

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**January (12/30/18 - 01/26/19)**

**Prepared**

**February 08, 2019**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - JANUARY 2019 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

JANUARY (12/30/18 - 01/26/19)										FY 17-18		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
3,681		3,766		(85)	(2.3%)	(73)	(1.9%)	3,754				<b>GROSS INCOME</b>
1,257		1,388		(131)	(9.4%)	(3)	(0.2%)	1,260				UCLA Store
572		406		166	40.9%	280	95.9%	292				UCLA Restaurants
78		109		(31)	(28.4%)	(16)	(17.0%)	94				Licensing & Services
												UCLA Student Union
<b>5,588</b>		<b>5,669</b>		<b>(81)</b>	<b>(1.4%)</b>	<b>188</b>	<b>3.5%</b>	<b>5,400</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
1,204	32.7%	1,251	33.2%	(47)	(0.5)	10	0.9	1,194	31.8%			UCLA Store
880	70.0%	988	71.2%	(108)	(1.2)	(21)	(1.5)	901	71.5%			UCLA Restaurants
572	100.0%	406	100.0%	166	0.0	280	0.0	292	100.0%			Licensing & Services
42	53.8%	50	45.9%	(8)	7.9	(3)	5.9	45	47.9%			UCLA Student Union
<b>2,698</b>	<b>48.3%</b>	<b>2,695</b>	<b>47.5%</b>	<b>3</b>	<b>0.8</b>	<b>266</b>	<b>3.3</b>	<b>2,432</b>	<b>45.0%</b>			<b>TOTAL</b>
												<b>WAGES &amp; BENEFITS</b>
545	14.8%	571	15.2%	26	0.4	(23)	(0.9)	522	13.9%			UCLA Store
686	54.6%	716	51.6%	30	(3.0)	(46)	(3.8)	640	50.8%			UCLA Restaurants
63	11.0%	55	13.5%	(8)	2.5	(8)	7.8	55	18.8%			Licensing & Services
64	82.1%	73	67.0%	9	(15.1)	1	(13.0)	65	69.1%			UCLA Student Union
<b>1,358</b>	<b>24.3%</b>	<b>1,415</b>	<b>25.0%</b>	<b>57</b>	<b>0.7</b>	<b>(76)</b>	<b>(0.6)</b>	<b>1,282</b>	<b>23.7%</b>			<b>TOTAL</b>
												<b>OTHER CONTROLLABLES</b>
145	3.9%	144	3.8%	(1)	(0.1)	0	0.0	145	3.9%			UCLA Store
167	13.3%	158	11.4%	(9)	(1.9)	(21)	(1.7)	146	11.6%			UCLA Restaurants
166	29.0%	135	33.3%	(31)	4.3	(76)	1.8	90	30.8%			Licensing & Services
43	55.1%	45	41.3%	2	(13.8)	(3)	(12.5)	40	42.6%			UCLA Student Union
<b>521</b>	<b>9.3%</b>	<b>482</b>	<b>8.5%</b>	<b>(39)</b>	<b>(0.8)</b>	<b>(100)</b>	<b>(1.5)</b>	<b>421</b>	<b>7.8%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
514	14.0%	536	14.2%	(22)	(0.2)	(13)	0.0	527	14.0%			UCLA Store
26	2.1%	114	8.2%	(88)	(6.1)	(89)	(7.0)	115	9.1%			UCLA Restaurants
342	59.8%	216	53.2%	126	6.6	196	9.8	146	50.0%			Licensing & Services
(65)	(83.3%)	(68)	(62.4%)	3	(20.9)	(5)	(19.5)	(60)	(63.8%)			UCLA Student Union
<b>817</b>	<b>14.6%</b>	<b>798</b>	<b>14.1%</b>	<b>19</b>	<b>0.5</b>	<b>89</b>	<b>1.1</b>	<b>728</b>	<b>13.5%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
577	10.3%	625	11.0%	48	0.7	(113)	(1.7)	464	8.6%			Admin&Support Services
259	4.6%	234	4.1%	(25)	(0.5)	(31)	(0.4)	228	4.2%			Facilities
43	0.8%	69	1.2%	26	0.4	14	0.3	57	1.1%			Utilities
210	3.8%	216	3.8%	6	0.0	(16)	(0.2)	194	3.6%			Depreciation
<b>1,089</b>	<b>19.5%</b>	<b>1,144</b>	<b>20.2%</b>	<b>55</b>	<b>0.7</b>	<b>(146)</b>	<b>(2.0)</b>	<b>943</b>	<b>17.5%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS)</b>
<b>(272)</b>	<b>(4.9%)</b>	<b>(346)</b>	<b>(6.1%)</b>	<b>74</b>	<b>1.2</b>	<b>(57)</b>	<b>(0.9)</b>	<b>(215)</b>	<b>(4.0%)</b>			<b>FROM OPERATIONS</b>
												<b>OTHER INC/(EXP)</b>
50	0.9%	2	0.0%	48	0.9	32	0.6	18	0.3%			Non-Recurrent Inc/(Exp)
35	0.6%	15	0.3%	20	0.3	19	0.3	16	0.3%			Interest Income
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)			Interest (Expense)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			Income Taxes
244	4.4%	244	4.3%	0	0.1	10	0.1	234	4.3%			Student Union Fee Income
<b>300</b>	<b>5.4%</b>	<b>230</b>	<b>4.1%</b>	<b>70</b>	<b>1.3</b>	<b>64</b>	<b>1.0</b>	<b>236</b>	<b>4.4%</b>			<b>TOTAL</b>
<b>28</b>	<b>0.5%</b>	<b>(116)</b>	<b>(2.0%)</b>	<b>144</b>	<b>2.5</b>	<b>7</b>	<b>0.1</b>	<b>21</b>	<b>0.4%</b>			<b>NET INCOME (LOSS)</b>

FISCAL YEAR 2018-2019										FY 17-18		
YTD 6 MONTHS (07/29/18 - 01/26/19)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
23,675		24,892		(1,217)	(4.9%)	(660)	(2.7%)	24,335				<b>GROSS INCOME</b>
8,040		8,694		(654)	(7.5%)	287	3.7%	7,753				UCLA Store
2,732		2,541		191	7.5%	394	16.9%	2,338				UCLA Restaurants
694		741		(47)	(6.3%)	19	2.8%	675				Licensing & Services
												UCLA Student Union
<b>35,141</b>		<b>36,868</b>		<b>(1,727)</b>	<b>(4.7%)</b>	<b>40</b>	<b>0.1%</b>	<b>35,101</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
7,656	32.3%	8,242	33.1%	(586)	(0.8)	(131)	0.3	7,787	32.0%			UCLA Store
5,702	70.9%	6,177	71.0%	(475)	(0.1)	183	(0.3)	5,519	71.2%			UCLA Restaurants
2,730	99.9%	2,540	100.0%	190	(0.1)	394	0.0	2,336	99.9%			Licensing & Services
406	58.5%	399	53.8%	7	4.7	53	6.2	353	52.3%			UCLA Student Union
<b>16,494</b>	<b>46.9%</b>	<b>17,358</b>	<b>47.1%</b>	<b>(864)</b>	<b>(0.2)</b>	<b>499</b>	<b>1.3</b>	<b>15,995</b>	<b>45.6%</b>			<b>TOTAL</b>
												<b>WAGES &amp; BENEFITS</b>
3,579	15.1%	3,629	14.6%	50	(0.5)	(238)	(1.4)	3,341	13.7%			UCLA Store
4,326	53.8%	4,492	51.7%	166	(2.1)	(387)	(3.0)	3,939	50.8%			UCLA Restaurants
426	15.6%	335	13.2%	(91)	(2.4)	(103)	(1.8)	323	13.8%			Licensing & Services
424	61.1%	442	59.6%	18	(1.5)	(13)	(0.2)	411	60.9%			UCLA Student Union
<b>8,755</b>	<b>24.9%</b>	<b>8,898</b>	<b>24.1%</b>	<b>143</b>	<b>(0.8)</b>	<b>(741)</b>	<b>(2.1)</b>	<b>8,014</b>	<b>22.8%</b>			<b>TOTAL</b>
												<b>OTHER CONTROLLABLES</b>
1,425	6.0%	1,431	5.7%	6	(0.3)	(8)	(0.2)	1,417	5.8%			UCLA Store
891	11.1%	921	10.6%	30	(0.5)	(40)	(0.1)	851	11.0%			UCLA Restaurants
871	31.9%	884	34.8%	13	2.9	(31)	4.0	840	35.9%			Licensing & Services
272	39.2%	298	40.2%	26	1.0	25	4.8	297	44.0%			UCLA Student Union
<b>3,459</b>	<b>9.8%</b>	<b>3,534</b>	<b>9.6%</b>	<b>75</b>	<b>(0.2)</b>	<b>(54)</b>	<b>(0.1)</b>	<b>3,405</b>	<b>9.7%</b>			<b>TOTAL</b>
												<b>CONTRIBUTION</b>
2,652	11.2%	3,183	12.8%	(531)	(1.6)	(377)	(1.2)	3,029	12.4%			UCLA Store
485	6.0%	764	8.8%	(279)	(2.8)	(244)	(3.4)	729	9.4%			UCLA Restaurants
1,434	52.5%	1,320	51.9%	114	0.6	261	2.3	1,173	50.2%			Licensing & Services
(290)	(41.8%)	(341)	(46.0%)	51	4.2	65	10.8	(355)	(52.6%)			UCLA Student Union
<b>4,281</b>	<b>12.2%</b>	<b>4,926</b>	<b>13.4%</b>	<b>(645)</b>	<b>(1.2)</b>	<b>(295)</b>	<b>(0.8)</b>	<b>4,576</b>	<b>13.0%</b>			<b>TOTAL</b>
												<b>ALLOCATED EXPENSES</b>
3,619	10.3%	3,865	10.5%	246	0.2	(140)	(0.4)	3,479	9.9%			Admin&Support Services
1,544	4.4%	1,478	4.0%	(66)	(0.4)	(146)	(0.4)	1,398	4.0%			Facilities
428	1.2%	517	1.4%	89	0.2	77	0.2	505	1.4%			Utilities
1,250	3.6%	1,295	3.5%	45	(0.1)	(100)	(0.3)	1,150	3.3%			Depreciation
<b>6,841</b>	<b>19.5%</b>	<b>7,155</b>	<b>19.4%</b>	<b>314</b>	<b>(0.1)</b>	<b>(309)</b>	<b>(0.9)</b>	<b>6,532</b>	<b>18.6%</b>			<b>TOTAL</b>
												<b>NET INCOME (LOSS)</b>
<b>(2,560)</b>	<b>(7.3%)</b>	<b>(2,229)</b>	<b>(6.0%)</b>	<b>(331)</b>	<b>(1.3)</b>	<b>(604)</b>	<b>(1.7)</b>	<b>(1,956)</b>	<b>(5.6%)</b>			<b>FROM OPERATIONS</b>
												<b>OTHER INC/(EXP)</b>
174	0.5%	12	0.0%	162	0.5	108	0.3	66	0.2%			Non-Recurrent Inc/(Exp)
190	0.5%	87	0.2%	103	0.3	100	0.2	90	0.3%			Interest Income
(174)	(0.5%)	(174)	(0.5%)	0	0.0	18	0.0	(192)	(0.5%)			Interest (Expense)
0	0.0%	(10)	0.0%	10	0.0	0	0.0	0	0.0%			Income Taxes
1,467	4.2%	1,467	4.0%	0	0.2	53	0.2	1,414	4.0%			Student Union Fee Income
<b>1,657</b>	<b>4.7%</b>	<b>1,382</b>	<b>3.7%</b>	<b>275</b>	<b>1.0</b>	<b>279</b>	<b>0.8</b>	<b>1,378</b>	<b>3.9%</b>			<b>TOTAL</b>
<b>(903)</b>	<b>(2.6%)</b>	<b>(847)</b>	<b>(2.3%)</b>	<b>(56)</b>	<b>(0.3)</b>	<b>(325)</b>	<b>(1.0)</b>	<b>(578)</b>	<b>(1.6%)</b>			<b>NET INCOME (LOSS)</b>

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - JANUARY 2019 (\$000's)  
DIVISIONS FULLY ALLOCATED**

JANUARY (12/30/18 - 01/26/19)										FY 17-18									
CURRENT MONTH										**									
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT											
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%										
				\$	%	\$	%												
3,681		3,766		(85)	(2.3%)	(73)	(1.9%)	3,754											
1,257		1,388		(131)	(9.4%)	(3)	(0.2%)	1,260											
572		406		166	40.9%	280	95.9%	292											
78		109		(31)	(28.4%)	(16)	(17.0%)	94											
<b>5,588</b>		<b>5,669</b>		<b>(81)</b>	<b>(1.4%)</b>	<b>188</b>	<b>3.5%</b>	<b>5,400</b>											
1,204	32.7%	1,251	33.2%	(47)		10		1,194	31.8%										
880	70.0%	988	71.2%	(108)		(21)		901	71.5%										
572	100.0%	406	100.0%	166	0.0	280	0.0	292	100.0%										
42	53.8%	50	45.9%	(8)	7.9	(3)	5.9	45	47.9%										
<b>2,698</b>	<b>48.3%</b>	<b>2,695</b>	<b>47.5%</b>	<b>3</b>	<b>0.8</b>	<b>266</b>	<b>3.3</b>	<b>2,432</b>	<b>45.0%</b>										
690	18.7%	715	19.0%	25	0.3	(23)	(0.9)	667	17.8%										
853	67.9%	875	63.0%	22	(4.9)	(67)	(5.5)	786	62.4%										
230	40.2%	190	46.8%	(40)	6.6	(85)	9.5	145	49.7%										
106	135.9%	118	108.3%	12	(27.6)	(1)	(24.2)	105	111.7%										
<b>1,879</b>	<b>33.6%</b>	<b>1,898</b>	<b>33.5%</b>	<b>19</b>	<b>(0.1)</b>	<b>(176)</b>	<b>(2.1)</b>	<b>1,703</b>	<b>31.5%</b>										
514	14.0%	536	14.2%	(22)	(0.2)	(13)	0.0	527	14.0%										
26	2.1%	114	8.2%	(88)	(6.1)	(89)	(7.0)	115	9.1%										
342	59.8%	216	53.2%	126	6.6	196	9.8	146	50.0%										
(65)	(83.3%)	(68)	(62.4%)	3	(20.9)	(5)	(19.5)	(60)	(63.8%)										
<b>817</b>	<b>14.6%</b>	<b>798</b>	<b>14.1%</b>	<b>19</b>	<b>0.5</b>	<b>89</b>	<b>1.1</b>	<b>728</b>	<b>13.5%</b>										
552	15.0%	628	16.7%	76	1.7	(30)	(1.1)	522	13.9%										
337	26.8%	336	24.2%	(1)	(2.6)	(68)	(5.5)	269	21.3%										
112	19.6%	91	22.4%	(21)	2.8	(33)	7.5	79	27.1%										
88	112.8%	89	81.7%	1	(31.1)	(15)	(35.1)	73	77.7%										
<b>1,089</b>	<b>19.5%</b>	<b>1,144</b>	<b>20.2%</b>	<b>55</b>	<b>0.7</b>	<b>(146)</b>	<b>(2.0)</b>	<b>943</b>	<b>17.5%</b>										
(39)	(0.7%)	(91)	(1.6%)	52	0.9	(44)	(0.8)	5	0.1%										
(311)	(5.6%)	(223)	(3.9%)	(88)	(1.7)	(157)	(2.7)	(154)	(2.9%)										
230	4.1%	125	2.2%	105	1.9	163	2.9	67	1.2%										
(152)	(2.7%)	(157)	(2.8%)	5	0.1	(19)	(0.2)	(133)	(2.5%)										
<b>(272)</b>	<b>(4.9%)</b>	<b>(346)</b>	<b>(6.1%)</b>	<b>74</b>	<b>1.2</b>	<b>(57)</b>	<b>(0.9)</b>	<b>(215)</b>	<b>(4.0%)</b>										
50	0.9%	2	0.0%	48	0.9	32	0.6	18	0.3%										
35	0.6%	15	0.3%	20	0.3	19	0.3	16	0.3%										
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)										
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%										
244	4.4%	244	4.3%	0	0.1	10	0.1	234	4.3%										
<b>300</b>	<b>5.4%</b>	<b>230</b>	<b>4.1%</b>	<b>70</b>	<b>1.3</b>	<b>64</b>	<b>1.0</b>	<b>236</b>	<b>4.4%</b>										
<b>28</b>	<b>0.5%</b>	<b>(116)</b>	<b>(2.0%)</b>	<b>144</b>	<b>2.5</b>	<b>7</b>	<b>0.1</b>	<b>21</b>	<b>0.4%</b>										
<b>GROSS INCOME</b>																			
UCLA Store										23,675		24,892		(1,217)	(4.9%)	(660)	(2.7%)	24,335	
UCLA Restaurants										8,040		8,694		(654)	(7.5%)	287	3.7%	7,753	
Licensing & Services										2,732		2,541		191	7.5%	394	16.9%	2,338	
UCLA Student Union										694		741		(47)	(6.3%)	19	2.8%	675	
<b>TOTAL</b>										<b>35,141</b>		<b>36,868</b>		<b>(1,727)</b>	<b>(4.7%)</b>	<b>40</b>	<b>0.1%</b>	<b>35,101</b>	
<b>GROSS MARGIN</b>																			
UCLA Store										7,656	32.3%	8,242	33.1%	(586)	(8.8)	(131)	0.3	7,787	32.0%
UCLA Restaurants										5,702	70.9%	6,177	71.0%	(475)	(8.3)	183	(0.3)	5,519	71.2%
Licensing & Services										2,730	99.9%	2,540	100.0%	190	(0.1)	394	0.0	2,336	99.9%
UCLA Student Union										406	58.5%	399	53.8%	7	4.7	53	6.2	353	52.3%
<b>TOTAL</b>										<b>16,494</b>	<b>46.9%</b>	<b>17,358</b>	<b>47.1%</b>	<b>(864)</b>	<b>(0.2)</b>	<b>499</b>	<b>1.3</b>	<b>15,995</b>	<b>45.6%</b>
<b>TOTAL CONTROLLABLES</b>																			
UCLA Store										5,005	21.1%	5,059	20.3%	54	(0.8)	(247)	(1.5)	4,758	19.6%
UCLA Restaurants										5,216	64.9%	5,413	62.3%	197	(2.6)	(426)	(3.1)	4,790	61.8%
Licensing & Services										1,296	47.4%	1,220	48.0%	(76)	0.6	(134)	2.3	1,162	49.7%
UCLA Student Union										696	100.3%	740	99.9%	44	(0.4)	12	4.6	708	104.9%
<b>TOTAL</b>										<b>12,213</b>	<b>34.8%</b>	<b>12,432</b>	<b>33.7%</b>	<b>219</b>	<b>(1.1)</b>	<b>(795)</b>	<b>(2.3)</b>	<b>11,418</b>	<b>32.5%</b>
<b>CONTRIBUTION</b>																			
UCLA Store										2,652	11.2%	3,183	12.8%	(531)	(1.6)	(377)	(1.2)	3,029	12.4%
UCLA Restaurants										485	6.0%	764	8.8%	(279)	(2.8)	(244)	(3.4)	729	9.4%
Licensing & Services										1,434	52.5%	1,320	51.9%	114	0.6	261	2.3	1,173	50.2%
UCLA Student Union										(290)	(41.8%)	(341)	(46.0%)	51	4.2	65	10.8	(355)	(52.6%)
<b>TOTAL</b>										<b>4,281</b>	<b>12.2%</b>	<b>4,926</b>	<b>13.4%</b>	<b>(645)</b>	<b>(1.2)</b>	<b>(295)</b>	<b>(0.8)</b>	<b>4,576</b>	<b>13.0%</b>
<b>ALLOCATED EXPENSES</b>																			
UCLA Store										3,494	14.8%	3,926	15.8%	432	1.0	(72)	(0.7)	3,422	14.1%
UCLA Restaurants										2,132	26.5%	2,088	24.0%	(44)	(2.5)	(111)	(0.4)	2,021	26.1%
Licensing & Services										638	23.4%	572	22.5%	(66)	(0.9)	(65)	1.1	573	24.5%
UCLA Student Union										577	83.1%	569	76.8%	(8)	(6.3)	(61)	(6.7)	516	76.4%
<b>TOTAL</b>										<b>6,841</b>	<b>19.5%</b>	<b>7,155</b>	<b>19.4%</b>	<b>314</b>	<b>(0.1)</b>	<b>(309)</b>	<b>(0.9)</b>	<b>6,532</b>	<b>18.6%</b>
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																			
UCLA Store										(842)	(2.4%)	(743)	(2.0%)	(99)	(0.4)	(449)	(1.3)	(393)	(1.1%)
UCLA Restaurants										(1,647)	(4.7%)	(1,324)	(3.6%)	(323)	(1.1)	(355)	(1.0)	(1,292)	(3.7%)
Licensing & Services										796	2.3%	748	2.0%	48	0.3	196	0.6	600	1.7%
UCLA Student Union										(867)	(2.5%)	(910)	(2.5%)	43	0.0	4	0.0	(871)	(2.5%)
<b>TOTAL</b>										<b>(2,560)</b>	<b>(7.3%)</b>	<b>(2,229)</b>	<b>(6.0%)</b>	<b>(331)</b>	<b>(1.3)</b>	<b>(604)</b>	<b>(1.7)</b>	<b>(1,956)</b>	<b>(5.6%)</b>
<b>OTHER INC/(EXP)</b>																			
Non-Recurrent Inc/(Exp)										174	0.5%	12	0.0%	162	0.5	108	0.3	66	0.2%
Interest Income										190	0.5%	87	0.2%	103	0.3	100	0.2	90	0.3%
Interest (Expense)										(174)	(0.5%)	(174)	(0.5%)	0	0.0	18	0.0	(192)	(0.5%)
Income Taxes										0	0.0%	(10)	0.0%	10	0.0	0	0.0	0	0.0%
Student Union Fee Income										1,467	4.2%	1,467	4.0%	0	0.2	53	0.2	1,414	4.0%
<b>TOTAL</b>										<b>1,657</b>	<b>4.7%</b>	<b>1,382</b>	<b>3.7%</b>	<b>275</b>	<b>1.0</b>	<b>279</b>	<b>0.8</b>	<b>1,378</b>	<b>3.9%</b>
<b>NET INCOME (LOSS)</b>										<b>(903)</b>	<b>(2.6%)</b>	<b>(847)</b>	<b>(2.3%)</b>	<b>(56)</b>	<b>(0.3)</b>	<b>(325)</b>	<b>(1.0)</b>	<b>(578)</b>	<b>(1.6%)</b>

ASUCLA  
P/L Reconciliation  
Jan-19

<i>Financial Analysis</i>	\$000's
	Jan-19
<b>Budgeted Net Income/(Loss)</b>	<b>(116)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: rain negatively impacted foot traffic and promotional event, and reduced foot traffic due to low attendance at athletic games	(13)
Fast Track above plan: strong sales for umbrellas due to weather and continued positive trend for Champion (non-UCLA) branded product	8
Graduation ETC below plan mostly timing: delay in receipt of 2019 sashes should recover throughout the Spring season	(15)
Market below plan: negative effect on foot traffic due to extended inclement weather	(5)
New Text below plan primarily due to shift to Used textbooks and rental programs	(15)
Used Text above plan: better than anticipated results from the rental program	9
CRS below plan: mostly timing of department orders, (may be recovered in future months)	(5)
Bookzone below plan due to shortfall in department orders, (follow-up to be done with campus department customers)	(12)
LuValle Books above plan due to strong results from the rental program	15
LuValle General Mdse below plan: negative effect on foot traffic due to extended inclement weather	(5)
Total Wages below plan	6
Other, mostly positive controllables	10
Total Contribution	(22)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Greenhouse below plan due to extensive rain and cold weather negatively impacting sales	(8)
North Campus Student CTR below plan due to continuing general downward trend of customer traffic, ongoing construction impacts, and rain and cold weather reduced sales	(7)
Café Synapse below plan due to partial closure for new menu conversion at beginning of month and slow rebound to changes, and average check lower with new menu mix.	(7)
LuValle Food Servery below plan: impact of rain and cold weather and limited indoor seating	(13)
Jimmy's below plan due to prior month coffee invoices, (YTD slightly higher than budget but close to expectations with new higher end coffee brand in this area)	(5)
Kerckhoff Coffeehouse below plan mostly due to ongoing trend of lower customer counts during the weekdays and impact of rain and cold weather	(9)
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(5)
Taco Bell below plan: extensive rain and cold weather reduced sales	(6)
Catering below plan: budget more optimistic than results and included substantial increases each period (period 6 had several events that did not occur this year)	(28)
Total Wages below plan	13
Other, positive controllables offset by various negative gross margin variances	(13)
Total Contribution	(88)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan: YTD sales trend is down 20% over prior year due to significant decline in Under Armour's performance	(21)
Licensing International above plan: H&M Q4 royalties of \$189K versus budget of \$60K and Q3 delayed royalties from India of \$33K	161
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography sales above plan due to additional unanticipated projects	2
Total Wages above plan	(7)
Other, negative controllables mostly Licensing	(30)
Total Contribution	126
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services slightly below plan	(4)
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower than expected visitor traffic and sales during January rain days	(4)
Total wages below plan	4
Other, positive controllables	7
Total Contribution	3
<b>Allocated Expenses and Other</b>	
A&SS below plan with savings mostly in wages, benefits and UCPath charges	48
Facilities higher than plan mostly repairs & maintenance and additional wages for water leaks	(25)
Utilities below plan: impact of energy efficiency projects, and budget was based on prior bills that included faulty meter readings	26
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	70
Total	125
<b>Actual Net Income/(Loss)</b>	<b>28</b>

ASUCLA  
P/L Reconciliation  
Year-To-Date Through January, 2019

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(847)</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	(310)
E-Commerce below plan: overall decline in fan enthusiasm	(115)
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	(127)
Used Text above plan: positive impact of new rental program and availability of inventory	49
Computer Store below plan: weakness in institutional demand for Apple products	(27)
HSS Dental below plan: timing related to backordered items	(55)
Total Wages below plan	13
Other, positive controllables mostly employee benefits, telephone and bank card expense	41
Total Contribution	(531)
<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	31
Greenhouse below plan: more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in January	(41)
North Campus Student CTR below plan due to general downward trend of customer traffic	(32)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	42
Café Synapse below plan due to ongoing customer traffic decline	(29)
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather in January	(48)
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather in January	(44)
Taco Bell below plan: mostly lower average check	(25)
Music Café below plan due mostly to decline in customer count	(23)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(154)
Concessions below plan due to lower sales at men's and women's soccer events and men's basketball	(38)
Total Wages lower than plan	79
Other, various negative gross margin variances offset by positive controllables (mostly employee benefits, paper and commission expense)	3
Total Contribution	(279)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to downward sales trend (decline in Under Armour sales)	(83)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	178
Licensing Campus Sourcing close to plan	3
Leased Ops below plan due to delay in leasing space previously occupied by Kaplan (new lease with University effective October)	(10)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	104
Total Wages above plan	(56)
Other, positive controllables mostly Licensing	(22)
Total Contribution	114
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to two unanticipated shoots and other client events	19
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(9)
Total Wages below plan	6
Other, positive controllables	35
Total Contribution	51
<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	246
Facilities above plan due to rental of portable air conditioning units and other repairs	(66)
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.	89
Depreciation lower than plan due to timing of capitals	45
Other: mostly higher interest income and various positive non-recurrent	275
Total	589
<b>Actual Net Income/(Loss)</b>	<b>(903)</b>

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

	Current Month January 2019	Prior Month December 2018	Prior Year July 2018
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$19,405	\$16,781	\$13,915
Accounts receivable	4,510	3,856	3,844
Less: Allowance for doubtful accounts	(588)	(595)	(580)
Accounts receivable, net	3,922	3,261	3,264
Student fees receivable	0	0	118
Short term note receivable	0	0	200
Inventories	7,098	7,393	6,248
Prepaid expenses and other current assets	234	241	319
Total current assets	30,659	27,676	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,996	72,914	72,708
Less: Accumulated depreciation	(51,235)	(51,025)	(50,163)
Total long term assets	21,761	21,889	22,545
<b>TOTAL ASSETS</b>	<b>\$52,420</b>	<b>\$49,565</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$6,181	\$5,624	\$7,049
Wages and payroll taxes payable	11,700	9,578	5,551
Sales tax payable & other liabilities	1,028	643	625
Interest payable	70	41	74
Deferred income	1,683	1,939	518
Funds held for others	207	219	338
Current portion of long term debt	867	867	867
Total current liabilities	21,736	18,911	15,022
LONG TERM DEBT:			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
<b>TOTAL LIABILITIES</b>	<b>28,831</b>	<b>26,006</b>	<b>22,117</b>
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(903)	(933)	(659)
Ending Balance	23,589	23,559	24,492
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$52,420</b>	<b>\$49,565</b>	<b>\$46,609</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS  
January 2019  
(\$000's)**

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) \$28  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 210  
   Accounts receivable (660)  
   Student fees receivable 0  
   Short term note receivable 0  
   Inventories 295  
   Prepaid expenses and other current assets 7  
Increase/(decrease) in current liabilities:  
   Accounts payable 557  
   Sales tax payable & other liabilities 385  
   Wages and payroll taxes payable 2,123  
   Interest payable 29  
   Deferred Income (256)  
   Funds held for others (12)

Net cash provided/(used) by operating activities **2,706**

**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 **(82)**

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

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities **0**

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

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
	\$28	(\$903)	(\$578)
	210	1,250	1,150
	(660)	(658)	(672)
	0	118	373
	0	200	0
	295	(850)	(98)
	7	85	102
	557	(868)	(488)
	385	403	232
	2,123	6,148	420
	29	(4)	(3)
	(256)	1,165	542
	(12)	(131)	38
	<b>2,706</b>	<b>5,955</b>	<b>1,018</b>
	(82)	(447)	(738)
	0	(18)	0
	<b>(82)</b>	<b>(465)</b>	<b>(738)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>2,624</b>	<b>5,490</b>	<b>280</b>
	<b>16,781</b>	<b>13,915</b>	<b>12,191</b>
	<b>\$19,405</b>	<b>\$19,405</b>	<b>\$12,471</b>



**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION  
January 2019  
(\$000's)**

<b>CASH AND CASH EQUIVALENTS</b>	<b>\$19,405</b>
Less: Committed Capital Projects	
Ackerman A Level and First Floor Remodel	(462)
Store POS	(250)
AU Freight Elevators Fire and Cab Doors	(200)
Subtotal	<u>(912)</u>
Adjustment for Cash Overdraft Entry	<u>(1,165)</u>
Uncommitted Cash	17,328
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<u>16,188</u>
<b>RESERVE SURPLUS (DEFICIT)</b>	<u><u><b>\$1,140</b></u></u>

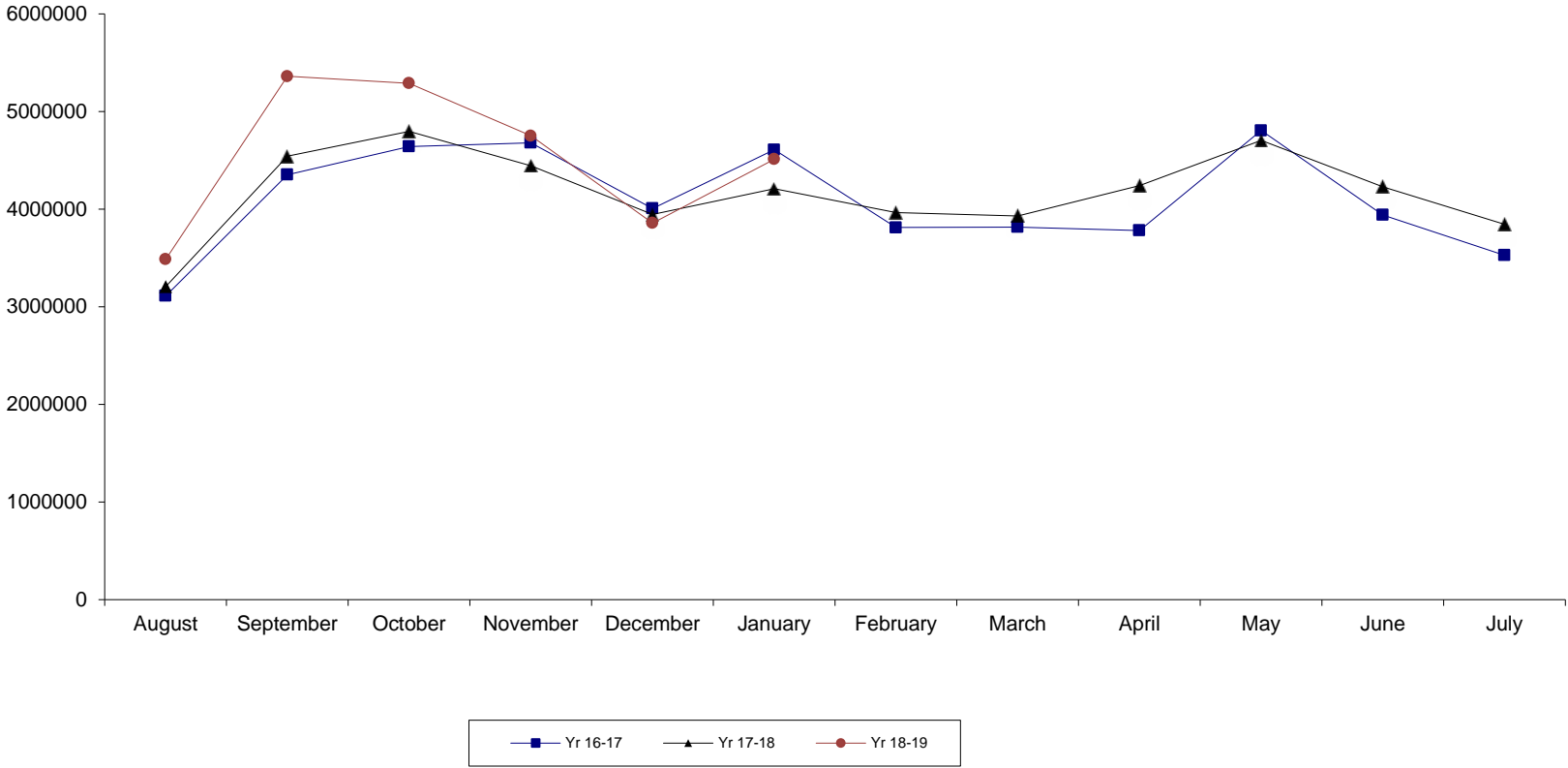
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2018-2019 January 2019

PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
<b>Store/Services</b>								
2018-001 Store General Replacement	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancelled
2018-003 AU B-Level Bearwear Update	125.0	77.2	22.1	99.3	25.7		(25.7)	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	43.7	(0.0)	43.7	16.3		(16.3)	In Progress
<b>Total Store/Services</b>	<b>410.0</b>	<b>120.9</b>	<b>22.1</b>	<b>143.0</b>	<b>42.0</b>	<b>150.0</b>	<b>(117.0)</b>	
<b>Food Service</b>								
2018-006 FS Miscellaneous and Unanticipated	50.0	13.6	8.8	22.4	27.6		(27.6)	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
<b>Total Food Services</b>	<b>300.0</b>	<b>13.6</b>	<b>28.8</b>	<b>42.4</b>	<b>27.6</b>	<b>130.0</b>	<b>(127.6)</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	2.7	2.7	0.0	7.3	0.0	Pending
2018-017 Store Website Update	50.0	17.3	0.0	17.3	32.7		(32.7)	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	43.5	0.0	43.5	11.5		43.5	In Progress
<b>Total Technology</b>	<b>335.0</b>	<b>64.9</b>	<b>2.7</b>	<b>67.6</b>	<b>44.2</b>	<b>277.3</b>	<b>9.9</b>	
<b>Others</b>								
2018-020 Fac. Misc. and Remodels	50.0	9.6	5.2	14.8	35.2		(35.2)	In Progress
2018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	65.7	65.7	0.0	134.3	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	7.4	0.0	Pending
2018-025 North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5		(221.5)	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		(7.0)	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	0.0	45.3	0.0		5.3	Completed Awaiting Invoice
2018-033 LVC Store AC Replacement	0.0	31.5	6.8	38.3	0.0		38.3	Completed Awaiting Invoice
2018-034 NC Flooring	0.0	19.2	0.0	19.2	27.0		19.2	Pending
2018-035 NC Exterior Wood Replacement	0.0	0.0	8.0	8.0	10.0		8.0	Pending
<b>Total Others</b>	<b>705.0</b>	<b>105.6</b>	<b>134.9</b>	<b>240.5</b>	<b>300.7</b>	<b>271.7</b>	<b>(192.8)</b>	
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>305.0</b>	<b>188.5</b>	<b>493.5</b>	<b>414.4</b>	<b>829.0</b>	<b>(427.5)</b>	

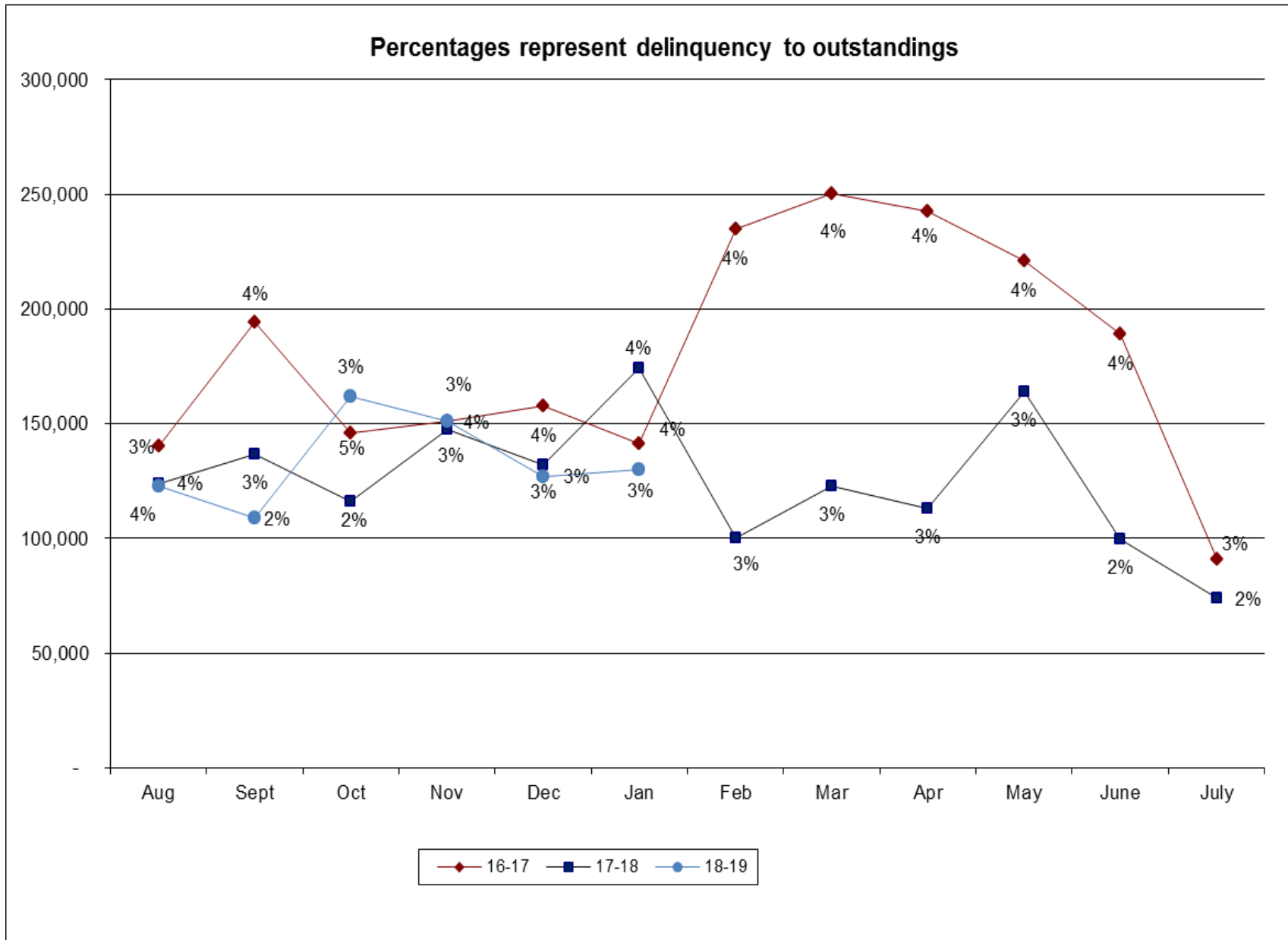
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

01/26/19	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$987,697	24%	\$136,958	65%	\$16,499	75%	\$5,040	14%	\$31,442	58%	(\$1,559)	-9%	\$1,176,077	26%
ASUCLA PUBLICATIONS		\$77,279	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,279	2%
ASUCLA USA/GSA		\$105,437	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,437	2%
DUE FROM VENDORS		\$178,582	4%	(\$364)	0%	\$1,448	7%	\$16,051	44%	\$21,537	40%	\$14,358	79%	\$231,611	5%
DENTAL KITS		\$366,133	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$366,133	8%
OTHER		\$2,455,345	58%	\$72,930	35%	\$3,885	18%	\$15,029	42%	\$826	2%	\$5,403	30%	\$2,553,418	57%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,170,473</b>	<b>100%</b>	<b>\$209,524</b>	<b>100%</b>	<b>\$21,832</b>	<b>100%</b>	<b>\$36,120</b>	<b>100%</b>	<b>\$53,805</b>	<b>100%</b>	<b>\$18,202</b>	<b>100%</b>	<b>\$4,509,956</b>	<b>100%</b>
		92%		5%		1%		1%		1%		0%		100%	
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%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,549,207</b>	<b>100%</b>	<b>\$179,854</b>	<b>100%</b>	<b>\$45,317</b>	<b>100%</b>	<b>\$37,140</b>	<b>100%</b>	<b>\$24,744</b>	<b>100%</b>	<b>\$19,802</b>	<b>100%</b>	<b>\$3,856,064</b>	<b>100%</b>
		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%
<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%	

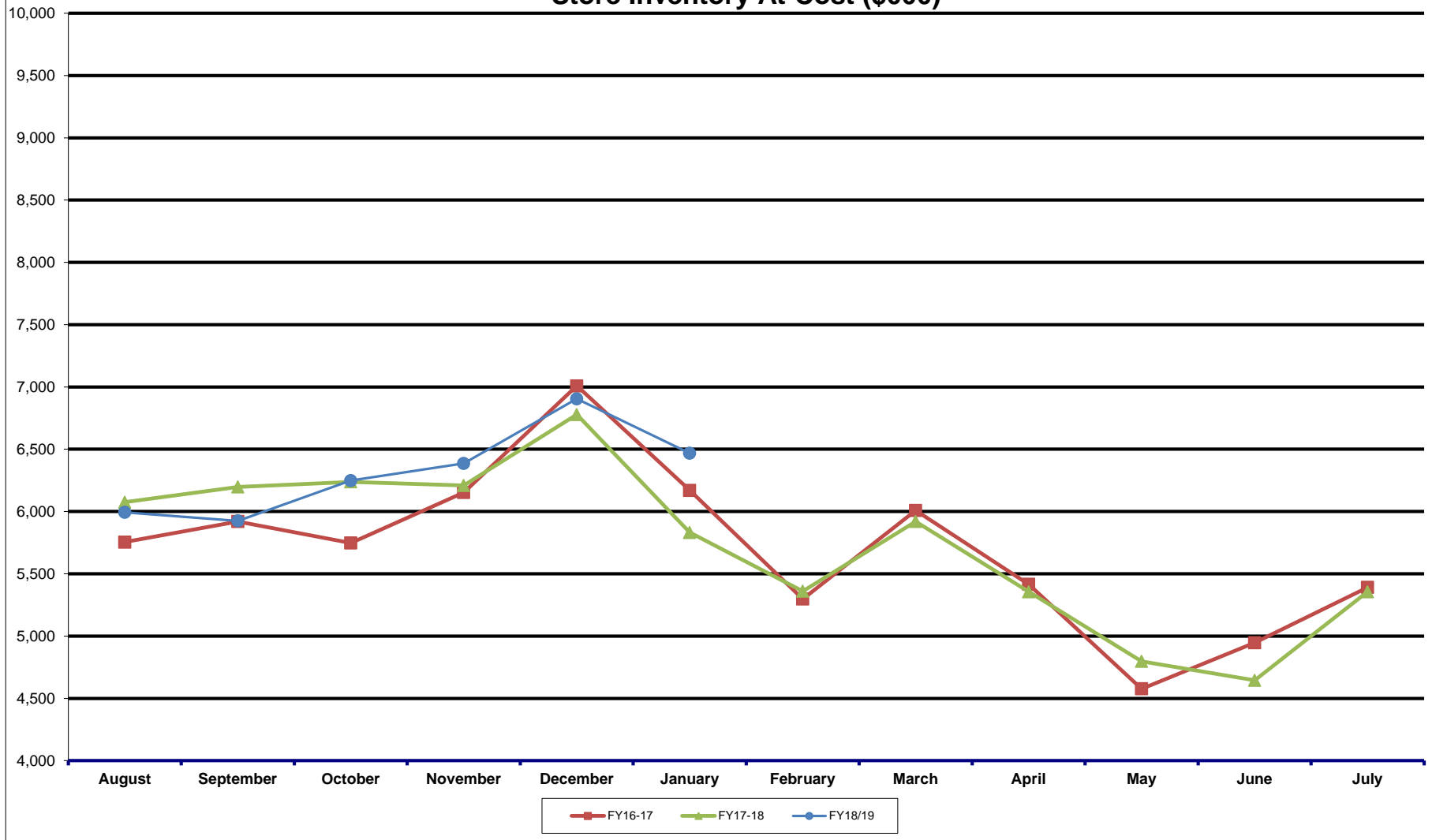
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 16 to Jan 19**



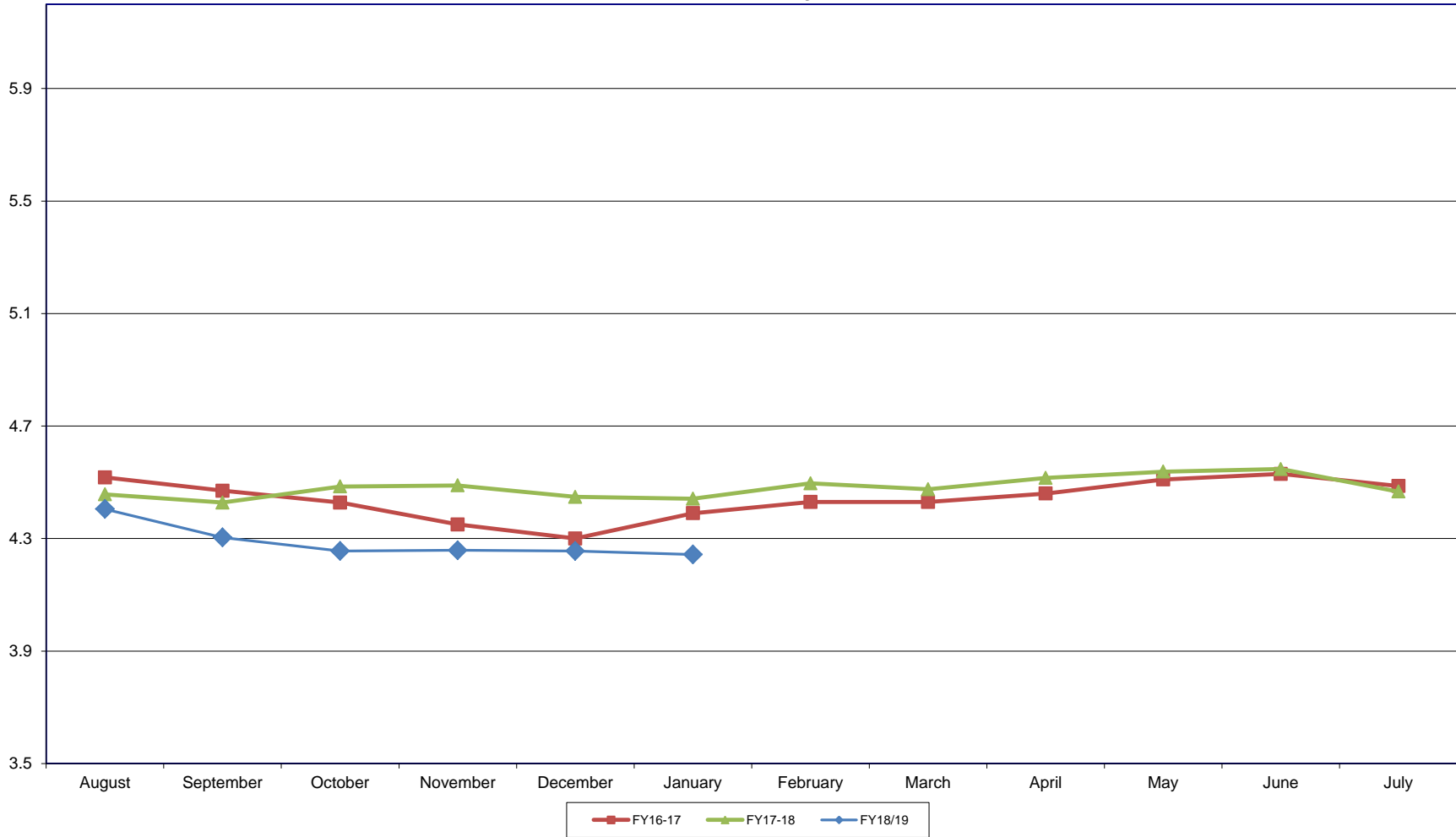
## Aged Accounts Receivable Balances > 60 Days Past Due



### 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**

JAN. 06(12/30/18-01/26/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,954,829	1,953,468	1,361	9,939,024	10,252,437	<313,413>	2,022,461	10,312,555
826,271	883,692	<57,421>	7,154,400	7,717,611	<563,211>	834,950	7,240,820
105,519	113,275	<7,756>	659,816	681,524	<21,708>	109,021	658,314
269,325	313,885	<44,561>	1,159,298	1,229,464	<70,166>	323,560	1,243,886
47,321	56,000	<8,679>	814,792	1,016,000	<201,208>	50,982	943,422
258,135	279,264	<21,129>	3,020,879	3,254,112	<233,233>	276,946	3,289,470
0	0	0	16,905	0	16,905	0	0
3,461,400	3,599,584	<138,184>	22,765,113	24,151,148	<1,386,035>	3,617,920	23,688,466
2,463,124	2,499,491	36,367	15,929,597	16,556,147	626,550	2,543,557	16,453,347
7,142	7,250	108	31,584	31,490	<94>	8,353	35,449
4,536	4,730	194	37,049	39,540	2,491	4,523	37,543
474	530	56	3,022	3,140	118	497	3,012
1,443	1,720	277	6,103	6,770	667	1,863	6,753
1,185	1,150	<35>	11,171	12,740	1,569	1,163	12,088
14,779	15,380	601	88,929	93,680	4,751	16,399	94,844
2,477,903	2,514,871	36,968	16,018,526	16,649,827	631,301	2,559,956	16,548,191
71.2	69.4	<1.7>	70.0	68.6	<1.4>	70.3	69.5
983,497	1,084,713	<101,216>	6,746,587	7,501,321	<754,734>	1,057,964	7,140,275
28.8	30.6	<1.7>	30.0	31.5	<1.4>	29.7	30.5
0.4	0.4	0.0	0.4	0.4	0.0	0.5	0.4
28.4	30.1	<1.7>	29.6	31.1	<1.4>	29.2	30.1
19.0	21.3	<2.3>	15.7	17.6	<1.8>	20.7	17.3
49.5	50.2	<0.7>	48.8	49.3	<0.5>	50.0	48.8
43.0	41.1	1.9	41.6	41.3	0.3	41.9	41.7
25.2	26.8	<1.6>	29.4	31.6	<2.2>	26.8	30.8
52.4	48.7	3.7	50.9	50.8	0.1	49.5	50.2
24.9	23.9	1.0	21.5	21.9	<0.4>	23.5	21.2
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
220,055	166,467	53,588	909,695	741,149	168,546	136,452	646,746
1,203,552	1,251,180	<47,628>	7,656,282	8,242,470	<586,188>	1,194,415	7,787,020
258,354	259,873	1,519	1,552,587	1,563,980	11,393	243,539	1,455,912
0	0	0	0	0	0	591	8,242
181,593	185,765	4,172	1,302,992	1,304,697	1,705	170,776	1,190,859
439,947	445,638	5,691	2,855,579	2,868,677	13,098	414,906	2,655,012
12.7	12.4	<0.3>	12.5	11.9	<0.7>	11.5	11.2
104,802	125,565	20,763	723,810	759,830	36,020	106,850	686,129
3,741	4,523	782	56,585	48,812	<7,773>	5,798	52,519
6,890	11,115	4,225	41,509	71,941	30,432	10,795	73,199
15	14	<1>	107	84	<23>	12	117
3,125	4,800	1,675	13,164	10,050	<3,114>	1,047	6,957
299	1,158	859	1,919	1,408	<511>	0	1,745
4,593	5,330	737	35,450	32,055	<3,395>	5,330	32,270
17,069	14,561	<2,508>	146,388	145,258	<1,130>	14,546	140,778
452	1,050	598	4,940	6,300	1,360	1,050	6,300
0	0	0	0	0	0	0	656
0	0	0	0	0	0	5	<10>
11,039	6,640	<4,399>	175,934	135,528	<40,406>	8,618	136,429
<1,500>	<1,500>	<1,500>	<10,677>	<13,650>	<2,973>	<1,038>	<13,883>
12	25	13	273,036	275,150	2,114	12	274,357
2,314	5,200	2,886	25,877	24,150	<1,727>	4,703	27,031
69,086	67,905	<1,181>	418,476	449,647	31,171	68,965	423,433
813	0	<813>	5,125	0	<5,125>	406	5,119
3,203	0	<3,203>	8,516	0	<8,516>	329	7,712
0	0	0	0	0	<0>	0	0
0	0	0	2,528	3,200	672	0	3,399
0	0	0	300	300	0	0	0
10,907	10,550	<357>	65,626	62,900	<2,726>	12,083	80,574
0	0	0	3,556	3,340	<216>	0	5,652
6,639	3,800	<2,839>	12,296	12,300	4	3,727	13,475
100	100	0	63,291	46,619	<16,672>	101	39,099
0	1	1	0	6	6	0	0
4,824	8,778	3,954	81,413	115,505	34,092	9,016	99,733
249,924	269,615	19,691	2,149,166	2,190,733	41,567	252,338	2,102,790
689,871	715,253	25,382	5,004,745	5,059,410	54,665	667,245	4,757,803
513,681	535,927	<22,246>	2,651,537	3,183,060	<531,523>	527,171	3,029,218
40,872	42,178	1,306	244,749	296,195	51,446	<16,084>	218,092
141,450	170,305	28,855	906,963	1,037,977	131,014	147,484	889,289
60,946	75,488	14,542	382,955	464,685	81,730	63,823	396,039
37,221	36,475	<746>	262,148	231,272	<30,876>	49,079	212,040
107,587	131,268	23,681	669,096	809,660	140,564	122,212	717,899
91,807	82,092	<9,715>	547,296	516,338	<30,958>	79,486	485,110
13,905	22,153	8,248	137,368	166,184	28,817	18,329	161,878
58,017	67,180	9,163	344,620	403,080	58,460	56,911	341,303
551,805	627,139	75,334	3,495,196	3,925,391	430,195	521,240	3,421,650
<38,125>	<91,212>	53,087	<843,659>	<742,331>	<101,328>	5,931	<392,432>



UCLA RESTAURANTS  
INCOME STATEMENT

JAN. 06(12/30/18-01/26/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
150,280	157,706	<7,426>	1,011,911	1,067,154	<55,243>	153,330	993,666
162,359	183,926	<21,567>	1,031,411	1,140,416	<109,005>	179,456	1,088,102
136,420	158,802	<22,382>	926,772	1,009,545	<82,773>	95,777	628,642
198,960	216,812	<17,852>	1,363,398	1,395,720	<32,322>	203,177	1,276,707
211,747	242,018	<30,271>	1,491,962	1,634,064	<142,102>	235,392	1,558,089
226,474	246,754	<20,280>	1,083,567	1,282,249	<198,682>	219,651	1,136,280
1,086,241	1,206,018	<119,777>	6,909,021	7,529,148	<620,127>	1,086,783	6,681,486
377,096	399,630	22,534	2,338,127	2,517,399	179,272	359,145	2,233,662
34.7	33.1	<1.6>	33.8	33.4	<0.4>	33.1	33.4
709,145	806,388	<97,243>	4,570,894	5,011,749	<440,855>	727,638	4,447,824
65.3	66.9	<1.6>	66.2	66.6	<0.4>	67.0	66.6
65.0	67.4	<2.4>	66.5	67.3	<0.8>	67.5	67.2
67.7	65.7	2.0	66.0	65.5	0.6	63.1	64.9
65.8	65.5	0.3	67.6	65.7	1.9	69.8	67.9
67.5	68.8	<1.3>	67.4	68.3	<0.9>	69.7	69.3
63.1	65.7	<2.6>	65.1	65.8	<0.7>	65.6	66.0
66.0	68.0	<2.0>	66.4	67.0	<0.6>	68.5	65.2
170,476	181,866	<11,390>	1,131,010	1,165,050	<34,040>	173,352	1,071,153
879,621	988,254	<108,633>	5,701,904	6,176,799	<474,895>	900,990	5,518,977
295,602	310,311	14,709	1,819,777	1,933,362	113,585	281,956	1,733,257
4,988	2,122	<2,866>	17,532	13,653	<3,879>	1,858	5,296
274,761	279,123	4,362	1,790,941	1,764,558	<26,383>	249,140	1,555,816
<36,407>	<39,351>	<2,944>	<244,338>	<248,692>	<4,354>	<36,910>	<230,544>
538,945	552,205	13,260	3,383,911	3,462,881	78,970	496,044	3,063,826
49.6	45.8	<3.8>	49.0	46.0	<3.0>	45.6	45.9
146,978	164,285	17,307	941,663	1,028,769	87,106	143,761	874,755
873	1,480	607	12,040	11,030	<1,010>	1,382	11,469
2,565	4,205	1,640	15,386	25,230	9,844	4,142	24,770
1,994	2,000	6	8,684	11,000	2,316	1,000	8,115
56,195	55,524	<671>	311,886	347,494	35,608	48,742	290,954
5.2	4.6	<0.6>	4.5	4.6	0.1	4.5	4.4
6,228	4,741	<1,487>	39,626	29,800	<9,826>	5,683	31,688
<9,539>	<14,500>	<4,961>	<72,558>	<87,000>	<14,442>	<11,537>	<79,098>
4,999	2,435	<2,564>	37,853	16,750	<21,103>	3,456	16,665
4,291	3,754	<537>	34,822	25,721	<9,101>	1,518	21,806
3,018	1,285	<1,733>	14,619	9,335	<5,284>	3,945	14,145
3,037	1,330	<1,707>	25,825	25,205	<620>	474	32,960
42	0	<42>	151	0	<151>	0	1
10,497	7,275	<3,222>	54,046	46,650	<7,396>	8,752	65,762
43,538	46,134	2,596	228,348	254,329	25,981	42,590	229,048
1,797	1,668	<129>	12,061	10,837	<1,224>	1,777	11,062
<261>	1,077	1,338	20	6,708	6,688	398	4,544
10	0	<10>	63	0	<63>	0	17
0	0	0	5,139	0	<5,139>	0	0
0	425	425	0	2,550	2,550	0	0
559	863	304	2,399	2,053	<346>	950	6,727
0	0	0	8,783	0	<8,783>	0	610
0	0	0	5,917	1,800	<4,117>	800	4,167
37,466	38,515	1,049	145,804	181,757	35,953	31,757	155,664
314,287	322,496	8,209	1,832,576	1,950,018	117,442	289,592	1,725,829
853,232	874,701	21,469	5,216,488	5,412,899	196,411	785,636	4,789,655
26,389	113,553	<87,164>	485,416	763,900	<278,484>	115,354	729,322
50,070	48,341	<1,729>	289,165	316,298	27,133	<19,230>	249,026
48,286	45,745	<2,541>	324,769	270,574	<54,195>	49,503	306,157
20,805	20,276	<529>	135,226	120,935	<14,291>	21,422	136,533
12,706	9,797	<2,909>	93,806	60,540	<33,266>	16,473	73,601
36,726	35,259	<1,467>	233,636	207,988	<25,648>	41,020	243,235
80,841	72,301	<8,540>	481,924	454,754	<27,170>	69,991	427,166
12,244	19,509	7,265	120,959	146,358	25,399	16,140	142,542
75,733	85,042	9,309	452,440	510,252	57,812	73,940	442,957
337,412	336,270	<1,142>	2,131,925	2,087,699	<44,226>	269,259	2,021,216
<311,022>	<222,717>	<88,305>	<1,646,509>	<1,323,799>	<322,710>	<153,905>	<1,291,894>
255,760	277,990	<22,230>	1,668,446	1,751,096	<82,650>	271,638	1,681,851
85,964	89,946	<3,982>	574,149	575,407	<1,258>	88,326	548,663
169,796	188,044	<18,248>	1,094,297	1,175,689	<81,392>	183,312	1,133,188
7.19	6.95	0.24	7.07	6.92	0.16	6.62	6.55
9.14	8.78	0.36	9.09	8.83	0.26	8.40	8.43
6.20	6.07	0.13	6.02	5.98	0.04	5.76	5.64
25,652	26,038	386	165,503	165,416	<87>	25,536	162,520
42.35	45.76	<3.42>	41.75	45.03	<3.29>	42.56	41.11

LICENSING & SERVICES  
INCOME STATEMENT

JAN. 06(12/30/18-01/26/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
12,230	9,730	2,500	84,172	84,895	<723>	9,716	84,559
12,230	9,730	2,500	84,172	84,895	<723>	9,716	84,559
284	194	<90>	1,545	1,691	146	99	2,300
11,945	9,536	2,409	82,627	83,204	<577>	9,618	82,259
97.7	98.0	<0.3>	98.2	98.0	0.2	99.0	97.3
97.7	98.0	<0.3>	98.2	98.0	0.2	99.0	97.3
425,682	285,261	140,421	1,884,669	1,786,995	97,674	184,025	1,638,942
113,416	111,123	2,293	659,189	669,378	<10,189>	98,102	614,569
20,700	0	20,700	103,500	0	103,500	0	0
559,798	396,384	163,414	2,647,358	2,456,373	190,985	282,126	2,253,511
571,744	405,920	165,824	2,729,985	2,539,577	190,408	291,744	2,335,770
44,887	37,013	<7,874>	283,965	224,580	<59,385>	38,680	224,091
0	345	345	88	3,945	3,857	260	723
44,887	37,358	<7,529>	284,052	228,525	<55,527>	38,940	224,815
367.0	384.0	16.9	337.5	269.2	<68.3>	400.8	265.9
18,579	17,592	<987>	141,787	106,694	<35,093>	16,004	97,801
52	515	463	2,788	3,085	297	41	4,806
470	450	<20>	7,951	3,090	<4,861>	365	3,656
7	50	43	253	300	47	541	638
2,488	2,500	12	15,169	9,000	<6,169>	0	6,519
0	0	0	8,381	9,750	1,369	0	9,500
4,773	4,375	<398>	16,342	24,275	7,933	36	21,077
226	0	<226>	226	0	<226>	0	466
<11,062>	0	11,062	<11,062>	1,050	12,112	0	0
0	2,083	2,083	11,539	12,498	959	2,083	13,538
0	600	600	3,658	3,600	<58>	0	0
0	3,200	3,200	15,346	19,200	3,854	5,402	19,186
81,349	24,300	<57,049>	151,585	110,873	<40,712>	9,416	98,539
19,502	21,592	2,090	139,069	147,150	8,081	14,707	137,566
0	0	0	0	0	0	30	58
68,429	75,512	7,083	509,258	540,600	31,342	57,854	524,183
184,813	152,769	<32,044>	1,012,290	991,165	<21,125>	106,480	937,531
229,700	190,127	<39,573>	1,296,342	1,219,690	<76,652>	145,420	1,162,346
342,044	215,793	126,251	1,433,643	1,319,887	113,756	146,324	1,173,424
4,170	3,571	<599>	24,294	23,365	<929>	<1,510>	17,948
21,289	14,493	<6,796>	106,313	85,743	<20,570>	11,121	87,704
9,470	6,631	<2,839>	45,664	39,552	<6,112>	4,961	40,504
5,783	3,204	<2,579>	31,508	19,798	<11,710>	3,815	21,363
16,717	11,532	<5,185>	79,552	68,025	<11,527>	9,500	72,283
41,411	36,993	<4,418>	246,865	232,683	<14,182>	35,853	218,815
6,272	9,988	3,716	61,961	74,931	12,970	8,268	73,017
7,382	4,581	<2,801>	41,770	27,486	<14,284>	6,929	41,574
112,494	90,993	<21,501>	637,927	571,583	<66,344>	78,937	573,208
229,550	124,800	104,750	795,716	748,304	47,412	67,387	600,217

UCLA STUDENT UNION  
INCOME STATEMENT

JAN. 06(12/30/18-01/26/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
28,870	26,302	2,568	372,635	297,867	74,768	24,618	267,622
29,689	53,928	<24,239>	199,786	290,463	<90,677>	46,213	278,029
58,558	80,230	<21,672>	572,421	588,330	<15,909>	70,831	545,651
28,933	52,742	23,809	196,079	284,073	87,994	44,555	272,690
7,334	5,758	<1,576>	92,467	57,878	<34,589>	4,614	48,874
36,267	58,500	22,233	288,546	341,951	53,405	49,168	321,563
61.9	72.9	11.0	50.4	58.1	7.7	69.4	58.9
22,291	21,730	561	283,875	246,379	37,496	21,662	224,088
38.1	27.1	11.0	49.6	41.9	7.7	30.6	41.1
74.6	78.1	<3.5>	75.2	80.6	<5.4>	81.3	81.7
2.6	2.2	0.4	1.9	2.2	<0.3>	3.6	1.9
0	575	<575>	0	3,103	<3,103>	593	3,645
675	3,600	<2,925>	12,865	19,800	<6,935>	190	2,525
13,091	14,732	<1,641>	64,548	78,701	<14,153>	14,162	74,228
5,526	9,493	<3,967>	44,396	51,132	<6,736>	8,339	48,565
19,292	28,400	<9,108>	121,809	152,736	<30,927>	23,285	128,962
41,583	50,130	<8,547>	405,684	399,115	6,569	44,947	353,050
33,825	33,952	127	203,054	203,713	659	32,951	193,186
17,949	22,113	4,164	126,854	137,730	10,876	21,106	133,556
51,773	56,065	4,292	329,908	341,443	11,535	54,057	326,742
88.4	69.9	<18.5>	57.6	58.0	0.4	76.3	59.9
36.7	44.3	7.6	18.4	22.9	4.6	43.6	24.4
11,832	16,841	5,009	94,164	100,955	6,791	10,556	83,855
3,003	644	<2,359>	7,369	4,511	<2,858>	269	6,460
1,773	2,900	1,127	11,067	20,475	9,408	2,522	17,930
0	0	0	1,461	1,175	<286>	40	1,550
0	0	0	3,083	3,159	76	0	2,974
0	0	0	54	464	410	250	964
170	930	760	5,650	5,330	<320>	237	4,593
0	614	614	28,285	25,126	<3,159>	249	25,984
7,449	11,182	3,733	47,065	59,732	12,667	11,334	61,082
0	0	0	<0>	0	0	0	0
974	1,400	426	974	2,000	1,026	1,400	1,570
0	375	375	1,731	1,704	<27>	0	305
252	250	<2>	1,602	1,500	<102>	250	1,360
2,665	1,965	<700>	18,830	17,666	<1,164>	1,504	19,718
975	1,266	291	5,535	6,826	1,291	1,133	6,373
<101>	0	101	289	0	<289>	<117>	585
0	0	0	0	0	0	0	840
<2,787>	0	2,787	0	2,787	2,787	0	2,787
15,417	15,417	0	92,500	92,502	2	15,417	92,500
12,740	8,000	<4,740>	46,373	52,750	6,377	5,557	49,855
54,362	61,784	7,422	366,030	398,662	32,632	50,600	381,284
106,135	117,849	11,714	695,937	740,105	44,168	104,657	708,026
<64,552>	<67,719>	3,167	<290,254>	<340,990>	50,736	<59,710>	<354,976>
4,811	5,141	330	28,310	33,639	5,329	<2,095>	26,440
2,897	5,244	2,347	27,553	31,024	3,471	3,586	25,875
1,289	2,399	1,110	11,828	14,311	2,483	1,600	11,960
787	1,159	372	8,291	7,162	<1,129>	1,230	6,348
2,275	4,173	1,898	20,524	24,614	4,090	3,064	21,294
50,219	44,879	<5,340>	299,374	282,280	<17,094>	43,479	265,358
7,606	12,110	4,504	75,141	90,850	15,709	10,026	88,548
17,716	14,257	<3,459>	105,753	85,542	<20,211>	12,128	70,366
87,601	89,362	1,761	576,774	569,422	<7,352>	73,019	516,189
<152,153>	<157,081>	4,928	<867,027>	<910,412>	43,385	<132,728>	<871,165>



FACILITIES  
EXPENSE STATEMENT

JAN. 06(12/30/18-01/26/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
116,209	119,621	3,412	789,275	765,835	<23,440>	114,056	740,321
5,569	5,855	286	36,749	36,645	<104>	5,684	35,576
0	974	974	1,108	5,712	4,604	0	0
<92>	<545>	<453>	<1,503>	<1,305>	198	<92>	<2,721>
<9,413>	<9,352>	61	<67,423>	<57,123>	10,300	<9,352>	<57,123>
<2,619>	<3,250>	<631>	<18,603>	<19,500>	<897>	<7,130>	<26,841>
109,654	113,303	3,649	739,602	730,264	<9,338>	103,167	689,212
73,654	69,963	<3,691>	455,454	448,050	<7,404>	65,908	411,891
188	220	32	803	1,153	350	172	1,212
518	809	291	3,363	4,817	1,454	548	4,741
128	0	<128>	1,298	3,000	1,702	0	0
5,097	5,377	280	28,277	30,948	2,671	5,272	30,341
8.7	6.7	<2.0>	4.9	5.3	0.3	7.4	5.6
5,215	5,594	379	32,564	36,556	3,992	5,431	35,491
872	839	<33>	9,274	5,588	<3,686>	839	5,587
512	385	<127>	2,553	2,560	7	365	2,473
43,963	27,375	<16,588>	181,357	172,994	<8,363>	38,758	180,631
4,097	5,450	1,353	23,590	32,700	9,110	5,055	35,042
0	250	250	28	1,500	1,472	0	0
0	800	800	10,533	4,800	<5,733>	189	1,337
0	300	300	1,243	1,800	557	2,429	2,429
6,575	7,300	725	76,505	24,900	<51,605>	5,204	21,075
9,872	10,264	392	62,646	63,973	1,327	9,775	60,926
6,936	3,256	<3,680>	23,018	19,773	<3,245>	3,161	19,196
1,392	1,600	208	4,613	9,600	4,987	342	5,224
11,179	0	<11,179>	11,179	0	<11,179>	500	6,100
170,198	139,782	<30,416>	928,299	864,712	<63,587>	143,946	823,695
279,852	253,085	<26,767>	1,667,901	1,594,976	<72,925>	247,113	1,512,907
27,045	21,607	<5,438>	162,074	129,642	<32,432>	19,717	114,462
27,045	21,607	<5,438>	162,074	129,642	<32,432>	19,717	114,462
306,898	274,692	<32,206>	1,829,976	1,724,618	<105,358>	266,830	1,627,369
<264,277>	<236,266>	28,011	<1,575,459>	<1,486,062>	89,397	<228,809>	<1,396,449>
<8,138>	<8,138>	0	<48,828>	<48,828>	0	<7,851>	<47,106>
<3,181>	<3,181>	0	<19,086>	<19,086>	0	<3,069>	<18,414>
<9,340>	<7,845>	1,495	<55,681>	<49,488>	6,193	<8,087>	<49,354>
<21,961>	<19,262>	2,699	<130,921>	<121,154>	9,767	<19,014>	<116,045>
<306,898>	<274,692>	32,206	<1,829,976>	<1,724,618>	105,358	<266,830>	<1,627,369>
0	0	<0>	0	0	<0>	0	<0>

UTILITIES  
EXPENSE STATEMENT

JAN. 06(12/30/18-01/26/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
2,405	9,821	7,416	Chiller Water
37,319	46,414	9,095	Elec-Non Air Cond.
1,310	7,880	6,570	Water-Non Air Cond.
6,216	6,980	764	Steam-Non Air Cond.
<138>	2,457	2,595	Gas
1,550	1,551	1	Energy Management
48,662	75,103	26,441	TOTAL OTHER CONTROL.
48,662	75,103	26,441	TOTAL CONTROLLABLE EXP
<40,028>	<63,761>	<23,733>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<1,415>	<2,252>	<837>	Allocated-Comm Board
<3,326>	<5,197>	<1,871>	Allocated-A & SS
<48,663>	<75,103>	<26,441>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 6 MO(07/29/18-01/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
103,753	116,881	13,128	6,680	105,278
268,046	329,808	61,762	43,335	346,688
40,362	55,621	15,259	5,250	43,299
29,414	30,148	734	4,770	28,245
14,745	15,811	1,066	1,468	12,617
9,303	9,306	3	1,551	9,303
465,623	557,575	91,952	63,054	545,430
465,623	557,575	91,952	63,054	545,430
<395,429>	<478,330>	<82,901>	<52,762>	<465,985>
<16,794>	<16,794>	0	<2,906>	<17,436>
<6,564>	<6,564>	0	<1,136>	<6,816>
<13,976>	<16,897>	<2,921>	<1,865>	<16,469>
<32,860>	<38,990>	<6,130>	<4,385>	<38,724>
<465,623>	<557,575>	<91,952>	<63,054>	<545,430>
<0>	0	0	0	0