

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
February (01/27/19 - 02/23/19)**

**Prepared  
March 12, 2019**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

FEBRUARY (01/27/19 - 02/23/19)										FY 17-18	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
2,993		2,764		229	8.3%	220	7.9%	2,773			
1,630		1,830		(200)	(10.9%)	(20)	(1.2%)	1,650			
353		366		(13)	(3.6%)	18	5.4%	335			
119		137		(18)	(13.1%)	(21)	(15.0%)	140			
<b>5,095</b>		<b>5,097</b>		<b>(2)</b>	<b>(0.0%)</b>	<b>197</b>	<b>4.0%</b>	<b>4,898</b>			
1,035	34.6%	1,031	37.3%	4	Pts.	30	Pts.	1,005	36.2%		
1,155	70.9%	1,301	71.1%	(146)	(2.7)	(29)	(0.9)	1,184	71.8%		
353	100.0%	366	100.0%	(13)	0.0	18	0.0	335	100.0%		
81	68.1%	79	57.7%	2	10.4	4	13.1	77	55.0%		
<b>2,624</b>	<b>51.5%</b>	<b>2,777</b>	<b>54.5%</b>	<b>(153)</b>	<b>(3.0)</b>	<b>23</b>	<b>(1.6)</b>	<b>2,601</b>	<b>53.1%</b>		
594	19.8%	582	21.1%	(12)	1.3	(51)	(0.2)	543	19.6%		
780	47.9%	766	41.9%	(14)	(6.0)	(82)	(5.6)	698	42.3%		
67	19.0%	55	15.0%	(12)	(4.0)	(11)	(2.3)	56	16.7%		
73	61.3%	75	54.7%	2	(6.6)	(2)	(10.6)	71	50.7%		
<b>1,514</b>	<b>29.7%</b>	<b>1,478</b>	<b>29.0%</b>	<b>(36)</b>	<b>(0.7)</b>	<b>(146)</b>	<b>(1.8)</b>	<b>1,368</b>	<b>27.9%</b>		
66	2.2%	71	2.6%	5	0.4	(19)	(0.5)	47	1.7%		
188	11.5%	191	10.4%	3	(1.1)	(17)	(1.1)	171	10.4%		
77	21.8%	122	33.3%	45	11.5	50	16.1	127	37.9%		
86	72.3%	70	51.1%	(16)	(21.2)	(8)	(16.6)	78	55.7%		
<b>417</b>	<b>8.2%</b>	<b>454</b>	<b>8.9%</b>	<b>37</b>	<b>0.7</b>	<b>6</b>	<b>0.4</b>	<b>423</b>	<b>8.6%</b>		
376	12.6%	378	13.7%	(2)	(1.1)	(39)	(2.4)	415	15.0%		
187	11.5%	345	18.9%	(158)	(7.4)	(128)	(7.6)	315	19.1%		
210	59.5%	189	51.6%	21	7.9	57	13.8	153	45.7%		
(78)	(65.5%)	(66)	(48.2%)	(12)	(17.3)	(6)	(14.1)	(72)	(51.4%)		
<b>695</b>	<b>13.6%</b>	<b>846</b>	<b>16.6%</b>	<b>(151)</b>	<b>(3.0)</b>	<b>(116)</b>	<b>(3.0)</b>	<b>811</b>	<b>16.6%</b>		
603	11.8%	633	12.4%	30	0.6	42	1.4	645	13.2%		
246	4.8%	230	4.5%	(16)	(0.3)	(8)	0.1	238	4.9%		
78	1.5%	74	1.5%	(4)	0.0	0	0.1	78	1.6%		
199	3.9%	216	4.2%	17	0.3	(15)	(0.1)	184	3.8%		
<b>1,126</b>	<b>22.1%</b>	<b>1,153</b>	<b>22.6%</b>	<b>27</b>	<b>0.5</b>	<b>19</b>	<b>1.3</b>	<b>1,145</b>	<b>23.4%</b>		
(431)	(8.5%)	(307)	(6.0%)	(124)	(2.5)	(97)	(1.7)	(334)	(6.8%)		
20	0.4%	2	0.0%	18	0.4	(14)	(0.3)	34	0.7%		
33	0.6%	14	0.3%	19	0.3	19	0.3	14	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	4.8%	244	4.8%	0	0.0	10	0.0	234	4.8%		
<b>268</b>	<b>5.3%</b>	<b>229</b>	<b>4.5%</b>	<b>39</b>	<b>0.8</b>	<b>18</b>	<b>0.2</b>	<b>250</b>	<b>5.1%</b>		
(163)	(3.2%)	(78)	(1.5%)	(85)	(1.7)	(79)	(1.5)	(84)	(1.7%)		
<b>GROSS INCOME</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>GROSS MARGIN</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>WAGES &amp; BENEFITS</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>OTHER CONTROLLABLES</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>CONTRIBUTION</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>ALLOCATED EXPENSES</b>											
Admin&Support Services											
Facilities											
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>											

FISCAL YEAR 2018-2019										FY 17-18	
YTD 7 MONTHS (07/29/18 - 02/23/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
26,668		27,657		(989)	(3.6%)	(440)	(1.6%)	27,108			
9,670		10,524		(854)	(8.1%)	268	2.9%	9,402			
3,085		2,907		178	6.1%	412	15.4%	2,673			
814		879		(65)	(7.4%)	0	0.0%	814			
<b>40,237</b>		<b>41,967</b>		<b>(1,730)</b>	<b>(4.1%)</b>	<b>240</b>	<b>0.6%</b>	<b>39,997</b>			
8,691	32.6%	9,274	33.5%	(583)	(6.7%)	(101)	(2.6%)	8,792	32.4%		
6,857	70.9%	7,478	71.1%	(621)	(9.0%)	154	(2.1%)	6,703	71.3%		
3,083	99.9%	2,905	99.9%	178	0.0	412	0.0	2,671	99.9%		
486	59.7%	478	54.4%	8	1.7%	56	6.9	430	52.8%		
<b>19,117</b>	<b>47.5%</b>	<b>20,135</b>	<b>48.0%</b>	<b>(1,018)</b>	<b>(5.3%)</b>	<b>521</b>	<b>1.3%</b>	<b>18,596</b>	<b>46.5%</b>		
4,173	15.6%	4,211	15.2%	38	(0.4)	(289)	(1.3)	3,884	14.3%		
5,106	52.8%	5,257	50.0%	151	(2.8)	(470)	(3.5)	4,636	49.3%		
492	15.9%	391	13.5%	(101)	(2.4)	(114)	(1.8)	378	14.1%		
497	61.1%	517	58.8%	20	(2.3)	(15)	(1.9)	482	59.2%		
<b>10,268</b>	<b>25.5%</b>	<b>10,376</b>	<b>24.7%</b>	<b>108</b>	<b>(0.8)</b>	<b>(888)</b>	<b>(2.0)</b>	<b>9,380</b>	<b>23.5%</b>		
1,491	5.6%	1,502	5.4%	11	(0.2)	(27)	(0.2)	1,464	5.4%		
1,079	11.2%	1,112	10.6%	33	(0.6)	(57)	(0.3)	1,022	10.9%		
947	30.7%	1,006	34.6%	59	3.9	19	5.4	966	36.1%		
358	44.0%	368	41.9%	10	(2.1)	17	2.1	375	46.1%		
<b>3,875</b>	<b>9.6%</b>	<b>3,988</b>	<b>9.5%</b>	<b>113</b>	<b>(0.1)</b>	<b>(48)</b>	<b>0.0</b>	<b>3,827</b>	<b>9.6%</b>		
3,027	11.4%	3,561	12.9%	(534)	(1.5)	(417)	(1.3)	3,444	12.7%		
673	7.0%	1,109	10.5%	(436)	(3.5)	(372)	(4.1)	1,045	11.1%		
1,643	53.3%	1,509	51.9%	134	1.4	317	3.7	1,326	49.6%		
(368)	(45.2%)	(407)	(46.3%)	39	1.1	59	7.3	(427)	(52.5%)		
<b>4,975</b>	<b>12.4%</b>	<b>5,772</b>	<b>13.8%</b>	<b>(797)</b>	<b>(1.4)</b>	<b>(413)</b>	<b>(1.1)</b>	<b>5,388</b>	<b>13.5%</b>		
4,222	10.5%	4,498	10.7%	276	0.2	(98)	(0.2)	4,124	10.3%		
1,790	4.4%	1,707	4.1%	(83)	(0.3)	(154)	(0.3)	1,636	4.1%		
506	1.3%	592	1.4%	86	0.1	76	0.2	582	1.5%		
1,449	3.6%	1,510	3.6%	61	0.0	(115)	(0.3)	1,334	3.3%		
<b>7,967</b>	<b>19.8%</b>	<b>8,307</b>	<b>19.8%</b>	<b>340</b>	<b>0.0</b>	<b>(291)</b>	<b>(0.6)</b>	<b>7,676</b>	<b>19.2%</b>		
(2,992)	(7.4%)	(2,535)	(6.0%)	(457)	(1.4)	(704)	(1.7)	(2,288)	(5.7%)		
194	0.5%	14	0.0%	180	0.5	94	0.2	100	0.3%		
223	0.6%	101	0.2%	122	0.4	119	0.3	104	0.3%		
(202)	(0.5%)	(202)	(0.5%)	0	0.0	22	0.1	(224)	(0.6%)		
0	0.0%	(12)	0.0%	12	0.0	0	0.0	0	0.0%		
1,711	4.3%	1,711	4.1%	0	0.2	63	0.2	1,648	4.1%		
<b>1,926</b>	<b>4.8%</b>	<b>1,612</b>	<b>3.8%</b>	<b>314</b>	<b>1.0</b>	<b>298</b>	<b>0.7</b>	<b>1,628</b>	<b>4.1%</b>		
(1,066)	(2.6%)	(923)	(2.2%)	(143)	(0.4)	(406)	(0.9)	(660)	(1.7%)		

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

FEBRUARY (01/27/19 - 02/23/19)										FY 17-18		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
2,993		2,764		229	8.3%	220	7.9%	2,773				<b>GROSS INCOME</b>
1,630		1,830		(200)	(10.9%)	(20)	(1.2%)	1,650				UCLA Store
353		366		(13)	(3.6%)	18	5.4%	335				UCLA Restaurants
119		137		(18)	(13.1%)	(21)	(15.0%)	140				Licensing & Services
												UCLA Student Union
<b>5,095</b>		<b>5,097</b>		<b>(2)</b>	<b>(0.0%)</b>	<b>197</b>	<b>4.0%</b>	<b>4,898</b>				<b>TOTAL</b>
												<b>GROSS MARGIN</b>
					Pts.		Pts.					UCLA Store
1,035	34.6%	1,031	37.3%	4	(2.7)	30	(1.6)	1,005	36.2%			UCLA Restaurants
1,155	70.9%	1,301	71.1%	(146)	(0.2)	(29)	(0.9)	1,184	71.8%			Licensing & Services
353	100.0%	366	100.0%	(13)	0.0	18	0.0	335	100.0%			UCLA Student Union
81	68.1%	79	57.7%	2	10.4	4	13.1	77	55.0%			<b>TOTAL</b>
<b>2,624</b>	<b>51.5%</b>	<b>2,777</b>	<b>54.5%</b>	<b>(153)</b>	<b>(3.0)</b>	<b>23</b>	<b>(1.6)</b>	<b>2,601</b>	<b>53.1%</b>			<b>TOTAL CONTROLLABLES</b>
												UCLA Store
659	22.0%	653	23.6%	(6)	1.6	(69)	(0.7)	590	21.3%			UCLA Restaurants
968	59.4%	956	52.2%	(12)	(7.2)	(99)	(6.7)	869	52.7%			Licensing & Services
143	40.5%	177	48.4%	34	7.9	39	13.8	182	54.3%			UCLA Student Union
158	132.8%	145	105.8%	(13)	(27.0)	(9)	(26.4)	149	106.4%			<b>TOTAL</b>
<b>1,928</b>	<b>37.8%</b>	<b>1,931</b>	<b>37.9%</b>	<b>3</b>	<b>0.1</b>	<b>(138)</b>	<b>(1.3)</b>	<b>1,790</b>	<b>36.5%</b>			<b>CONTRIBUTION</b>
												UCLA Store
376	12.6%	378	13.7%	(2)	(1.1)	(39)	(2.4)	415	15.0%			UCLA Restaurants
187	11.5%	345	18.9%	(158)	(7.4)	(128)	(7.6)	315	19.1%			Licensing & Services
210	59.5%	189	51.6%	21	7.9	57	13.8	153	45.7%			UCLA Student Union
(78)	(65.5%)	(66)	(48.2%)	(12)	(17.3)	(6)	(14.1)	(72)	(51.4%)			<b>TOTAL</b>
<b>695</b>	<b>13.6%</b>	<b>846</b>	<b>16.6%</b>	<b>(151)</b>	<b>(3.0)</b>	<b>(116)</b>	<b>(3.0)</b>	<b>811</b>	<b>16.6%</b>			<b>ALLOCATED EXPENSES</b>
												UCLA Store
535	17.9%	595	21.5%	60	3.6	2	1.5	537	19.4%			UCLA Restaurants
399	24.5%	365	19.9%	(34)	(4.6)	19	0.8	418	25.3%			Licensing & Services
96	27.2%	100	27.3%	4	0.1	2	2.1	98	29.3%			UCLA Student Union
96	80.7%	93	67.9%	(3)	(12.8)	(4)	(15.0)	92	65.7%			<b>TOTAL</b>
<b>1,126</b>	<b>22.1%</b>	<b>1,153</b>	<b>22.6%</b>	<b>27</b>	<b>0.5</b>	<b>19</b>	<b>1.3</b>	<b>1,145</b>	<b>23.4%</b>			<b>NET INCOME (LOSS) FROM OPERATIONS</b>
												UCLA Store
(160)	(3.1%)	(216)	(4.2%)	56	1.1	(39)	(0.6)	(121)	(2.5%)			UCLA Restaurants
(211)	(4.1%)	(20)	(0.4%)	(191)	(3.7)	(108)	(2.0)	(103)	(2.1%)			Licensing & Services
114	2.2%	88	1.7%	26	0.5	60	1.1	54	1.1%			UCLA Student Union
(174)	(3.4%)	(159)	(3.1%)	(15)	(0.3)	(10)	(0.1)	(164)	(3.3%)			<b>TOTAL</b>
<b>(431)</b>	<b>(8.5%)</b>	<b>(307)</b>	<b>(6.0%)</b>	<b>(124)</b>	<b>(2.5)</b>	<b>(97)</b>	<b>(1.7)</b>	<b>(334)</b>	<b>(6.8%)</b>			<b>OTHER INC/(EXP)</b>
												Non-Recurrent Inc/(Exp)
20	0.4%	2	0.0%	18	0.4	(14)	(0.3)	34	0.7%			Interest Income
33	0.6%	14	0.3%	19	0.3	19	0.3	14	0.3%			Interest (Expense)
(29)	(0.6%)	(29)	(0.6%)	0	0.0	3	0.1	(32)	(0.7%)			Income Taxes
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			Student Union Fee Income
244	4.8%	244	4.8%	0	0.0	10	0.0	234	4.8%			<b>TOTAL</b>
<b>268</b>	<b>5.3%</b>	<b>229</b>	<b>4.5%</b>	<b>39</b>	<b>0.8</b>	<b>18</b>	<b>0.2</b>	<b>250</b>	<b>5.1%</b>			<b>NET INCOME (LOSS)</b>
<b>(163)</b>	<b>(3.2%)</b>	<b>(78)</b>	<b>(1.5%)</b>	<b>(85)</b>	<b>(1.7)</b>	<b>(79)</b>	<b>(1.5)</b>	<b>(84)</b>	<b>(1.7%)</b>			

ASUCLA  
P/L Reconciliation  
Feb-19

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Feb-19</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(78)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Fast Track above plan: strong sales for umbrellas and continued positive trend in men's sportswear for Champion (non-UCLA) branded product	8
Graduation ETC above plan: strong response to Centennial Graduation sashes and improved marketing resulted in realizing online sales earlier than anticipated	9
Market below plan mostly due to a shortfall in gift category (vendor's delay in delivering Hydro Flask orders)	(7)
E-Commerce below plan due to reduced fan enthusiasm	(6)
New Text below plan primarily due to shift to Used textbooks	(12)
CRS above plan as department orders were greater than planned	6
LuValle Books below plan: lower sales due to shift to rental income and change in method of costing monthly gross margin (YTD margin close to plan)	(6)
LuValle General Mdse below plan: negative effect on foot traffic due to extended inclement weather	(5)
HSS Dental above plan due to timing: delivery of backordered merchandise	17
Total Wages above plan	(5)
Other	(1)
Total Contribution	(2)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX below plan due to extensive rain and cold weather negatively impacting sales	(5)
Greenhouse below plan: higher cannibalization from Veggie Grill than anticipated and extensive rain and cold weather	(17)
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(6)
North Campus Student CTR below plan due to continuing general downward trend of customer traffic, possibly ongoing construction impacts, and rain and cold weather reduced sales	(19)
CSSC above plan: Blaze and Peet's coffee sales higher than anticipated	10
Café Synapse below plan: lower average check with new menu mix and customer traffic challenges (aggressive marketing and menu adjustments made in February showing slight progress)	(5)
LuValle Food Servery below plan due to continued general downward trend of customer traffic, impact of rain and cold weather and limited indoor seating	(13)
Jimmy's above plan: reversal of correction of prior month adjustment (YTD back on budget targets)	5
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday and impact of rain and cold weather (marketing initiatives have started to slow previous declines)	(6)
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(5)
Taco Bell below plan: customer counts close to budgeted targets however the average check was budgeted too high	(5)
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(5)
Catering below plan: budget more optimistic than results and included substantial increases each period (growth over prior year but not as quickly as planned)	(31)
Concessions below plan: lower sales than budget and prior year as both men's and women's basketball teams have significantly lower attendance than plan	(22)
Total Wages above plan	(11)
Other, various negative gross margin variances	(23)
Total Contribution	(158)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to continuing downward trend largely Under Armour and declines in multiple other licensees	(64)
Licensing International above plan due to Japan (not timing-related)	33
Licensing Promotional Royalties below plan due in part to budget set an increase in the royalty rate to 8% however it has been maintained at 6%	(6)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography sales above plan due to additional unanticipated projects	5
Total Wages above plan	(7)
Other, positive controllables mostly Licensing	39
Total Contribution	21
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan (mostly student programming this month ad higher cost equipment requirements)	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 rain days	(2)
Total wages below plan	3
Other, negative controllables (mostly student events expense due to higher equipment costs)	(17)
Total Contribution	(12)
<b>Allocated Expenses and Other</b>	
A&SS below plan with savings mostly in wages and UCPath charges	30
Facilities higher than plan mostly repairs & maintenance regarding changes noted during inspections at North Campus and LuValle	(16)
Utilities higher than plan due to positive chiller water results (cool months reduced demand) offset by negative non-air electricity usage from overnight projects	(4)
Depreciation below plan due to timing for capital projects	17
Other: mostly various positive non recurrent income and additional interest income due to higher cash balance and interest rate	39
Total	66
<b>Actual Net Income/(Loss)</b>	<b>(163)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(923)</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	(312)
E-Commerce below plan: overall decline in fan enthusiasm	(121)
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	(139)
Used Text above plan: positive impact of new rental program and availability of inventory	52
Computer Store below plan: weakness in institutional demand for Apple products	(24)
HSS Dental below plan: timing related to backordered items	(38)
Total Wages below plan	8
Other, positive controllables mostly employee benefits, telephone and bank card expense	40
Total Contribution	(534)
<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	35
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(58)
Untitled below plan based on Stage Canteen closure which has not occurred	(24)
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather is negatively impacting sales	(51)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	52
Café Synapse below plan due to ongoing customer traffic decline	(34)
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather	(61)
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(50)
Taco Bell below plan: mostly lower average check	(30)
Music Café below plan due mostly to decline in customer count	(28)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(185)
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(61)
Total Wages lower than plan	68
Other, positive controllables offset by various negative gross margin variances	(9)
Total Contribution	(436)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(148)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	212
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)	(13)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	124
Total Wages above plan	(62)
Other, positive controllables mostly Licensing	24
Total Contribution	134
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to two unanticipated shoots and other client events	24
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(12)
Total Wages below plan	14
Other, positive controllables	13
Total Contribution	39
<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	276
Facilities above plan due to rental of portable air conditioning units and other repairs	(83)
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.	86
Depreciation lower than plan due to timing of capitals	61
Other: mostly higher interest income and various positive non-recurrent	314
Total	654
<b>Actual Net Income/(Loss)</b>	<b>(1,066)</b>

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

	Current Month February 2019	Prior Month January 2019	Prior Year July 2018
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$21,548	\$19,405	\$13,915
Accounts receivable	4,380	4,510	3,844
Less: Allowance for doubtful accounts	(586)	(588)	(580)
Accounts receivable, net	3,794	3,922	3,264
Student fees receivable	0	0	118
Short term note receivable	0	0	200
Inventories	6,176	7,098	6,248
Prepaid expenses and other current assets	225	234	319
Total current assets	31,743	30,659	24,064
LONG TERM ASSETS			
Property, equipment and improvements	73,064	72,996	72,708
Less: Accumulated depreciation	(51,434)	(51,235)	(50,163)
Total long term assets	21,630	21,761	22,545
<b>TOTAL ASSETS</b>	<b>\$53,373</b>	<b>\$52,420</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$5,399	\$6,181	\$7,049
Wages and payroll taxes payable	14,064	11,700	5,551
Sales tax payable & other liabilities	970	1,028	625
Interest payable	99	70	74
Deferred income	1,262	1,683	518
Funds held for others	191	207	338
Current portion of long term debt	867	867	867
Total current liabilities	22,852	21,736	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>29,947</b>	<b>28,831</b>	<b>22,117</b>
RETAINED EARNINGS:			
Beginning Balance	24,492	24,482	25,151
Year-to-date net income/(loss)	(1,066)	(903)	(659)
Ending Balance	23,426	23,589	24,492
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$53,373</b>	<b>\$52,420</b>	<b>\$46,609</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$163)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 199  
   Loss (Gain) on disposal of fixed assets 0  
   Accounts receivable 128  
   Student fees receivable 0  
   Short term note receivable 0  
   Inventories 922  
   Prepaid expenses and other current assets 9  
Increase/(decrease) in current liabilities:  
   Accounts payable (782)  
   Sales tax payable & other liabilities (58)  
   Wages and payroll taxes payable 2,364  
   Interest payable 29  
   Deferred Income (421)  
   Funds held for others (16)

Net cash provided/(used) by operating activities **2,211**

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

Purchase of property, equipment and improvements (68)  
 Change in capital projects in progress 0

Net cash used in investing activities **(68)**

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

Principal payments on AU expansion loan 0

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

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

**CASH AND CASH EQUIVALENTS, Beginning**

**CASH AND CASH EQUIVALENTS, Ending**

Current Month	Year to Date	Prior Year to Date
(\$163)	(\$1,066)	(\$660)
199	1,449	1,334
0	0	16
128	(530)	(423)
0	118	373
0	200	0
922	72	370
9	94	82
(782)	(1,650)	(101)
(58)	345	162
2,364	8,513	2,641
29	25	29
(421)	744	170
(16)	(147)	62
<b>2,211</b>	<b>8,167</b>	<b>4,055</b>
(68)	(516)	(803)
0	(18)	0
<b>(68)</b>	<b>(534)</b>	<b>(803)</b>
0	0	0
<b>0</b>	<b>0</b>	<b>0</b>
<b>2,143</b>	<b>7,633</b>	<b>3,252</b>
<b>19,405</b>	<b>13,915</b>	<b>12,191</b>
<b>\$21,548</b>	<b>\$21,548</b>	<b>\$15,443</b>



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

	Current Month February 2019	Prior Month January 2019
<b>CASH AND CASH EQUIVALENTS</b>	<b>\$21,548</b>	<b>\$19,405</b>
<b>BOARD REQUIRED CASH RESERVE</b>	<u>5,034</u>	<u>5,095</u>
<b>RESERVE SURPLUS (DEFICIT)</b>	<u><u>\$16,514</u></u>	<u><u>\$14,310</u></u>
		Restated

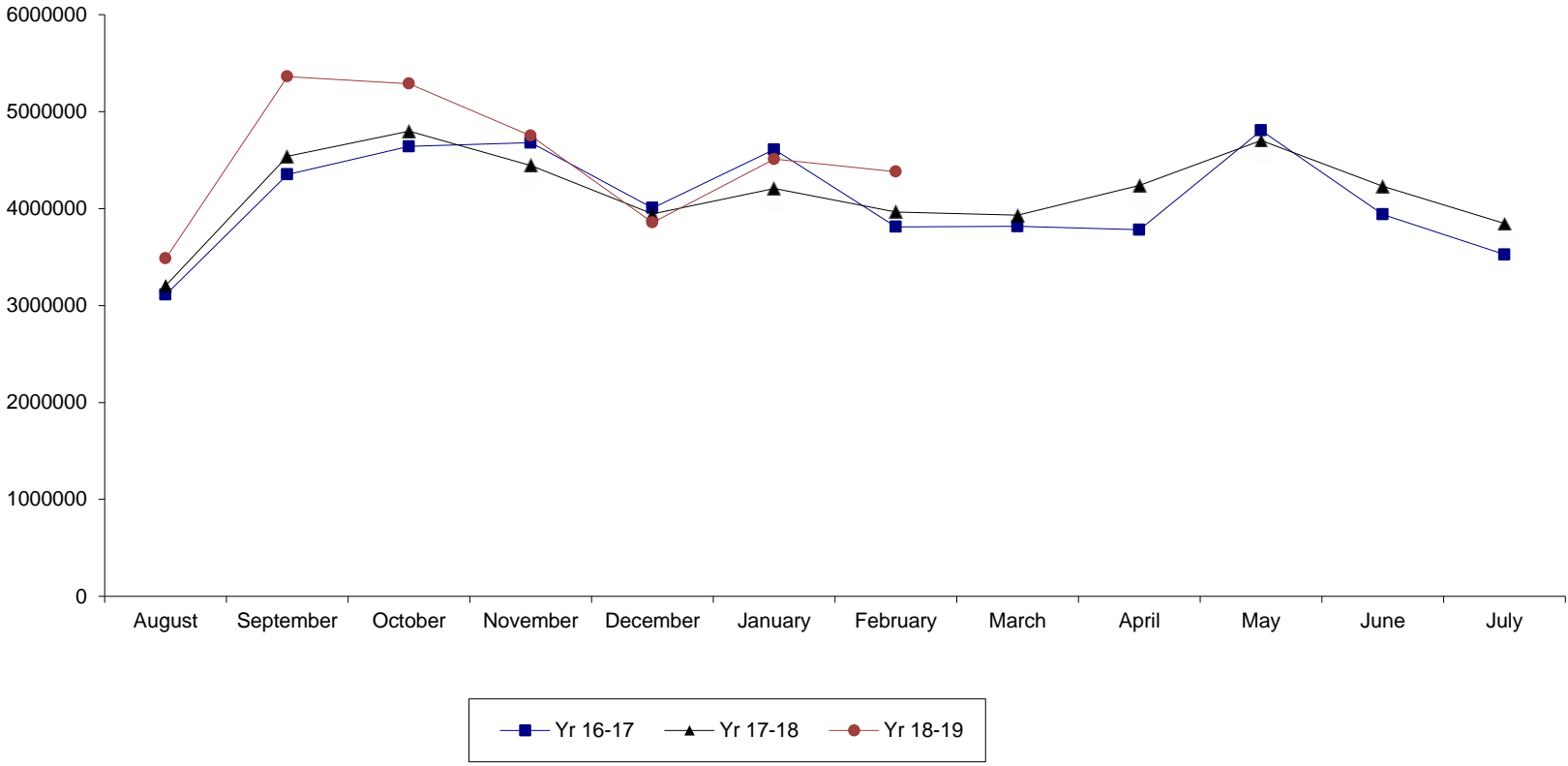
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2018-2019 February 2019

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	80.5	18.7	99.2	25.8		(25.8)	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>124.2</b>	<b>18.7</b>	<b>142.9</b>	<b>42.1</b>	<b>150.0</b>	<b>(117.1)</b>	
<b>Food Service</b>								
2018-006 FS Miscellaneous and Unanticipated	50.0	16.9	5.5	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>16.9</b>	<b>25.5</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	2.7	0.0	2.7	0.0		(7.3)	In Progress
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
2018-032 Mobile Application Development	0.0	43.6	0.0	43.6	11.4		43.6	In Progress
<b>Total Technology</b>	<b>335.0</b>	<b>67.7</b>	<b>0.0</b>	<b>67.7</b>	<b>44.1</b>	<b>270.0</b>	<b>2.7</b>	
<b>Others</b>								
2018-020 Fac. Misc. and Remodels	50.0	9.6	16.8	26.4	23.6		(23.6)	In Progress
2018-021 AU Freight Elevators Fire and Cab Doors	200.0	0.0	65.7	65.7	0.0		(134.3)	In Progress
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)	In Progress
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
2018-033 LVC Store AC Replacement	0.0	31.6	6.7	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	In Progress
2018-035 NC Exterior Wood Replacement	0.0	0.0	17.2	17.2	10.0		17.2	In Progress
<b>Total Others</b>	<b>705.0</b>	<b>105.7</b>	<b>155.6</b>	<b>261.3</b>	<b>289.1</b>	<b>130.0</b>	<b>(313.7)</b>	
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>314.5</b>	<b>199.8</b>	<b>514.3</b>	<b>402.8</b>	<b>680.0</b>	<b>(555.7)</b>	

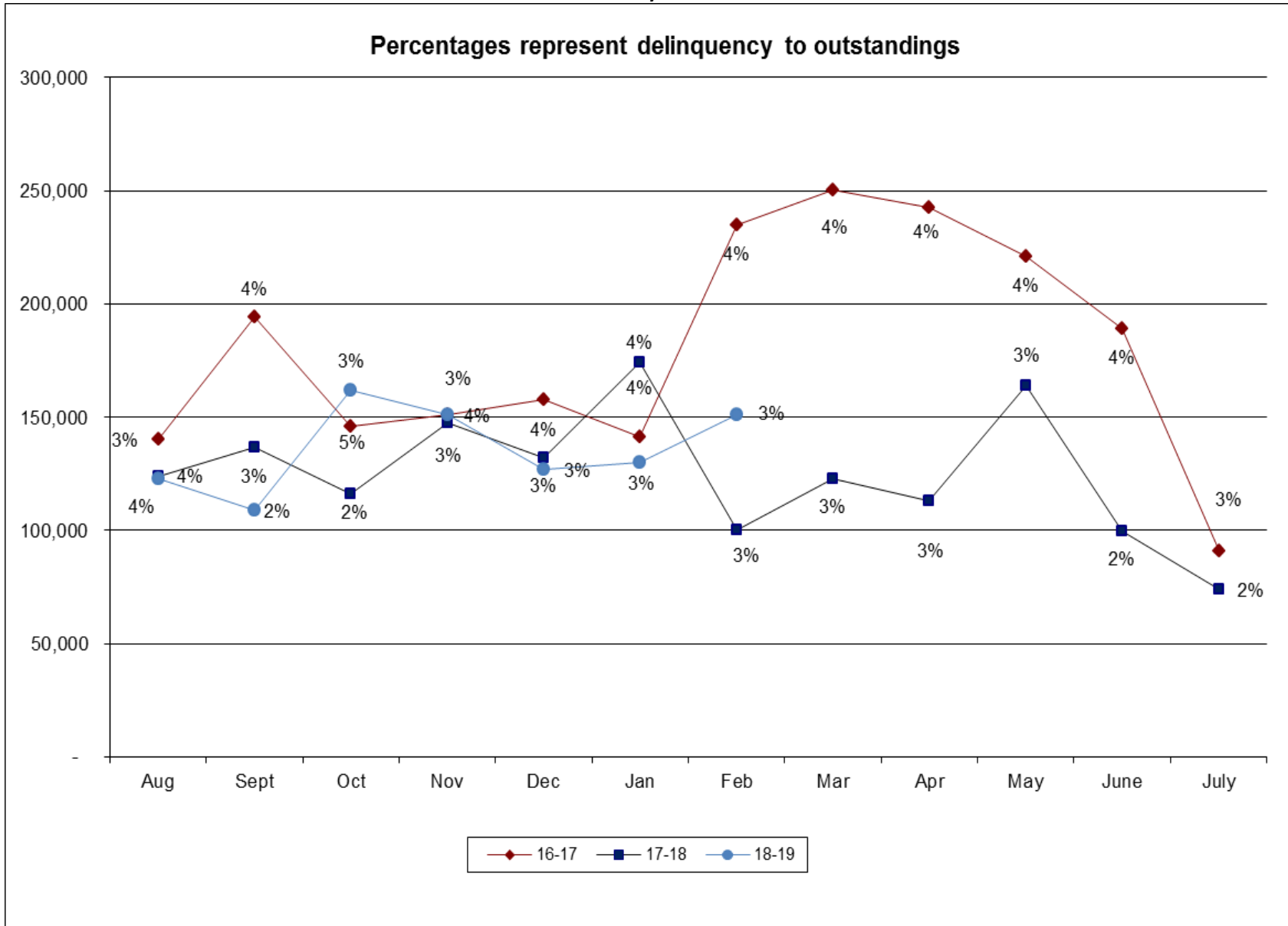
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

02/23/19	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$709,802	19%	\$443,935	92%	\$20,633	40%	\$4,599	26%	\$545	1%	\$28,203	63%	\$1,207,717	28%
ASUCLA PUBLICATIONS		\$85,913	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$85,913	2%
ASUCLA USA/GSA		\$112,181	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$112,181	3%
DUE FROM VENDORS		\$567,823	15%	\$3,861	1%	(\$420)	-1%	\$8,981	52%	\$21,814	58%	\$14,543	33%	\$616,602	14%
DENTAL KITS		\$287,989	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$287,989	7%
OTHER		\$1,982,010	53%	\$34,832	7%	\$31,687	61%	\$3,825	22%	\$14,947	40%	\$1,893	4%	\$2,069,194	46%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,745,718</b>	<b>100%</b>	<b>\$482,628</b>	<b>100%</b>	<b>\$51,900</b>	<b>100%</b>	<b>\$17,405</b>	<b>100%</b>	<b>\$37,306</b>	<b>100%</b>	<b>\$44,639</b>	<b>100%</b>	<b>\$4,379,596</b>	<b>100%</b>
		86%		11%		1%		0%		1%		1%		100%	
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%	

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



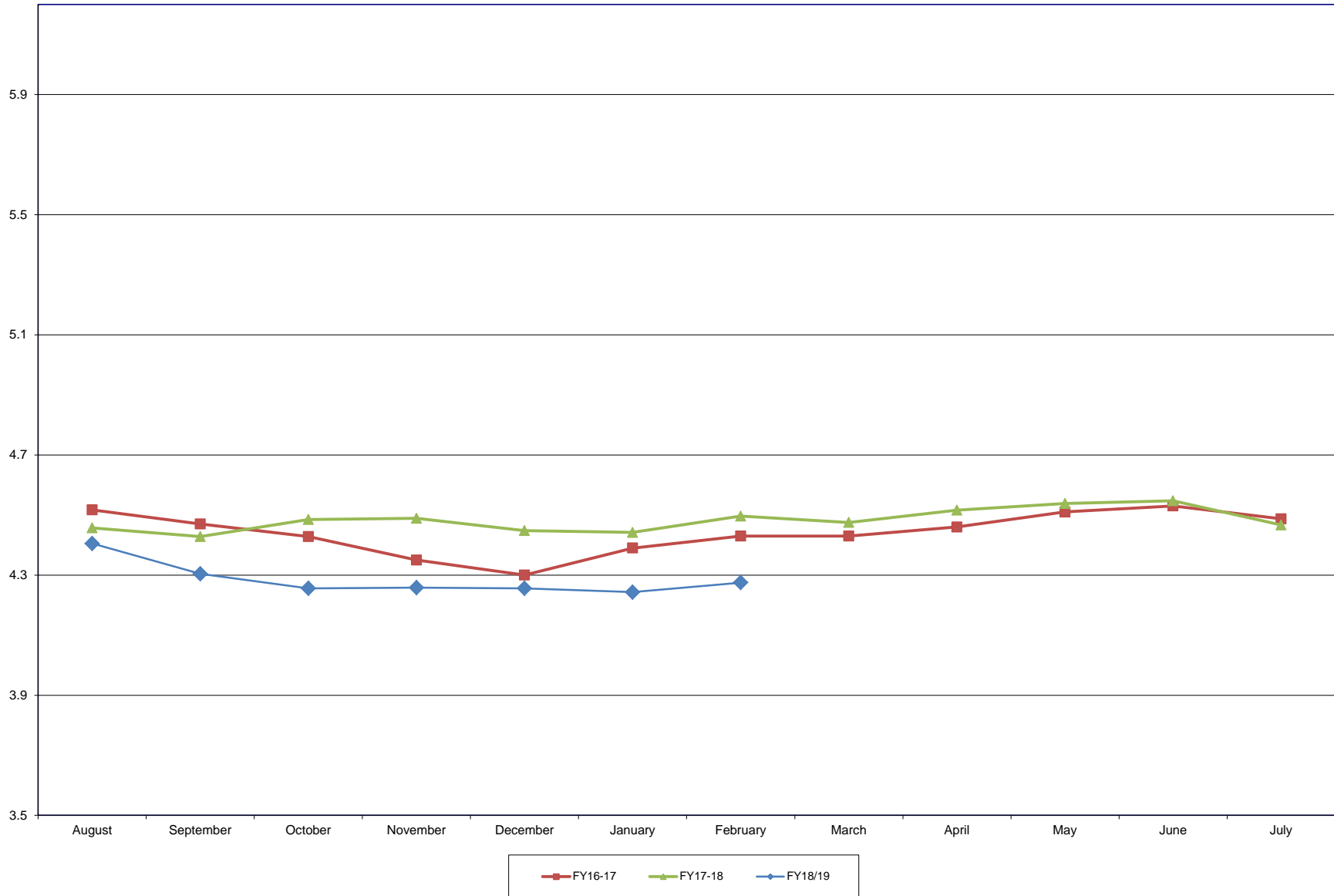
## Aged Accounts Receivable Balances > 60 Days Past Due



### 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

FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,000,408	897,929	102,479	10,939,432	11,150,366	<210,934>	896,574	11,209,129
1,205,742	1,190,023	15,719	8,360,142	8,907,634	<547,492>	1,161,193	8,402,013
156,066	162,153	<6,087>	815,882	843,677	<27,795>	156,064	814,378
137,408	157,594	<20,186>	1,296,706	1,387,058	<90,352>	150,829	1,394,715
52,470	63,000	<10,530>	867,263	1,079,000	<211,737>	55,111	998,533
352,044	211,022	141,022	3,372,923	3,465,134	<92,211>	267,067	3,556,537
0	0	0	16,905	0	16,905	0	0
2,904,140	2,681,721	222,419	25,669,253	26,832,869	<1,163,616>	2,686,839	26,375,305
1,946,730	1,722,436	<224,294>	17,876,327	18,278,583	402,256	1,756,892	18,210,239
2,636	2,470	<166>	34,220	33,960	<260>	2,630	38,079
5,950	5,810	<140>	42,998	45,350	2,352	5,773	43,316
726	750	24	3,748	3,890	142	717	3,729
716	830	114	6,820	7,600	780	751	7,503
1,387	950	<437>	12,558	13,690	1,132	1,278	13,366
11,415	10,810	<605>	100,344	104,490	4,146	11,149	105,993
1,958,145	1,733,246	<224,899>	17,976,671	18,383,073	406,402	1,768,041	18,316,232
67.0	64.2	<2.8>	69.6	68.1	<1.5>	65.4	69.0
945,995	948,475	<2,480>	7,692,582	8,449,796	<757,214>	918,798	8,059,072
33.0	35.8	<2.8>	30.4	31.9	<1.5>	34.6	31.0
0.4	0.4	0.0	0.4	0.4	0.0	0.4	0.4
32.6	35.4	<2.8>	30.0	31.5	<1.5>	34.2	30.6
14.1	15.8	<1.7>	15.6	17.4	<1.9>	15.6	17.2
48.3	48.3	0.0	48.7	49.2	<0.5>	47.7	48.6
41.1	41.1	<0.1>	41.5	41.3	0.3	41.5	41.6
37.5	40.4	<2.9>	30.2	32.6	<2.3>	39.5	31.8
50.2	51.9	<1.7>	50.9	50.9	0.0	52.6	50.3
22.9	32.8	<9.9>	21.7	22.5	<0.9>	26.7	21.6
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
88,873	82,771	6,102	998,568	823,920	174,648	86,059	732,805
1,034,868	1,031,246	3,622	8,691,150	9,273,716	<582,566>	1,004,857	8,791,877
257,238	259,873	2,635	1,809,825	1,823,853	14,028	243,459	1,699,371
0	0	0	0	0	0	0	8,242
203,814	196,421	<7,393>	1,506,806	1,501,118	<5,688>	173,513	1,364,371
461,052	456,294	<4,758>	3,316,631	3,324,971	8,340	416,972	3,071,984
15.9	17.0	1.1	12.9	12.4	<0.5>	15.5	11.7
132,735	125,783	<6,952>	856,546	885,613	29,067	125,717	811,846
4,043	3,853	<190>	60,628	52,665	<7,963>	3,985	56,504
6,664	11,120	4,456	48,173	83,061	34,888	8,189	81,388
14	3	<11>	121	87	<34>	14	131
17,086	15,500	<1,586>	30,250	25,550	<4,700>	5,568	12,525
0	50	50	1,919	1,458	<461>	0	1,745
4,452	5,210	758	39,902	37,265	<2,637>	4,125	36,396
10,325	11,980	1,655	156,713	157,238	525	9,877	150,655
950	950	0	5,890	7,250	1,360	913	7,213
0	0	0	0	0	0	0	656
1	0	<1>	0	0	0	18	8
17,308	17,758	450	193,242	153,286	<39,956>	13,061	149,489
<68,128>	<76,850>	<-8,722>	<-78,805>	<-90,500>	<-11,695>	<-76,655>	<-90,539>
336	25	<311>	273,372	275,175	1,803	16	274,373
2,293	3,825	1,532	28,170	27,975	<195>	2,963	29,993
56,357	54,237	<2,120>	474,834	503,884	29,050	52,990	476,424
<797>	0	797	4,328	0	<4,328>	119	5,238
<2,090>	0	2,090	6,426	0	<6,426>	337	8,049
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
8,658	10,250	1,592	74,285	73,150	<1,135>	9,888	90,462
451	0	<451>	4,008	3,340	<668>	113	5,765
414	700	286	12,711	13,000	289	632	14,107
100	100	<0>	63,391	46,719	<16,672>	210	39,309
0	2	2	0	8	8	<105>	<105>
7,093	12,421	5,328	88,506	127,926	39,420	11,160	110,893
198,268	196,917	<1,351>	2,347,434	2,387,650	40,216	173,134	2,275,924
659,320	653,211	<6,109>	5,664,065	5,712,621	48,556	590,106	5,347,909
375,548	378,035	<2,487>	3,027,085	3,561,095	<534,010>	414,751	3,443,969
36,871	43,469	6,598	281,620	339,664	58,044	44,293	262,384
132,590	158,309	25,719	1,039,553	1,196,286	156,733	126,597	1,015,886
58,342	71,947	13,605	441,297	536,632	95,335	62,772	458,812
45,317	33,861	<11,456>	307,465	265,133	<42,332>	29,308	241,347
92,631	115,802	23,171	761,727	925,462	163,735	110,481	828,380
87,314	80,752	<6,562>	634,611	597,090	<37,521>	82,234	567,344
24,969	23,851	<1,118>	162,336	190,035	27,699	24,869	186,747
57,283	67,180	9,897	401,903	470,260	68,357	55,947	397,250
535,315	595,171	59,856	4,030,512	4,520,562	490,050	536,499	3,958,149
<159,767>	<217,136>	57,369	<1,003,427>	<959,467>	<43,960>	<121,748>	<514,180>



UCLA RESTAURANTS  
INCOME STATEMENT

FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
186,063	215,358	<29,295>	1,197,974	1,282,512	<84,538>	205,863	1,199,529
223,360	259,479	<36,119>	1,254,771	1,399,895	<145,124>	246,739	1,334,841
184,906	204,421	<19,515>	1,111,678	1,213,966	<102,288>	119,020	747,661
287,964	297,760	<9,796>	1,651,362	1,693,480	<42,118>	281,215	1,557,923
296,647	333,427	<36,780>	1,788,610	1,967,491	<178,881>	326,933	1,885,022
232,437	287,302	<54,865>	1,316,004	1,569,551	<253,547>	254,768	1,391,049
1,411,378	1,597,747	<186,369>	8,320,399	9,126,895	<806,496>	1,434,538	8,116,024
474,805	528,888	54,083	2,812,932	3,046,287	233,355	465,974	2,699,636
33.6	33.1	<0.5>	33.8	33.4	<0.4>	32.5	33.3
936,573	1,068,859	<132,286>	5,507,467	6,080,608	<573,141>	968,564	5,416,388
66.4	66.9	<0.5>	66.2	66.6	<0.4>	67.5	66.7
65.3	66.9	<1.6>	66.3	67.2	<0.9>	68.5	67.4
64.5	65.7	<1.2>	65.7	65.5	0.2	64.8	64.9
68.4	65.5	3.0	67.7	65.7	2.0	65.6	67.5
69.7	68.7	1.0	67.8	68.4	<0.6>	69.8	69.4
67.2	66.2	1.1	65.5	65.9	<0.4>	67.2	66.2
64.2	68.2	<4.0>	66.0	67.2	<1.2>	68.7	65.8
218,710	232,409	<13,699>	1,349,720	1,397,459	<47,739>	215,310	1,286,463
1,155,283	1,301,268	<145,985>	6,857,187	7,478,067	<620,880>	1,183,874	6,702,851
300,653	316,386	15,733	2,120,430	2,249,748	129,318	280,626	2,013,883
5,584	2,122	<3,462>	23,116	15,775	<7,341>	1,595	6,891
348,499	328,896	<19,603>	2,139,440	2,093,454	<45,986>	298,926	1,854,742
<44,007>	<47,183>	<3,176>	<288,345>	<295,875>	<7,530>	<43,811>	<274,355>
610,730	600,221	<10,509>	3,994,641	4,063,102	68,461	537,336	3,601,161
43.3	37.6	<5.7>	48.0	44.5	<3.5>	37.5	44.4
169,527	165,320	<4,207>	1,111,190	1,194,089	82,899	160,252	1,035,007
2,105	1,350	<755>	14,145	12,380	<1,765>	706	12,175
2,483	4,215	1,732	17,869	29,445	11,576	2,187	26,957
1,500	2,000	500	10,184	13,000	2,816	1,000	9,115
62,126	71,598	9,472	374,012	419,092	45,080	63,586	354,541
4.4	4.5	0.1	4.5	4.6	0.1	4.4	4.4
7,552	5,230	<2,322>	47,178	35,030	<12,148>	6,872	38,560
<12,871>	<15,000>	<2,129>	<85,428>	<102,000>	<16,572>	<15,102>	<94,200>
5,698	2,440	<3,258>	43,550	19,190	<24,360>	4,864	21,529
6,578	4,208	<2,370>	41,401	29,929	<11,472>	3,857	25,663
2,513	1,015	<1,498>	17,132	10,350	<6,782>	778	14,923
5,413	1,305	<4,108>	31,238	26,510	<4,728>	836	33,796
87	0	<87>	238	0	<238>	0	1
10,341	7,591	<2,750>	64,386	54,241	<10,145>	9,187	74,948
47,933	55,699	7,766	276,281	310,028	33,747	50,217	279,264
2,481	2,308	<173>	14,542	13,145	<1,397>	2,465	13,527
<171>	1,255	1,426	<151>	7,963	8,114	628	5,172
50	0	<50>	112	0	<112>	0	17
1,323	0	<1,323>	6,462	0	<6,462>	796	796
0	435	435	0	2,985	2,985	0	0
459	240	<219>	2,858	2,293	<565>	238	6,965
0	0	0	8,783	0	<8,783>	0	610
1,288	0	<1,288>	7,205	1,800	<5,405>	0	4,167
40,757	44,841	4,084	186,561	226,598	40,037	37,806	193,470
357,172	356,050	<1,122>	2,189,749	2,306,068	116,319	331,172	2,057,002
967,902	956,271	<11,631>	6,184,390	6,369,170	184,780	868,508	5,658,163
187,381	344,997	<157,616>	672,797	1,108,897	<436,100>	315,366	1,044,688
48,841	48,657	<184>	338,005	364,955	26,950	57,078	306,104
72,213	57,929	<14,284>	396,981	328,503	<68,478>	75,325	381,482
31,775	26,327	<5,448>	167,001	147,262	<19,739>	37,349	173,882
24,681	12,390	<12,291>	118,487	72,930	<45,557>	17,438	91,039
50,450	42,374	<8,076>	284,086	250,362	<33,724>	65,735	308,970
76,885	71,121	<5,764>	558,809	525,875	<32,934>	72,411	499,577
21,986	21,006	<980>	142,946	167,364	24,418	21,898	164,440
71,933	85,042	13,109	524,373	595,294	70,921	71,210	514,168
398,763	364,846	<33,917>	2,530,688	2,452,545	<78,143>	418,444	2,439,660
<211,383>	<19,849>	<191,534>	<1,857,891>	<1,343,648>	<514,243>	<103,078>	<1,394,972>
336,966	375,344	<38,378>	2,005,412	2,126,440	<121,028>	360,729	2,042,580
110,711	118,885	<8,174>	684,860	694,292	<9,432>	114,615	663,278
226,255	256,459	<30,204>	1,320,552	1,432,148	<111,596>	246,114	1,379,302
7.07	6.86	0.21	7.07	6.91	0.17	6.56	6.55
9.27	8.87	0.40	9.12	8.84	0.28	8.45	8.43
6.00	5.93	0.07	6.01	5.97	0.04	5.68	5.65
31,022	29,475	<1,547>	196,525	194,891	<1,634>	30,178	192,701
45.50	53.54	<8.05>	42.34	46.32	<3.98>	47.54	42.12



**UCLA STUDENT UNION  
INCOME STATEMENT**

FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
28,755	29,934	<1,179>	401,390	327,801	73,589	34,063	301,685
35,174	52,619	<17,446>	234,959	343,082	<108,123>	53,267	331,296
63,928	82,553	<18,625>	636,349	670,883	<34,534>	87,330	632,981
33,573	51,461	17,888	229,652	335,534	105,882	52,612	325,301
5,095	7,070	1,975	97,562	64,948	<32,614>	9,850	58,723
38,668	58,531	19,863	327,213	400,482	73,269	62,462	384,025
60.5	70.9	10.4	51.4	59.7	8.3	71.5	60.7
25,261	24,022	1,239	309,136	270,401	38,735	24,868	248,956
39.5	29.1	10.4	48.6	40.3	8.3	28.5	39.3
82.3	76.4	5.9	75.7	80.2	<4.5>	71.1	80.5
4.6	2.2	2.4	2.3	2.2	0.1	1.2	1.8
0	525	<525>	0	3,628	<3,628>	470	4,115
985	6,100	<5,115>	13,850	25,900	<12,050>	1,090	3,615
47,821	39,014	8,807	112,369	117,715	<5,346>	41,326	115,554
6,708	9,263	<2,555>	51,104	60,395	<9,291>	9,588	58,153
55,514	54,902	612	177,322	207,638	<30,316>	52,475	181,437
80,774	78,924	1,850	486,458	478,039	8,419	77,343	430,393
33,825	33,952	127	236,878	237,665	787	30,538	223,724
21,474	24,080	2,606	148,328	161,810	13,482	24,135	157,691
55,299	58,032	2,733	385,206	399,475	14,269	54,673	381,415
86.5	70.3	<16.2>	60.5	59.5	<1.0>	62.6	60.3
41.7	39.1	<2.6>	20.1	24.4	4.4	32.3	25.3
17,401	16,866	<535>	111,565	117,821	6,256	16,733	100,588
749	642	<107>	8,118	5,153	<2,965>	1,104	7,564
1,782	2,985	1,203	12,849	23,460	10,611	2,614	20,543
686	0	<686>	2,147	1,175	<972>	625	2,175
0	0	0	3,083	3,159	76	0	2,974
0	250	250	54	714	660	5,312	6,276
601	430	<171>	6,250	5,760	<490>	316	4,909
223	675	452	28,508	25,801	<2,707>	116	26,100
41,904	29,612	<12,292>	88,969	89,344	375	31,823	92,905
0	0	0	<0>	0	0	0	0
0	0	0	974	2,000	1,026	0	1,570
1,325	70	<1,255>	3,056	1,774	<1,282>	48	353
142	250	108	1,743	1,750	7	274	1,634
2,031	2,460	429	20,861	20,126	<735>	2,477	22,195
1,013	1,237	224	6,548	8,063	1,515	1,108	7,481
105	0	<105>	394	0	<394>	89	674
0	0	0	0	0	0	0	840
2,787	0	<2,787>	2,787	2,787	0	0	2,787
15,417	15,417	0	107,917	107,919	2	15,417	107,917
16,962	16,000	<962>	63,335	68,750	5,415	16,627	66,482
103,127	86,894	<16,233>	469,157	485,556	16,399	94,682	475,966
158,426	144,926	<13,500>	854,363	885,031	30,668	149,355	857,381
<77,652>	<66,002>	<11,650>	<367,905>	<406,992>	39,087	<72,012>	<426,988>
4,423	5,175	752	32,733	38,814	6,081	5,809	32,249
5,111	6,641	1,530	32,664	37,665	5,001	6,165	32,040
2,328	3,115	787	14,157	17,426	3,269	3,165	15,125
1,808	1,466	<342>	10,099	8,628	<1,471>	1,478	7,826
3,697	5,015	1,318	24,220	29,629	5,409	5,570	26,864
47,761	44,147	<3,614>	347,136	326,427	<20,709>	44,982	310,340
13,658	13,039	<619>	88,799	103,889	15,090	13,603	102,151
17,155	14,257	<2,898>	122,908	99,799	<23,109>	10,752	81,118
95,942	92,855	<3,087>	672,716	662,277	<10,439>	91,524	607,713
<173,594>	<158,857>	<14,737>	<1,040,621>	<1,069,269>	28,648	<163,536>	<1,034,701>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
327,240	334,069	6,829	2,258,600	2,378,028	119,428	351,416	2,235,950
0	815	815	7,875	6,305	<1,570>	8,406	38,720
35,853	40,437	4,584	228,023	262,520	34,497	34,821	238,164
363,094	375,321	12,227	2,494,498	2,646,853	152,355	394,643	2,512,834
7.1	7.4	0.2	6.2	6.3	0.1	8.1	6.3
0	0	0	10,700	15,177	4,477	0	14,735
0	0	0	4,000	2,060	<1,940>	0	2,000
163,039	159,965	<3,074>	1,043,941	1,141,851	97,910	167,764	995,351
6,539	10,656	4,117	46,375	52,897	6,522	5,756	45,407
5,274	8,984	3,710	35,266	59,730	24,464	11,651	60,159
640	745	105	4,721	4,993	272	4,576	8,403
497	645	148	5,465	5,267	<198>	0	8,584
0	50	50	216	305	89	264	2,110
221	674	453	13,042	7,854	<5,188>	105	6,931
0	55	55	0	379	379	0	0
0	0	0	2,474	0	<2,474>	0	0
798	309	<489>	1,863	814	<1,049>	0	490
3,966	334	<3,632>	16,667	3,919	<12,748>	90	3,570
217	479	262	950	3,347	2,397	534	1,276
296	275	<21>	2,305	1,925	<380>	1,099	2,762
<329>	<300>	29	<966>	<1,900>	<934>	27	<414>
162	50	<112>	624	350	<274>	320	320
110	2,550	2,440	15,635	17,550	1,915	2,536	15,225
740	1,765	1,025	9,431	12,410	2,979	1,500	10,737
0	1,000	1,000	10,478	7,000	<3,478>	1,150	8,050
6,986	5,818	<1,168>	44,783	41,146	<3,637>	4,677	42,672
761	1,113	352	5,378	8,654	3,276	734	6,026
13,206	12,376	<830>	89,741	87,987	<1,754>	13,377	74,593
0	11	11	0	1,399	1,399	0	1,348
2,522	2,522	0	22,504	22,504	0	2,934	25,246
<5>	41	46	<2>	282	284	0	<2>
23,061	22,795	<266>	161,427	159,565	<1,862>	20,723	145,061
22,601	4,869	<17,732>	164,100	53,094	<111,006>	8,290	72,533
922	1,536	614	8,228	10,747	2,519	1,396	9,771
11,667	11,460	<207>	81,171	80,718	<453>	11,126	78,371
924	3,500	2,576	11,227	16,900	5,673	186	4,577
6,250	10,756	4,506	64,714	75,292	10,578	10,443	73,099
0	0	0	3,956	3,956	0	0	3,841
2,805	4,734	1,929	19,521	9,638	<9,883>	4,455	8,634
10,907	12,360	1,453	92,837	85,063	<7,774>	10,457	81,043
0	206	206	2,986	3,615	629	0	3,310
3,272	5,720	2,448	25,609	32,103	6,494	3,914	29,529
3,827	4,017	190	25,234	28,827	3,593	3,238	23,027
0	0	0	0	0	0	6,917	48,417
7,250	25,250	18,000	50,750	176,750	126,000	0	608
0	0	0	1,308	0	<1,308>	0	0
8,541	8,541	0	59,414	59,410	<4>	8,292	57,802
18,048	16,924	<1,124>	126,336	118,467	<7,869>	16,431	115,019
324	567	243	25,796	26,167	371	7	24,862
326,039	343,352	17,313	2,310,204	2,438,212	128,008	324,970	2,115,083
689,132	718,673	29,541	4,804,702	5,085,065	280,363	719,613	4,627,917
20,887	18,948	<1,939>	151,808	140,102	<11,706>	19,671	135,717
5,973	5,596	<377>	38,833	44,586	5,753	5,949	44,672
23,116	23,091	<25>	166,244	161,637	<4,607>	21,287	160,869
49,976	47,635	<2,341>	356,885	346,325	<10,560>	46,908	341,259
739,108	766,308	27,200	5,161,587	5,431,390	269,803	766,521	4,969,176
<652,930>	<680,958>	<28,028>	<4,579,280>	<4,844,368>	<265,088>	<691,808>	<4,465,435>
<42,134>	<42,134>	0	<289,653>	<289,653>	0	<33,915>	<233,209>
<3,569>	<3,569>	0	<24,499>	<24,499>	0	<3,399>	<23,331>
<40,475>	<39,647>	828	<268,155>	<272,870>	<4,715>	<37,399>	<247,201>
<739,108>	<766,308>	<27,200>	<5,161,587>	<5,431,390>	<269,803>	<766,521>	<4,969,176>
0	0	0	0	0	<0>	0	0

FACILITIES  
EXPENSE STATEMENT

FEB. 07(01/27/19-02/23/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
122,396	119,621	<2,775>	911,671	885,456	<26,215>	116,836	857,157
5,521	4,960	<561>	42,270	41,605	<665>	6,812	42,388
120	930	810	1,228	6,642	5,414	0	0
<327>	<640>	<313>	<1,830>	<1,945>	<115>	<138>	<2,859>
<10,664>	<9,302>	1,362	<78,088>	<66,425>	11,663	<10,631>	<67,753>
<2,538>	<3,250>	<712>	<21,141>	<22,750>	<1,609>	<2,300>	<29,141>
114,507	112,319	<2,188>	854,110	842,583	<11,527>	110,579	799,791
76,591	69,802	<6,789>	532,045	517,852	<14,193>	72,132	484,023
117	200	83	920	1,353	433	103	1,314
923	803	<120>	4,286	5,620	1,334	690	5,431
0	0	0	1,298	3,000	1,702	0	0
4,862	5,178	316	33,139	36,126	2,987	4,471	34,812
7.6	6.3	<1.3>	5.2	5.4	0.2	5.1	5.5
5,577	5,806	229	38,141	42,362	4,221	4,432	39,923
1,384	1,438	54	10,658	7,026	<3,632>	955	6,543
449	436	<13>	3,001	2,996	<5>	533	3,006
40,679	27,575	<13,104>	222,036	200,569	<21,467>	34,813	215,444
<356>	4,950	5,306	23,234	37,650	14,416	6,436	41,478
559	250	<309>	586	1,750	1,164	250	250
139	800	661	10,672	5,600	<5,072>	3,878	5,215
0	300	300	1,243	2,100	857	0	2,429
669	2,575	1,906	77,174	27,475	<49,699>	3,650	24,725
10,337	11,501	1,164	72,983	75,474	2,491	10,856	71,782
4,337	3,247	<1,090>	27,354	23,020	<4,334>	3,229	22,425
368	1,600	1,232	4,982	11,200	6,218	<248>	4,976
5,000	0	<5,000>	16,179	0	<16,179>	700	6,800
151,633	136,461	<15,172>	1,079,932	1,001,173	<78,759>	146,880	970,575
266,141	248,780	<17,361>	1,934,042	1,843,756	<90,286>	257,460	1,770,367
26,293	21,607	<4,686>	188,368	151,249	<37,119>	18,218	132,679
26,293	21,607	<4,686>	188,368	151,249	<37,119>	18,218	132,679
292,434	270,387	<22,047>	2,122,409	1,995,005	<127,404>	275,677	1,903,046
<251,345>	<232,411>	18,934	<1,826,804>	<1,718,473>	108,331	<236,720>	<1,633,169>
<8,138>	<8,138>	0	<56,966>	<56,966>	0	<7,851>	<54,957>
<3,181>	<3,181>	0	<22,267>	<22,267>	0	<3,069>	<21,483>
<8,883>	<7,709>	1,174	<64,564>	<57,197>	7,367	<8,366>	<57,721>
<20,887>	<18,948>	1,939	<151,808>	<140,102>	11,706	<19,671>	<135,717>
<292,434>	<270,387>	22,047	<2,122,409>	<1,995,005>	127,404	<275,677>	<1,903,046>
<0>	0	0	0	0	0	0	<0>

UTILITIES  
EXPENSE STATEMENT

FEB. 07(01/27/19-02/23/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
3,244	8,291	5,047	Chiller Water
58,195	49,064	<9,131>	Elec-Non Air Cond.
9,056	11,000	1,944	Water-Non Air Cond.
8,268	6,590	<1,678>	Steam-Non Air Cond.
5,518	4,070	<1,448>	Gas
0	1,551	1,551	Energy Management
84,281	80,566	<3,715>	TOTAL OTHER CONTROL.
84,281	80,566	<3,715>	TOTAL CONTROLLABLE EXP
<71,875>	<68,652>	3,223	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,540>	<2,425>	115	Allocated-Comm Board
<5,973>	<5,596>	377	Allocated-A & SS
<84,281>	<80,566>	3,715	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 7 MO(07/29/18-02/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
106,997	125,172	18,175	7,806	113,084
326,241	378,872	52,631	57,453	404,141
49,418	66,621	17,203	9,771	53,070
37,682	36,738	<944>	4,053	32,298
20,263	19,881	<382>	3,475	16,092
9,303	10,857	1,554	1,550	10,853
549,904	638,141	88,237	84,108	629,538
549,904	638,141	88,237	84,108	629,538
<467,304>	<546,982>	<79,678>	<71,587>	<537,573>
<19,593>	<19,593>	0	<2,906>	<20,342>
<7,658>	<7,658>	0	<1,136>	<7,952>
<16,516>	<19,322>	<2,806>	<2,530>	<18,999>
<38,833>	<44,586>	<5,753>	<5,949>	<44,672>
<549,904>	<638,141>	<88,237>	<84,109>	<629,538>
<0>	0	0	<0>	<0>