

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
November (10/28/18 - 11/24/18)**

**Prepared  
December 11, 2018**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

NOVEMBER (10/28/18 - 11/24/18)										FY 17-18	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
2,629		2,939		(310)	(10.5%)	170	6.9%	2,459			
1,518		1,645		(127)	(7.7%)	13	0.9%	1,505			
523		536		(13)	(2.4%)	110	26.6%	413			
139		143		(4)	(2.8%)	18	14.9%	121			
<b>4,809</b>		<b>5,263</b>		<b>(454)</b>	<b>(8.6%)</b>	<b>311</b>	<b>6.9%</b>	<b>4,498</b>			
978	37.2%	1,119	38.1%	(141)	(0.9)	35	(1.1)	943	38.3%		
1,083	71.3%	1,176	71.5%	(93)	(0.2)	6	(0.3)	1,077	71.6%		
522	99.8%	535	99.8%	(13)	0.0	109	(0.2)	413	100.0%		
81	58.3%	86	60.1%	(5)	(1.8)	13	2.1	68	56.2%		
<b>2,664</b>	<b>55.4%</b>	<b>2,916</b>	<b>55.4%</b>	<b>(252)</b>	<b>0.0</b>	<b>163</b>	<b>(0.2)</b>	<b>2,501</b>	<b>55.6%</b>		
598	22.7%	586	19.9%	(12)	(2.8)	(58)	(0.7)	540	22.0%		
744	49.0%	736	44.7%	(8)	(4.3)	(81)	(4.9)	663	44.1%		
74	14.1%	55	10.3%	(19)	(3.8)	(21)	(1.3)	53	12.8%		
72	51.8%	73	51.0%	1	(0.8)	0	7.7	72	59.5%		
<b>1,488</b>	<b>30.9%</b>	<b>1,450</b>	<b>27.6%</b>	<b>(38)</b>	<b>(3.3)</b>	<b>(160)</b>	<b>(1.4)</b>	<b>1,328</b>	<b>29.5%</b>		
240	9.1%	249	8.5%	9	(0.6)	(23)	(0.3)	217	8.8%		
184	12.1%	179	10.9%	(5)	(1.2)	(11)	(0.6)	173	11.5%		
185	35.4%	205	38.2%	20	2.8	(16)	5.5	169	40.9%		
48	34.5%	63	44.1%	15	9.6	13	15.9	61	50.4%		
<b>657</b>	<b>13.7%</b>	<b>696</b>	<b>13.2%</b>	<b>39</b>	<b>(0.5)</b>	<b>(37)</b>	<b>0.1</b>	<b>620</b>	<b>13.8%</b>		
141	5.4%	285	9.7%	(144)	(4.3)	(45)	(2.2)	186	7.6%		
155	10.2%	261	15.9%	(106)	(5.7)	(86)	(5.8)	241	16.0%		
264	50.5%	275	51.3%	(11)	(0.8)	73	4.3	191	46.2%		
(39)	(28.1%)	(50)	(35.0%)	11	6.9	26	25.6	(65)	(53.7%)		
<b>521</b>	<b>10.8%</b>	<b>771</b>	<b>14.6%</b>	<b>(250)</b>	<b>(3.8)</b>	<b>(32)</b>	<b>(1.5)</b>	<b>553</b>	<b>12.3%</b>		
593	12.3%	643	12.2%	50	(0.1)	5	1.0	598	13.3%		
222	4.6%	227	4.3%	5	(0.3)	7	0.5	229	5.1%		
80	1.7%	87	1.7%	7	0.0	6	0.2	86	1.9%		
208	4.3%	216	4.1%	8	(0.2)	(16)	0.0	192	4.3%		
<b>1,103</b>	<b>22.9%</b>	<b>1,173</b>	<b>22.3%</b>	<b>70</b>	<b>(0.6)</b>	<b>2</b>	<b>1.7</b>	<b>1,105</b>	<b>24.6%</b>		
<b>(582)</b>	<b>(12.1%)</b>	<b>(402)</b>	<b>(7.6%)</b>	<b>(180)</b>	<b>(4.5)</b>	<b>(30)</b>	<b>0.2</b>	<b>(552)</b>	<b>(12.3%)</b>		
27	0.6%	2	0.0%	25	0.6	18	0.4	9	0.2%		
32	0.7%	16	0.3%	16	0.4	17	0.4	15	0.3%		
(29)	(0.6%)	(29)	(0.6%)	0	0.0	3	0.1	(32)	(0.7%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%		
244	5.1%	244	4.6%	0	0.5	8	(0.1)	236	5.2%		
<b>274</b>	<b>5.7%</b>	<b>231</b>	<b>4.4%</b>	<b>43</b>	<b>1.3</b>	<b>46</b>	<b>0.6</b>	<b>228</b>	<b>5.1%</b>		
<b>(308)</b>	<b>(6.4%)</b>	<b>(171)</b>	<b>(3.2%)</b>	<b>(137)</b>	<b>(3.2)</b>	<b>16</b>	<b>0.8</b>	<b>(324)</b>	<b>(7.2%)</b>		
<b>GROSS INCOME</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>GROSS MARGIN</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>WAGES &amp; BENEFITS</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>OTHER CONTROLLABLES</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>CONTRIBUTION</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>ALLOCATED EXPENSES</b>											
Admin&Support Services											
Facilities Division											
Utilities											
Depreciation											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											
<b>FROM OPERATIONS</b>											
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											

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

NOVEMBER (10/28/18 - 11/24/18)										FY 17-18	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
2,629		2,939		(310)	(10.5%)	170	6.9%	2,459			
1,518		1,645		(127)	(7.7%)	13	0.9%	1,505			
523		536		(13)	(2.4%)	110	26.6%	413			
139		143		(4)	(2.8%)	18	14.9%	121			
<b>4,809</b>		<b>5,263</b>		<b>(454)</b>	<b>(8.6%)</b>	<b>311</b>	<b>6.9%</b>	<b>4,498</b>			
978	37.2%	1,119	38.1%	(141)	(12.6%)	35	3.5%	943	38.3%		
1,083	71.3%	1,176	71.5%	(93)	(8.6%)	6	0.6%	1,077	71.6%		
522	99.8%	535	99.8%	(13)	(2.4%)	109	20.8%	413	100.0%		
81	58.3%	86	60.1%	(5)	(6.1%)	13	2.1%	68	56.2%		
<b>2,664</b>	<b>55.4%</b>	<b>2,916</b>	<b>55.4%</b>	<b>(252)</b>	<b>(8.6%)</b>	<b>163</b>	<b>(0.2%)</b>	<b>2,501</b>	<b>55.6%</b>		
838	31.9%	835	28.4%	(3)	(3.5%)	(81)	(1.1%)	757	30.8%		
928	61.1%	915	55.6%	(13)	(1.4%)	(92)	(5.6%)	836	55.5%		
258	49.3%	260	48.5%	2	0.8%	(36)	(4.5%)	222	53.8%		
120	86.3%	136	95.1%	16	8.8%	13	23.6%	133	109.9%		
<b>2,144</b>	<b>44.6%</b>	<b>2,146</b>	<b>40.8%</b>	<b>2</b>	<b>(3.8%)</b>	<b>(196)</b>	<b>(1.3%)</b>	<b>1,948</b>	<b>43.3%</b>		
141	5.4%	285	9.7%	(144)	(4.3%)	(45)	(2.2%)	186	7.6%		
155	10.2%	261	15.9%	(106)	(5.7%)	(86)	(5.8%)	241	16.0%		
264	50.5%	275	51.3%	(11)	(0.8%)	73	4.3%	191	46.2%		
(39)	(28.1%)	(50)	(35.0%)	11	6.9%	26	25.6%	(65)	(53.7%)		
<b>521</b>	<b>10.8%</b>	<b>771</b>	<b>14.6%</b>	<b>(250)</b>	<b>(3.8%)</b>	<b>(32)</b>	<b>(1.5%)</b>	<b>553</b>	<b>12.3%</b>		
502	19.1%	611	20.8%	109	1.7%	2	1.4%	504	20.5%		
389	25.6%	367	22.3%	(22)	(3.3%)	14	1.2%	403	26.8%		
117	22.4%	100	18.7%	(17)	(3.7%)	(9)	3.8%	108	26.2%		
95	68.3%	95	66.4%	0	(1.9%)	(5)	6.1%	90	74.4%		
<b>1,103</b>	<b>22.9%</b>	<b>1,173</b>	<b>22.3%</b>	<b>70</b>	<b>(0.6%)</b>	<b>2</b>	<b>1.7%</b>	<b>1,105</b>	<b>24.6%</b>		
(361)	(7.5%)	(326)	(6.2%)	(35)	(1.3%)	(42)	(0.4%)	(319)	(7.1%)		
(233)	(4.8%)	(107)	(2.0%)	(126)	(2.8%)	(72)	(1.2%)	(161)	(3.6%)		
147	3.1%	175	3.3%	(28)	(0.2%)	64	1.3%	83	1.8%		
(135)	(2.8%)	(144)	(2.7%)	9	(0.1%)	20	0.6%	(155)	(3.4%)		
<b>(582)</b>	<b>(12.1%)</b>	<b>(402)</b>	<b>(7.6%)</b>	<b>(180)</b>	<b>(4.5%)</b>	<b>(30)</b>	<b>0.2%</b>	<b>(552)</b>	<b>(12.3%)</b>		
27	0.6%	2	0.0%	25	0.6%	18	0.4%	9	0.2%		
32	0.7%	16	0.3%	16	0.4%	17	0.4%	15	0.3%		
(29)	(0.6%)	(29)	(0.6%)	0	0.0%	3	0.1%	(32)	(0.7%)		
0	0.0%	(2)	0.0%	2	0.0%	0	0.0%	0	0.0%		
244	5.1%	244	4.6%	0	0.0%	8	(0.1%)	236	5.2%		
<b>274</b>	<b>5.7%</b>	<b>231</b>	<b>4.4%</b>	<b>43</b>	<b>1.3%</b>	<b>46</b>	<b>0.6%</b>	<b>228</b>	<b>5.1%</b>		
<b>(308)</b>	<b>(6.4%)</b>	<b>(171)</b>	<b>(3.2%)</b>	<b>(137)</b>	<b>(3.2%)</b>	<b>16</b>	<b>0.8%</b>	<b>(324)</b>	<b>(7.2%)</b>		

FISCAL YEAR 2018-2019										FY 17-18	
YTD 4 MONTHS (07/29/18 - 11/24/18)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
16,395		17,734		(1,339)	(7.6%)	(949)	(5.5%)	17,344			
5,482		5,874		(392)	(6.7%)	177	3.3%	5,305			
1,788		1,767		21	1.2%	88	5.2%	1,700			
506		524		(18)	(3.4%)	43	9.3%	463			
<b>24,171</b>		<b>25,899</b>		<b>(1,728)</b>	<b>(6.7%)</b>	<b>(641)</b>	<b>(2.6%)</b>	<b>24,812</b>			
5,374	32.8%	5,838	32.9%	(464)	(8.6%)	(182)	(7.3%)	5,566	32.0%		
3,899	71.1%	4,175	71.1%	(276)	(7.1%)	119	(2.7%)	3,780	71.3%		
1,787	99.9%	1,766	99.9%	21	1.2%	89	5.0%	1,698	99.9%		
320	63.2%	307	58.6%	13	4.6%	62	7.5%	258	55.7%		
<b>11,380</b>	<b>47.1%</b>	<b>12,086</b>	<b>46.7%</b>	<b>(706)</b>	<b>(6.1%)</b>	<b>88</b>	<b>1.6%</b>	<b>11,292</b>	<b>45.5%</b>		
3,544	21.6%	3,572	20.1%	28	(0.8%)	(181)	(2.2%)	3,363	19.4%		
3,445	62.8%	3,580	60.9%	135	(3.9%)	(259)	(2.7%)	3,186	60.1%		
890	49.8%	849	48.0%	(41)	(4.6%)	(44)	(0.0%)	846	49.8%		
478	94.5%	511	97.5%	33	(6.9%)	12	11.3%	490	105.8%		
<b>8,357</b>	<b>34.6%</b>	<b>8,512</b>	<b>32.9%</b>	<b>155</b>	<b>(1.8%)</b>	<b>(472)</b>	<b>(2.8%)</b>	<b>7,885</b>	<b>31.8%</b>		
1,830	11.2%	2,266	12.8%	(436)	(1.9%)	(363)	(1.4%)	2,193	12.6%		
454	8.3%	595	10.1%	(141)	(3.1%)	(140)	(2.9%)	594	11.2%		
897	50.2%	917	51.9%	(20)	(2.2%)	45	0.1%	852	50.1%		
(158)	(31.2%)	(204)	(38.9%)	46	7.7%	73	18.7%	(231)	(49.9%)		
<b>3,023</b>	<b>12.5%</b>	<b>3,574</b>	<b>13.8%</b>	<b>(551)</b>	<b>(1.7%)</b>	<b>(385)</b>	<b>(1.2%)</b>	<b>3,408</b>	<b>13.7%</b>		
2,348	14.3%	2,655	15.0%	307	(1.3%)	(32)	(0.9%)	2,316	13.4%		
1,434	26.2%	1,385	23.6%	(49)	(3.4%)	(47)	(0.1%)	1,387	26.1%		
425	23.8%	378	21.4%	(47)	(11.2%)	(32)	(0.7%)	393	23.1%		
395	78.1%	379	72.3%	(16)	(4.0%)	(45)	(2.5%)	350	75.6%		
<b>4,602</b>	<b>19.0%</b>	<b>4,797</b>	<b>18.5%</b>	<b>195</b>	<b>(0.5%)</b>	<b>(156)</b>	<b>(1.1%)</b>	<b>4,446</b>	<b>17.9%</b>		
(518)	(2.1%)	(389)	(1.5%)	(129)	(0.6%)	(394)	(1.6%)	(124)	(0.5%)		
(980)	(4.1%)	(790)	(3.1%)	(190)	(1.0%)	(187)	(0.9%)	(793)	(3.2%)		
472	2.0%	539	2.1%	(67)	(1.4%)	12	0.1%	460	1.9%		
(553)	(2.3%)	(583)	(2.3%)	30	0.0%	28	0.0%	(581)	(2.3%)		
<b>(1,579)</b>	<b>(6.5%)</b>	<b>(1,223)</b>	<b>(4.7%)</b>	<b>(356)</b>	<b>(1.8%)</b>	<b>(541)</b>	<b>(2.3%)</b>	<b>(1,038)</b>	<b>(4.2%)</b>		
40	0.2%	8	0.0%	32	0.2%	(4)	0.0%	44	0.2%		
123	0.5%	59	0.2%	64	0.3%	65	0.3%	58	0.2%		
(116)	(0.5%)	(116)	(0.4%)	0	(0.1%)	12	0.0%	(128)	(0.5%)		
0	0.0%	(7)	0.0%	7	0.0%	0	0.0%	0	0.0%		
978	4.0%	978	3.8%	0	0.0%	33	0.2%	945	3.8%		
<b>1,025</b>	<b>4.2%</b>	<b>922</b>	<b>3.6%</b>	<b>103</b>	<b>0.6%</b>	<b>106</b>	<b>0.5%</b>	<b>919</b>	<b>3.7%</b>		
<b>(554)</b>	<b>(2.3%)</b>	<b>(301)</b>	<b>(1.2%)</b>	<b>(253)</b>	<b>(1.1%)</b>	<b>(435)</b>	<b>(1.8%)</b>	<b>(119)</b>	<b>(0.5%)</b>		

ASUCLA  
P/L Reconciliation  
Nov-18

<i>Financial Analysis</i>	\$000's
	Nov-18
<b>Budgeted Net Income/(Loss)</b>	<b>(171)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to a general lack of enthusiasm resulting in lower demand for product and lower than anticipated sales at the Rose Bowl due to low fan attendance	(107)
Fast Track above plan: timing issue as Monster Sale was budgeted in October, rather than when occurred in November	8
E-Commerce below plan: Score Big promotions were not as expected as the percentages based on touchdowns were lower than prior year	(11)
New Text below plan: mostly timing, as there were fewer late requisitions as compared to prior years and sales were captured in October	(8)
CRS above plan due to securing three new clients as a result of outreach efforts	10
LuValle Books below plan due mostly to a change in the costing method (year-end results will even out to budget targets)	(8)
Total Wages above plan	(10)
Other, various gross margin negative variances with slight offset by positive controllables	(18)
Total Contribution	(144)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Northern Lights below plan: continued traffic decline to the general area and budgeted sales overstatement for the Friday before Veteran's Day holiday	(5)
North Campus Student CTR below plan due to unplanned closure for two days, general traffic decline and budget overstatement	(17)
CSSC above plan: Blaze & Peet's coffee sales higher than anticipated	15
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	(7)
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of customer decline with small variances each day (working with staff to reverse the trend)	(12)
Taco Bell below plan: customer count met planned targets however average check was erroneously budgeted for a significant increase	(6)
Music Café below plan due to decline in customer count (working with staff to reverse the trend)	(5)
Catering below plan due to less various weekend events	(8)
Concessions below plan: new soccer venue has significantly decreased sales at men's and women's events, and men's basketball attendance is very low in pre-season due to schedule	(24)
Total Wages above plan	(16)
Other, various gross margin negative variances with slight offset from positive controllables	(21)
Total Contribution	(106)
<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	(31)
Licensing Campus Sourcing below plan: partly due to decision to maintain an applicable royalty rate of 6% rather than the planned escalation to 8% and estimates as noted in Domestic	(6)
Licensing International above plan: mostly lower results from Japan and India offset by stronger results from H&M	6
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography below plan due to a decrease in bookings from the Athletic Department	(2)
Total Wages above plan	(10)
Other, positive controllables mostly Licensing	11
Total Contribution	(11)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan mostly due to decrease in number of spaces reserved by student groups	(5)
Total wages below plan	3
Other, positive controllables (mostly student event expense which offsets the student programming income reduction)	13
Total Contribution	11
<b>Allocated Expenses and Other</b>	
A&SS below plan with savings mostly in wages, employee benefits and UCPath charges	50
Facilities lower than plan mostly wages for capital projects	5
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	7
Depreciation below plan due to timing for capital projects	8
Other: positive interest income due to higher cash balance and interest rate in addition to receipt of insurance payment related to prior year water leak	43
Total	113
<b>Actual Net Income/(Loss)</b>	<b>(308)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(301)</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	(236)
E-Commerce below plan: overall decline in fan enthusiasm	(102)
New Text below plan: interaction between New and Used as lower sales were impacted by new rental program in Used Text	(48)
Used Text above plan: positive impact of new rental program and availability of inventory	32
CRS above plan mostly due to securing new clients	22
Computer Store below plan: significant weakness in institutional demand for Apple products	(39)
HSS Dental below plan: timing related to backordered items	(93)
Total Wages above plan	(4)
Other, positive controllables mostly employee benefits, telephone and bank card expense	32
Total Contribution	(436)
<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	27
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated	(32)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	32
Café Synapse below plan due to ongoing customer traffic decline	(19)
LuValle Food Servery below plan: less customers than expected and new menu program not initiated yet	(20)
Kerckhoff Coffeehouse below plan: ongoing traffic decline and small variances each day	(27)
Taco Bell below plan: mostly lower average check	(13)
Music Café below plan due mostly to decline in customer count	(15)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(108)
Concessions below plan due to lower sales at men's and women's soccer events and men's basketball	(28)
Total Wages lower than plan	52
Other, various gross margin negative variances offset by positive controllables (mostly employee benefits, paper and commission expense)	10
Total Contribution	(141)
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to downward sales trend	(38)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	12
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)	(14)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	62
Photography slightly below plan due to reduced Athletic bookings	(3)
Total Wages above plan	(38)
Other, negative controllables mostly Licensing	(3)
Total Contribution	(20)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to two unanticipated shoots and other client events	18
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	6
Other, positive controllables	25
Total Contribution	46
<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	183
Facilities above plan due to rental of portable air conditioning units and other repairs	(73)
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.	52
Depreciation lower than plan due to timing of capitals	33
Other- mostly higher interest income and non-recurrent	103
Total	298
<b>Actual Net Income/(Loss)</b>	<b>(554)</b>

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

	<b>Current Month November 2018</b>	<b>Prior Month October 2018</b>	<b>Prior Year July 2018</b>
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$14,032	\$12,596	\$13,915
Accounts receivable	4,750	5,288	3,844
Less: Allowance for doubtful accounts	(594)	(592)	(580)
Accounts receivable, net	4,156	4,696	3,264
Student fees receivable	1,096	851	118
Short term note receivable	0	0	200
Inventories	7,172	7,020	6,248
Prepaid expenses and other current assets	241	288	319
Total current assets	<b>26,697</b>	<b>25,451</b>	<b>24,064</b>
<b>LONG TERM ASSETS</b>			
Property, equipment and improvements	72,978	72,902	72,708
Less: Accumulated depreciation	(50,984)	(50,781)	(50,163)
Total long term assets	<b>21,994</b>	<b>22,121</b>	<b>22,545</b>
<b>TOTAL ASSETS</b>	<b>\$48,691</b>	<b>47,572</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$6,637	\$7,168	\$7,049
Wages and payroll taxes payable	7,224	4,891	5,551
Sales tax payable & other liabilities	934	1,314	625
Interest payable	190	161	74
Deferred income	1,621	1,581	518
Funds held for others	185	249	338
Current portion of long term debt	867	867	867
Total current liabilities	<b>17,658</b>	<b>16,231</b>	<b>15,022</b>
<b>LONG TERM DEBT:</b>			
AU expansion loan	7,095	7,095	7,095
Total long term debt	<b>7,095</b>	<b>7,095</b>	<b>7,095</b>
<b>TOTAL LIABILITIES</b>	<b>24,753</b>	<b>23,326</b>	<b>22,117</b>
<b>RETAINED EARNINGS:</b>			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(554)	(246)	(659)
Ending Balance	<b>23,938</b>	<b>24,246</b>	<b>24,492</b>
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$48,691</b>	<b>47,572</b>	<b>\$46,609</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$308)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 208  
   (Increase)/decrease in current assets:  
     Accounts receivable 540  
     Student fees receivable (245)  
     Short term note receivable 0  
     Inventories (152)  
     Prepaid expenses and other current assets 47  
   Increase/(decrease) in current liabilities:  
     Accounts payable (531)  
     Sales tax payable & other liabilities (380)  
     Wages and payroll taxes payable 2,334  
     Interest payable 29  
     Deferred Income 40  
     Funds held for others (64)

Net cash provided/(used) by operating activities

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

Purchase of property, equipment and improvements (82)  
 Change in capital projects in progress 0

Net cash used in investing activities

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

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities

**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
(\$308)	(\$554)	(\$119)
208	830	764
540	(892)	(912)
(245)	(978)	(750)
0	200	0
(152)	(924)	(493)
47	78	114
(531)	(412)	626
(380)	309	135
2,334	1,673	(342)
29	116	(67)
40	1,103	419
(64)	(153)	27
<b>1,518</b>	<b>396</b>	<b>(598)</b>
(82)	(261)	(559)
0	(18)	0
<b>(82)</b>	<b>(279)</b>	<b>(559)</b>
0	0	0
<b>0</b>	<b>0</b>	<b>0</b>
<b>1,436</b>	<b>117</b>	<b>(1,157)</b>
<b>12,596</b>	<b>13,915</b>	<b>12,191</b>
<b>\$14,032</b>	<b>\$14,032</b>	<b>\$11,034</b>



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

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$14,032</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	(903)
Uncommitted Cash	11,367
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>15,105</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(\$3,738)</b>

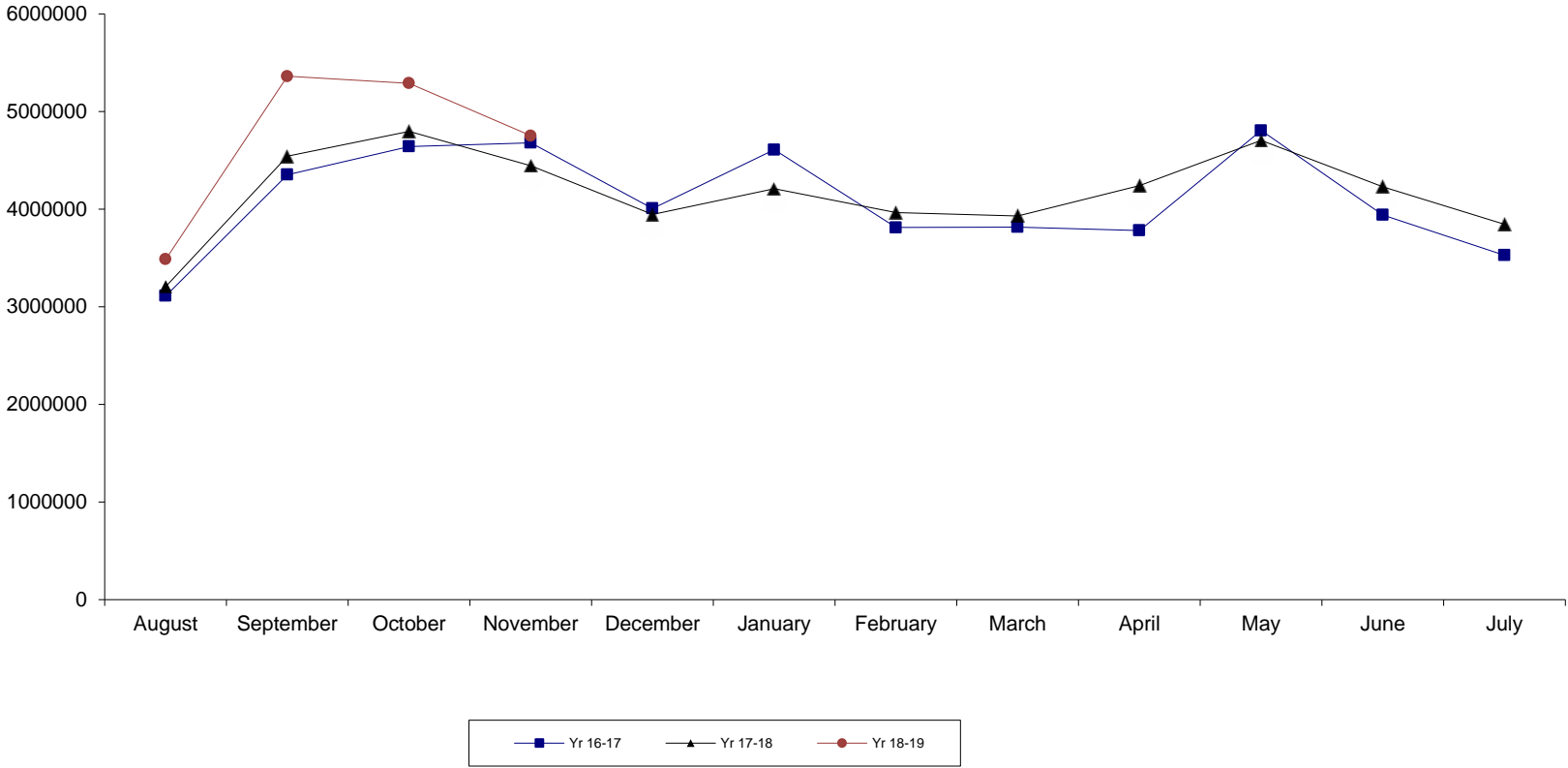
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2018-2019 November 2018

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-003 AU B-Level Bearwear Update	125.0	73.4	23.6	97.0	28.0		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>79.2</b>	<b>61.6</b>	<b>140.8</b>	<b>44.2</b>	<b>225.0</b>	<b>0.0</b>	
<b>Food Service</b>								
2018-006 FS Miscellaneous and Unanticipated	50.0	0.0	22.4	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	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>42.4</b>	<b>42.4</b>	<b>27.6</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	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
<b>Total Technology</b>	<b>335.0</b>	<b>46.6</b>	<b>0.0</b>	<b>46.6</b>	<b>62.5</b>	<b>280.0</b>	<b>54.1</b>	
<b>Others</b>								
2018-020 Fac. Misc. and Remodels	50.0	9.6	0.0	9.6	40.4		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	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	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
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
<b>Total Others</b>	<b>705.0</b>	<b>28.7</b>	<b>70.5</b>	<b>99.2</b>	<b>330.9</b>	<b>355.0</b>	<b>80.1</b>	
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>154.5</b>	<b>174.5</b>	<b>329.0</b>	<b>465.2</b>	<b>1,090.0</b>	<b>134.2</b>	

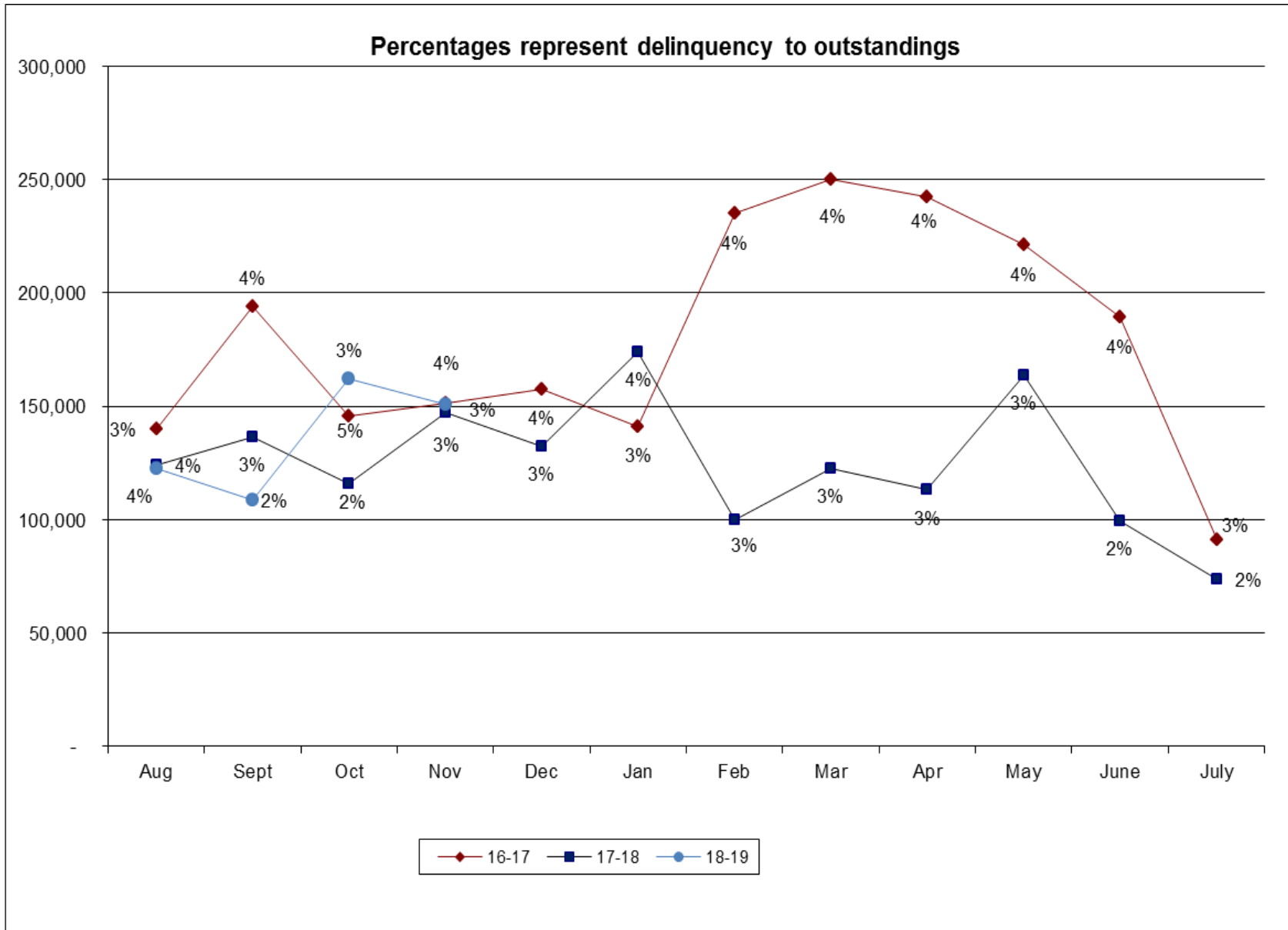
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

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%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,176,921</b>	<b>100%</b>	<b>\$422,181</b>	<b>100%</b>	<b>\$81,089</b>	<b>100%</b>	<b>\$9,412</b>	<b>100%</b>	<b>\$33,071</b>	<b>100%</b>	<b>\$27,413</b>	<b>100%</b>	<b>\$4,750,087</b>	<b>100%</b>
		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%
<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%	

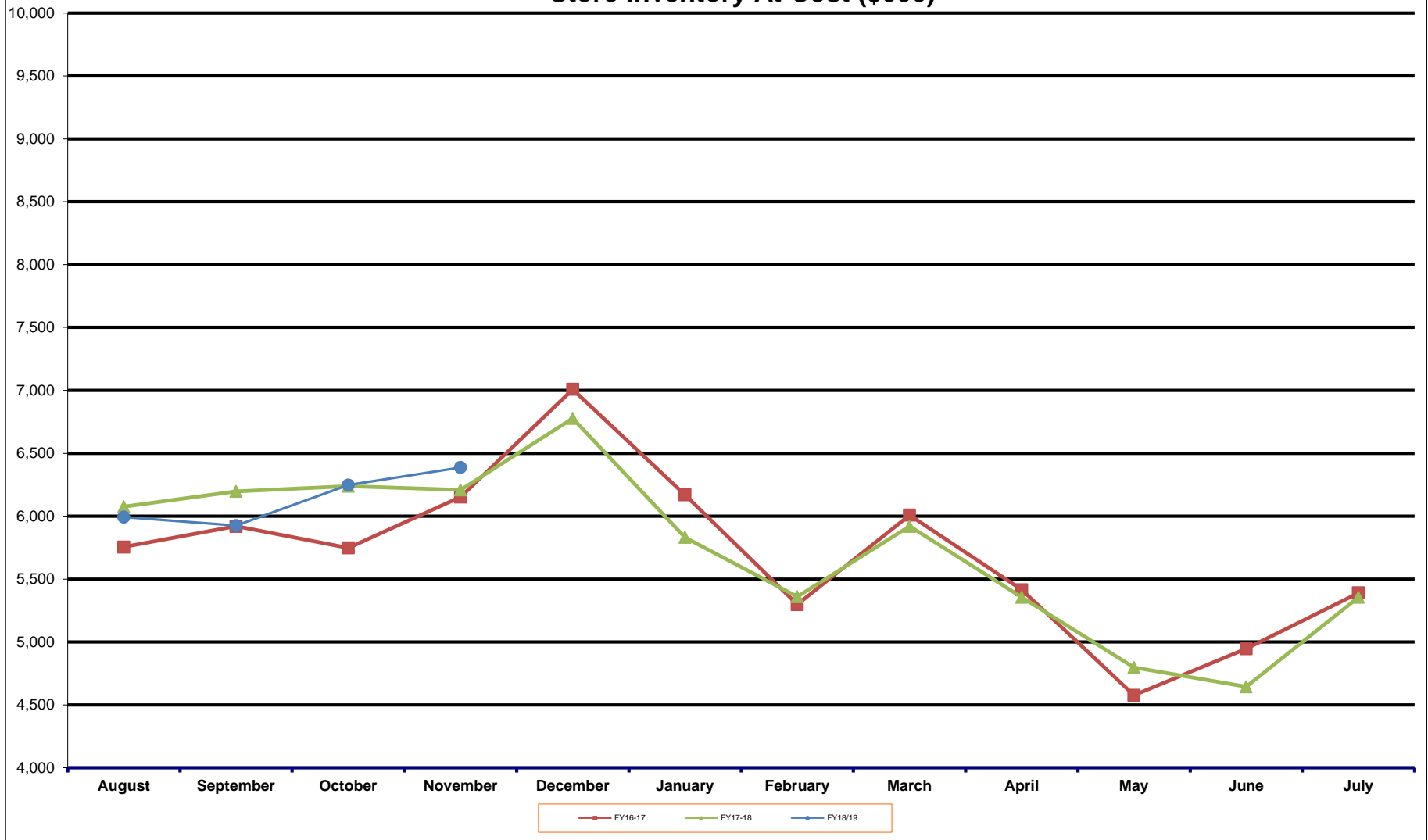
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 16 to Nov 18**



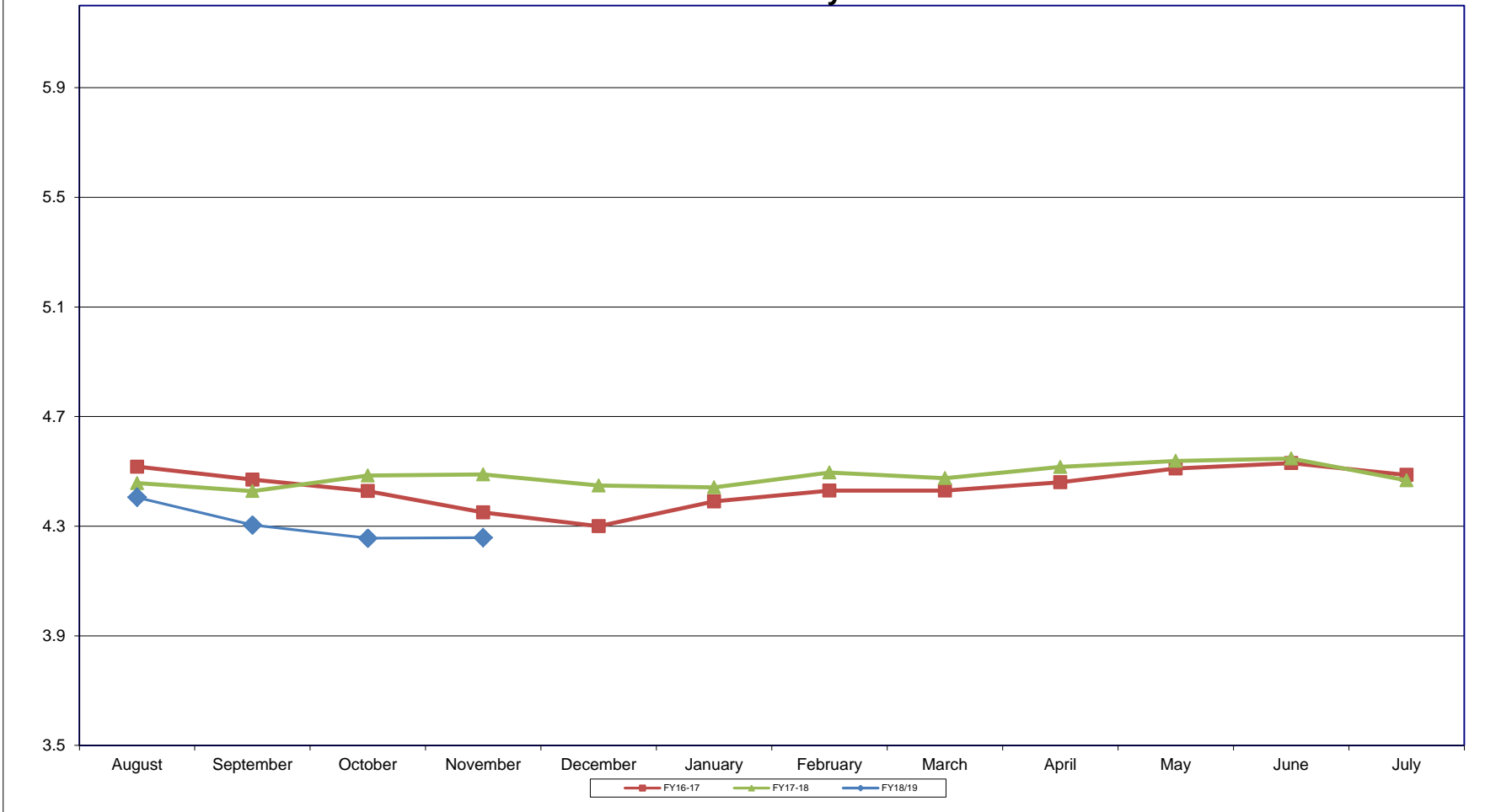
## Aged Accounts Receivable Balances > 60 Days Past Due



### 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**

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
782,563	782,381	182	6,465,530	6,910,793	<445,263>	695,645	6,937,330
1,227,839	1,381,494	<153,655>	5,261,026	5,677,950	<416,924>	1,030,558	5,335,656
131,561	139,577	<8,016>	430,974	441,200	<10,226>	134,539	425,943
122,660	131,185	<8,525>	753,113	786,652	<33,539>	116,787	792,585
135,767	161,000	<25,233>	476,087	659,000	<182,913>	151,661	611,743
155,480	273,482	<118,002>	2,430,566	2,790,509	<359,943>	256,714	2,830,475
0	0	0	16,905	0	16,905	0	0
2,555,870	2,869,119	<313,249>	15,834,201	17,266,104	<1,431,903>	2,385,904	16,933,733
1,640,075	1,807,285	167,210	10,958,512	11,828,501	869,989	1,506,976	11,721,391
2,190	2,410	220	20,717	20,940	223	2,230	23,740
6,430	6,725	295	27,013	29,020	2,007	5,286	27,565
616	640	24	1,981	2,020	39	626	1,945
637	700	63	3,973	4,310	337	548	4,265
784	2,170	1,386	8,857	10,710	1,853	1,043	10,018
10,657	12,645	1,988	62,541	67,000	4,459	9,733	67,533
1,650,732	1,819,930	169,198	11,021,053	11,895,501	874,448	1,516,708	11,788,924
64.2	63.0	<1.2>	69.2	68.5	<0.7>	63.2	69.2
905,138	1,049,189	<144,051>	4,813,148	5,370,603	<557,455>	869,196	5,144,809
35.8	37.0	<1.2>	30.8	31.5	<0.7>	36.8	30.8
0.4	0.4	0.0	0.4	0.4	<0.0>	0.4	0.4
35.4	36.6	<1.2>	30.4	31.1	<0.7>	36.4	30.4
14.8	16.4	<1.6>	16.8	17.6	<0.8>	18.3	17.9
46.0	47.8	<1.8>	48.9	49.2	<0.4>	48.3	48.7
40.3	41.7	<1.4>	41.4	41.5	<0.0>	40.9	41.9
34.4	41.5	<7.2>	30.5	32.4	<1.9>	42.0	31.4
49.1	48.7	0.4	51.1	50.5	0.6	48.9	49.8
40.6	25.5	15.1	20.1	21.1	<1.1>	25.6	20.5
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
73,300	70,208	3,092	560,494	467,703	92,791	73,444	410,696
978,438	1,119,397	<140,959>	5,373,642	5,838,306	<464,664>	942,640	5,555,505
259,461	259,873	412	1,034,735	1,041,863	7,128	240,057	970,733
0	0	0	0	0	0	2,415	4,718
210,357	200,306	<10,051>	925,786	914,510	<11,276>	181,375	831,199
469,817	460,179	<9,638>	1,960,521	1,956,373	<4,148>	423,847	1,806,649
18.4	16.0	<2.3>	12.4	11.3	<1.1>	17.8	10.7
128,197	125,862	<2,335>	485,222	507,056	21,834	115,760	471,474
4,732	5,230	498	39,132	30,936	<8,196>	4,599	34,283
7,128	12,720	5,592	27,497	48,061	20,564	13,205	49,311
25	14	<11>	77	56	<21>	31	90
515	1,800	1,285	7,036	5,000	<2,036>	1,677	4,301
299	50	<249>	1,022	200	<822>	0	1,745
3,807	3,940	133	26,922	22,270	<4,652>	3,929	22,509
17,756	17,520	<236>	86,253	88,297	2,044	15,086	83,883
1,050	1,050	0	4,150	4,200	50	1,050	4,200
0	0	0	0	0	0	656	656
27,017	15,570	<11,447>	141,739	116,988	<24,751>	15,473	115,960
<5,089>	<2,750>	2,339	<10,677>	<11,850>	<1,173>	<1,070>	<11,599>
65,003	65,025	22	275,044	275,100	56	64,310	274,344
<341>	2,050	2,391	19,745	12,600	<7,145>	1,890	16,232
64,291	79,110	14,819	296,073	327,778	31,705	63,420	304,592
339	0	<339>	3,974	0	<3,974>	<1,402>	4,164
2,446	0	<2,446>	3,222	0	<3,222>	2,793	8,341
0	0	0	0	0	<0>	0	0
0	0	0	2,248	3,200	952	259	3,399
11,259	10,550	<709>	41,023	41,800	777	11,884	48,334
0	0	0	348	0	<348>	244	1,339
671	600	<71>	4,086	6,200	2,114	395	7,539
19,870	13,234	<6,636>	63,091	46,419	<16,672>	100	38,759
0	0	0	0	4	4	0	0
18,947	23,020	4,073	65,903	91,170	25,267	18,389	72,311
367,922	374,595	6,673	1,583,132	1,615,485	32,353	332,675	1,556,166
837,739	834,774	<2,965>	3,543,652	3,571,858	28,206	756,522	3,362,815
140,699	284,623	<143,924>	1,829,990	2,266,448	<436,458>	186,118	2,192,690
36,719	48,142	11,423	169,518	205,376	35,858	42,961	189,622
131,230	161,855	30,625	610,737	703,605	92,868	121,438	597,324
47,909	70,941	23,032	254,726	314,465	59,739	53,648	264,143
37,139	35,533	<1,606>	169,379	159,330	<10,049>	27,903	128,576
86,005	119,571	33,566	446,050	548,111	102,061	94,137	474,519
79,871	80,003	132	364,350	334,668	<29,682>	79,447	314,667
25,635	27,937	2,302	104,287	120,987	16,700	27,639	120,018
57,496	67,180	9,684	228,745	268,720	39,975	56,870	227,481
502,004	611,162	109,158	2,347,791	2,655,262	307,471	504,043	2,316,350
<361,305>	<326,539>	<34,766>	<517,801>	<388,814>	<128,987>	<317,925>	<123,660>



UCLA RESTAURANTS  
INCOME STATEMENT

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
187,637	191,826	<4,189>	717,491	759,977	<42,486>	189,902	722,067
189,240	231,759	<42,519>	711,897	770,244	<58,347>	225,706	748,275
174,292	183,331	<9,039>	636,280	690,458	<54,178>	112,399	437,570
270,026	272,868	<2,842>	934,985	936,534	<1,549>	256,140	870,562
281,563	312,260	<30,697>	1,048,420	1,130,468	<82,048>	306,333	1,089,674
207,353	240,391	<33,038>	652,812	795,989	<143,177>	217,219	706,249
1,310,110	1,432,435	<122,325>	4,701,884	5,083,670	<381,786>	1,307,698	4,574,396
434,917	469,000	34,083	1,582,589	1,698,881	116,292	427,257	1,525,176
33.2	32.7	<0.5>	33.7	33.4	<0.2>	32.7	33.3
875,194	963,435	<88,241>	3,119,295	3,384,789	<265,494>	880,441	3,049,220
66.8	67.3	<0.5>	66.3	66.6	<0.2>	67.3	66.7
67.6	67.7	<0.1>	67.0	67.5	<0.5>	67.6	67.4
67.0	65.6	1.4	65.9	65.4	0.5	64.4	65.1
69.7	65.4	4.3	68.2	65.7	2.5	65.5	67.3
68.8	68.7	0.1	68.1	68.5	<0.4>	69.6	69.5
66.0	66.8	<0.8>	65.3	66.0	<0.7>	67.8	66.3
66.9	69.2	<2.3>	65.5	66.6	<1.1>	67.9	64.7
208,305	212,238	<3,933>	779,669	790,050	<10,381>	196,939	731,100
1,083,499	1,175,673	<92,174>	3,898,965	4,174,839	<275,874>	1,077,380	3,780,320
299,517	313,999	14,482	1,198,217	1,275,309	77,092	277,990	1,140,366
1,733	2,122	389	8,058	8,879	821	3,438	3,438
329,073	301,020	<28,053>	1,207,849	1,183,982	<23,867>	280,454	1,046,985
<43,173>	<46,198>	<3,025>	<168,993>	<170,568>	<1,575>	<43,192>	<159,489>
587,150	570,943	<16,207>	2,245,131	2,297,602	52,471	518,689	2,031,299
44.8	39.9	<5.0>	47.8	45.2	<2.6>	39.7	44.4
157,309	164,739	7,430	611,851	676,029	64,178	144,242	581,049
3,974	1,430	<2,544>	8,667	8,045	<622>	1,098	8,762
2,693	4,205	1,512	10,194	16,820	6,626	4,443	16,475
1,000	2,000	1,000	6,996	8,000	1,004	0	6,115
55,300	64,536	9,236	204,348	235,057	30,709	55,964	200,547
4.2	4.5	0.3	4.4	4.6	0.3	4.3	4.4
4,702	4,954	252	25,733	20,287	<5,446>	6,319	22,555
<11,115>	<14,500>	<3,385>	<47,536>	<58,000>	<10,464>	<12,862>	<54,600>
9,037	2,390	<6,647>	27,745	11,405	<16,340>	3,207	10,778
8,056	3,906	<4,150>	24,268	17,930	<6,338>	4,672	16,352
2,080	910	<1,170>	11,078	6,740	<4,338>	172	9,876
2,501	1,330	<1,171>	21,529	22,595	1,066	1,441	32,055
36	0	<36>	51	0	<51>	<1>	1
8,916	7,230	<1,686>	35,856	30,769	<5,087>	15,467	45,934
50,210	54,770	4,560	155,217	172,125	16,908	51,354	157,235
2,330	2,101	<229>	8,353	7,420	<933>	2,224	7,608
812	1,194	382	487	4,533	4,046	478	3,286
18	0	<18>	30	0	<30>	9	9
274	0	<274>	4,869	0	<4,869>	0	0
0	425	425	0	1,700	1,700	0	0
238	238	<0>	952	952	<0>	238	4,564
8,158	0	<8,158>	8,158	0	<8,158>	0	0
1,092	0	<1,092>	5,217	1,300	<3,917>	957	2,667
33,385	42,359	8,974	75,327	98,960	23,633	38,116	83,870
341,007	344,217	3,210	1,199,391	1,282,667	83,276	317,538	1,155,136
928,158	915,160	<12,998>	3,444,522	3,580,269	135,747	836,227	3,186,435
155,341	260,513	<105,172>	454,443	594,570	<140,127>	241,152	593,885
45,890	53,432	7,542	193,810	214,722	20,912	52,574	213,112
75,789	55,703	<20,086>	220,489	175,906	<44,583>	74,297	203,664
27,669	24,414	<3,255>	90,081	78,375	<11,706>	32,822	90,144
21,449	12,229	<9,220>	61,005	40,167	<20,838>	17,071	44,517
49,670	41,151	<8,519>	155,140	133,881	<21,259>	57,593	157,775
70,330	70,460	130	320,829	294,751	<26,078>	69,958	277,081
22,573	24,605	2,032	91,830	106,555	14,725	24,338	105,683
75,447	85,042	9,595	301,206	340,168	38,962	73,884	295,100
388,817	367,036	<21,781>	1,434,391	1,384,525	<49,866>	402,536	1,387,073
<233,476>	<106,523>	<126,953>	<979,948>	<789,955>	<189,993>	<161,384>	<793,188>
314,306	339,292	<24,986>	1,145,825	1,186,667	<40,842>	330,211	1,154,954
104,078	108,222	<4,144>	397,622	389,939	7,683	105,004	378,357
210,228	231,070	<20,842>	748,203	796,728	<48,525>	225,207	776,597
7.02	6.86	0.16	7.04	6.88	0.16	6.56	6.54
9.07	8.85	0.23	9.06	8.86	0.20	8.43	8.47
6.01	5.93	0.08	5.97	5.92	0.05	5.69	5.60
28,870	27,767	<1,103>	110,511	110,115	<396>	27,834	109,297
45.38	50.99	<5.61>	42.55	45.69	<3.15>	46.98	41.85

SERVICES DIVISION  
INCOME STATEMENT

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,838	13,755	<1,917>	63,566	66,380	<2,814>	13,731	66,075
11,838	13,755	<1,917>	63,566	66,380	<2,814>	13,731	66,075
142	275	133	1,211	1,322	111	127	2,102
11,696	13,480	<1,784>	62,356	65,058	<2,702>	13,604	63,973
98.8	98.0	0.8	98.1	98.0	0.1	99.1	96.8
98.8	98.0	0.8	98.1	98.0	0.1	99.1	96.8
380,440	412,190	<31,750>	1,232,224	1,256,259	<24,035>	299,531	1,218,324
109,647	109,647	<0>	430,402	444,691	<14,289>	100,011	415,653
20,700	0	20,700	62,100	0	62,100	0	0
510,787	521,837	<11,050>	1,724,726	1,700,950	23,776	399,542	1,633,977
522,483	535,317	<12,834>	1,787,081	1,766,008	21,073	413,146	1,697,950
47,668	37,013	<10,655>	189,249	148,853	<40,396>	36,792	146,785
23	720	697	88	2,880	2,792	194	271
47,691	37,733	<9,958>	189,336	151,733	<37,603>	36,986	147,056
402.9	274.3	<128.5>	297.9	228.6	<69.3>	269.4	222.6
26,040	17,592	<8,448>	97,079	70,731	<26,348>	16,403	66,033
1,767	515	<1,252>	2,645	2,055	<590>	2,250	4,606
4,136	515	<3,621>	6,810	2,115	<4,695>	671	2,609
32	50	18	225	200	<25>	0	53
0	0	0	10,463	6,500	<3,963>	0	6,519
2,250	2,250	<0>	6,688	6,750	62	2,500	7,246
237	4,375	4,138	11,162	15,525	4,363	1,980	19,225
0	0	0	0	0	0	0	466
0	1,050	1,050	0	1,050	1,050	0	0
2,083	2,083	0	9,456	8,332	<1,124>	2,084	9,371
3,658	600	<3,058>	3,658	2,400	<1,258>	0	0
0	3,200	3,200	2,940	12,800	9,860	6,371	12,071
66,798	69,773	2,975	86,448	86,573	125	46,664	84,016
22,075	25,836	3,761	98,203	101,844	3,641	22,057	101,282
0	0	0	0	0	0	28	28
81,721	94,730	13,009	365,203	380,280	15,077	84,005	384,956
210,797	222,569	11,772	700,981	697,155	<3,826>	185,013	698,482
258,488	260,302	1,814	890,317	848,888	<41,429>	221,999	845,538
263,995	275,015	<11,020>	896,764	917,120	<20,356>	191,147	852,412
3,727	3,947	220	16,362	15,862	<500>	3,749	15,467
25,259	17,652	<7,607>	69,538	55,757	<13,781>	19,661	61,641
9,523	7,985	<1,538>	29,253	25,633	<3,620>	9,015	28,262
7,382	3,999	<3,383>	19,994	13,135	<6,859>	4,689	13,870
17,096	13,459	<3,637>	50,924	43,787	<7,137>	15,819	49,822
36,027	36,050	23	164,344	150,812	<13,532>	35,836	141,934
11,563	12,597	1,034	47,040	54,553	7,513	12,467	54,136
6,807	4,581	<2,226>	27,230	18,324	<8,906>	6,929	27,716
117,385	100,270	<17,115>	424,685	377,863	<46,822>	108,164	392,848
146,610	174,745	<28,135>	472,078	539,257	<67,179>	82,983	459,565

UCLA STUDENT UNION  
INCOME STATEMENT

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
72,290	48,179	24,111	300,248	239,900	60,348	40,382	207,164
28,888	46,730	<17,842>	119,303	176,254	<56,951>	44,664	171,253
101,179	94,909	6,270	419,551	416,154	3,397	85,046	378,416
28,043	45,702	17,659	116,912	172,376	55,464	43,751	168,609
29,937	10,724	<19,213>	69,531	44,807	<24,724>	9,137	36,337
57,980	56,426	<1,554>	186,443	217,183	30,740	52,888	204,946
57.3	59.5	2.2	44.4	52.2	7.8	62.2	54.2
43,199	38,483	4,716	233,108	198,971	34,137	32,158	173,470
42.7	40.6	2.2	55.6	47.8	7.8	37.8	45.8
58.6	77.7	<19.2>	76.9	81.3	<4.5>	77.4	82.5
2.9	2.2	0.7	2.0	2.2	<0.2>	2.0	1.5
0	600	<600>	0	2,003	<2,003>	1,062	2,626
7,645	6,700	945	11,440	15,950	<4,510>	585	1,725
22,096	32,256	<10,160>	45,622	58,732	<13,110>	26,065	51,343
7,950	8,226	<276>	29,372	31,028	<1,656>	7,932	29,309
37,691	47,782	<10,091>	86,434	107,713	<21,279>	35,645	85,003
80,890	86,265	<5,375>	319,542	306,684	12,858	67,802	258,473
31,628	33,952	2,324	135,404	135,808	404	34,832	127,285
22,083	22,286	203	88,880	94,742	5,862	21,941	92,548
53,711	56,238	2,527	224,285	230,550	6,265	56,774	219,833
53.1	59.3	6.2	53.5	55.4	1.9	66.8	58.1
16.3	23.9	7.6	15.5	19.0	3.5	27.7	21.2
18,264	16,840	<1,424>	64,484	67,316	2,832	14,758	57,100
273	768	495	3,051	3,135	84	1,032	3,262
1,873	2,976	1,103	7,087	11,958	4,871	3,333	12,106
0	0	0	970	1,175	205	0	653
0	0	0	0	0	0	120	120
0	0	0	54	464	410	0	464
403	355	<48>	5,480	4,270	<1,210>	279	4,218
212	992	780	28,047	24,423	<3,624>	1,100	25,207
14,992	24,482	9,490	33,039	44,575	11,536	21,842	41,201
<0>	0	0	<0>	0	0	0	0
0	0	0	0	600	600	0	0
813	40	<773>	1,731	1,289	<442>	246	283
252	250	<2>	1,036	1,000	<36>	102	856
2,360	1,815	<545>	14,931	14,016	<915>	2,409	14,068
899	1,098	199	3,500	4,143	643	1,038	4,073
202	0	<202>	281	0	<281>	297	374
0	0	0	0	0	0	0	2,787
15,417	15,417	0	61,667	61,668	1	15,417	61,667
10,461	14,500	4,039	28,111	40,000	11,889	13,816	41,405
66,419	79,533	13,114	253,469	280,032	26,563	75,789	269,844
120,130	135,771	15,641	477,753	510,582	32,829	132,563	489,678
<39,240>	<49,506>	10,266	<158,211>	<203,898>	45,687	<64,761>	<231,205>
4,199	5,683	1,484	19,433	22,836	3,403	5,756	23,101
6,712	6,387	<325>	20,050	20,174	124	5,742	17,235
2,531	2,889	358	8,475	9,275	800	2,633	7,897
1,962	1,447	<515>	5,800	4,752	<1,048>	1,369	3,874
4,543	4,870	327	14,707	15,844	1,137	4,620	13,847
43,690	43,737	47	199,301	182,962	<16,339>	43,458	172,124
14,022	15,273	1,251	57,046	66,143	9,097	15,119	65,651
17,716	14,257	<3,459>	70,320	57,028	<13,292>	11,528	46,110
95,373	94,543	<830>	395,132	379,014	<16,118>	90,223	349,840
<134,613>	<144,049>	9,436	<553,343>	<582,912>	29,569	<154,984>	<581,044>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
330,731	341,551	10,820	1,269,105	1,368,339	99,234	318,015	1,252,936
0	815	815	7,875	3,860	<4,015>	3,574	14,407
38,910	39,549	639	130,793	149,072	18,279	36,820	134,275
369,641	381,915	12,274	1,407,773	1,521,271	113,498	358,410	1,401,618
7.7	7.3	<0.4>	5.8	5.9	0.1	8.0	5.7
0	0	0	10,700	15,177	4,477	0	14,735
0	2,060	2,060	2,000	2,060	60	2,000	2,000
152,642	163,595	10,953	598,432	657,033	58,601	132,004	538,748
6,800	6,955	155	28,288	29,180	892	6,034	30,295
5,424	9,078	3,654	19,984	34,780	14,796	9,059	34,763
909	714	<195>	2,875	2,857	<18>	666	2,693
2,298	720	<1,578>	3,747	3,221	<526>	1,151	8,500
0	50	50	216	155	<61>	949	1,768
807	308	<499>	5,935	4,226	<1,709>	275	4,006
0	54	54	0	216	216	0	0
0	0	0	2,245	0	<2,245>	0	0
279	329	50	598	505	<93>	319	490
0	0	0	690	3,338	2,648	0	3,240
145	478	333	374	1,912	1,538	0	576
0	275	275	1,244	1,100	<144>	314	1,335
<181>	<300>	<119>	<332>	<1,100>	<768>	<209>	<816>
0	50	50	0	200	200	0	0
49	2,500	2,451	8,041	10,000	1,959	5,032	10,193
1,250	2,272	1,022	5,000	8,145	3,145	2,492	6,237
1,000	1,000	0	4,000	4,000	0	1,150	4,600
7,009	6,417	<592>	28,089	25,531	<2,558>	6,271	25,893
734	1,113	379	3,095	5,315	2,220	723	3,846
10,826	12,376	1,550	45,258	50,859	5,601	11,136	42,805
0	0	0	0	1,388	1,388	0	1,348
4,185	4,185	0	15,033	15,033	0	4,549	16,537
0	40	40	3	160	157	<4>	<6>
23,061	22,795	<266>	92,244	91,180	<1,064>	20,723	82,892
4,829	4,855	26	114,304	38,515	<75,789>	3,700	34,842
1,218	1,535	317	4,871	6,140	1,269	1,396	5,583
11,916	11,627	<289>	46,169	46,338	169	11,288	44,992
1,665	3,000	1,335	5,777	9,400	3,623	1,972	2,142
10,443	10,756	313	41,771	43,024	1,253	10,443	41,771
3,956	3,956	0	3,956	3,956	0	3,841	3,841
3,223	734	<2,489>	9,317	3,436	<5,881>	932	2,811
11,737	11,662	<75>	55,093	44,642	<10,451>	11,322	43,342
1,007	702	<305>	2,741	1,375	<1,366>	682	1,335
4,050	4,429	379	15,699	17,452	1,753	4,300	16,944
3,679	4,135	456	13,541	16,540	2,999	3,417	13,038
0	0	0	0	0	0	6,917	27,667
7,250	25,250	18,000	29,000	101,000	72,000	23,917	95,667
0	0	0	854	0	<854>	0	0
8,541	8,540	<1>	33,666	33,788	122	8,293	32,926
18,048	16,924	<1,124>	72,192	67,695	<4,497>	16,431	65,725
114	286	172	18,628	17,616	<1,012>	278	17,103
308,913	345,455	36,542	1,345,337	1,417,388	72,051	313,764	1,286,406
678,554	727,370	48,816	2,753,110	2,938,659	185,549	672,173	2,688,024
19,106	18,772	<334>	87,158	78,527	<8,631>	19,005	75,273
6,132	6,555	423	24,947	28,387	3,440	6,612	28,710
23,727	23,091	<636>	94,540	92,364	<2,176>	23,792	91,838
48,965	48,418	<547>	206,645	199,278	<7,367>	49,409	195,821
727,519	775,788	48,269	2,959,755	3,137,937	178,182	721,582	2,883,844
<642,402>	<691,299>	<48,897>	<2,625,470>	<2,801,026>	<175,556>	<647,494>	<2,598,410>
<41,398>	<41,398>	0	<165,564>	<165,564>	0	<33,331>	<133,301>
<3,503>	<3,503>	0	<14,006>	<14,006>	0	<3,336>	<13,338>
<40,216>	<39,588>	628	<154,714>	<157,341>	<2,627>	<37,421>	<138,795>
<727,519>	<775,788>	<48,269>	<2,959,755>	<3,137,937>	<178,182>	<721,582>	<2,883,844>
0	0	0	0	0	<0>	0	0

FACILITIES DIVISION  
EXPENSE STATEMENT

NOV. 04(10/28/18-11/24/18)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
117,880	119,621	1,741	520,011	489,911	<30,100>	118,700	475,261
6,949	5,175	<1,774>	24,275	21,940	<2,335>	5,024	21,299
630	974	344	517	3,896	3,379	0	0
<108>	<95>	13	<1,303>	<570>	733	<138>	<2,537>
<10,857>	<9,630>	1,227	<46,062>	<38,767>	7,295	<9,630>	<38,767>
<7,749>	<3,250>	4,499	<13,554>	<13,000>	554	<5,106>	<13,133>
106,746	112,795	6,049	483,883	463,410	<20,473>	108,849	442,123
68,770	69,840	1,070	295,100	286,894	<8,206>	66,560	268,730
192	100	<92>	496	578	82	302	710
588	800	212	2,281	3,200	919	752	2,928
0	0	0	21	3,000	2,979	0	0
4,557	5,247	690	18,473	20,961	2,488	5,144	20,550
4.5	5.5	1.0	4.4	5.0	0.6	6.1	5.4
4,482	4,853	371	23,228	25,588	2,360	4,712	24,843
990	551	<439>	7,156	3,874	<3,282>	551	3,874
566	442	<124>	1,583	1,766	183	432	1,720
20,862	27,572	6,710	129,745	116,941	<12,804>	35,558	116,535
4,104	5,450	1,347	18,556	21,800	3,244	4,993	18,580
0	250	250	28	1,000	972	0	0
0	800	800	9,458	3,200	<6,258>	279	1,148
0	300	300	651	1,200	549	0	0
13,614	2,575	<11,039>	60,232	15,025	<45,207>	4,246	13,935
11,100	9,937	<1,163>	44,095	44,493	398	9,464	42,374
3,161	3,256	95	13,242	13,262	20	3,161	12,874
1,692	1,600	<92>	2,115	6,400	4,285	1,439	5,368
0	0	0	0	0	0	1,200	4,800
134,677	133,573	<1,104>	626,459	569,182	<57,277>	138,793	538,969
241,423	246,368	4,945	1,110,343	1,032,592	<77,751>	247,642	981,092
27,045	21,607	<5,438>	107,984	86,428	<21,556>	19,064	75,681
27,045	21,607	<5,438>	107,984	86,428	<21,556>	19,064	75,681
268,468	267,975	<493>	1,218,327	1,119,020	<99,307>	266,706	1,056,773
<229,917>	<230,252>	<335>	<1,048,825>	<963,197>	85,628	<228,699>	<905,806>
<8,138>	<8,138>	0	<32,552>	<32,552>	0	<7,851>	<31,404>
<3,181>	<3,181>	0	<12,724>	<12,724>	0	<3,069>	<12,276>
<8,126>	<7,632>	494	<37,068>	<32,020>	5,048	<8,083>	<32,014>
<19,106>	<18,772>	334	<87,158>	<78,527>	8,631	<19,005>	<75,273>
<268,468>	<267,975>	493	<1,218,327>	<1,119,020>	99,307	<266,706>	<1,056,773>
0	0	0	0	0	0	<0>	<0>

UTILITIES  
EXPENSE STATEMENT

NOV. 04(10/28/18-11/24/18)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
15,408	17,539	2,131	Chiller Water
47,721	57,603	9,882	Elec-Non Air Cond.
11,107	9,473	<1,634>	Water-Non Air Cond.
8,934	4,940	<3,994>	Steam-Non Air Cond.
1,705	2,597	892	Gas
1,550	1,551	1	Energy Management
86,425	93,703	7,278	TOTAL OTHER CONTROL.
86,425	93,703	7,278	TOTAL CONTROLLABLE EXP
<73,792>	<80,414>	<6,622>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,608>	<2,841>	<233>	Allocated-Comm Board
<6,132>	<6,555>	<423>	Allocated-A & SS
<86,425>	<93,703>	<7,278>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 4 MO(07/29/18-11/24/18)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
94,248	94,231	<17>	19,293	96,794
191,600	236,165	44,565	56,735	243,804
29,439	39,125	9,686	8,265	30,577
19,668	18,162	<1,506>	4,890	16,459
10,175	10,617	442	2,294	8,740
6,202	6,204	2	1,550	6,202
351,332	404,504	53,172	93,027	402,576
351,332	404,504	53,172	93,027	402,576
<300,203>	<348,243>	<48,040>	<79,562>	<345,487>
<11,196>	<11,196>	0	<2,906>	<11,624>
<4,376>	<4,376>	0	<1,136>	<4,544>
<10,610>	<12,302>	<1,692>	<2,812>	<12,210>
<24,947>	<28,387>	<3,440>	<6,612>	<28,710>
<351,332>	<404,504>	<53,172>	<93,027>	<402,576>
<0>	0	0	0	0