

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
December (11/25/18 - 12/29/18)**

**Prepared
January 21, 2019**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| DECEMBER (11/25/18 - 12/29/18) | | | | | | | | | | FY 17-18 | | |
|--------------------------------|----------------|--------------|----------------|--------------|--------------|--------------|--------------|---------------|----------------|----------|---|-----------------------------|
| CURRENT MONTH | | | | | | | | | | ** | | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | |
| | | | | \$ | % | \$ | % | | | | | |
| 3,599 | | 3,392 | | 207 | 6.1% | 363 | 11.2% | 3,236 | | | | GROSS INCOME |
| 1,302 | | 1,433 | | (131) | (9.1%) | 115 | 9.7% | 1,187 | | | | UCLA Store |
| 371 | | 368 | | 3 | 0.8% | 25 | 7.2% | 346 | | | | UCLA Restaurants |
| 110 | | 109 | | 1 | 0.9% | (7) | (6.0%) | 117 | | | | Services Division |
| | | | | | | | | | | | | UCLA Student Union |
| 5,382 | | 5,302 | | 80 | 1.5% | 496 | 10.2% | 4,886 | | | | TOTAL |
| | | | | | | | | | | | | GROSS MARGIN |
| 1,079 | 30.0% | 1,153 | 34.0% | (74) | (4.0) | 42 | (2.0) | 1,037 | 32.0% | | | UCLA Store |
| 923 | 70.9% | 1,014 | 70.8% | (91) | 0.1 | 85 | 0.3 | 838 | 70.6% | | | UCLA Restaurants |
| 371 | 100.0% | 368 | 100.0% | 3 | 0.0 | 25 | 0.0 | 346 | 100.0% | | | Services Division |
| 45 | 40.9% | 42 | 38.5% | 3 | 2.4 | (5) | (1.8) | 50 | 42.7% | | | UCLA Student Union |
| 2,418 | 44.9% | 2,577 | 48.6% | (159) | (3.7) | 147 | (1.6) | 2,271 | 46.5% | | | TOTAL |
| | | | | | | | | | | | | WAGES & BENEFITS |
| 589 | 16.4% | 594 | 17.5% | 5 | 1.1 | (48) | 0.3 | 541 | 16.7% | | | UCLA Store |
| 783 | 60.1% | 802 | 56.0% | 19 | (4.1) | (97) | (2.3) | 686 | 57.8% | | | UCLA Restaurants |
| 76 | 20.5% | 58 | 15.8% | (18) | (4.7) | (21) | (4.6) | 55 | 15.9% | | | Services Division |
| 72 | 65.5% | 72 | 66.1% | 0 | 0.6 | (3) | (6.5) | 69 | 59.0% | | | UCLA Student Union |
| 1,520 | 28.2% | 1,526 | 28.8% | 6 | 0.6 | (169) | (0.5) | 1,351 | 27.7% | | | TOTAL |
| | | | | | | | | | | | | OTHER CONTROLLABLES |
| 182 | 5.1% | 178 | 5.2% | (4) | 0.1 | 4 | 0.6 | 186 | 5.7% | | | UCLA Store |
| 136 | 10.4% | 156 | 10.9% | 20 | 0.5 | (5) | 0.6 | 131 | 11.0% | | | UCLA Restaurants |
| 100 | 27.0% | 123 | 33.4% | 23 | 6.4 | 17 | 33.8% | 117 | 33.8% | | | Services Division |
| 40 | 36.4% | 40 | 36.7% | 0 | 0.3 | 5 | 2.1 | 45 | 38.5% | | | UCLA Student Union |
| 458 | 8.5% | 497 | 9.4% | 39 | 0.9 | 21 | 1.3 | 479 | 9.8% | | | TOTAL |
| | | | | | | | | | | | | CONTRIBUTION |
| 308 | 8.6% | 381 | 11.2% | (73) | (2.6) | (1) | (0.9) | 309 | 9.5% | | | UCLA Store |
| 5 | 0.4% | 56 | 3.9% | (51) | (3.5) | (15) | (1.3) | 20 | 1.7% | | | UCLA Restaurants |
| 195 | 52.6% | 187 | 50.8% | 8 | 1.8 | 20 | 2.0 | 175 | 50.6% | | | Services Division |
| (67) | (60.9%) | (69) | (63.3%) | 2 | 2.4 | (3) | (6.2) | (64) | (54.7%) | | | UCLA Student Union |
| 441 | 8.2% | 555 | 10.5% | (114) | (2.3) | 1 | (0.8) | 440 | 9.0% | | | TOTAL |
| | | | | | | | | | | | | ALLOCATED EXPENSES |
| 624 | 11.6% | 638 | 12.0% | 14 | 0.4 | (11) | 0.9 | 613 | 12.5% | | | Admin&Support Services |
| 257 | 4.8% | 288 | 5.4% | 31 | 0.6 | 8 | 0.6 | 265 | 5.4% | | | Facilities Division |
| 60 | 1.1% | 72 | 1.4% | 12 | 0.3 | 13 | 0.4 | 73 | 1.5% | | | Utilities |
| 210 | 3.9% | 216 | 4.1% | 6 | 0.2 | (17) | 0.1 | 193 | 4.0% | | | Depreciation |
| 1,151 | 21.4% | 1,214 | 22.9% | 63 | 1.5 | (7) | 2.0 | 1,144 | 23.4% | | | TOTAL |
| | | | | | | | | | | | | NET INCOME (LOSS) |
| (710) | (13.2%) | (659) | (12.4%) | (51) | (0.8) | (6) | 1.2 | (704) | (14.4%) | | | FROM OPERATIONS |
| | | | | | | | | | | | | OTHER INC/(EXP) |
| 84 | 1.6% | 2 | 0.0% | 82 | 1.6 | 80 | 1.5 | 4 | 0.1% | | | Non-Recurrent Inc/(Exp) |
| 32 | 0.6% | 14 | 0.3% | 18 | 0.3 | 16 | 0.3 | 16 | 0.3% | | | Interest Income |
| (29) | (0.5%) | (29) | (0.5%) | 0 | 0.0 | 3 | 0.2 | (32) | (0.7%) | | | Interest (Expense) |
| 0 | 0.0% | (2) | 0.0% | 2 | 0.0 | 0 | 0.0 | 0 | 0.0% | | | Income Taxes |
| 244 | 4.5% | 244 | 4.6% | 0 | (0.1) | 10 | (0.3) | 234 | 4.8% | | | Student Union Fee Income |
| 331 | 6.2% | 229 | 4.3% | 102 | 1.9 | 109 | 1.7 | 222 | 4.5% | | | TOTAL |
| (379) | (7.0%) | (430) | (8.1%) | 51 | 1.1 | 103 | 2.9 | (482) | (9.9%) | | | NET INCOME (LOSS) |

| FISCAL YEAR 2018-2019 | | | | | | | | | | FY 17-18 | | |
|------------------------------------|---------------|----------------|---------------|----------------|---------------|--------------|---------------|----------------|---------------|----------|---|-----------------------------|
| YTD 5 MONTHS (07/29/18 - 12/29/18) | | | | | | | | | | ** | | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | |
| | | | | \$ | % | \$ | % | | | | | |
| 19,993 | | 21,126 | | (1,133) | (5.4%) | (588) | (2.9%) | 20,581 | | | | GROSS INCOME |
| 6,783 | | 7,306 | | (523) | (7.2%) | 290 | 4.5% | 6,493 | | | | UCLA Store |
| 2,160 | | 2,135 | | 25 | 1.2% | 114 | 5.6% | 2,046 | | | | UCLA Restaurants |
| 616 | | 632 | | (16) | (2.5%) | 36 | 6.2% | 580 | | | | Services Division |
| | | | | | | | | | | | | UCLA Student Union |
| 29,552 | | 31,199 | | (1,647) | (5.3%) | (148) | (0.5%) | 29,700 | | | | TOTAL |
| | | | | | | | | | | | | GROSS MARGIN |
| 6,453 | 32.3% | 6,991 | 33.1% | (538) | (0.8) | (140) | 0.3 | 6,593 | 32.0% | | | UCLA Store |
| 4,822 | 71.1% | 5,189 | 71.0% | (367) | 0.1 | 204 | 0.0 | 4,618 | 71.1% | | | UCLA Restaurants |
| 2,158 | 99.9% | 2,134 | 100.0% | 24 | (0.1) | 114 | 0.0 | 2,044 | 99.9% | | | Services Division |
| 364 | 59.1% | 349 | 55.2% | 15 | 3.9 | 56 | 6.0 | 308 | 53.1% | | | UCLA Student Union |
| 13,797 | 46.7% | 14,663 | 47.0% | (866) | (0.3) | 234 | 1.0 | 13,563 | 45.7% | | | TOTAL |
| | | | | | | | | | | | | WAGES & BENEFITS |
| 3,035 | 15.2% | 3,057 | 14.5% | 22 | (0.7) | (216) | (1.5) | 2,819 | 13.7% | | | UCLA Store |
| 3,640 | 53.7% | 3,775 | 51.7% | 135 | (2.0) | (341) | (2.9) | 3,299 | 50.8% | | | UCLA Restaurants |
| 362 | 16.8% | 280 | 13.1% | (82) | (3.7) | (94) | (3.7) | 268 | 13.1% | | | Services Division |
| 360 | 58.4% | 369 | 58.4% | 9 | 0.0 | (14) | 1.3 | 346 | 59.7% | | | UCLA Student Union |
| 7,397 | 25.0% | 7,481 | 24.0% | 84 | (1.0) | (665) | (2.3) | 6,732 | 22.7% | | | TOTAL |
| | | | | | | | | | | | | OTHER CONTROLLABLES |
| 1,280 | 6.4% | 1,287 | 6.1% | 7 | (0.3) | (9) | (0.2) | 1,271 | 6.2% | | | UCLA Store |
| 724 | 10.7% | 763 | 10.4% | 39 | (0.3) | (19) | 0.2 | 705 | 10.9% | | | UCLA Restaurants |
| 704 | 32.6% | 749 | 35.1% | 45 | 2.5 | 45 | 4.0 | 749 | 36.6% | | | Services Division |
| 229 | 37.2% | 253 | 40.0% | 24 | 2.8 | 28 | 7.1 | 257 | 44.3% | | | UCLA Student Union |
| 2,937 | 9.9% | 3,052 | 9.8% | 115 | (0.1) | 45 | 0.1 | 2,982 | 10.0% | | | TOTAL |
| | | | | | | | | | | | | CONTRIBUTION |
| 2,138 | 10.7% | 2,647 | 12.5% | (509) | (1.8) | (364) | (1.5) | 2,502 | 12.2% | | | UCLA Store |
| 459 | 6.8% | 650 | 8.9% | (191) | (2.1) | (155) | (2.7) | 614 | 9.5% | | | UCLA Restaurants |
| 1,092 | 50.6% | 1,104 | 51.7% | (12) | (1.1) | 65 | 0.4 | 1,027 | 50.2% | | | Services Division |
| (226) | (36.7%) | (273) | (43.2%) | 47 | 6.5 | 69 | 14.2 | (295) | (50.9%) | | | UCLA Student Union |
| 3,463 | 11.7% | 4,128 | 13.2% | (665) | (1.5) | (385) | (1.3) | 3,848 | 13.0% | | | TOTAL |
| | | | | | | | | | | | | ALLOCATED EXPENSES |
| 3,043 | 10.3% | 3,240 | 10.4% | 197 | 0.1 | (27) | (0.1) | 3,016 | 10.2% | | | Admin&Support Services |
| 1,285 | 4.3% | 1,244 | 4.0% | (41) | (0.3) | (115) | (0.4) | 1,170 | 3.9% | | | Facilities Division |
| 385 | 1.3% | 448 | 1.4% | 63 | 0.1 | 63 | 0.2 | 448 | 1.5% | | | Utilities |
| 1,040 | 3.5% | 1,079 | 3.5% | 39 | 0.0 | (83) | (0.3) | 957 | 3.2% | | | Depreciation |
| 5,753 | 19.5% | 6,011 | 19.3% | 258 | (0.2) | (162) | (0.7) | 5,591 | 18.8% | | | TOTAL |
| | | | | | | | | | | | | NET INCOME (LOSS) |
| (2,290) | (7.7%) | (1,883) | (6.0%) | (407) | (1.7) | (547) | (1.8) | (1,743) | (5.9%) | | | FROM OPERATIONS |
| | | | | | | | | | | | | OTHER INC/(EXP) |
| 125 | 0.4% | 10 | 0.0% | 115 | 0.4 | 76 | 0.2 | 49 | 0.2% | | | Non-Recurrent Inc/(Exp) |
| 155 | 0.5% | 72 | 0.2% | 83 | 0.3 | 80 | 0.2 | 75 | 0.3% | | | Interest Income |
| (145) | (0.5%) | (145) | (0.5%) | 0 | 0.0 | 15 | 0.0 | (160) | (0.5%) | | | Interest (Expense) |
| 0 | 0.0% | (8) | 0.0% | 8 | 0.0 | 0 | 0.0 | 0 | 0.0% | | | Income Taxes |
| 1,222 | 4.1% | 1,222 | 3.9% | 0 | 0.2 | 43 | 0.1 | 1,179 | 4.0% | | | Student Union Fee Income |
| 1,357 | 4.6% | 1,151 | 3.7% | 206 | 0.9 | 214 | 0.8 | 1,143 | 3.8% | | | TOTAL |
| (933) | (3.2%) | (732) | (2.3%) | (201) | (0.9) | (333) | (1.2) | (600) | (2.0%) | | | NET INCOME (LOSS) |

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

| DECEMBER (11/25/18 - 12/29/18) | | | | | | | | | | FY 17-18 | |
|--------------------------------|----------------|--------------|----------------|--------------|--------------|--------------|--------------|---------------|----------------|----------|---|
| CURRENT MONTH | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % |
| | | | | \$ | % | \$ | % | | | | |
| 3,599 | | 3,392 | | 207 | 6.1% | 363 | 11.2% | 3,236 | | | |
| 1,302 | | 1,433 | | (131) | (9.1%) | 115 | 9.7% | 1,187 | | | |
| 371 | | 368 | | 3 | 0.8% | 25 | 7.2% | 346 | | | |
| 110 | | 109 | | 1 | 0.9% | (7) | (6.0%) | 117 | | | |
| 5,382 | | 5,302 | | 80 | 1.5% | 496 | 10.2% | 4,886 | | | |
| 1,079 | 30.0% | 1,153 | 34.0% | (74) | (4.0) | 42 | (2.0) | 1,037 | 32.0% | | |
| 923 | 70.9% | 1,014 | 70.8% | (91) | 0.1 | 85 | 0.3 | 838 | 70.6% | | |
| 371 | 100.0% | 368 | 100.0% | 3 | 0.0 | 25 | 0.0 | 346 | 100.0% | | |
| 45 | 40.9% | 42 | 38.5% | 3 | 2.4 | (5) | (1.8) | 50 | 42.7% | | |
| 2,418 | 44.9% | 2,577 | 48.6% | (159) | (3.7) | 147 | (1.6) | 2,271 | 46.5% | | |
| 771 | 21.4% | 772 | 22.8% | 1 | 1.4 | (43) | 1.1 | 728 | 22.5% | | |
| 919 | 70.6% | 958 | 66.9% | 39 | (3.7) | (101) | (1.7) | 818 | 68.9% | | |
| 176 | 47.4% | 181 | 49.2% | 5 | 1.8 | (5) | 2.0 | 171 | 49.4% | | |
| 112 | 101.8% | 112 | 102.8% | 0 | 1.0 | 2 | (4.4) | 114 | 97.4% | | |
| 1,978 | 36.8% | 2,023 | 38.2% | 45 | 1.4 | (147) | 0.7 | 1,831 | 37.5% | | |
| 308 | 8.6% | 381 | 11.2% | (73) | (2.6) | (1) | (0.9) | 309 | 9.5% | | |
| 5 | 0.4% | 56 | 3.9% | (51) | (3.5) | (15) | (1.3) | 20 | 1.7% | | |
| 195 | 52.6% | 187 | 50.8% | 8 | 1.8 | 20 | 2.0 | 175 | 50.6% | | |
| (67) | (60.9%) | (69) | (63.3%) | 2 | 2.4 | (3) | (6.2) | (64) | (54.7%) | | |
| 441 | 8.2% | 555 | 10.5% | (114) | (2.3) | 1 | (0.8) | 440 | 9.0% | | |
| 596 | 16.6% | 643 | 19.0% | 47 | 2.4 | (11) | 1.5 | 585 | 18.1% | | |
| 360 | 27.6% | 367 | 25.6% | 7 | (2.0) | 5 | 3.1 | 365 | 30.7% | | |
| 101 | 27.2% | 103 | 28.0% | 2 | 0.8 | 0 | 2.0 | 101 | 29.2% | | |
| 94 | 85.5% | 101 | 92.7% | 7 | 7.2 | (1) | (6.0) | 93 | 79.5% | | |
| 1,151 | 21.4% | 1,214 | 22.9% | 63 | 1.5 | (7) | 2.0 | 1,144 | 23.4% | | |
| (286) | (5.3%) | (262) | (4.9%) | (24) | (0.4) | (11) | 0.3 | (275) | (5.6%) | | |
| (356) | (6.6%) | (311) | (5.9%) | (45) | (0.7) | (11) | 0.5 | (345) | (7.1%) | | |
| 94 | 1.7% | 84 | 1.6% | 10 | 0.1 | 21 | 0.2 | 73 | 1.5% | | |
| (162) | (3.0%) | (170) | (3.2%) | 8 | 0.2 | (5) | 0.2 | (157) | (3.2%) | | |
| (710) | (13.2%) | (659) | (12.4%) | (51) | (0.8) | (6) | 1.2 | (704) | (14.4%) | | |
| 84 | 1.6% | 2 | 0.0% | 82 | 1.6 | 80 | 1.5 | 4 | 0.1% | | |
| 32 | 0.6% | 14 | 0.3% | 18 | 0.3 | 16 | 0.3 | 16 | 0.3% | | |
| (29) | (0.5%) | (29) | (0.5%) | 0 | 0.0 | 3 | 0.2 | (32) | (0.7%) | | |
| 0 | 0.0% | (2) | 0.0% | 2 | 0.0 | 0 | 0.0 | 0 | 0.0% | | |
| 244 | 4.5% | 244 | 4.6% | 0 | (0.1) | 10 | (0.3) | 234 | 4.8% | | |
| 331 | 6.2% | 229 | 4.3% | 102 | 1.9 | 109 | 1.7 | 222 | 4.5% | | |
| (379) | (7.0%) | (430) | (8.1%) | 51 | 1.1 | 103 | 2.9 | (482) | (9.9%) | | |

GROSS INCOME
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

GROSS MARGIN
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

TOTAL CONTROLLABLES
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

CONTRIBUTION
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

ALLOCATED EXPENSES
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

NET INCOME (LOSS) FROM OPERATIONS
UCLA Store
UCLA Restaurants
Services Division
UCLA Student Union
TOTAL

OTHER INC/(EXP)
Non-Recurrent Inc/(Exp)
Interest Income
Interest (Expense)
Income Taxes
Student Union Fee Income
TOTAL

NET INCOME (LOSS)

| FISCAL YEAR 2018-2019 | | | | | | | | | | FY 17-18 | |
|------------------------------------|---------------|----------------|---------------|----------------|---------------|--------------|---------------|----------------|---------------|----------|---|
| YTD 5 MONTHS (07/29/18 - 12/29/18) | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % |
| | | | | \$ | % | \$ | % | | | | |
| 19,993 | | 21,126 | | (1,133) | (5.4%) | (588) | (2.9%) | 20,581 | | | |
| 6,783 | | 7,306 | | (523) | (7.2%) | 290 | 4.5% | 6,493 | | | |
| 2,160 | | 2,135 | | 25 | 1.2% | 114 | 5.6% | 2,046 | | | |
| 616 | | 632 | | (16) | (2.5%) | 36 | 6.2% | 580 | | | |
| 29,552 | | 31,199 | | (1,647) | (5.3%) | (148) | (0.5%) | 29,700 | | | |
| 6,453 | 32.3% | 6,991 | 33.1% | (538) | (8.0) | (140) | 0.3 | 6,593 | 32.0% | | |
| 4,822 | 71.1% | 5,189 | 71.0% | (367) | 0.1 | 204 | 0.0 | 4,618 | 71.1% | | |
| 2,158 | 99.9% | 2,134 | 100.0% | 24 | (0.1) | 114 | 0.0 | 2,044 | 99.9% | | |
| 364 | 59.1% | 349 | 55.2% | 15 | 3.9 | 56 | 6.0 | 308 | 53.1% | | |
| 13,797 | 46.7% | 14,663 | 47.0% | (866) | (0.3) | 234 | 1.0 | 13,563 | 45.7% | | |
| 4,315 | 21.6% | 4,344 | 20.6% | 29 | (1.0) | (224) | (1.7) | 4,091 | 19.9% | | |
| 4,363 | 64.3% | 4,538 | 62.1% | 175 | (2.2) | (359) | (2.6) | 4,004 | 61.7% | | |
| 1,067 | 49.4% | 1,030 | 48.2% | (37) | (1.2) | (50) | 0.3 | 1,017 | 49.7% | | |
| 590 | 95.8% | 622 | 98.4% | 32 | 2.6 | 13 | 8.2 | 603 | 104.0% | | |
| 10,335 | 35.0% | 10,534 | 33.8% | 199 | (1.2) | (620) | (2.3) | 9,715 | 32.7% | | |
| 2,138 | 10.7% | 2,647 | 12.5% | (509) | (1.8) | (364) | (1.5) | 2,502 | 12.2% | | |
| 459 | 6.8% | 650 | 8.9% | (191) | (2.1) | (155) | (2.7) | 614 | 9.5% | | |
| 1,092 | 50.6% | 1,104 | 51.7% | (12) | (1.1) | 65 | 0.4 | 1,027 | 50.2% | | |
| (226) | (36.7%) | (273) | (43.2%) | 47 | 6.5 | 69 | 14.2 | (295) | (50.9%) | | |
| 3,463 | 11.7% | 4,128 | 13.2% | (665) | (1.5) | (385) | (1.3) | 3,848 | 13.0% | | |
| 2,944 | 14.7% | 3,299 | 15.6% | 355 | 0.9 | (42) | (0.6) | 2,902 | 14.1% | | |
| 1,795 | 26.5% | 1,751 | 24.0% | (44) | (2.5) | (43) | 0.5 | 1,752 | 27.0% | | |
| 525 | 24.3% | 481 | 22.5% | (44) | (1.8) | (31) | (0.2) | 494 | 24.1% | | |
| 489 | 79.4% | 480 | 75.9% | (9) | (3.5) | (46) | (3.0) | 443 | 76.4% | | |
| 5,753 | 19.5% | 6,011 | 19.3% | 258 | (0.2) | (162) | (0.7) | 5,591 | 18.8% | | |
| (806) | (2.7%) | (653) | (2.1%) | (153) | (0.6) | (406) | (1.4) | (400) | (1.3%) | | |
| (1,335) | (4.5%) | (1,101) | (3.5%) | (234) | (1.0) | (197) | (0.7) | (1,138) | (3.8%) | | |
| 566 | 1.9% | 624 | 2.0% | (58) | (0.1) | 33 | 0.1 | 533 | 1.8% | | |
| (715) | (2.4%) | (753) | (2.4%) | 38 | 0.0 | 23 | 0.1 | (738) | (2.5%) | | |
| (2,290) | (7.7%) | (1,883) | (6.0%) | (407) | (1.7) | (547) | (1.8) | (1,743) | (5.9%) | | |
| 125 | 0.4% | 10 | 0.0% | 115 | 0.4 | 76 | 0.2 | 49 | 0.2% | | |
| 155 | 0.5% | 72 | 0.2% | 83 | 0.3 | 80 | 0.2 | 75 | 0.3% | | |
| (145) | (0.5%) | (145) | (0.5%) | 0 | 0.0 | 15 | 0.0 | (160) | (0.5%) | | |
| 0 | 0.0% | (8) | 0.0% | 8 | 0.0 | 0 | 0.0 | 0 | 0.0% | | |
| 1,222 | 4.1% | 1,222 | 3.9% | 0 | 0.2 | 43 | 0.1 | 1,179 | 4.0% | | |
| 1,357 | 4.6% | 1,151 | 3.7% | 206 | 0.9 | 214 | 0.8 | 1,143 | 3.8% | | |
| (933) | (3.2%) | (732) | (2.3%) | (201) | (0.9) | (333) | (1.2) | (600) | (2.0%) | | |

ASUCLA
P/L Reconciliation
Dec-18

| <i>Financial Analysis</i> | \$000's |
|--|--------------|
| | Dec-18 |
| Budgeted Net Income/(Loss) | (430) |
| UCLA Store | |
| Gross Margin: | |
| Bearwear below plan: reduced fan enthusiasm due to a lack luster season | (60) |
| Fast Track above plan: strong sales for umbrellas due to weather and continued positive trend for Champion (non-UCLA) branded product | 5 |
| Graduation ETC below plan due to correction related to prior period | (6) |
| E-Commerce below plan: sales negatively impacted due to diminished fan enthusiasm | (11) |
| New Text below plan due to the delayed arrival and receiving of textbooks and the impact of rental expense reporting for a successful Fall rental term | (65) |
| Used Text above plan: strong text availability partly from rental books coming back into stock from Fall rental returns, and higher than anticipated unreturned rental book charges for Fall | 9 |
| Bookzone above plan due to additional in store and event business | 9 |
| Computer Store above plan due to strong performance in the Apple one-day sale | 6 |
| HSS Dental above plan: timing related due to receipt and delivery of backordered items | 40 |
| Total Wages below plan | 12 |
| Other, negative controllables | (12) |
| Total Contribution | (73) |
| UCLA Restaurants | |
| Gross Margin: | |
| North Campus Student CTR below plan: continuing general downward trend of customer traffic, possibly ongoing construction impacts | (14) |
| CSSC above plan: Blaze & Peet's coffee sales higher than anticipated | 8 |
| LuValle Food Servery below plan due to lower than budget average check | (15) |
| Kerckhoff Coffeehouse below plan mostly due to ongoing trend of lower customer counts during the weekdays (working with staff to reverse the trend) | (8) |
| Taco Bell below plan: budget issue for break week (last year was closed for renovations thus no history and overestimated actual customer traffic) | (6) |
| Music Café below plan due to continuing decline in customer count (working with staff retraining) | (5) |
| Catering below plan due to launching the new menu with an aggressive budget which included substantial increases each period (this month had only 3 weeks to generate sales) | (17) |
| Concessions below plan: unexpected losses due to teams performance which negatively affected attendance, and no post season events for women's soccer or volleyball (4 were budgeted) | (12) |
| Total Wages below plan | 13 |
| Other, various negative gross margin variances offset by positive controllables | 5 |
| Total Contribution | (51) |
| Services | |
| Gross Margin: | |
| Licensing Domestic below plan due to an over-optimistic budget (royalty dollars earned are up compared to prior year, despite the significant decline in Under Armour's performance) | (24) |
| Licensing International above plan: stronger results from H&M | 5 |
| Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September | 21 |
| Total Wages above plan | (10) |
| Other, positive controllables mostly Licensing | 16 |
| Total Contribution | 8 |
| UCLA Student Union | |
| Gross Margin: | |
| Event Services above plan due to a large unanticipated event | 5 |
| AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower than expected holiday shipping | (2) |
| Total wages below plan | 1 |
| Other, negative controllables | (2) |
| Total Contribution | 2 |
| Allocated Expenses and Other | |
| A&SS below plan with savings mostly in wages and UCPath charges | 14 |
| Facilities lower than plan mostly repairs and maintenance due to campus closure (reduced work orders submitted and less repairs completed by UCLA Facilities) | 31 |
| Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings | 12 |
| Depreciation below plan due to timing for capital projects | 6 |
| Other: mostly various positive non recurrent income and additional interest income due to higher cash balance and interest rate | 102 |
| Total | 165 |
| Actual Net Income/(Loss) | (379) |

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

| <i>Financial Analysis</i> | \$000's |
|--|----------------|
| Budgeted Net Income/(Loss) | (732) |
| UCLA Store | |
| Gross Margin: | |
| 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 | (296) |
| E-Commerce below plan: overall decline in fan enthusiasm | (113) |
| New Text below plan: interaction between New and Used (lower sales impacted by new rental program in Used Text), high Fall rental expense and delayed receivings | (113) |
| Used Text above plan: positive impact of new rental program and availability of inventory | 41 |
| CRS above plan mostly due to securing new clients | 21 |
| Computer Store below plan: weakness in institutional demand for Apple products | (26) |
| HSS Dental below plan: timing related to backordered items | (52) |
| Total Wages below plan | 7 |
| Other, positive controllables mostly employee benefits, telephone and bank card expense | 22 |
| Total Contribution | (509) |
| UCLA Restaurants | |
| Gross Margin: | |
| Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days | 29 |
| Greenhouse below plan: more cannibalization from Veggie Grill than anticipated | (33) |
| North Campus Student CTR below plan due to general downward trend of customer traffic | (25) |
| CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated | 40 |
| Café Synapse below plan due to ongoing customer traffic decline | (22) |
| LuValle Food Servery below plan: less customers than expected and new menu program not initiated | (35) |
| Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day | (35) |
| Taco Bell below plan: mostly lower average check | (19) |
| Music Café below plan due mostly to decline in customer count | (19) |
| Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur | (125) |
| Concessions below plan due to lower sales at men's and women's soccer events and men's basketball | (41) |
| Total Wages lower than plan | 66 |
| Other, various negative gross margin variances offset by positive controllables (mostly employee benefits, paper and commission expense) | 28 |
| Total Contribution | (191) |
| Services | |
| Gross Margin: | |
| Licensing Domestic below plan due to downward sales trend | (62) |
| Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M | 17 |
| Licensing Campus Sourcing close to plan | 2 |
| Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October) | (12) |
| Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September | 83 |
| Photography slightly below plan due to reduced Athletic bookings | (3) |
| Total Wages above plan | (48) |
| Other, positive controllables mostly Licensing | 11 |
| Total Contribution | (12) |
| UCLA Student Union | |
| Gross Margin: | |
| Event Services above plan mostly due to two unanticipated shoots and other client events | 23 |
| AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected | (5) |
| Total Wages below plan | 7 |
| Other, positive controllables | 22 |
| Total Contribution | 47 |
| Allocated Expenses and Other | |
| A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services | 197 |
| Facilities above plan due to rental of portable air conditioning units and other repairs | (41) |
| 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. | 63 |
| Depreciation lower than plan due to timing of capitals | 39 |
| Other- mostly higher interest income and various positive non-recurrent | 206 |
| Total | 464 |
| Actual Net Income/(Loss) | (933) |

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

| | Current Month December 2018 | Prior Month November 2018 | Prior Year July 2018 |
|--|--------------------------------|------------------------------|-------------------------|
| ASSETS | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$16,781 | \$14,032 | \$13,915 |
| Accounts receivable | 3,856 | 4,750 | 3,844 |
| Less: Allowance for doubtful accounts | (595) | (594) | (580) |
| Accounts receivable, net | 3,261 | 4,156 | 3,264 |
| Student fees receivable | 0 | 1,096 | 118 |
| Short term note receivable | 0 | 0 | 200 |
| Inventories | 7,393 | 7,172 | 6,248 |
| Prepaid expenses and other current assets | 241 | 241 | 319 |
| Total current assets | 27,676 | 26,697 | 24,064 |
| LONG TERM ASSETS | | | |
| Property, equipment and improvements | 72,914 | 72,978 | 72,708 |
| Less: Accumulated depreciation | (51,025) | (50,984) | (50,163) |
| Total long term assets | 21,889 | 21,994 | 22,545 |
| TOTAL ASSETS | \$49,565 | \$48,691 | \$46,609 |
| LIABILITIES AND RETAINED EARNINGS | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$5,624 | \$6,637 | \$7,049 |
| Wages and payroll taxes payable | 9,578 | 7,224 | 5,551 |
| Sales tax payable & other liabilities | 643 | 934 | 625 |
| Interest payable | 41 | 190 | 74 |
| Deferred income | 1,939 | 1,621 | 518 |
| Funds held for others | 219 | 185 | 338 |
| Current portion of long term debt | 867 | 867 | 867 |
| Total current liabilities | 18,911 | 17,658 | 15,022 |
| LONG TERM DEBT: | | | |
| AU expansion loan | 7,095 | 7,095 | 7,095 |
| Total long term debt | 7,095 | 7,095 | 7,095 |
| TOTAL LIABILITIES | 26,006 | 24,753 | 22,117 |
| RETAINED EARNINGS: | | | |
| Beginning Balance | 24,492 | 24,492 | 25,151 |
| Year-to-date net income/(loss) | (933) | (554) | (659) |
| Ending Balance | 23,559 | 23,938 | 24,492 |
| TOTAL LIABILITIES AND RETAINED EARNINGS | \$49,565 | \$48,691 | \$46,609 |

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$379)
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 210
 Loss (Gain) on disposal of fixed assets 0
 Accounts receivable 895
 Student fees receivable 1,096
 Short term note receivable 0
 Inventories (221)
 Prepaid expenses and other current assets 0
Increase/(decrease) in current liabilities:
 Accounts payable (1,013)
 Sales tax payable & other liabilities (291)
 Wages and payroll taxes payable 2,354
 Interest payable (149)
 Deferred Income 318
 Funds held for others 34

Net cash provided/(used) by operating activities **2,854**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (105)
 Change in capital projects in progress 0

Net cash used in investing activities **(105)**

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

| | Current Month | Year to Date | Prior Year to Date |
|--|----------------------|---------------------|---------------------------|
| | (\$379) | (\$933) | (\$600) |
| | 210 | 1,040 | 957 |
| | 0 | 0 | 1 |
| | 895 | 3 | (418) |
| | 1,096 | 118 | 373 |
| | 0 | 200 | 0 |
| | (221) | (1,145) | (962) |
| | 0 | 78 | 126 |
| | (1,013) | (1,425) | (559) |
| | (291) | 18 | (168) |
| | 2,354 | 4,027 | (246) |
| | (149) | (33) | (35) |
| | 318 | 1,421 | 833 |
| | 34 | (119) | 38 |
| | 2,854 | 3,250 | (660) |
| | (105) | (366) | (626) |
| | 0 | (18) | 0 |
| | (105) | (384) | (626) |
| | 0 | 0 | 0 |
| | 0 | 0 | 0 |
| | 2,749 | 2,866 | (1,286) |
| | 14,032 | 13,915 | 12,191 |
| | \$16,781 | \$16,781 | \$10,905 |

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

| | |
|--|------------------------------|
| CASH AND CASH EQUIVALENTS | \$16,781 |
| 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) |
| Subtotal | <u>(1,609)</u> |
| Adjustment for Cash Overdraft Entry | <u>(723)</u> |
| Uncommitted Cash | 14,449 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | <u>15,363</u> |
| RESERVE SURPLUS (DEFICIT) | <u><u>(\$914)</u></u> |

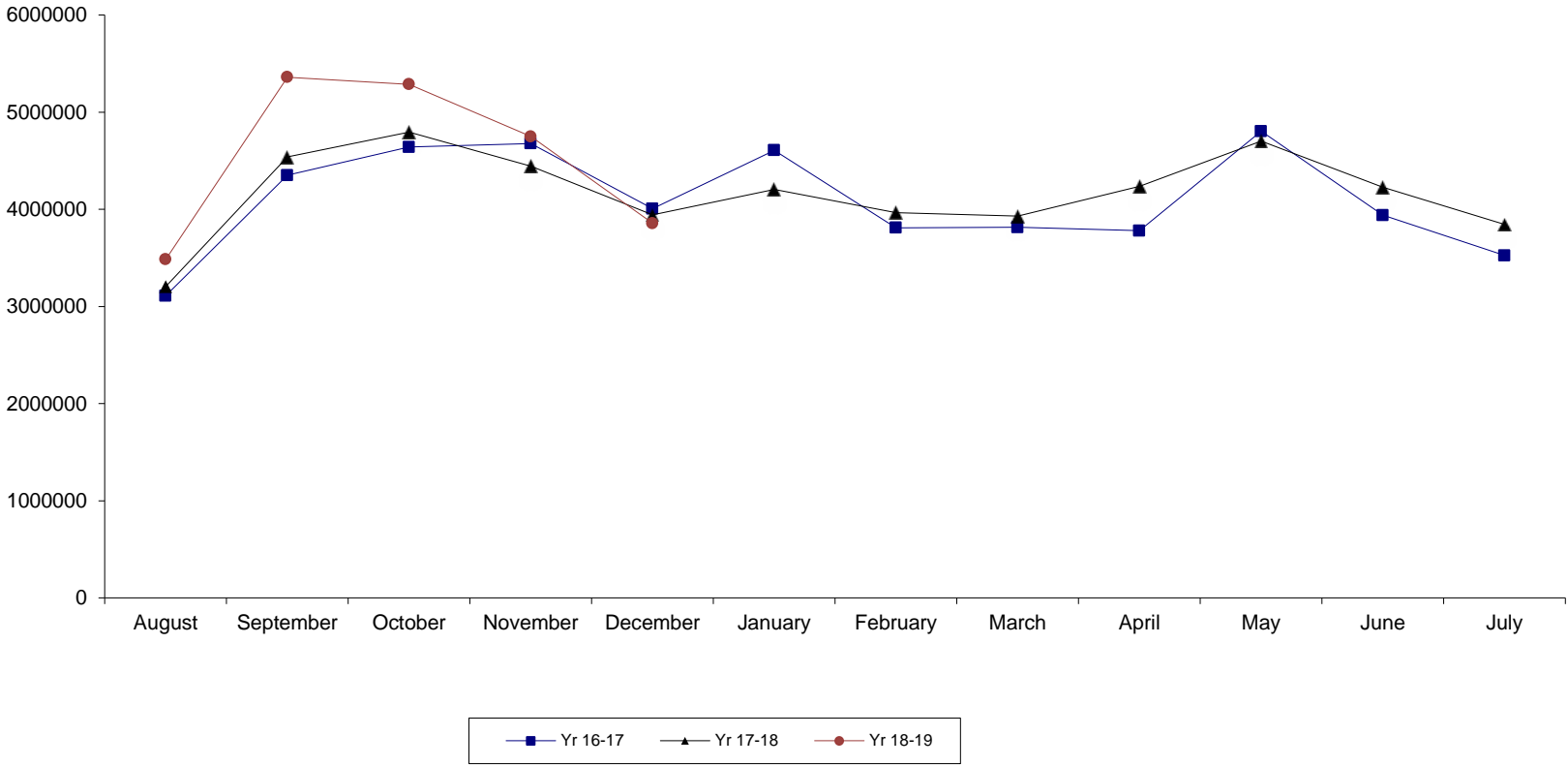
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2018-2019 December 2018

| PROJECT NAME | BUDGET | PROJECTED | | | | | | Status |
|---|----------------|--------------|--------------|--------------|-------------------|--------------|----------------|----------------------------|
| | | Payments | PO's | Total | Remaining Balance | Pending | Over (Under) | |
| Store/Services | | | | | | | | |
| 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) | Cancelled |
| 2018-003 AU B-Level Bearwear Update | 125.0 | 76.2 | 23.1 | 99.3 | 25.7 | | 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 | 28.1 | 15.7 | 43.8 | 16.2 | | 0.0 | In Progress |
| Total Store/Services | 410.0 | 104.3 | 38.9 | 143.1 | 41.9 | 150.0 | (75.0) | |
| Food Service | | | | | | | | |
| 2018-006 FS Miscellaneous and Unanticipated | 50.0 | 13.6 | 8.8 | 22.4 | 27.6 | | 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) | Cancelled |
| 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 |
| Total Food Services | 300.0 | 13.6 | 28.8 | 42.4 | 27.6 | 130.0 | (100.0) | |
| Technology | | | | | | | | |
| 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 | 17.3 | 0.0 | 17.3 | 32.7 | | 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 | 4.1 | 0.0 | 4.1 | 0.0 | | (0.9) | Completed Awaiting Invoice |
| 2018-032 Mobile Application Development | 0.0 | 25.2 | 0.0 | 25.2 | 29.8 | | 55.0 | In Progress |
| Total Technology | 335.0 | 46.6 | 0.0 | 46.6 | 62.5 | 280.0 | 54.1 | |
| Others | | | | | | | | |
| 2018-020 Fac. Misc. and Remodels | 50.0 | 9.6 | 5.2 | 14.8 | 35.2 | | 0.0 | In Progress |
| 2018-021 AU Freight Elevators Fire and Cab Doors | 200.0 | 0.0 | 65.7 | 65.7 | 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 | 17.7 | 17.7 | 0.0 | 25.0 | 0.0 | Pending |
| 2018-025 North Campus Restroom Remodel | 250.0 | 0.0 | 28.5 | 28.5 | 221.5 | | 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 | 3.0 | 3.0 | 7.0 | | 0.0 | In Progress |
| 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 | 45.3 | (0.5) | 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 |
| 2018-034 NC Flooring | 0.0 | 0.0 | 0.0 | 0.0 | 27.0 | | 27.0 | Pending |
| 2018-035 NC Exterior Wood Replacement | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | | 10.0 | Pending |
| Total Others | 705.0 | 74.0 | 138.8 | 212.8 | 300.7 | 355.0 | 80.1 | |
| Total Current Year Projects | 1,750.0 | 238.5 | 206.4 | 444.9 | 432.6 | 915.0 | (40.8) | |

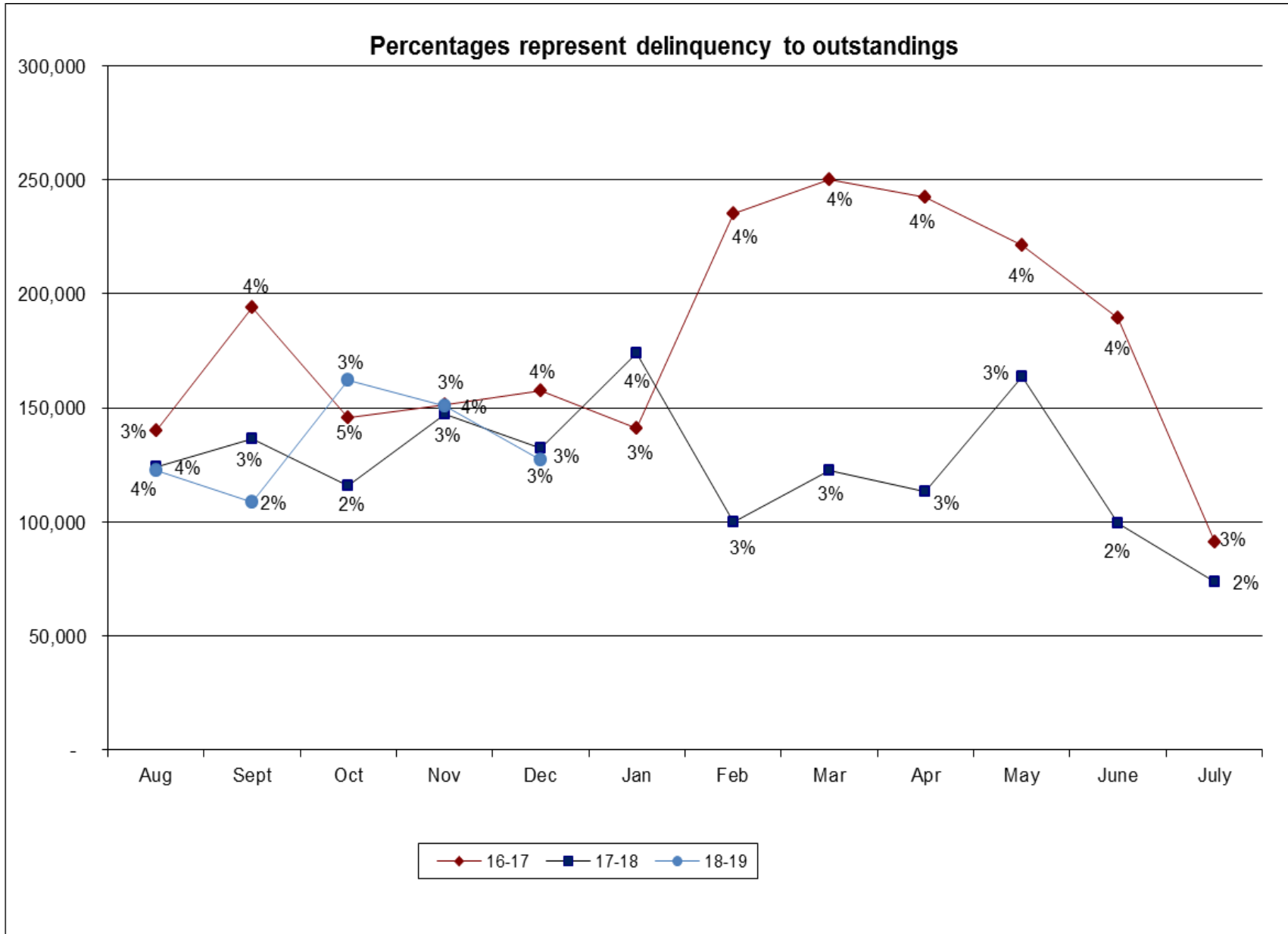
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

| 12/29/18 | Dec | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|----------------------------|-----|--------------------|-------------|------------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|--------------------|-------------|
| UNIVERSITY | | \$560,396 | 16% | \$56,967 | 32% | \$15,325 | 34% | \$32,059 | 86% | (\$1,407) | -6% | (\$146) | -1% | \$663,194 | 17% |
| ASUCLA PUBLICATIONS | | \$81,797 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$81,797 | 2% |
| ASUCLA USA/GSA | | \$156,478 | 4% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$156,478 | 4% |
| DUE FROM VENDORS | | \$221,851 | 6% | \$1,640 | 1% | \$11,837 | 26% | \$3,933 | 11% | \$24,358 | 99% | \$16,239 | 82% | \$279,858 | 7% |
| DENTAL KITS | | \$460,334 | 13% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$460,334 | 12% |
| OTHER | | \$2,068,351 | 59% | \$121,247 | 67% | \$18,155 | 40% | \$1,148 | 3% | \$1,793 | 7% | \$3,709 | 19% | \$2,214,403 | 57% |
| TOTAL CURRENT MONTH | | \$3,549,207 | 100% | \$179,854 | 100% | \$45,317 | 100% | \$37,140 | 100% | \$24,744 | 100% | \$19,802 | 100% | \$3,856,064 | 100% |
| | | 92% | | 5% | | 1% | | 1% | | 1% | | 0% | | 100% | |
| | | | | | | | | | | | | | | | |
| 11/24/18 | Nov | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$878,354 | 21% | \$285,113 | 68% | \$56,758 | 70% | \$3,257 | 35% | \$1,002 | 3% | \$4,739 | 17% | \$1,229,223 | 26% |
| ASUCLA PUBLICATIONS | | \$89,943 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$89,943 | 2% |
| ASUCLA USA/GSA | | \$117,414 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$117,414 | 2% |
| DUE FROM VENDORS | | \$468,872 | 11% | \$52,662 | 12% | \$17,055 | 21% | \$4,362 | 46% | \$30,622 | 93% | \$20,414 | 75% | \$593,987 | 13% |
| DENTAL KITS | | \$538,895 | 13% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$538,895 | 11% |
| OTHER | | \$2,083,443 | 50% | \$84,406 | 20% | \$7,276 | 9% | \$1,793 | 19% | \$1,447 | 4% | \$2,260 | 8% | \$2,180,625 | 46% |
| TOTAL CURRENT MONTH | | \$4,176,921 | 100% | \$422,181 | 100% | \$81,089 | 100% | \$9,412 | 100% | \$33,071 | 100% | \$27,413 | 100% | \$4,750,087 | 100% |
| | | 88% | | 9% | | 2% | | 0% | | 1% | | 0% | | 100% | |
| | | | | | | | | | | | | | | | |
| 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% |
| TOTAL CURRENT MONTH | | \$4,867,106 | 100% | \$258,706 | 100% | \$86,274 | 100% | \$18,657 | 100% | \$29,102 | 100% | \$27,962 | 100% | \$5,287,807 | 100% |
| | | 92% | | 5% | | 2% | | 0% | | 1% | | 0% | | 100% | |

Total Accounts Receivable Balances
12 Month History
Aug 16 to Dec 18



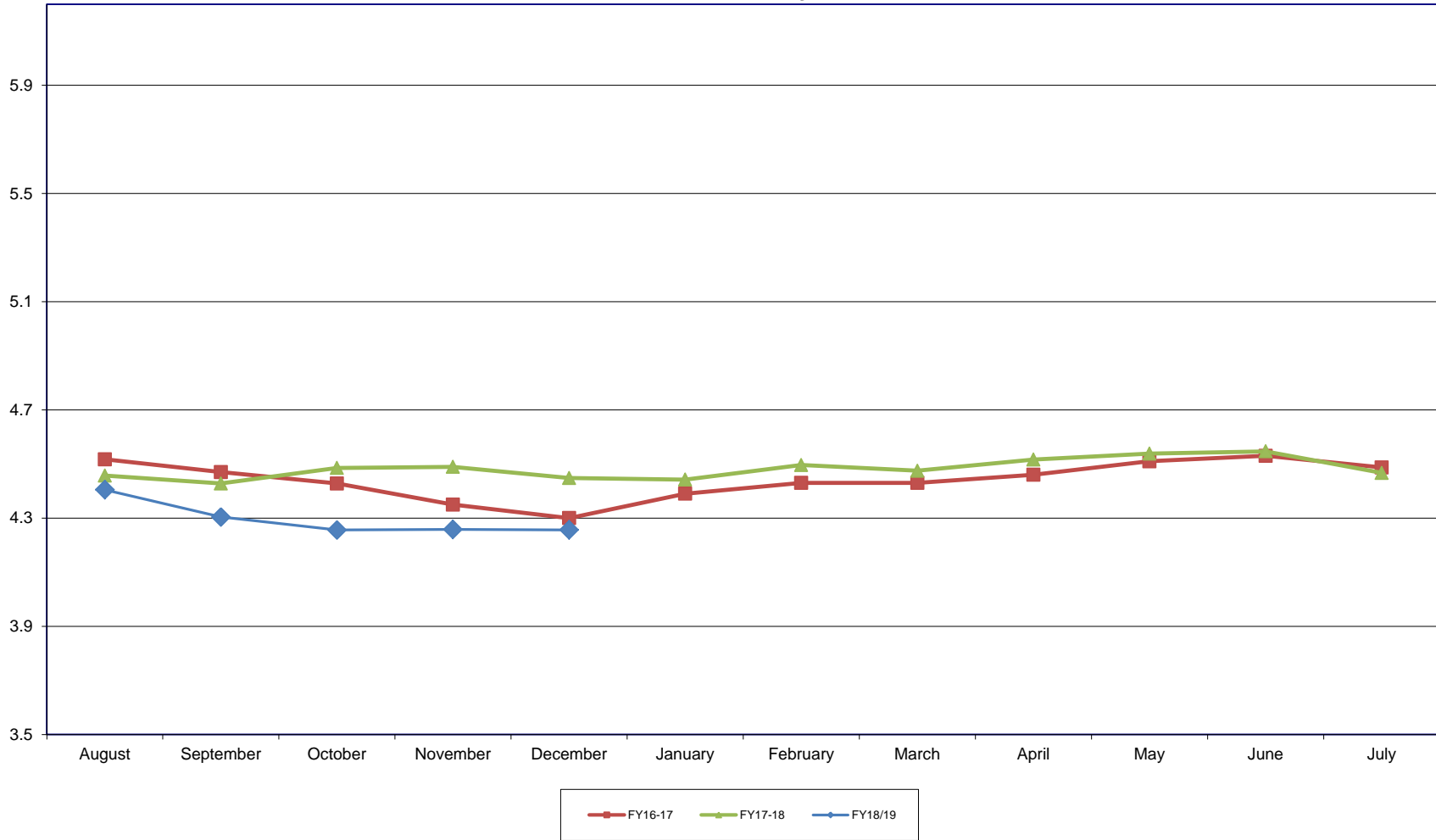
Aged Accounts Receivable Balances > 60 Days Past Due



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**

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|-----------|-----------|-----------------------------|------------|-------------|-------------------|------------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 1,518,665 | 1,388,176 | 130,489 | 7,984,195 | 8,298,969 | <314,774> | 1,352,764 | 8,290,094 |
| 1,067,103 | 1,155,969 | <88,866> | 6,328,129 | 6,833,919 | <505,790> | 1,070,213 | 6,405,870 |
| 123,323 | 127,049 | <3,726> | 554,297 | 568,249 | <13,952> | 123,350 | 549,293 |
| 136,860 | 128,927 | 7,933 | 889,973 | 915,579 | <25,606> | 127,741 | 920,326 |
| 291,384 | 301,000 | <9,616> | 767,471 | 960,000 | <192,529> | 280,697 | 892,440 |
| 332,178 | 184,339 | 147,839 | 2,762,744 | 2,974,848 | <212,104> | 182,049 | 3,012,524 |
| 0 | 0 | 0 | 16,905 | 0 | 16,905 | 0 | 0 |
| 3,469,512 | 3,285,460 | 184,052 | 19,303,713 | 20,551,564 | <1,247,851> | 3,136,814 | 20,070,546 |
| 2,507,961 | 2,228,155 | <279,806> | 13,466,473 | 14,056,656 | 590,183 | 2,188,399 | 13,909,790 |
| | | | | | | | |
| 3,725 | 3,300 | <425> | 24,442 | 24,240 | <202> | 3,355 | 27,096 |
| 5,500 | 5,790 | 290 | 32,513 | 34,810 | 2,297 | 5,456 | 33,020 |
| 567 | 590 | 23 | 2,548 | 2,610 | 62 | 571 | 2,516 |
| 688 | 740 | 52 | 4,661 | 5,050 | 389 | 624 | 4,889 |
| 1,129 | 880 | <249> | 9,986 | 11,590 | 1,604 | 907 | 10,925 |
| 11,609 | 11,300 | <309> | 74,150 | 78,300 | 4,150 | 10,912 | 78,446 |
| 2,519,570 | 2,239,455 | <280,115> | 13,540,623 | 14,134,956 | 594,333 | 2,199,311 | 13,988,235 |
| | | | | | | | |
| 72.3 | 67.8 | <4.5> | 69.8 | 68.4 | <1.4> | 69.8 | 69.3 |
| 949.72 | 1,046,005 | <96,063> | 5,763,090 | 6,416,608 | <653,518> | 937,502 | 6,082,311 |
| 27.7 | 32.2 | <4.5> | 30.2 | 31.6 | <1.4> | 30.2 | 30.7 |
| 0.3 | 0.3 | 0.0 | 0.4 | 0.4 | 0.0 | 0.4 | 0.4 |
| | | | | | | | |
| 27.4 | 31.8 | <4.5> | 29.9 | 31.2 | <1.4> | 29.9 | 30.3 |
| | | | | | | | |
| 6.8 | 12.0 | <5.2> | 14.9 | 16.7 | <1.8> | 9.3 | 16.5 |
| 47.8 | 49.1 | <1.3> | 48.7 | 49.2 | <0.5> | 48.3 | 48.6 |
| 41.1 | 40.8 | 0.3 | 41.4 | 41.3 | 0.0 | 40.8 | 41.6 |
| 31.1 | 38.1 | <7.0> | 30.6 | 33.2 | <2.6> | 37.2 | 32.2 |
| 50.5 | 51.9 | <1.4> | 50.9 | 51.0 | <0.1> | 51.3 | 50.3 |
| 29.3 | 30.1 | <0.8> | 21.2 | 21.7 | <0.5> | 29.2 | 21.0 |
| 0.0 | 0.0 | 0.0 | 100.0 | 0.0 | 100.0 | 0.0 | 0.0 |
| | | | | | | | |
| 129,146 | 106,979 | 22,167 | 689,640 | 574,682 | 114,958 | 99,598 | 510,294 |
| 1,079,089 | 1,152,984 | <73,895> | 6,452,731 | 6,991,290 | <538,559> | 1,037,100 | 6,592,605 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 259,498 | 262,244 | 2,746 | 1,294,233 | 1,304,107 | 9,874 | 241,640 | 1,212,372 |
| 0 | 0 | 0 | 0 | 0 | 0 | 2,934 | 7,652 |
| 195,614 | 204,420 | 8,806 | 1,121,400 | 1,118,932 | <2,468> | 188,884 | 1,020,082 |
| 455,112 | 466,664 | 11,552 | 2,415,633 | 2,423,039 | 7,406 | 433,457 | 2,240,106 |
| 13.1 | 14.2 | 1.1 | 12.5 | 11.8 | <0.7> | 13.8 | 11.2 |
| | | | | | | | |
| 133,786 | 127,209 | <6,577> | 619,008 | 634,265 | 15,257 | 107,806 | 579,280 |
| 13,712 | 13,353 | <359> | 52,844 | 44,289 | <8,555> | 12,439 | 46,722 |
| 7,122 | 12,765 | 5,643 | 34,619 | 60,826 | 26,207 | 13,093 | 62,404 |
| 16 | 14 | <2> | 93 | 70 | <23> | 15 | 105 |
| 3,004 | 250 | <2,754> | 10,039 | 5,250 | <4,789> | 1,609 | 5,910 |
| 598 | 50 | <548> | 1,620 | 250 | <1,370> | 0 | 1,745 |
| 3,935 | 4,455 | 520 | 30,856 | 26,725 | <4,131> | 4,431 | 26,940 |
| 43,066 | 42,400 | <666> | 129,319 | 130,697 | 1,378 | 42,349 | 126,232 |
| 337 | 1,050 | 713 | 4,488 | 5,250 | 762 | 1,050 | 5,250 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 656 |
| <5> | 0 | 5 | 0 | 0 | 0 | 5 | 0 |
| 23,155 | 11,900 | <11,255> | 164,894 | 128,888 | <36,006> | 11,851 | 127,811 |
| 0 | <300> | <300> | <10,677> | <12,150> | <1,473> | <1,247> | <12,846> |
| <2,020> | 25 | 2,045 | 273,024 | 275,125 | 2,101 | 1 | 274,345 |
| 3,817 | 6,350 | 2,533 | 23,563 | 18,950 | <4,613> | 6,097 | 22,328 |
| 53,318 | 53,964 | 646 | 349,390 | 381,742 | 32,352 | 49,877 | 354,469 |
| 337 | 0 | <337> | 4,312 | 0 | <4,312> | 549 | 4,712 |
| 2,092 | 0 | <2,092> | 5,314 | 0 | <5,314> | <959> | 7,382 |
| 0 | 0 | 0 | 0 | 0 | <0> | 0 | 0 |
| 279 | 0 | <279> | 2,528 | 3,200 | 672 | 0 | 3,399 |
| 300 | 300 | 0 | 300 | 300 | 0 | 0 | 0 |
| 13,696 | 10,550 | <3,146> | 54,719 | 52,350 | <2,369> | 20,157 | 68,492 |
| 3,208 | 3,340 | 132 | 3,556 | 3,340 | <216> | 4,313 | 5,652 |
| 1,571 | 2,300 | 729 | 5,657 | 8,500 | 2,843 | 2,210 | 9,748 |
| 100 | 100 | <0> | 63,192 | 46,519 | <16,673> | 239 | 38,998 |
| 0 | 1 | 1 | 0 | 5 | 5 | 0 | 0 |
| 10,686 | 15,557 | 4,871 | 76,589 | 106,727 | 30,138 | 18,407 | 90,717 |
| 316,110 | 305,633 | <10,477> | 1,899,242 | 1,921,118 | 21,876 | 294,286 | 1,850,452 |
| 771,222 | 772,297 | 1,075 | 4,314,874 | 4,344,157 | 29,283 | 727,743 | 4,090,558 |
| | | | | | | | |
| 307,867 | 380,687 | <72,820> | 2,137,856 | 2,647,133 | <509,277> | 309,357 | 2,502,047 |
| | | | | | | | |
| | | | | | | | |
| 34,359 | 48,641 | 14,282 | 203,877 | 254,017 | 50,140 | 44,554 | 234,176 |
| 154,776 | 164,067 | 9,291 | 765,513 | 867,672 | 102,159 | 144,480 | 741,804 |
| 67,283 | 74,732 | 7,449 | 322,008 | 389,197 | 67,189 | 68,074 | 332,216 |
| 55,548 | 35,467 | <20,081> | 224,928 | 194,797 | <30,131> | 34,384 | 162,961 |
| 115,459 | 130,281 | 14,822 | 561,509 | 678,392 | 116,883 | 121,168 | 595,687 |
| 91,140 | 99,578 | 8,438 | 455,490 | 434,246 | <21,244> | 90,958 | 405,625 |
| 19,175 | 23,044 | 3,869 | 123,462 | 144,031 | 20,569 | 23,531 | 143,549 |
| 57,859 | 67,180 | 9,321 | 286,604 | 335,900 | 49,296 | 56,911 | 284,392 |
| 595,600 | 642,990 | 47,390 | 2,943,391 | 3,298,252 | 354,861 | 584,060 | 2,900,410 |
| <287,733> | <262,303> | <25,430> | <805,534> | <651,119> | <154,415> | <274,703> | <398,363> |

UCLA RESTAURANTS
INCOME STATEMENT

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|-----------|-----------|-----------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 144,139 | 149,471 | <5,332> | 861,630 | 909,448 | <47,818> | 118,269 | 840,336 |
| 157,155 | 186,246 | <29,091> | 869,052 | 956,490 | <87,438> | 160,371 | 908,646 |
| 154,072 | 160,285 | <6,213> | 790,352 | 850,743 | <60,391> | 95,295 | 532,865 |
| 229,453 | 242,374 | <12,921> | 1,164,438 | 1,178,908 | <14,470> | 202,968 | 1,073,530 |
| 231,795 | 261,578 | <29,783> | 1,280,215 | 1,392,046 | <111,831> | 233,023 | 1,322,697 |
| 204,281 | 239,506 | <35,225> | 857,093 | 1,035,495 | <178,402> | 210,381 | 916,629 |
| 1,120,896 | 1,239,460 | <118,564> | 5,822,781 | 6,323,130 | <500,349> | 1,020,306 | 5,594,703 |
| 378,442 | 418,888 | 40,446 | 1,961,031 | 2,117,769 | 156,738 | 349,340 | 1,874,516 |
| 33.8 | 33.8 | 0.0 | 33.7 | 33.5 | <0.2> | 34.2 | 33.5 |
| 742,454 | 820,572 | <78,118> | 3,861,749 | 4,205,361 | <343,612> | 670,966 | 3,720,186 |
| 66.2 | 66.2 | 0.0 | 66.3 | 66.5 | <0.2> | 65.8 | 66.5 |
| 65.7 | 66.1 | <0.4> | 66.8 | 67.2 | <0.5> | 65.6 | 67.1 |
| 65.0 | 65.7 | <0.7> | 65.7 | 65.4 | 0.3 | 66.4 | 65.3 |
| 66.5 | 65.8 | 0.7 | 67.9 | 65.8 | 2.1 | 68.5 | 67.5 |
| 64.8 | 67.3 | <2.4> | 67.4 | 68.3 | <0.8> | 68.4 | 69.3 |
| 66.1 | 65.3 | 0.8 | 65.4 | 65.9 | <0.4> | 64.7 | 66.0 |
| 69.4 | 67.2 | 2.2 | 66.4 | 66.7 | <0.3> | 63.5 | 64.4 |
| 180,864 | 193,134 | <12,270> | 960,534 | 983,184 | <22,650> | 166,701 | 897,800 |
| 923,318 | 1,013,706 | <90,388> | 4,822,283 | 5,188,545 | <366,262> | 837,667 | 4,617,987 |
| | | | | | | | |
| | | | | | | | |
| 325,958 | 347,742 | 21,784 | 1,524,175 | 1,623,051 | 98,876 | 310,935 | 1,451,301 |
| 4,486 | 2,652 | <1,834> | 12,543 | 11,531 | <1,012> | 0 | 3,438 |
| 308,330 | 301,453 | <6,877> | 1,516,179 | 1,485,435 | <30,744> | 259,691 | 1,306,676 |
| <38,938> | <38,773> | 165 | <207,931> | <209,341> | <1,410> | <34,144> | <193,634> |
| 599,836 | 613,074 | 13,238 | 2,844,967 | 2,910,676 | 65,709 | 536,482 | 2,567,782 |
| 53.5 | 49.5 | <4.1> | 48.9 | 46.0 | <2.8> | 52.6 | 45.9 |
| 182,834 | 188,455 | 5,621 | 794,685 | 864,484 | 69,800 | 149,945 | 730,994 |
| 2,499 | 1,505 | <994> | 11,166 | 9,550 | <1,616> | 1,324 | 10,087 |
| 2,627 | 4,205 | 1,578 | 12,821 | 21,025 | 8,204 | 4,153 | 20,628 |
| <306> | 1,000 | 1,306 | 9,000 | 9,000 | 2,310 | 1,000 | 7,115 |
| 51,344 | 56,913 | 5,569 | 255,691 | 291,970 | 36,279 | 41,665 | 242,212 |
| 4.6 | 4.6 | 0.0 | 4.4 | 4.6 | 0.2 | 4.1 | 4.3 |
| 7,665 | 4,772 | <2,893> | 33,398 | 25,059 | <8,339> | 3,450 | 26,005 |
| <15,482> | <14,500> | 982 | <63,018> | <72,500> | <9,482> | <12,961> | <67,561> |
| 5,109 | 2,910 | <2,199> | 32,854 | 14,315 | <18,539> | 2,431 | 13,209 |
| 6,264 | 4,037 | <2,227> | 30,531 | 21,967 | <8,564> | 3,936 | 20,287 |
| 523 | 1,310 | 787 | 11,600 | 8,050 | <3,550> | 324 | 10,200 |
| 1,258 | 1,280 | 22 | 22,788 | 23,875 | 1,087 | 430 | 32,485 |
| 57 | 0 | <57> | 108 | 0 | <108> | 0 | 1 |
| 7,693 | 8,606 | 913 | 43,549 | 39,375 | <4,174> | 11,075 | 57,009 |
| 29,592 | 36,070 | 6,478 | 184,810 | 208,195 | 23,385 | 29,224 | 186,458 |
| 1,911 | 1,749 | <162> | 10,265 | 9,169 | <1,096> | 1,677 | 9,285 |
| <206> | 1,098 | 1,304 | 281 | 5,631 | 5,350 | 859 | 4,146 |
| 22 | 0 | <22> | 53 | 0 | <53> | 9 | 17 |
| 270 | 0 | <270> | 5,139 | 0 | <5,139> | 0 | 0 |
| 0 | 425 | 425 | 0 | 2,125 | 2,125 | 0 | 0 |
| 888 | 238 | <650> | 1,841 | 1,190 | <651> | 1,213 | 5,777 |
| 625 | 0 | <625> | 8,783 | 0 | <8,783> | 610 | 610 |
| 700 | 500 | <200> | 5,917 | 1,800 | <4,117> | 700 | 3,367 |
| 33,011 | 44,282 | 11,271 | 108,338 | 143,242 | 34,904 | 40,037 | 123,907 |
| 318,898 | 344,855 | 25,957 | 1,518,289 | 1,627,522 | 109,233 | 281,102 | 1,436,237 |
| 918,734 | 957,929 | 39,195 | 4,363,256 | 4,538,198 | 174,942 | 817,584 | 4,004,019 |
| 4,584 | 55,777 | <51,193> | 459,027 | 650,347 | <191,320> | 20,083 | 613,968 |
| | | | | | | | |
| 45,285 | 53,235 | 7,950 | 239,095 | 267,957 | 28,862 | 55,143 | 268,255 |
| 55,993 | 48,923 | <7,070> | 276,482 | 224,829 | <51,653> | 52,991 | 256,654 |
| 24,341 | 22,284 | <2,057> | 114,422 | 100,659 | <13,763> | 24,967 | 115,111 |
| 20,096 | 10,576 | <9,520> | 81,101 | 50,743 | <30,358> | 12,611 | 57,128 |
| 41,769 | 38,848 | <2,921> | 196,910 | 172,729 | <24,181> | 44,440 | 202,215 |
| 80,254 | 87,702 | 7,448 | 401,083 | 382,453 | <18,630> | 80,094 | 357,174 |
| 16,885 | 20,294 | 3,409 | 108,715 | 126,849 | 18,134 | 20,720 | 126,403 |
| 75,501 | 85,042 | 9,541 | 376,706 | 425,210 | 48,504 | 73,917 | 369,017 |
| 360,122 | 366,904 | 6,782 | 1,794,513 | 1,751,429 | <43,084> | 364,884 | 1,751,957 |
| <355,538> | <311,127> | <44,411> | <1,335,486> | <1,101,082> | <234,404> | <344,801> | <1,137,989> |
| 266,861 | 286,439 | <19,578> | 1,412,686 | 1,473,106 | <60,420> | 255,259 | 1,410,213 |
| 90,563 | 95,522 | <4,959> | 488,185 | 485,461 | 2,724 | 81,980 | 460,337 |
| 176,298 | 190,917 | <14,619> | 924,501 | 987,645 | <63,144> | 173,279 | 949,876 |
| 7.11 | 7.01 | 0.10 | 7.05 | 6.91 | 0.14 | 6.53 | 6.53 |
| 9.16 | 8.75 | 0.41 | 9.08 | 8.84 | 0.24 | 8.27 | 8.43 |
| 6.06 | 6.15 | <0.09> | 5.98 | 5.96 | 0.02 | 5.70 | 5.61 |
| 29,341 | 29,263 | <78> | 139,851 | 139,378 | <473> | 27,691 | 136,988 |
| 38.20 | 41.89 | <3.69> | 41.64 | 44.89 | <3.26> | 36.85 | 40.84 |

SERVICES DIVISION
INCOME STATEMENT

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|---------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 8,376 | 8,785 | <409> | 71,942 | 75,165 | <3,223> | 8,768 | 74,843 |
| 8,376 | 8,785 | <409> | 71,942 | 75,165 | <3,223> | 8,768 | 74,843 |
| 50 | 175 | 125 | 1,261 | 1,497 | 236 | 100 | 2,202 |
| 8,326 | 8,610 | <284> | 70,681 | 73,668 | <2,987> | 8,668 | 72,641 |
| 99.4 | 98.0 | 1.4 | 98.3 | 98.0 | 0.2 | 98.9 | 97.1 |
| 99.4 | 98.0 | 1.4 | 98.3 | 98.0 | 0.2 | 98.9 | 97.1 |
| 226,764 | 245,475 | <18,711> | 1,458,987 | 1,501,734 | <42,747> | 236,594 | 1,454,918 |
| 115,370 | 113,564 | 1,806 | 545,772 | 558,255 | <12,483> | 100,815 | 516,467 |
| 20,700 | 0 | 20,700 | 82,800 | 0 | 82,800 | 0 | 0 |
| 362,834 | 359,039 | 3,795 | 2,087,560 | 2,059,989 | 27,571 | 337,408 | 1,971,385 |
| 371,160 | 367,649 | 3,511 | 2,158,241 | 2,133,657 | 24,584 | 346,076 | 2,044,026 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 49,828 | 38,714 | <11,114> | 239,077 | 187,567 | <51,510> | 38,627 | 185,412 |
| 0 | 720 | 720 | 88 | 3,600 | 3,512 | 193 | 463 |
| 49,828 | 39,434 | <10,394> | 239,165 | 191,167 | <47,998> | 38,819 | 185,875 |
| 594.9 | 448.9 | <146.0> | 332.4 | 254.3 | <78.1> | 442.8 | 248.4 |
| | | | | | | | |
| 26,129 | 18,371 | <7,758> | 123,208 | 89,102 | <34,106> | 15,763 | 81,796 |
| 91 | 515 | 424 | 2,736 | 2,570 | <166> | 159 | 4,764 |
| 671 | 525 | <146> | 7,481 | 2,640 | <4,841> | 682 | 3,291 |
| 21 | 50 | 29 | 246 | 250 | 4 | 44 | 96 |
| 2,218 | 0 | <2,218> | 12,681 | 6,500 | <6,181> | <0> | 6,519 |
| 1,693 | 3,000 | 1,307 | 8,381 | 9,750 | 1,369 | 2,254 | 9,500 |
| 406 | 4,375 | 3,969 | 11,568 | 19,900 | 8,332 | 1,816 | 21,041 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 466 |
| 0 | 0 | 0 | 0 | 1,050 | 1,050 | 0 | 0 |
| 2,083 | 2,083 | 0 | 11,539 | 10,415 | <1,124> | 2,084 | 11,455 |
| 0 | 600 | 600 | 3,658 | 3,000 | <658> | 0 | 0 |
| 12,406 | 3,200 | <9,206> | 15,346 | 16,000 | 654 | 1,712 | 13,784 |
| <16,212> | 0 | 16,212 | 70,236 | 86,573 | 16,337 | 5,106 | 89,123 |
| 21,364 | 23,714 | 2,350 | 119,567 | 125,558 | 5,991 | 21,576 | 122,858 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28 |
| 75,626 | 84,808 | 9,182 | 440,829 | 465,088 | 24,259 | 81,373 | 466,329 |
| 126,496 | 141,241 | 14,745 | 827,477 | 838,396 | 10,919 | 132,569 | 831,051 |
| 176,324 | 180,675 | 4,351 | 1,066,642 | 1,029,563 | <37,079> | 171,388 | 1,016,926 |
| | | | | | | | |
| 194,835 | 186,974 | 7,861 | 1,091,599 | 1,104,094 | <12,495> | 174,688 | 1,027,100 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 3,762 | 3,932 | 170 | 20,123 | 19,794 | <329> | 3,990 | 19,457 |
| 15,485 | 15,493 | 8 | 85,024 | 71,250 | <13,774> | 14,942 | 76,583 |
| 6,941 | 7,288 | 347 | 36,194 | 32,921 | <3,273> | 7,281 | 35,543 |
| 5,730 | 3,459 | <2,271> | 25,725 | 16,594 | <9,131> | 3,678 | 17,548 |
| 11,911 | 12,706 | 795 | 62,835 | 56,493 | <6,342> | 12,961 | 62,783 |
| 41,110 | 44,878 | 3,768 | 205,454 | 195,690 | <9,764> | 41,028 | 182,962 |
| 8,649 | 10,390 | 1,741 | 55,689 | 64,943 | 9,254 | 10,614 | 64,750 |
| 7,159 | 4,581 | <2,578> | 34,389 | 22,905 | <11,484> | 6,929 | 34,645 |
| 100,747 | 102,727 | 1,980 | 525,433 | 480,590 | <44,843> | 101,423 | 494,270 |
| | | | | | | | |
| 94,088 | 84,247 | 9,841 | 566,166 | 623,504 | <57,338> | 73,265 | 532,830 |

**UCLA STUDENT UNION
INCOME STATEMENT**

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 43,518 | 31,665 | 11,853 | 343,766 | 271,565 | 72,201 | 35,841 | 243,004 |
| 50,794 | 60,281 | <9,487> | 170,097 | 236,535 | <66,438> | 60,564 | 231,816 |
| 94,312 | 91,946 | 2,366 | 513,863 | 508,100 | 5,763 | 96,404 | 474,821 |
| 50,234 | 58,955 | 8,721 | 167,146 | 231,331 | 64,185 | 59,526 | 228,135 |
| 15,602 | 7,313 | <8,289> | 85,133 | 52,120 | <33,013> | 7,923 | 44,260 |
| 65,835 | 66,268 | 433 | 252,278 | 283,451 | 31,173 | 67,449 | 272,395 |
| 69.8 | 72.1 | 2.3 | 49.1 | 55.8 | 6.7 | 70.0 | 57.4 |
| 28,476 | 25,678 | 2,798 | 261,584 | 224,649 | 36,935 | 28,956 | 202,426 |
| 30.2 | 27.9 | 2.3 | 50.9 | 44.2 | 6.7 | 30.0 | 42.6 |
| 64.2 | 76.9 | <12.8> | 75.3 | 80.8 | <5.6> | 77.9 | 81.8 |
| 1.1 | 2.2 | <1.1> | 1.7 | 2.2 | <0.5> | 1.7 | 1.6 |
| 0 | 525 | <525> | 0 | 2,528 | <2,528> | 426 | 3,052 |
| 750 | 250 | 500 | 12,190 | 16,200 | <4,010> | 610 | 2,335 |
| 5,835 | 5,237 | 598 | 51,456 | 63,969 | <12,513> | 8,722 | 60,065 |
| 9,498 | 10,611 | <1,113> | 38,870 | 41,639 | <2,769> | 10,917 | 40,225 |
| 16,082 | 16,623 | <541> | 102,517 | 124,336 | <21,819> | 20,675 | 105,677 |
| 44,559 | 42,301 | 2,258 | 364,101 | 348,985 | 15,116 | 49,630 | 308,103 |
| | | | | | | | |
| | | | | | | | |
| 33,825 | 33,953 | 128 | 169,229 | 169,761 | 532 | 32,951 | 160,235 |
| 20,025 | 20,875 | 850 | 108,906 | 115,617 | 6,711 | 19,902 | 112,450 |
| 53,850 | 54,828 | 978 | 278,134 | 285,378 | 7,244 | 52,852 | 272,685 |
| 57.1 | 59.6 | 2.5 | 54.1 | 56.2 | 2.0 | 54.8 | 57.4 |
| 25.9 | 34.8 | 8.9 | 16.9 | 20.9 | 4.0 | 29.9 | 22.4 |
| 17,847 | 16,798 | <1,049> | 82,331 | 84,114 | 1,783 | 16,199 | 73,299 |
| 1,314 | 732 | <582> | 4,365 | 3,867 | <498> | 2,930 | 6,192 |
| 2,207 | 5,617 | 3,410 | 9,294 | 17,575 | 8,281 | 3,302 | 15,408 |
| 491 | 0 | <491> | 1,461 | 1,175 | <286> | 857 | 1,510 |
| 3,083 | 3,159 | 76 | 3,083 | 3,159 | 76 | 2,854 | 2,974 |
| 0 | 0 | 0 | 54 | 464 | 410 | 250 | 714 |
| 0 | 130 | 130 | 5,480 | 4,400 | <1,080> | 138 | 4,356 |
| 237 | 89 | <148> | 28,285 | 24,512 | <3,773> | 527 | 25,735 |
| 6,577 | 3,975 | <2,602> | 39,616 | 48,550 | 8,934 | 8,547 | 49,748 |
| 0 | 0 | 0 | <0> | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 600 | 600 | 170 | 170 |
| 0 | 40 | 40 | 1,731 | 1,329 | <402> | 22 | 305 |
| 314 | 250 | <64> | 1,350 | 1,250 | <100> | 255 | 1,110 |
| 1,234 | 1,685 | 451 | 16,165 | 15,701 | <464> | 4,146 | 18,213 |
| 1,060 | 1,417 | 357 | 4,560 | 5,560 | 1,000 | 1,167 | 5,241 |
| 109 | 0 | <109> | 390 | 0 | <390> | 328 | 701 |
| 0 | 0 | 0 | 0 | 0 | 0 | 840 | 840 |
| 2,787 | 2,787 | 0 | 2,787 | 2,787 | 0 | 0 | 2,787 |
| 15,417 | 15,417 | 0 | 77,083 | 77,085 | 2 | 15,417 | 77,083 |
| 5,522 | 4,750 | <772> | 33,633 | 44,750 | 11,117 | 2,892 | 44,297 |
| 58,199 | 56,846 | <1,353> | 311,668 | 336,878 | 25,210 | 60,840 | 330,684 |
| 112,049 | 111,674 | <375> | 589,803 | 622,256 | 32,453 | 113,692 | 603,369 |
| <67,491> | <69,373> | 1,883 | <225,702> | <273,271> | 47,569 | <64,062> | <295,266> |
| | | | | | | | |
| 4,066 | 5,662 | 1,596 | 23,499 | 28,498 | 4,999 | 5,434 | 28,535 |
| 4,605 | 5,606 | 1,001 | 24,656 | 25,780 | 1,124 | 5,054 | 22,288 |
| 2,064 | 2,637 | 573 | 10,540 | 11,912 | 1,372 | 2,463 | 10,360 |
| 1,704 | 1,251 | <453> | 7,504 | 6,003 | <1,501> | 1,244 | 5,118 |
| 3,542 | 4,597 | 1,055 | 18,249 | 20,441 | 2,192 | 4,383 | 18,230 |
| 49,854 | 54,439 | 4,585 | 249,155 | 237,401 | <11,754> | 49,755 | 221,879 |
| 10,489 | 12,597 | 2,108 | 67,534 | 78,740 | 11,206 | 12,871 | 78,522 |
| 17,716 | 14,257 | <3,459> | 88,037 | 71,285 | <16,752> | 12,128 | 58,238 |
| 94,041 | 101,046 | 7,005 | 489,173 | 480,060 | <9,113> | 93,331 | 443,170 |
| <161,532> | <170,419> | 8,887 | <714,875> | <753,331> | 38,456 | <157,392> | <738,437> |

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|-----------|----------|-----------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 333,827 | 341,551 | 7,724 | 1,602,931 | 1,709,890 | 106,959 | 317,293 | 1,570,229 |
| 0 | 815 | 815 | 7,875 | 4,675 | <3,200> | 5,124 | 19,531 |
| 33,140 | 36,247 | 3,107 | 163,933 | 185,319 | 21,386 | 37,669 | 171,943 |
| 366,967 | 378,613 | 11,646 | 1,774,740 | 1,899,884 | 125,144 | 360,085 | 1,761,703 |
| 6.8 | 7.1 | 0.3 | 6.0 | 6.1 | 0.1 | 7.4 | 5.9 |
| | | | | | | | |
| 0 | 0 | 0 | 10,700 | 15,177 | 4,477 | 0 | 14,735 |
| 0 | 0 | 0 | 2,000 | 2,060 | 60 | 0 | 2,000 |
| 161,542 | 164,672 | 3,130 | 759,974 | 821,705 | 61,731 | 157,813 | 696,561 |
| 5,135 | 6,449 | 1,314 | 33,423 | 35,629 | 2,206 | 4,472 | 34,767 |
| 5,155 | 9,526 | 4,371 | 25,139 | 44,306 | 19,167 | 9,344 | 44,107 |
| 667 | 673 | 6 | 3,542 | 3,530 | <12> | 643 | 3,335 |
| 1,155 | 756 | <399> | 4,902 | 3,977 | <925> | 84 | 8,584 |
| 0 | 50 | 50 | 216 | 205 | <11> | 0 | 1,768 |
| 1,343 | 1,746 | 403 | 7,278 | 5,972 | <1,306> | 1,671 | 5,676 |
| 0 | 54 | 54 | 0 | 270 | 270 | 0 | 0 |
| 0 | 0 | 0 | 2,245 | 0 | <2,245> | 0 | 0 |
| 296 | 0 | <296> | 894 | 505 | <389> | 0 | 490 |
| 320 | 232 | <88> | 1,010 | 3,570 | 2,560 | 225 | 3,465 |
| 22 | 478 | 456 | 396 | 2,390 | 1,994 | 166 | 742 |
| 529 | 275 | <254> | 1,774 | 1,375 | <399> | 0 | 1,335 |
| 45 | <300> | <345> | <287> | <1,400> | <1,113> | 324 | <492> |
| 332 | 50 | <282> | 332 | 250 | <82> | 0 | 0 |
| 2,422 | 2,500 | 78 | 10,463 | 12,500 | 2,037 | 0 | 10,193 |
| 3,289 | 1,250 | <2,039> | 8,289 | 9,395 | 1,106 | 1,500 | 7,737 |
| 6,478 | 1,000 | <5,478> | 10,478 | 5,000 | <5,478> | 1,150 | 5,750 |
| 4,540 | 4,948 | 408 | 32,629 | 30,479 | <2,150> | 4,636 | 30,530 |
| 761 | 1,113 | 352 | 3,856 | 6,428 | 2,572 | 723 | 4,569 |
| 14,427 | 12,376 | <2,051> | 59,685 | 63,235 | 3,550 | 10,450 | 53,255 |
| 0 | 0 | 0 | 0 | 1,388 | 1,388 | 0 | 1,348 |
| 1,854 | 1,854 | 0 | 16,887 | 16,887 | 0 | 2,285 | 18,822 |
| 0 | 40 | 40 | 3 | 200 | 197 | <1> | <7> |
| 23,061 | 22,795 | <266> | 115,305 | 113,975 | <1,330> | 20,723 | 103,615 |
| 19,574 | 4,855 | <14,719> | 133,878 | 43,370 | <90,508> | 3,700 | 38,543 |
| 1,218 | 1,535 | 317 | 6,088 | 7,675 | 1,587 | 1,396 | 6,979 |
| 11,667 | 11,460 | <207> | 57,836 | 57,798 | <38> | 11,126 | 56,118 |
| 1,543 | 1,500 | <43> | 7,320 | 10,900 | 3,580 | 1,706 | 3,848 |
| 10,443 | 10,756 | 313 | 52,214 | 53,780 | 1,566 | 10,443 | 52,214 |
| 0 | 0 | 0 | 3,956 | 3,956 | 0 | 0 | 3,841 |
| 4,699 | 734 | <3,965> | 14,016 | 4,170 | <9,846> | 455 | 3,266 |
| 15,783 | 16,807 | 1,024 | 70,876 | 61,449 | <9,427> | 16,318 | 59,660 |
| 114 | 1,988 | 1,874 | 2,855 | 3,363 | 508 | 1,930 | 3,265 |
| 2,587 | 4,306 | 1,719 | 18,287 | 21,758 | 3,471 | 4,181 | 21,126 |
| 4,030 | 4,135 | 105 | 17,571 | 20,675 | 3,104 | 3,511 | 16,549 |
| 0 | 0 | 0 | 0 | 0 | 0 | 6,917 | 34,583 |
| 7,250 | 25,250 | 18,000 | 36,250 | 126,250 | 90,000 | 24,524 | 120,191 |
| 0 | 0 | 0 | 854 | 0 | <854> | 0 | 0 |
| 8,666 | 8,540 | <126> | 42,332 | 42,328 | <4> | 8,292 | 41,218 |
| 18,048 | 16,924 | <1,124> | 90,240 | 84,619 | <5,621> | 16,431 | 82,157 |
| 288 | 393 | 105 | 18,916 | 18,009 | <907> | 382 | 17,486 |
| 339,285 | 341,720 | 2,435 | 1,684,622 | 1,759,108 | 74,486 | 327,523 | 1,613,929 |
| 706,252 | 720,333 | 14,081 | 3,459,362 | 3,658,992 | 199,630 | 687,608 | 3,375,631 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 21,802 | 23,365 | 1,563 | 108,960 | 101,892 | <7,068> | 21,759 | 97,031 |
| 4,587 | 5,406 | 819 | 29,534 | 33,793 | 4,259 | 5,629 | 34,339 |
| 24,293 | 23,091 | <1,202> | 118,834 | 115,455 | <3,379> | 23,792 | 115,630 |
| 50,682 | 51,862 | 1,180 | 257,327 | 251,140 | <6,187> | 51,180 | 247,000 |
| 756,934 | 772,195 | 15,261 | 3,716,689 | 3,910,132 | 193,443 | 738,787 | 3,622,632 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| <674,721> | <689,694> | <14,973> | <3,300,191> | <3,490,720> | <190,529> | <664,241> | <3,262,651> |
| <40,896> | <40,896> | 0 | <206,460> | <206,460> | 0 | <32,932> | <166,233> |
| <3,455> | <3,455> | 0 | <17,461> | <17,461> | 0 | <3,290> | <16,628> |
| <37,862> | <38,150> | <288> | <192,577> | <195,491> | <2,914> | <38,324> | <177,119> |
| <756,934> | <772,195> | <15,261> | <3,716,689> | <3,910,132> | <193,443> | <738,787> | <3,622,632> |
| 0 | 0 | 0 | 0 | 0 | <0> | 0 | 0 |

FACILITIES DIVISION
EXPENSE STATEMENT

| DEC. 05(11/25/18-12/29/18) | | | FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|----------------------------|-----------|----------|-----------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 153,055 | 156,303 | 3,248 | 673,066 | 646,214 | <26,852> | 151,004 | 626,265 |
| 6,905 | 8,850 | 1,945 | 31,180 | 30,790 | <390> | 8,593 | 29,892 |
| 591 | 842 | 251 | 1,108 | 4,738 | 3,630 | 0 | 0 |
| <108> | <190> | <82> | <1,411> | <760> | 651 | <92> | <2,629> |
| <11,949> | <9,004> | 2,945 | <58,010> | <47,771> | 10,239 | <9,004> | <47,771> |
| <2,430> | <3,250> | <820> | <15,984> | <16,250> | <266> | <6,578> | <19,711> |
| 146,065 | 153,551 | 7,486 | 629,948 | 616,961 | <12,987> | 143,923 | 586,045 |
| | | | | | | | |
| 86,700 | 91,193 | 4,493 | 381,800 | 378,087 | <3,713> | 77,252 | 345,983 |
| 120 | 355 | 235 | 615 | 933 | 318 | 329 | 1,040 |
| 564 | 808 | 244 | 2,845 | 4,008 | 1,163 | 1,266 | 4,194 |
| 1,149 | 0 | <1,149> | 1,170 | 3,000 | 1,830 | 0 | 0 |
| 4,708 | 4,610 | <98> | 23,181 | 25,571 | 2,391 | 4,520 | 25,069 |
| 5.0 | 5.0 | 0.0 | 4.5 | 5.0 | 0.5 | 4.7 | 5.3 |
| 4,122 | 5,374 | 1,253 | 27,349 | 30,962 | 3,613 | 5,217 | 30,060 |
| 1,245 | 875 | <370> | 8,402 | 4,749 | <3,653> | 875 | 4,748 |
| 457 | 409 | <48> | 2,041 | 2,175 | 134 | 388 | 2,108 |
| 7,649 | 28,678 | 21,029 | 137,393 | 145,619 | 8,226 | 25,338 | 141,873 |
| 936 | 5,450 | 4,514 | 19,493 | 27,250 | 7,757 | 11,407 | 29,987 |
| 0 | 250 | 250 | 28 | 1,250 | 1,222 | 0 | 0 |
| 1,075 | 800 | <275> | 10,533 | 4,000 | <6,533> | 0 | 1,148 |
| 593 | 300 | <293> | 1,243 | 1,500 | 257 | 0 | 0 |
| 9,698 | 2,575 | <7,123> | 69,930 | 17,600 | <52,330> | 1,935 | 15,871 |
| 8,680 | 9,216 | 536 | 52,775 | 53,709 | 934 | 8,777 | 51,151 |
| 2,839 | 3,255 | 416 | 16,082 | 16,517 | 435 | 3,161 | 16,035 |
| 1,107 | 1,600 | 493 | 3,222 | 8,000 | 4,778 | <486> | 4,882 |
| 0 | 0 | 0 | 0 | 0 | 0 | 800 | 5,600 |
| 131,641 | 155,748 | 24,107 | 758,101 | 724,930 | <33,171> | 140,780 | 679,749 |
| 277,706 | 309,299 | 31,593 | 1,388,049 | 1,341,891 | <46,158> | 284,703 | 1,265,795 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 27,045 | 21,607 | <5,438> | 135,029 | 108,035 | <26,994> | 19,064 | 94,745 |
| 27,045 | 21,607 | <5,438> | 135,029 | 108,035 | <26,994> | 19,064 | 94,745 |
| 304,751 | 330,906 | 26,155 | 1,523,078 | 1,449,926 | <73,152> | 303,767 | 1,360,539 |
| | | | | | | | |
| <262,358> | <286,599> | <24,241> | <1,311,183> | <1,249,796> | 61,387 | <261,834> | <1,167,640> |
| <8,138> | <8,138> | 0 | <40,690> | <40,690> | 0 | <7,851> | <39,255> |
| <3,181> | <3,181> | 0 | <15,905> | <15,905> | 0 | <3,069> | <15,345> |
| <9,272> | <9,623> | <351> | <46,341> | <41,643> | 4,698 | <9,254> | <41,268> |
| <21,802> | <23,365> | <1,563> | <108,960> | <101,892> | 7,068 | <21,759> | <97,031> |
| <304,751> | <330,906> | <26,155> | <1,523,078> | <1,449,926> | 73,152 | <303,767> | <1,360,539> |
| | | | | | | | |
| 0 | 0 | 0 | 0 | 0 | 0 | <0> | <0> |

UTILITIES
EXPENSE STATEMENT

| DEC. 05(11/25/18-12/29/18) | | | |
|----------------------------|----------|----------|------------------------|
| CURRENT MONTH | | | |
| ACTUAL | BUDGET | VARIANCE | |
| 7,100 | 12,829 | 5,729 | Chiller Water |
| 39,127 | 47,229 | 8,102 | Elec-Non Air Cond. |
| 9,613 | 8,616 | <997> | Water-Non Air Cond. |
| 3,530 | 5,006 | 1,476 | Steam-Non Air Cond. |
| 4,708 | 2,737 | <1,971> | Gas |
| 1,550 | 1,551 | 1 | Energy Management |
| 65,628 | 77,968 | 12,340 | TOTAL OTHER CONTROL. |
| 65,628 | 77,968 | 12,340 | TOTAL CONTROLLABLE EXP |
| <55,198> | <66,326> | <11,128> | Allocated-Svs and Ent |
| <2,799> | <2,799> | 0 | Allocated-USAC |
| <1,094> | <1,094> | 0 | Allocated-GSA |
| <1,951> | <2,343> | <392> | Allocated-Comm Board |
| <4,587> | <5,406> | <819> | Allocated-A & SS |
| <65,628> | <77,968> | <12,340> | TOTAL OTHER |
| 0 | 0 | 0 | TOTAL EXPENSE |

| FISCAL YEAR 18-19 | | | FISCAL YEAR 17-18 | |
|-----------------------------|-----------|----------|-------------------|-----------|
| YTD 5 MO(07/29/18-12/29/18) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 101,348 | 107,060 | 5,712 | 1,804 | 98,598 |
| 230,727 | 283,394 | 52,667 | 59,549 | 303,353 |
| 39,052 | 47,741 | 8,689 | 7,472 | 38,049 |
| 23,198 | 23,168 | <30> | 7,016 | 23,475 |
| 14,883 | 13,354 | <1,529> | 2,409 | 11,149 |
| 7,753 | 7,755 | 3 | 1,550 | 7,752 |
| 416,961 | 482,472 | 65,512 | 79,800 | 482,376 |
| 416,961 | 482,472 | 65,512 | 79,800 | 482,376 |
| <355,401> | <414,569> | <59,168> | <67,736> | <413,223> |
| <13,995> | <13,995> | 0 | <2,906> | <14,530> |
| <5,470> | <5,470> | 0 | <1,136> | <5,680> |
| <12,561> | <14,645> | <2,084> | <2,394> | <14,604> |
| <29,534> | <33,793> | <4,259> | <5,629> | <34,339> |
| <416,961> | <482,472> | <65,511> | <79,801> | <482,376> |
| <0> | 0 | 0 | <0> | 0 |