341</b>	<b>5.4%</b>		
<b>GROSS INCOME</b>											
UCLA Store										13,766	
UCLA Restaurants										3,963	
Services Division										1,266	
UCLA Student Union										367	
<b>TOTAL</b>										<b>19,362</b>	
<b>GROSS MARGIN</b>											
UCLA Store										4,395	31.9%
UCLA Restaurants										2,815	71.0%
Services Division										1,265	99.9%
UCLA Student Union										239	65.1%
<b>TOTAL</b>										<b>8,714</b>	<b>45.0%</b>
<b>TOTAL CONTROLLABLES</b>											
UCLA Store										2,706	19.7%
UCLA Restaurants										2,516	63.5%
Services Division										632	49.9%
UCLA Student Union										358	97.5%
<b>TOTAL</b>										<b>6,212</b>	<b>32.1%</b>
<b>CONTRIBUTION</b>											
UCLA Store										1,689	12.3%
UCLA Restaurants										299	7.5%
Services Division										633	50.0%
UCLA Student Union										(119)	(32.4%)
<b>TOTAL</b>										<b>2,502</b>	<b>12.9%</b>
<b>ALLOCATED EXPENSES</b>											
UCLA Store										1,845	13.4%
UCLA Restaurants										1,046	26.4%
Services Division										307	24.2%
UCLA Student Union										300	81.7%
<b>TOTAL</b>										<b>3,498</b>	<b>18.1%</b>
<b>NET INCOME (LOSS) FROM OPERATIONS</b>											
UCLA Store										(156)	(0.8%)
UCLA Restaurants										(746)	(3.9%)
Services Division										325	1.7%
UCLA Student Union										(419)	(2.2%)
<b>TOTAL</b>										<b>(996)</b>	<b>(5.1%)</b>
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)										13	0.1%
Interest Income										91	0.5%
Interest (Expense)										(87)	(0.4%)
Income Taxes										0	0.0%
Student Union Fee Income										733	3.8%
<b>TOTAL</b>										<b>750</b>	<b>3.9%</b>
<b>NET INCOME (LOSS)</b>										<b>(246)</b>	<b>(1.3%)</b>

FISCAL YEAR 2018-2019										FY 17-18	
YTD 3 MONTHS (07/29/18 - 10/27/18)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
13,766		14,794		(1,028)	(6.9%)	(1,119)	(7.5%)	14,885			
3,963		4,229		(266)	(6.3%)	162	4.3%	3,801			
1,266		1,232		34	2.8%	(21)	(1.6%)	1,287			
367		381		(14)	(3.7%)	24	7.0%	343			
<b>19,362</b>		<b>20,636</b>		<b>(1,274)</b>	<b>(6.2%)</b>	<b>(954)</b>	<b>(4.7%)</b>	<b>20,316</b>			
4,395	31.9%	4,719	31.9%	(324)	Pts.	(218)	Pts.	4,613	31.0%		
2,815	71.0%	2,999	70.9%	(184)	0.1	112	(0.1)	2,703	71.1%		
1,265	99.9%	1,231	99.9%	34	0.0	(20)	0.1	1,285	99.8%		
239	65.1%	220	57.7%	19	7.4	48	9.4	191	55.7%		
<b>8,714</b>	<b>45.0%</b>	<b>9,169</b>	<b>44.4%</b>	<b>(455)</b>	<b>0.6</b>	<b>(78)</b>	<b>1.7</b>	<b>8,792</b>	<b>43.3%</b>		
2,706	19.7%	2,737	18.5%	31	(1.2)	(100)	(2.2)	2,606	17.5%		
2,516	63.5%	2,665	63.0%	149	(0.5)	(166)	(1.7)	2,350	61.8%		
632	49.9%	589	47.8%	(43)	(2.1)	(8)	(1.4)	624	48.5%		
358	97.5%	375	98.4%	17	0.9	(1)	6.6	357	104.1%		
<b>6,212</b>	<b>32.1%</b>	<b>6,366</b>	<b>30.8%</b>	<b>154</b>	<b>(1.3)</b>	<b>(275)</b>	<b>(2.9)</b>	<b>5,937</b>	<b>29.2%</b>		
1,689	12.3%	1,982	13.4%	(293)	(1.1)	(318)	(1.2)	2,007	13.5%		
299	7.5%	334	7.9%	(35)	(0.4)	(54)	(1.8)	353	9.3%		
633	50.0%	642	52.1%	(9)	(2.1)	(28)	(1.4)	661	51.4%		
(119)	(32.4%)	(154)	(40.4%)	35	8.0	47	16.0	(166)	(48.4%)		
<b>2,502</b>	<b>12.9%</b>	<b>2,804</b>	<b>13.6%</b>	<b>(302)</b>	<b>(0.7)</b>	<b>(353)</b>	<b>(1.2)</b>	<b>2,855</b>	<b>14.1%</b>		
1,845	13.4%	2,045	13.8%	200	0.4	(33)	(1.2)	1,812	12.2%		
1,046	26.4%	1,017	24.0%	(29)	(2.4)	(61)	(0.5)	985	25.9%		
307	24.2%	278	22.6%	(29)	(1.6)	(22)	(2.1)	285	22.1%		
300	81.7%	284	74.5%	(16)	(7.2)	(40)	(5.9)	260	75.8%		
<b>3,498</b>	<b>18.1%</b>	<b>3,624</b>	<b>17.6%</b>	<b>126</b>	<b>(0.5)</b>	<b>(156)</b>	<b>(1.6)</b>	<b>3,342</b>	<b>16.5%</b>		
(156)	(0.8%)	(63)	(0.3%)	(93)	(0.5)	(350)	(1.8)	194	1.0%		
(746)	(3.9%)	(683)	(3.3%)	(63)	(0.6)	(114)	(0.8)	(632)	(3.1%)		
325	1.7%	365	1.8%	(40)	(0.1)	(52)	(0.2)	377	1.9%		
(419)	(2.2%)	(439)	(2.1%)	20	(0.1)	7	(0.1)	(426)	(2.1%)		
<b>(996)</b>	<b>(5.1%)</b>	<b>(820)</b>	<b>(4.0%)</b>	<b>(176)</b>	<b>(1.1)</b>	<b>(509)</b>	<b>(2.7)</b>	<b>(487)</b>	<b>(2.4%)</b>		
13	0.1%	6	0.0%	7	0.1	(23)	(0.1)	36	0.2%		
91	0.5%	43	0.2%	48	0.3	48	0.3	43	0.2%		
(87)	(0.4%)	(87)	(0.4%)	0	0.0	9	0.1	(96)	(0.5%)		
0	0.0%	(5)	0.0%	5	0.0	0	0.0	0	0.0%		
733	3.8%	733	3.6%	0	0.2	24	0.3	709	3.5%		
<b>750</b>	<b>3.9%</b>	<b>690</b>	<b>3.3%</b>	<b>60</b>	<b>0.6</b>	<b>58</b>	<b>0.5</b>	<b>692</b>	<b>3.4%</b>		
<b>(246)</b>	<b>(1.3%)</b>	<b>(130)</b>	<b>(0.6%)</b>	<b>(116)</b>	<b>(0.7)</b>	<b>(451)</b>	<b>(2.3)</b>	<b>205</b>	<b>1.0%</b>		

ASUCLA  
P/L Reconciliation  
Oct-18

<i>Financial Analysis</i>	\$000's	
	Oct-18	
<b>Budgeted Net Income/(Loss)</b>		<b>238</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear below plan: primarily a result of lower than anticipated sales at the Rose Bowl due to low fan attendance	(19)	
Fast Track below plan: timing issue as Monster Sale was budgeted in October, rather than when occurred in November	(5)	
Graduation ETC above plan: researching for possible timing issue	6	
Market below plan: timing issue as Monster Sale was budgeted in October, however event occurred in November	(6)	
E-Commerce below plan: overall reduced fan enthusiasm negatively impacts product demand	(16)	
Used Text above plan due to higher than anticipated availability of Used Book Inventory and competitive pricing	13	
CRS above plan due to timing as sales budget for November occurred in October	13	
Bookzone below plan: partial timing as publisher was out of stock for special order books and poor product assortment from third party poster vendor	(6)	
Total Wages below plan	5	
Other, mostly various negative controllables	(28)	
Total Contribution		(43)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Panda above plan: significant sales increases during the AFSCME strike days and much higher customer count than past trend of last few years	15	
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated and UCLA Open House weekend attendance reduced due to inclement weather	(7)	
Veggie Grill above plan: average check and customer count higher than anticipated in original budget	5	
Untitled below plan: sales plan based on Stage Canteen closure (remains open)	(5)	
North Campus Student CTR above plan: additional sales during the AFSCME strike days and average check for entire month higher than plan	6	
CSSC above plan due to additional customers during the AFSCME strike days and Blaze & Peet's coffee sales higher than anticipated	20	
Café Synapse below plan due to ongoing customer traffic decline and average check less than last year and plan (aggressive marketing and menu changes in process to revitalize area)	(5)	
LuValle Food Servery below plan: customer and sales variances every Monday (possible changes with Law School schedule or surrounding areas), and new menu program not initiated yet	(5)	
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day (some offset from higher than plan average check)	(6)	
Music Café below plan due to slight decline in customer count (may be due to shifting foot traffic or competition from other coffeehouses)	(6)	
Catering below plan: several UCLA events budgeted based on last year did not occur this year	(37)	
Concessions above plan due to budget alignment of events (period 3 budgeted 11 events but actually 14 scheduled), some calendar alignment from Period 2 shortfall	5	
Total Wages below plan	1	
Other, various gross margin negative variances offset by positive controllables	19	
Total Contribution		0
<b>Services</b>		
<b>Gross Margin:</b>		
Licensing Domestic below plan: delay in receiving sales/royalty reports (agent's system conversion issues), thus estimates made based on the current 3% downward trend over prior year	(18)	
Licensing Campus Sourcing below plan: partly due to decision to maintain an applicable royalty rate of 6% rather than the planned escalation to 8%	(10)	
Licensing International below plan due to termination of UK and Kuwait licensee programs	(3)	
Leased Ops. on plan	1	
Sponsorships above plan: new IMG/Wescom sponsorship agreement (2 months reported for September and October)	41	
Photography above plan due to unanticipated client for UCLA Family Weekend	3	
Total Wages above plan	(10)	
Other, positive controllables mostly Licensing	10	
Total Contribution		14
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Event Services on plan	1	
AU Post Office on plan	1	
Total wages above plan	(2)	
Other, positive controllables	4	
Total Contribution		4
<b>Allocated Expenses and Other</b>		
A&SS below plan with savings in wages, UCPath charges and various other	48	
Facilities higher than plan due to rental of portable air conditioning units and various other unplanned repairs	(58)	
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	29	
Depreciation below plan due to timing for capital projects	8	
Other positive: mostly interest income due to higher cash balance and interest rate	20	
Total		47
<b>Actual Net Income/(Loss)</b>		<b>260</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(130)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(129)
E-Commerce below plan: overall decline in fan enthusiasm	(91)
New Text below plan: interaction between New and Used as lower sales were impacted by new rental program in Used Text	(39)
Used Text above plan: positive impact of new rental program and availability of inventory	36
Computer Store below plan: significant weakness in institutional demand for Apple products	(33)
LuValle Books above plan due to strong inaugural Fall law school rental options	18
HSS Dental below plan: timing related to backordered items	(92)
Total Wages lower than plan	5
Other, positive controllables mostly employee benefits, telephone and bank card expense	32
Total Contribution	(293)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days	22
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated	(29)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	17
Café Synapse below plan due to ongoing customer traffic decline	(16)
LuValle Food Servery below plan: less customers than expected	(13)
Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day	(14)
Taco Bell below plan: mostly lower average check	(7)
Music Café below plan due mostly to slight decline in customer count	(9)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(100)
Total Wages lower than plan	69
Other, various gross margin negative variances offset by positive controllables (mostly employee benefits, paper and commission expense)	45
Total Contribution	(35)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to downward sales trend	(7)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized	7
Licensing Campus Sourcing above plan (some timing related)	8
Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October)	(14)
Sponsorships above plan: new IMG/Wescom sponsorship agreement (2 months reported for September and October)	41
Photography slightly below plan due to reduced Athletic bookings	(1)
Total Wages above plan	(28)
Other, negative controllables mostly Licensing	(15)
Total Contribution	(9)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to two anticipated shoots and one time client held event	22
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(3)
Total Wages below plan	4
Other, positive controllables	12
Total Contribution	35
<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	134
Facilities above plan due to rental of portable air conditioning units and other repairs	(78)
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.	45
Depreciation lower than plan due to timing of capitals	25
Other- mostly higher interest income and non-recurrent	60
Total	186
<b>Actual Net Income/(Loss)</b>	<b>(246)</b>

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

	Current Month October 2018	Prior Month September 2018	Prior Year July 2018
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,596	\$13,975	\$13,915
Accounts receivable	5,288	5,360	3,844
Less: Allowance for doubtful accounts	(592)	(587)	(580)
Accounts receivable, net	4,696	4,773	3,264
Student fees receivable	851	607	118
Short term note receivable	0	0	200
Inventories	7,020	6,586	6,248
Prepaid expenses and other current assets	288	255	319
Total current assets	25,451	26,196	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,902	72,819	72,708
Less: Accumulated depreciation	(50,781)	(50,577)	(50,163)
Total long term assets	22,121	22,242	22,545
<b>TOTAL ASSETS</b>	<b>\$47,572</b>	<b>\$48,438</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$7,168	\$8,440	\$7,049
Wages and payroll taxes payable	4,891	5,193	5,551
Sales tax payable & other liabilities	1,314	928	625
Interest payable	161	131	74
Deferred income	1,581	1,542	518
Funds held for others	249	257	338
Current portion of long term debt	867	867	867
Total current liabilities	16,231	17,358	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>23,326</b>	<b>24,453</b>	<b>22,117</b>
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(246)	(507)	(659)
Ending Balance	24,246	23,985	24,492
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$47,572</b>	<b>\$48,438</b>	<b>\$46,609</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$260  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 208  
   (Increase)/decrease in current assets:  
     Accounts receivable 77  
     Student fees receivable (244)  
     Short term note receivable 0  
     Inventories (434)  
     Prepaid expenses and other current assets (33)  
   Increase/(decrease) in current liabilities:  
     Accounts payable (1,272)  
     Sales tax payable & other liabilities 386  
     Wages and payroll taxes payable (302)  
     Interest payable 30  
     Deferred Income 39  
     Funds held for others (8)  
  
     Net cash provided/(used) by operating activities (1,293)

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

Purchase of property, equipment and improvements (77)  
 Change in capital projects in progress (9)  
  
     Net cash used in investing activities (86)

**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>
	\$260	(\$246)	\$205
	208	622	572
	77	(1,432)	(1,261)
	(244)	(733)	(709)
	0	200	
	(434)	(772)	(513)
	(33)	31	75
	(1,272)	119	897
	386	689	605
	(302)	(660)	78
	30	87	96
	39	1,062	482
	(8)	(89)	107
	<b>(1,293)</b>	<b>(1,122)</b>	<b>634</b>
	(77)	(179)	(347)
	(9)	(18)	0
	<b>(86)</b>	<b>(197)</b>	<b>(347)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(1,379)</b>	<b>(1,319)</b>	<b>287</b>
	<b>13,975</b>	<b>13,915</b>	<b>12,191</b>
	<b>\$12,596</b>	<b>\$12,596</b>	<b>\$12,478</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$12,596</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)
Subtotal	(1,762)
Adjustment for Cash Overdraft Entry	(1,464)
Uncommitted Cash	9,370
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>14,979</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$5,609)</b>

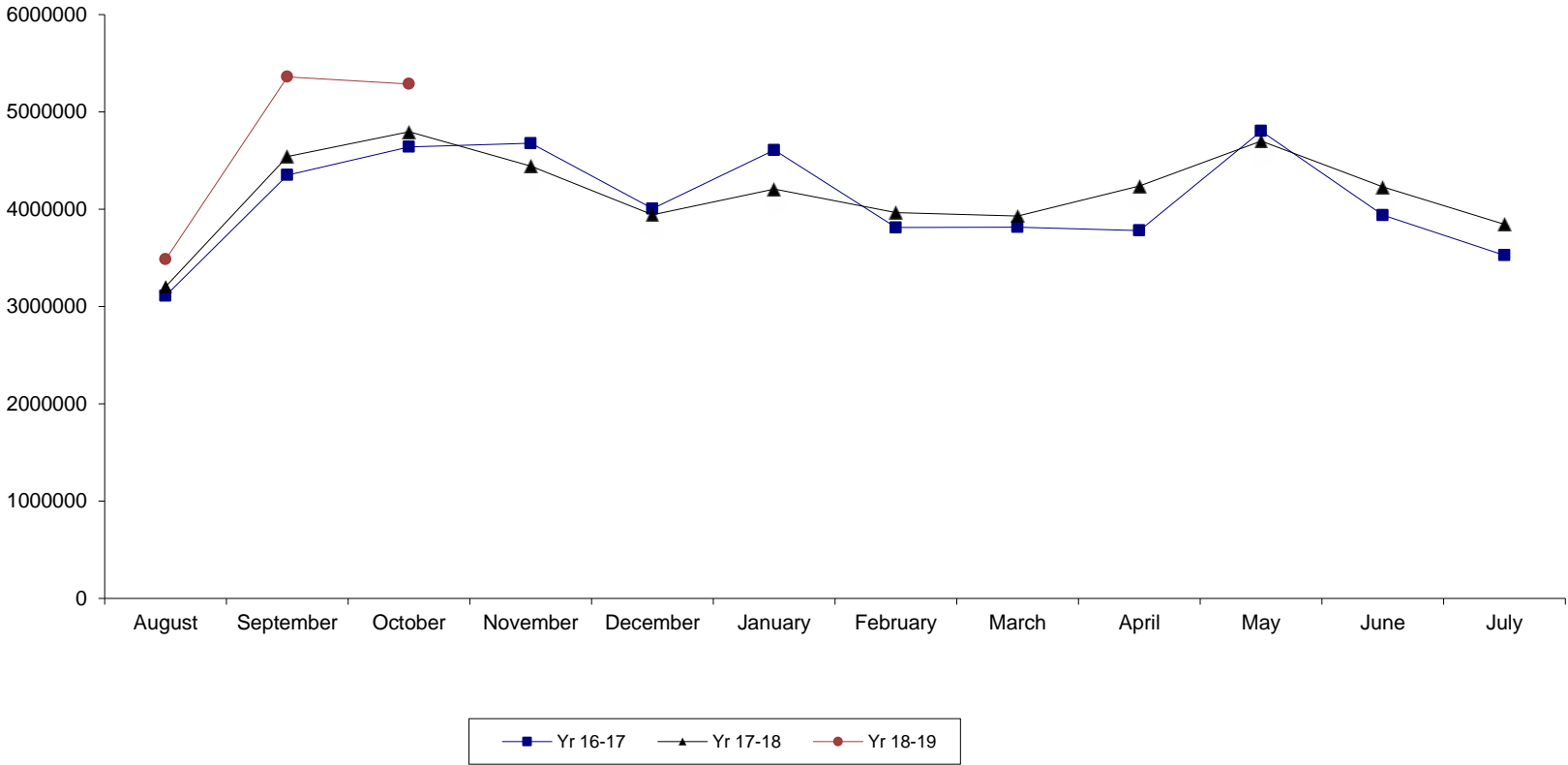
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2018-2019 October 2018

PROJECT NAME	BUDGET	PROJECTED							
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status	
<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	71.4	23.6	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	
2018-005 Printer Equipment Replacement	60.0	5.8	38.0	43.8	16.2		0.0	In Progress	
<b>Total Store/Services</b>	<b>410.0</b>	<b>77.2</b>	<b>61.6</b>	<b>138.8</b>	<b>46.2</b>	<b>225.0</b>	<b>0.0</b>		
<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	20.0	20.0	0.0		0.0	In Progress	
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	
<b>Total Food Services</b>	<b>300.0</b>	<b>0.0</b>	<b>39.1</b>	<b>39.1</b>	<b>30.9</b>	<b>230.0</b>	<b>0.0</b>		
<b>Technology</b>									
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	0.0	0.0	0.0	50.0	0.0	Pending	
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>4.1</b>	<b>16.7</b>	<b>42.4</b>	<b>330.0</b>	<b>54.1</b>		
<b>Others</b>									
2018-020 Fac. Misc. and Remodels	50.0	1.0	7.5	8.5	41.5		0.0	In Progress	
2018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending	
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	19.1	19.2	38.3	0.0		38.3	Completed Awaiting Invoice	
<b>Total Others</b>	<b>705.0</b>	<b>20.1</b>	<b>75.0</b>	<b>95.1</b>	<b>288.0</b>	<b>365.0</b>	<b>43.1</b>		
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>109.9</b>	<b>179.8</b>	<b>289.7</b>	<b>407.5</b>	<b>1,150.0</b>	<b>97.2</b>		

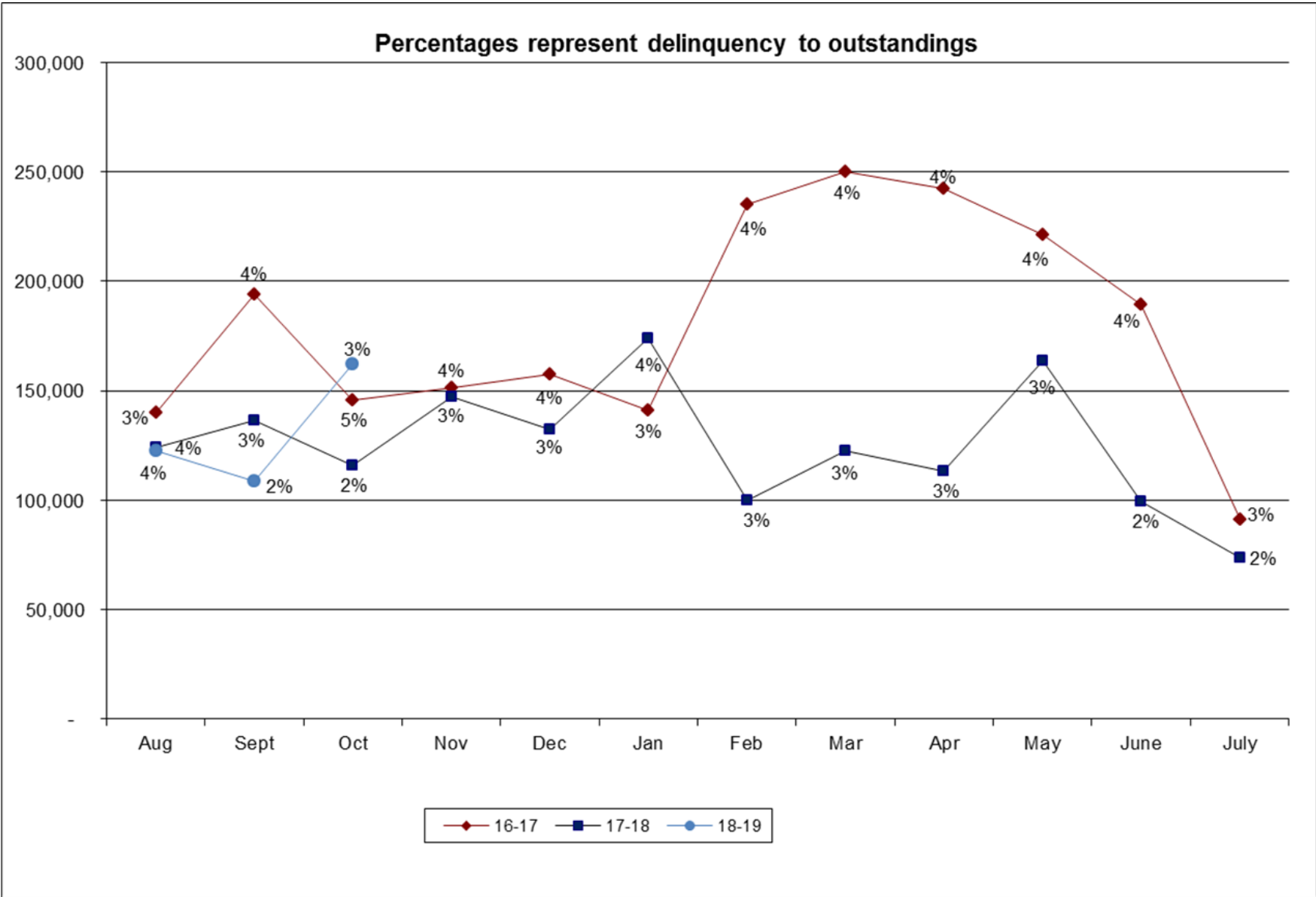
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

10/27/18	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$900,102	18%	\$189,894	73%	\$36,858	43%	\$4,140	22%	\$788	3%	\$7,411	27%	\$1,139,193	22%
ASUCLA PUBLICATIONS		\$87,491	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,491	2%
ASUCLA USA/GSA		\$87,249	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$87,249	2%
DUE FROM VENDORS		\$280,305	6%	\$16,840	7%	\$11,421	13%	\$13,068	70%	\$27,161	93%	\$18,108	64%	\$366,903	7%
DENTAL KITS		\$627,929	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$627,929	12%
OTHER		\$2,884,030	59%	\$51,972	20%	\$37,995	44%	\$1,449	8%	\$1,153	4%	\$2,443	9%	\$2,979,042	55%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,867,106</b>	<b>100%</b>	<b>\$258,706</b>	<b>100%</b>	<b>\$86,274</b>	<b>100%</b>	<b>\$18,657</b>	<b>100%</b>	<b>\$29,102</b>	<b>100%</b>	<b>\$27,962</b>	<b>100%</b>	<b>\$5,287,807</b>	<b>100%</b>
		92%		5%		2%		0%		1%		0%		100%	
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%	

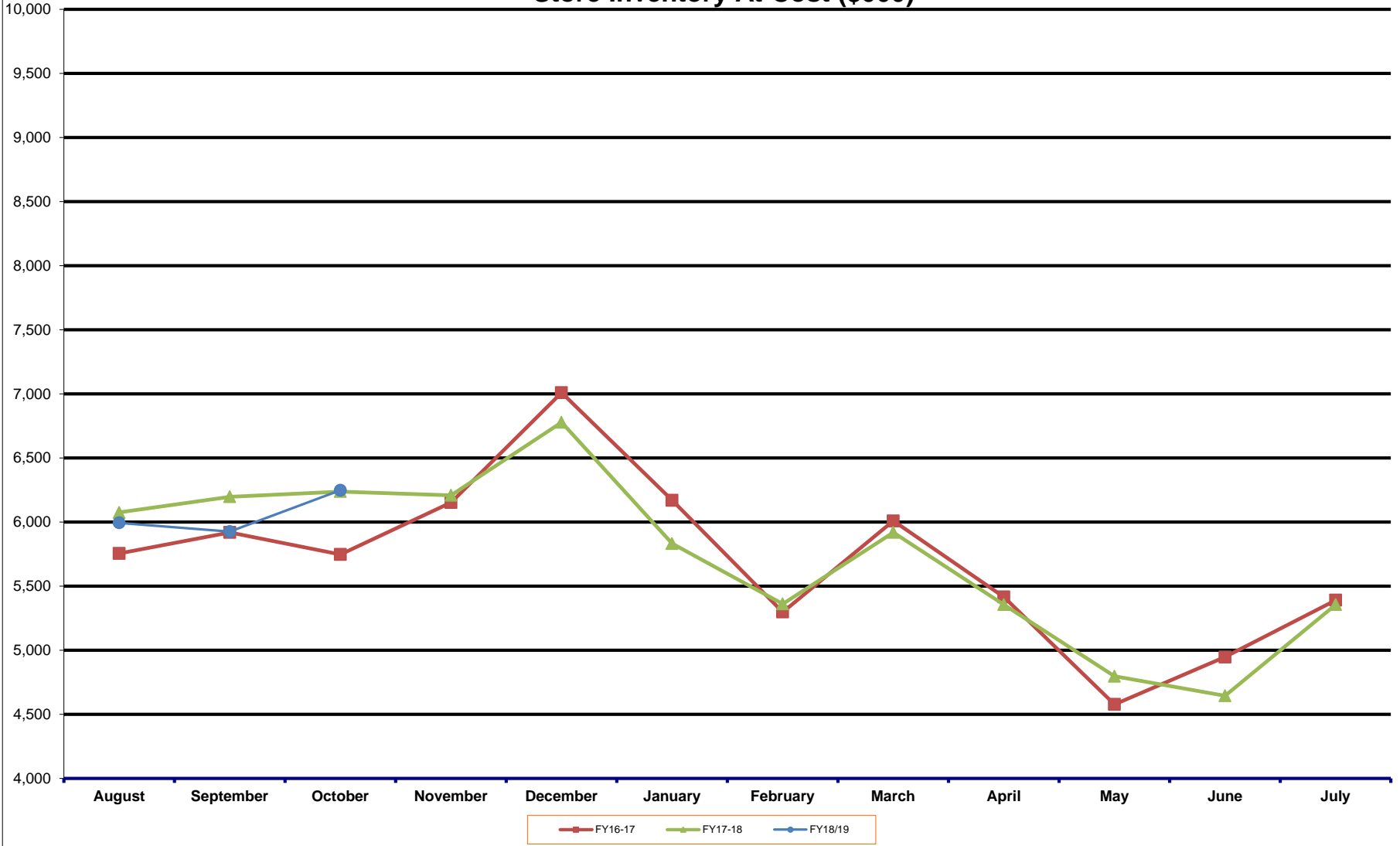
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 16 to Oct 18**



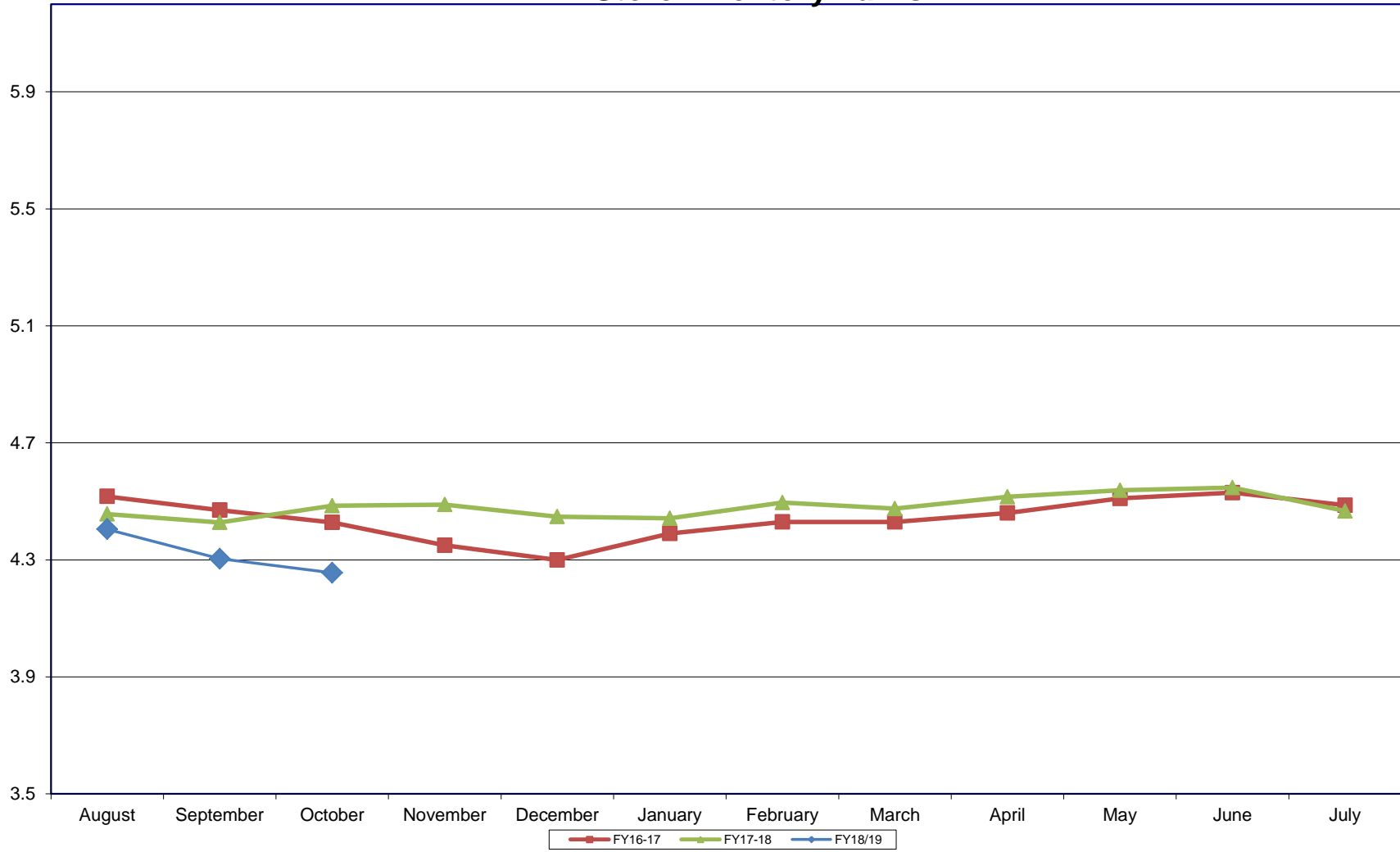
# Aged Accounts Receivable Balances > 60 Days Past Due



### 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**

OCT. 03(09/30/18-10/27/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,644,193	1,653,656	<9,463>	5,682,967	6,128,412	<445,445>	1,665,978	6,241,685
1,371,996	1,439,338	<67,342>	4,033,187	4,296,456	<263,269>	1,495,769	4,305,098
155,315	157,305	<1,990>	299,413	301,623	<2,210>	151,859	291,404
161,965	174,737	<12,772>	630,453	655,467	<25,014>	179,686	675,798
91,314	111,000	<19,686>	340,321	498,000	<157,679>	81,841	460,082
183,205	280,341	<97,136>	2,275,086	2,517,027	<241,941>	286,144	2,573,761
16,905	0	16,905	16,905	0	16,905	0	0
3,624,892	3,816,377	<191,485>	13,278,331	14,396,985	<1,118,654>	3,861,278	14,547,828
2,380,389	2,517,239	136,850	9,318,438	10,021,216	702,778	2,575,652	10,214,415
5,879	5,440	<439>	18,526	18,530	4	6,515	21,510
7,189	7,945	756	20,583	22,295	1,712	8,065	22,279
721	720	<1>	1,365	1,380	15	701	1,319
835	940	105	3,336	3,610	274	921	3,717
881	1,230	349	8,073	8,540	467	1,280	8,975
15,505	16,275	770	51,883	54,355	2,472	17,482	57,801
2,395,894	2,533,514	137,620	9,370,321	10,075,571	705,250	2,593,134	10,272,216
65.7	66.0	0.3	70.2	69.6	<0.6>	66.7	70.2
1,228,998	1,282,863	<53,865>	3,908,010	4,321,414	<413,404>	1,268,143	4,275,613
34.3	34.0	0.3	29.8	30.4	<0.6>	33.3	29.8
0.4	0.4	0.0	0.4	0.4	<0.0>	0.5	0.4
33.9	33.6	0.3	29.4	30.0	<0.6>	32.8	29.4
18.7	19.8	<1.1>	17.1	17.8	<0.7>	19.5	17.8
47.7	47.2	0.5	49.7	49.7	0.1	45.8	48.7
41.0	41.8	<0.8>	42.0	41.4	0.6	41.3	42.3
38.8	40.1	<1.3>	29.8	30.6	<0.8>	38.9	29.6
48.6	50.6	<2.0>	51.9	51.1	0.8	52.8	50.0
42.6	29.9	12.7	18.7	20.6	<2.0>	28.9	19.9
100.0	0.0	100.0	100.0	0.0	100.0	0.0	0.0
192,246	161,911	30,335	487,194	397,495	89,699	141,828	337,252
1,421,243	1,444,774	<23,531>	4,395,204	4,718,909	<323,705>	1,409,971	4,612,865
258,828	259,873	1,045	775,274	781,990	6,716	240,048	730,676
0	0	0	0	0	0	2,303	2,303
241,710	245,292	3,582	715,429	714,204	<1,225>	217,254	649,824
500,538	505,165	4,627	1,490,703	1,496,194	5,491	459,606	1,382,803
13.8	13.2	<0.6>	11.2	10.4	<0.8>	11.9	9.5
132,972	126,796	<6,176>	357,025	381,194	24,169	117,067	355,714
10,926	4,633	<6,293>	34,399	25,706	<8,693>	7,142	29,684
6,492	11,991	5,499	20,370	35,341	14,971	12,489	36,106
15	14	<1>	52	42	<10>	15	58
911	400	<511>	6,521	3,200	<3,321>	79	2,624
125	50	<75>	723	150	<573>	550	1,745
10,803	4,600	<6,203>	23,115	18,330	<4,785>	4,456	18,581
17,878	17,945	67	68,498	70,777	2,279	14,113	68,797
1,050	1,050	0	3,100	3,150	50	1,050	3,150
25,958	16,665	<9,293>	114,722	101,418	<13,304>	17,550	100,488
<1,100>	<1,100>	<92>	<5,589>	<9,100>	<3,511>	<3,713>	<10,529>
17	25	8	210,041	210,075	34	26	210,034
9,203	4,350	<4,853>	20,086	10,550	<9,536>	6,976	14,342
81,961	80,393	<1,568>	231,782	248,668	16,886	79,904	241,172
672	0	<672>	3,636	0	<3,636>	1,693	5,566
450	0	<450>	777	0	<777>	2,778	5,548
0	0	0	0	0	<0>	0	0
1,996	0	<1,996>	2,248	3,200	952	0	3,140
10,115	10,550	435	29,765	31,250	1,485	8,925	36,450
0	0	0	348	0	<348>	0	1,096
659	3,300	2,641	3,415	5,600	2,185	4,121	7,144
25,887	19,851	<6,036>	43,221	33,185	<10,036>	12,886	38,659
0	0	0	0	4	4	0	0
18,136	30,380	12,244	46,955	68,150	21,195	12,688	53,922
355,217	331,893	<23,324>	1,215,210	1,240,890	25,680	300,794	1,223,491
855,754	837,058	<18,696>	2,705,914	2,737,084	31,170	760,400	2,606,293
565,489	607,716	<42,227>	1,689,291	1,981,825	<292,534>	649,571	2,006,572
46,368	55,108	8,740	132,799	157,234	24,435	49,770	146,661
141,885	174,551	32,666	479,507	541,750	62,243	137,873	475,886
61,173	78,591	17,418	206,817	243,524	36,707	61,820	210,495
36,655	45,900	9,245	132,240	123,797	<8,443>	30,206	100,674
96,172	130,738	34,566	360,044	428,540	68,496	102,723	380,382
103,971	83,639	<20,332>	284,479	254,665	<29,814>	76,313	235,219
23,878	33,036	9,158	78,652	93,050	14,398	29,941	92,379
57,406	67,180	9,774	171,248	201,540	30,292	56,870	170,610
567,507	668,743	101,236	1,845,787	2,044,100	198,313	545,517	1,812,307
<2,018>	<61,027>	59,009	<156,496>	<62,275>	<94,221>	104,054	194,264



**UCLA RESTAURANTS  
INCOME STATEMENT**

OCT. 03(09/30/18-10/27/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
253,312	268,500	<15,188>	529,854	568,151	<38,297>	251,407	532,165
262,030	267,525	<5,495>	522,658	538,485	<15,827>	260,238	522,569
211,132	216,680	<5,548>	461,988	507,127	<45,139>	129,313	325,172
325,621	326,872	<1,251>	664,959	663,666	1,293	301,076	614,422
380,664	397,265	<16,601>	766,857	818,208	<51,351>	376,687	783,341
182,298	216,855	<34,557>	445,459	555,598	<110,139>	192,656	489,030
1,615,058	1,693,697	<78,639>	3,391,774	3,651,235	<259,461>	1,511,377	3,266,698
514,792	556,953	42,161	1,147,673	1,229,881	82,208	486,892	1,097,919
31.9	32.9	1.0	33.8	33.7	<0.2>	32.2	33.6
1,100,265	1,136,744	<36,479>	2,244,101	2,421,354	<177,253>	1,024,485	2,168,779
68.1	67.1	1.0	66.2	66.3	<0.2>	67.8	66.4
70.4	68.1	2.3	66.7	67.4	<0.6>	68.0	67.3
66.5	65.5	1.0	65.5	65.3	0.2	66.7	65.4
68.9	66.2	2.7	67.6	65.9	1.8	69.2	67.9
69.6	69.0	0.6	67.8	68.4	<0.7>	70.8	69.4
66.6	67.2	<0.6>	65.0	65.7	<0.7>	68.1	65.7
66.9	66.1	0.8	64.9	65.5	<0.6>	62.8	63.2
250,055	240,359	9,696	571,364	577,812	<6,448>	218,955	534,161
1,350,320	1,377,103	<26,783>	2,815,466	2,999,166	<183,700>	1,243,441	2,702,940
295,774	317,480	21,706	898,700	961,310	62,610	284,429	862,376
0	2,122	2,122	6,324	6,757	433	0	0
357,616	330,980	<26,636>	878,776	882,962	4,186	301,971	766,531
<54,851>	<51,304>	3,547	<125,819>	<124,370>	1,449	<47,825>	<116,297>
598,539	599,278	739	1,657,980	1,726,659	68,679	538,575	1,512,610
37.1	35.4	<1.7>	48.9	47.3	<1.6>	35.6	46.3
152,499	165,358	12,859	454,542	511,290	56,748	147,010	436,806
1,306	2,180	874	4,694	6,615	1,921	813	7,664
2,522	4,205	1,683	7,501	12,615	5,114	4,253	12,032
3,000	3,000	0	5,996	6,000	4	2,298	6,115
70,564	75,496	4,932	149,047	170,521	21,474	62,260	144,583
4.4	4.5	0.1	4.4	4.7	0.3	4.1	4.4
6,047	5,747	<300>	21,031	15,333	<5,698>	4,796	16,237
<14,707>	<14,500>	207	<36,421>	<43,500>	<7,079>	<14,163>	<41,738>
3,824	3,390	<434>	18,707	9,015	<9,692>	2,537	7,571
6,917	4,993	<1,924>	16,212	14,024	<2,188>	4,992	11,679
5,455	1,250	<4,205>	8,997	5,830	<3,167>	4,552	9,704
13,374	15,605	2,231	19,029	21,265	2,236	10,961	30,615
15	0	<15>	15	0	<15>	0	2
6,053	8,049	1,996	26,940	23,539	<3,401>	14,146	30,467
55,580	58,219	2,639	105,007	117,355	12,348	52,826	105,881
3,079	2,614	<465>	6,023	5,319	<704>	2,704	5,384
<291>	1,337	1,628	<324>	3,339	3,663	1,498	2,808
9	0	<9>	12	0	<12>	0	0
35	0	<35>	4,595	0	<4,595>	0	0
0	425	425	0	1,275	1,275	0	0
238	238	<0>	714	714	<0>	2,738	4,326
432	500	68	4,125	1,300	<2,825>	0	1,710
22,103	26,162	4,059	41,941	56,601	14,660	23,372	45,754
338,055	364,268	26,213	858,384	938,450	80,066	327,591	837,598
936,594	963,546	26,952	2,516,364	2,665,109	148,745	866,166	2,350,208
413,727	413,557	170	299,102	334,057	<34,955>	377,275	352,732
55,446	55,717	271	147,920	161,290	13,370	58,322	160,538
69,328	44,384	<24,944>	144,700	120,203	<24,497>	59,596	129,367
29,890	19,984	<9,906>	62,412	53,961	<8,451>	26,722	57,322
17,910	11,671	<6,239>	39,556	27,938	<11,618>	13,057	27,446
46,864	33,243	<13,621>	105,470	92,730	<12,740>	44,402	100,181
91,552	73,664	<17,888>	250,499	224,291	<26,208>	67,198	207,123
21,025	29,095	8,070	69,258	81,950	12,692	26,364	81,345
75,267	85,042	9,775	225,758	255,126	29,368	73,750	221,216
407,283	352,800	<54,483>	1,045,574	1,017,489	<28,085>	369,410	984,537
6,444	60,757	<54,313>	<746,472>	<683,432>	<63,040>	7,865	<631,805>
401,015	396,953	4,062	831,519	847,375	<15,856>	384,063	824,743
136,077	124,086	11,991	293,544	281,717	11,827	119,361	273,353
264,938	272,867	<7,929>	537,975	565,658	<27,683>	264,702	551,390
6.95	6.77	0.18	7.04	6.89	0.15	6.42	6.53
8.92	8.79	0.13	9.05	8.87	0.18	8.39	8.49
5.94	5.85	0.09	5.95	5.91	0.04	5.53	5.56
31,481	29,729	<1,752>	81,640	82,348	708	30,007	81,465
51.30	56.27	<4.97>	41.55	43.91	<2.36>	50.37	40.10

SERVICES DIVISION  
INCOME STATEMENT

OCT. 03(09/30/18-10/27/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,485	16,585	2,900	51,729	52,625	<896>	16,565	52,344
19,485	16,585	2,900	51,729	52,625	<896>	16,565	52,344
35	332	297	1,069	1,047	<22>	168	1,975
19,450	16,253	3,197	50,659	51,578	<919>	16,396	50,370
99.8	98.0	1.8	97.9	98.0	<0.1>	99.0	96.2
99.8	98.0	1.8	97.9	98.0	<0.1>	99.0	96.2
294,333	325,690	<31,357>	851,784	844,069	7,715	329,171	918,794
113,618	112,871	747	320,756	335,044	<14,288>	103,404	315,641
41,400	0	41,400	41,400	0	41,400	0	0
449,351	438,561	10,790	1,213,939	1,179,113	34,826	432,575	1,234,435
468,801	454,814	13,987	1,264,598	1,230,691	33,907	448,971	1,284,805
47,301	37,013	<10,288>	141,581	111,840	<29,741>	36,578	109,993
64	720	656	64	2,160	2,096	77	77
47,365	37,733	<9,632>	141,646	114,000	<27,646>	36,655	110,070
243.1	227.5	<15.6>	273.8	216.6	<57.2>	221.3	210.3
25,426	17,591	<7,835>	71,039	53,139	<17,900>	16,504	49,630
57	515	458	878	1,540	662	747	2,355
1,551	485	<1,066>	2,674	1,600	<1,074>	599	1,939
136	50	<86>	194	150	<44>	0	53
6,460	6,500	40	10,463	6,500	<3,963>	0	6,519
2,188	2,250	62	4,438	4,500	62	2,500	4,746
706	4,375	3,669	10,925	11,150	225	7,005	17,245
0	0	0	0	0	0	466	466
2,083	2,083	0	7,373	6,249	<1,124>	2,434	7,287
0	600	600	0	1,800	1,800	0	0
0	3,200	3,200	2,940	9,600	6,660	0	5,701
16,800	16,800	0	19,650	16,800	<2,850>	22,344	37,352
23,000	25,836	2,836	76,128	76,008	<120>	24,984	79,225
86,746	94,729	7,983	283,482	285,550	2,068	95,746	300,951
165,153	175,014	9,861	490,184	474,586	<15,598>	173,330	513,469
212,518	212,747	229	631,830	588,586	<43,244>	209,985	623,539
256,283	242,067	14,216	632,769	642,105	<9,336>	238,986	661,266
4,388	4,116	<272>	12,634	11,915	<719>	3,969	11,718
16,886	14,068	<2,818>	44,280	38,105	<6,175>	14,908	41,980
7,514	6,536	<978>	19,730	17,648	<2,082>	6,936	19,247
4,502	3,817	<685>	12,612	9,136	<3,476>	3,389	9,181
11,791	10,872	<919>	33,828	30,328	<3,500>	11,525	34,003
46,897	37,691	<9,206>	128,318	114,762	<13,556>	34,422	106,099
10,770	14,896	4,126	35,477	41,956	6,479	13,505	41,669
6,807	4,581	<2,226>	20,422	13,743	<6,679>	6,929	20,787
109,555	96,577	<12,978>	307,301	277,593	<29,708>	95,584	284,684
146,728	145,490	1,238	325,468	364,512	<39,044>	143,403	376,582

**UCLA STUDENT UNION  
INCOME STATEMENT**

OCT. 03(09/30/18-10/27/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
80,609	66,974	13,635	227,957	191,721	36,236	52,414	166,782
34,864	50,492	<15,628>	90,415	129,524	<39,109>	47,113	126,588
115,473	117,466	<1,993>	318,372	321,245	<2,873>	99,527	293,370
34,125	49,381	15,256	88,869	126,674	37,805	46,715	124,858
19,589	13,543	<6,046>	39,594	34,083	<5,511>	15,860	27,200
53,714	62,924	9,210	128,463	160,757	32,294	62,575	152,058
46.5	53.6	7.1	40.4	50.0	9.7	62.9	51.8
61,759	54,542	7,217	189,909	160,488	29,421	36,952	141,312
53.5	46.4	7.1	59.7	50.0	9.7	37.1	48.2
75.8	79.8	<4.0>	82.7	82.2	0.4	69.7	83.7
2.1	2.2	<0.1>	1.7	2.2	<0.5>	0.8	1.4
0	525	<525>	0	1,403	<1,403>	515	1,563
2,610	6,100	<3,490>	3,795	9,250	<5,455>	600	1,140
10,231	13,716	<3,485>	23,526	26,476	<2,950>	14,242	25,278
10,393	8,889	1,504	21,422	22,802	<1,380>	7,345	21,376
23,234	29,230	<5,996>	48,743	59,931	<11,188>	22,702	49,358
84,993	83,772	1,221	238,652	220,419	18,233	59,654	190,670
36,022	33,952	<2,070>	103,776	101,856	<1,920>	29,076	92,453
26,852	26,685	<167>	66,797	72,456	5,659	26,713	70,607
62,873	60,637	<2,236>	170,574	174,312	3,738	55,788	163,059
54.5	51.6	<2.8>	53.6	54.3	0.7	56.1	55.6
15.2	17.6	2.4	15.3	17.8	2.5	22.0	19.6
17,260	16,901	<359>	46,220	50,476	4,256	13,443	42,343
1,469	944	<525>	2,779	2,367	<412>	747	2,229
1,706	2,990	1,284	5,214	8,982	3,768	2,929	8,773
0	1,175	1,175	970	1,175	205	0	653
0	464	464	54	464	410	464	464
4,402	2,430	<1,972>	5,076	3,915	<1,161>	3,235	3,940
539	998	459	27,835	23,431	<4,404>	2,241	24,107
7,547	10,410	2,863	18,046	20,093	2,047	10,612	19,359
0	0	<0>	0	0	<0>	0	0
0	600	600	0	600	600	0	0
69	40	<29>	919	1,249	330	0	37
266	250	<16>	785	750	<35>	254	754
3,245	2,008	<1,237>	12,571	12,201	<370>	1,337	11,658
1,128	1,187	59	2,601	3,045	444	1,177	3,035
223	0	<223>	79	0	<79>	80	77
0	0	0	0	0	0	2,787	2,787
15,417	15,417	0	46,250	46,251	1	15,417	46,250
6,904	9,750	2,846	17,650	25,500	7,850	8,668	27,589
60,173	65,564	5,391	187,050	200,499	13,449	63,391	194,055
123,046	126,201	3,155	357,624	374,811	17,187	119,180	357,114
<38,053>	<42,429>	4,376	<118,971>	<154,392>	35,421	<59,526>	<166,444>
5,825	5,926	101	15,234	17,153	1,919	6,042	17,345
4,996	5,090	94	13,339	13,787	448	4,057	11,493
2,223	2,365	142	5,945	6,386	441	1,888	5,264
1,332	1,381	49	3,838	3,305	<533>	922	2,505
3,486	3,934	448	10,164	10,974	810	3,136	9,227
56,873	45,726	<11,147>	155,612	139,225	<16,387>	41,744	128,666
13,061	18,060	4,999	43,023	50,870	7,847	16,378	50,532
17,556	14,257	<3,299>	52,604	42,771	<9,833>	11,528	34,583
105,352	96,739	<8,613>	299,759	284,471	<15,288>	85,695	259,616
<143,405>	<139,168>	<4,237>	<418,730>	<438,863>	20,133	<145,221>	<426,060>



FACILITIES DIVISION  
EXPENSE STATEMENT

OCT. 03(09/30/18-10/27/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
135,071	119,621	<15,450>	402,130	370,290	<31,840>	112,894	356,560
5,336	5,651	315	17,326	16,765	<561>	5,486	16,276
<114>	1,018	1,132	<114>	2,922	3,036	0	0
<92>	<190>	<98>	<1,195>	<475>	720	<651>	<2,399>
<10,282>	<9,075>	1,207	<35,205>	<29,137>	6,068	<9,075>	<29,137>
0	<3,250>	<3,250>	<5,805>	<9,750>	<3,945>	<7,015>	<8,027>
129,919	113,775	<16,144>	377,138	350,615	<26,523>	101,640	333,273
78,755	69,926	<8,829>	226,331	217,054	<9,277>	68,131	202,170
19	228	209	303	478	175	169	408
568	786	218	1,693	2,400	707	758	2,176
21	0	<21>	21	3,000	2,979	0	0
3,559	4,792	1,233	13,916	15,714	1,798	4,698	15,406
3.1	4.1	1.0	4.4	4.9	0.5	4.7	5.3
4,166	6,444	2,278	18,746	20,735	1,989	6,256	20,131
3,603	1,035	<2,568>	6,166	3,323	<2,843>	1,035	3,323
357	475	118	1,017	1,324	307	482	1,287
55,275	29,570	<25,705>	108,882	89,369	<19,513>	24,840	80,978
712	5,450	4,738	14,453	16,350	1,897	3,409	13,587
0	250	250	28	750	722	0	0
7,952	800	<7,152>	9,458	2,400	<7,058>	43	869
651	300	<351>	651	900	249	0	0
18,300	7,300	<11,000>	46,618	12,450	<34,168>	4,904	9,690
10,800	11,940	1,140	32,995	34,556	1,561	11,371	32,910
4,229	3,390	<839>	10,082	10,006	<76>	3,291	9,714
199	1,600	1,401	423	4,800	4,377	2,962	3,929
0	0	0	0	0	0	3,600	3,600
189,164	144,286	<44,878>	491,782	435,609	<56,173>	135,950	400,177
319,083	258,061	<61,022>	868,920	786,224	<82,696>	237,590	733,450
26,978	21,607	<5,371>	80,939	64,821	<16,118>	19,026	56,616
26,978	21,607	<5,371>	80,939	64,821	<16,118>	19,026	56,616
346,061	279,668	<66,393>	949,859	851,045	<98,814>	256,616	790,066
<299,293>	<240,721>	58,572	<818,908>	<732,945>	85,963	<219,676>	<677,108>
<8,138>	<8,138>	0	<24,414>	<24,414>	0	<7,851>	<23,553>
<3,181>	<3,181>	0	<9,543>	<9,543>	0	<3,069>	<9,207>
<10,578>	<8,002>	2,576	<28,942>	<24,388>	4,554	<7,764>	<23,931>
<24,871>	<19,626>	5,245	<68,052>	<59,755>	8,297	<18,255>	<56,268>
<346,061>	<279,668>	66,393	<949,859>	<851,045>	98,814	<256,616>	<790,066>
0	0	<0>	0	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

OCT. 03(09/30/18-10/27/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
18,370	23,313	4,943	Chiller Water
49,437	65,704	16,267	Elec-Non Air Cond.
5,024	11,291	6,267	Water-Non Air Cond.
3,544	4,726	1,182	Steam-Non Air Cond.
2,843	3,506	663	Gas
1,550	1,551	1	Energy Management
80,768	110,091	29,323	TOTAL OTHER CONTROL.
80,768	110,091	29,323	TOTAL CONTROLLABLE EXP
<68,734>	<95,088>	<26,354>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,429>	<3,359>	<930>	Allocated-Comm Board
<5,712>	<7,751>	<2,039>	Allocated-A & SS
<80,769>	<110,091>	<29,322>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 3 MO(07/29/18-10/27/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
78,840	76,692	<2,148>	20,877	77,501
143,879	178,562	34,683	61,299	187,069
18,332	29,652	11,320	7,922	22,312
10,734	13,222	2,488	6,265	11,569
8,470	8,020	<450>	2,525	6,446
4,652	4,653	1	1,550	4,651
264,907	310,801	45,894	100,438	309,548
264,907	310,801	45,894	100,438	309,548
<226,411>	<267,829>	<41,418>	<86,188>	<265,925>
<8,397>	<8,397>	0	<2,906>	<8,718>
<3,282>	<3,282>	0	<1,136>	<3,408>
<8,002>	<9,461>	<1,459>	<3,046>	<9,399>
<18,815>	<21,832>	<3,017>	<7,162>	<22,098>
<264,907>	<310,801>	<45,894>	<100,438>	<309,548>
<0>	0	0	0	0