

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**March (02/24/19 - 03/30/19)**

**Prepared  
April 17, 2019**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

MARCH (02/24/19 - 03/30/19)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18	
CURRENT MONTH										**		YTD 8 MONTHS (07/29/18 - 03/30/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,560		3,172		388	12.2%	278	8.5%	3,282				30,228		30,829		(601)	(1.9%)	(162)	(0.5%)	30,390			
1,760		1,957		(197)	(10.1%)	156	9.7%	1,604				11,430		12,481		(1,051)	(8.4%)	423	3.8%	11,007			
287		280		7	2.5%	(23)	(7.4%)	310				3,372		3,188		184	5.8%	388	13.0%	2,984			
130		132		(2)	(1.5%)	(52)	(28.6%)	182				943		1,011		(68)	(6.7%)	(53)	(5.3%)	996			
<b>5,737</b>		<b>5,541</b>		<b>196</b>	<b>3.5%</b>	<b>359</b>	<b>6.7%</b>	<b>5,378</b>				<b>45,973</b>		<b>47,509</b>		<b>(1,536)</b>	<b>(3.2%)</b>	<b>596</b>	<b>1.3%</b>	<b>45,377</b>			
1,257	35.3%	1,177	37.1%	80	(1.8)	106	0.2	1,151	35.1%			9,948	32.9%	10,450	33.9%	(502)	(1.0)	5	0.2	9,943	32.7%		
1,252	71.1%	1,393	71.2%	(141)	(0.1)	101	(0.7)	1,151	71.8%			8,109	70.9%	8,871	71.1%	(762)	(0.2)	255	(0.5)	7,854	71.4%		
287	100.0%	280	100.0%	7	0.0	(23)	0.0	310	100.0%			3,370	99.9%	3,185	99.9%	185	0.0	389	0.0	2,981	99.9%		
82	63.1%	73	55.3%	9	7.8	(29)	2.1	111	61.0%			569	60.3%	551	54.5%	18	5.8	28	6.0	541	54.3%		
<b>2,878</b>	<b>50.2%</b>	<b>2,923</b>	<b>52.8%</b>	<b>(45)</b>	<b>(2.6)</b>	<b>155</b>	<b>(0.4)</b>	<b>2,723</b>	<b>50.6%</b>			<b>21,996</b>	<b>47.8%</b>	<b>23,057</b>	<b>48.5%</b>	<b>(1,061)</b>	<b>(0.7)</b>	<b>677</b>	<b>0.8</b>	<b>21,319</b>	<b>47.0%</b>		
633	17.8%	632	19.9%	(1)	2.1	(66)	(0.5)	567	17.3%			4,806	15.9%	4,842	15.7%	36	(0.2)	(355)	(1.3)	4,451	14.6%		
839	47.7%	875	44.7%	36	(3.0)	(64)	0.6	775	48.3%			5,945	52.0%	6,132	49.1%	187	(2.9)	(534)	(2.8)	5,411	49.2%		
55	19.2%	58	20.7%	3	1.5	2	(0.8)	57	18.4%			547	16.2%	448	14.1%	(99)	(2.1)	(111)	(1.6)	436	14.6%		
75	57.7%	77	58.3%	2	0.6	(5)	(19.2)	70	38.5%			572	60.7%	594	58.8%	22	(1.9)	(20)	(5.3)	552	55.4%		
<b>1,602</b>	<b>27.9%</b>	<b>1,642</b>	<b>29.6%</b>	<b>40</b>	<b>1.7</b>	<b>(133)</b>	<b>(0.6)</b>	<b>1,469</b>	<b>27.3%</b>			<b>11,870</b>	<b>25.8%</b>	<b>12,016</b>	<b>25.3%</b>	<b>146</b>	<b>(0.5)</b>	<b>(1,020)</b>	<b>(1.9)</b>	<b>10,850</b>	<b>23.9%</b>		
170	4.8%	142	4.5%	(28)	(0.3)	(32)	(0.6)	138	4.2%			1,661	5.5%	1,644	5.3%	(17)	(0.2)	(59)	(0.2)	1,602	5.3%		
178	10.1%	199	10.2%	21	0.1	(4)	0.7	174	10.8%			1,257	11.0%	1,311	10.5%	54	(0.5)	(61)	(0.1)	1,196	10.9%		
63	22.0%	74	26.4%	11	4.4	28	7.4	91	29.4%			1,010	30.0%	1,080	33.9%	70	3.9	47	5.4	1,057	35.4%		
66	50.8%	62	47.0%	(4)	(3.8)	(26)	(28.8)	40	22.0%			424	45.0%	430	42.5%	6	(2.5)	(9)	(3.3)	415	41.7%		
<b>477</b>	<b>8.3%</b>	<b>477</b>	<b>8.6%</b>	<b>0</b>	<b>0.3</b>	<b>(34)</b>	<b>(0.1)</b>	<b>443</b>	<b>8.2%</b>			<b>4,352</b>	<b>9.5%</b>	<b>4,465</b>	<b>9.4%</b>	<b>113</b>	<b>(0.1)</b>	<b>(82)</b>	<b>(0.1)</b>	<b>4,270</b>	<b>9.4%</b>		
454	12.8%	403	12.7%	51	0.1	8	(0.8)	446	13.6%			3,481	11.5%	3,964	12.9%	(483)	(1.4)	(409)	(1.3)	3,890	12.8%		
235	13.4%	319	16.3%	(84)	(2.9)	33	0.8	202	12.6%			908	7.9%	1,428	11.4%	(520)	(3.5)	(339)	(3.4)	1,247	11.3%		
169	58.9%	148	52.9%	21	6.0	7	6.6	162	52.3%			1,812	53.7%	1,657	52.0%	155	1.7	323	3.8	1,489	49.9%		
(59)	(45.4%)	(66)	(50.0%)	7	4.6	(61)	(46.5)	2	1.1%			(427)	(45.3%)	(473)	(46.8%)	46	1.5	(2)	(2.6)	(425)	(42.7%)		
<b>799</b>	<b>13.9%</b>	<b>804</b>	<b>14.5%</b>	<b>(5)</b>	<b>(0.6)</b>	<b>(13)</b>	<b>(1.2)</b>	<b>812</b>	<b>15.1%</b>			<b>5,774</b>	<b>12.6%</b>	<b>6,576</b>	<b>13.8%</b>	<b>(802)</b>	<b>(1.2)</b>	<b>(427)</b>	<b>(1.1)</b>	<b>6,201</b>	<b>13.7%</b>		
640	11.2%	664	12.0%	24	0.8	(58)	(0.4)	582	10.8%			4,862	10.6%	5,162	10.9%	300	0.3	(156)	(0.2)	4,706	10.4%		
286	5.0%	258	4.7%	(28)	(0.3)	(55)	(0.7)	231	4.3%			2,076	4.5%	1,965	4.1%	(111)	(0.4)	(209)	(0.4)	1,867	4.1%		
61	1.1%	79	1.4%	18	0.3	(5)	(0.1)	56	1.0%			567	1.2%	671	1.4%	104	0.2	71	0.2	638	1.4%		
200	3.5%	216	3.9%	16	0.4	(16)	(0.1)	184	3.4%			1,649	3.6%	1,726	3.6%	77	0.0	(130)	(0.3)	1,519	3.3%		
<b>1,187</b>	<b>20.7%</b>	<b>1,217</b>	<b>22.0%</b>	<b>30</b>	<b>1.3</b>	<b>(134)</b>	<b>(1.1)</b>	<b>1,053</b>	<b>19.6%</b>			<b>9,154</b>	<b>19.9%</b>	<b>9,524</b>	<b>20.0%</b>	<b>370</b>	<b>0.1</b>	<b>(424)</b>	<b>(0.7)</b>	<b>8,730</b>	<b>19.2%</b>		
<b>(388)</b>	<b>(6.8%)</b>	<b>(413)</b>	<b>(7.5%)</b>	<b>25</b>	<b>0.7</b>	<b>(147)</b>	<b>(2.3)</b>	<b>(241)</b>	<b>(4.5%)</b>			<b>(3,380)</b>	<b>(7.4%)</b>	<b>(2,948)</b>	<b>(6.2%)</b>	<b>(432)</b>	<b>(1.2)</b>	<b>(851)</b>	<b>(1.8)</b>	<b>(2,529)</b>	<b>(5.6%)</b>		
6	0.1%	2	0.0%	4	0.1	(68)	(1.3)	74	1.4%			200	0.4%	16	0.0%	184	0.4	26	0.0	174	0.4%		
38	0.7%	12	0.2%	26	0.5	15	0.3	23	0.4%			261	0.6%	113	0.2%	148	0.4	134	0.3	127	0.3%		
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)			(231)	(0.5%)	(231)	(0.5%)	0	0.0	25	0.1	(256)	(0.6%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			0	0.0%	(13)	0.0%	13	0.0	0	0.0	0	0.0%		
249	4.3%	244	4.4%	5	(0.1)	15	(0.1)	234	4.4%			1,960	4.3%	1,955	4.1%	5	0.2	78	0.2	1,882	4.1%		
<b>264</b>	<b>4.6%</b>	<b>227</b>	<b>4.1%</b>	<b>37</b>	<b>0.5</b>	<b>(35)</b>	<b>(1.0)</b>	<b>299</b>	<b>5.6%</b>			<b>2,190</b>	<b>4.8%</b>	<b>1,840</b>	<b>3.9%</b>	<b>350</b>	<b>0.9</b>	<b>263</b>	<b>0.6</b>	<b>1,927</b>	<b>4.2%</b>		
<b>(124)</b>	<b>(2.2%)</b>	<b>(186)</b>	<b>(3.4%)</b>	<b>62</b>	<b>1.2</b>	<b>(182)</b>	<b>(3.3)</b>	<b>58</b>	<b>1.1%</b>			<b>(1,190)</b>	<b>(2.6%)</b>	<b>(1,108)</b>	<b>(2.3%)</b>	<b>(82)</b>	<b>(0.3)</b>	<b>(588)</b>	<b>(1.3)</b>	<b>(602)</b>	<b>(1.3%)</b>		

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

MARCH (02/24/19 - 03/30/19)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18	
CURRENT MONTH										**		YTD 8 MONTHS (07/29/18 - 03/30/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,560		3,172		388	12.2%	278	8.5%	3,282				30,228		30,829		(601)	(1.9%)	(162)	(0.5%)	30,390			
1,760		1,957		(197)	(10.1%)	156	9.7%	1,604				11,430		12,481		(1,051)	(8.4%)	423	3.8%	11,007			
287		280		7	2.5%	(23)	(7.4%)	310				3,372		3,188		184	5.8%	388	13.0%	2,984			
130		132		(2)	(1.5%)	(52)	(28.6%)	182				943		1,011		(68)	(6.7%)	(53)	(5.3%)	996			
<b>5,737</b>		<b>5,541</b>		<b>196</b>	<b>3.5%</b>	<b>359</b>	<b>6.7%</b>	<b>5,378</b>				<b>45,973</b>		<b>47,509</b>		<b>(1,536)</b>	<b>(3.2%)</b>	<b>596</b>	<b>1.3%</b>	<b>45,377</b>			
1,257	35.3%	1,177	37.1%	80	(1.8) Pts.	106	0.2 Pts.	1,151	35.1%			9,948	32.9%	10,450	33.9%	(502)	(1.0) Pts.	5	0.2 Pts.	9,943	32.7%		
1,252	71.1%	1,393	71.2%	(141)	(0.1)	101	(0.7)	1,151	71.8%			8,109	70.9%	8,871	71.1%	(762)	(0.2)	255	(0.5)	7,854	71.4%		
287	100.0%	280	100.0%	7	0.0	(23)	0.0	310	100.0%			3,370	99.9%	3,185	99.9%	185	0.0	389	0.0	2,981	99.9%		
82	63.1%	73	55.3%	9	7.8	(29)	2.1	111	61.0%			569	60.3%	551	54.5%	18	5.8	28	6.0	541	54.3%		
<b>2,878</b>	<b>50.2%</b>	<b>2,923</b>	<b>52.8%</b>	<b>(45)</b>	<b>(2.6)</b>	<b>155</b>	<b>(0.4)</b>	<b>2,723</b>	<b>50.6%</b>			<b>21,996</b>	<b>47.8%</b>	<b>23,057</b>	<b>48.5%</b>	<b>(1,061)</b>	<b>(0.7)</b>	<b>677</b>	<b>0.8</b>	<b>21,319</b>	<b>47.0%</b>		
803	22.6%	773	24.4%	(30)	1.8	(98)	(1.1)	705	21.5%			6,467	21.4%	6,486	21.0%	19	(0.4)	(414)	(1.5)	6,053	19.9%		
1,017	57.8%	1,074	54.9%	57	(2.9)	(68)	1.4	949	59.2%			7,202	63.0%	7,443	59.6%	241	(3.4)	(595)	(3.0)	6,607	60.0%		
117	40.8%	132	47.1%	15	6.3	31	6.9	148	47.7%			1,557	46.2%	1,529	48.0%	(28)	1.8	(64)	3.8	1,493	50.0%		
141	108.5%	139	105.3%	(2)	(3.2)	(32)	(48.6)	109	59.9%			995	105.5%	1,024	101.3%	29	(4.2)	(28)	(8.4)	967	97.1%		
<b>2,078</b>	<b>36.2%</b>	<b>2,118</b>	<b>38.2%</b>	<b>40</b>	<b>2.0</b>	<b>(167)</b>	<b>(0.7)</b>	<b>1,911</b>	<b>35.5%</b>			<b>16,221</b>	<b>35.3%</b>	<b>16,482</b>	<b>34.7%</b>	<b>261</b>	<b>(0.6)</b>	<b>(1,101)</b>	<b>(2.0)</b>	<b>15,120</b>	<b>33.3%</b>		
454	12.8%	403	12.7%	51	0.1	8	(0.8)	446	13.6%			3,481	11.5%	3,964	12.9%	(483)	(1.4)	(409)	(1.3)	3,890	12.8%		
235	13.4%	319	16.3%	(84)	(2.9)	33	0.8	202	12.6%			908	7.9%	1,428	11.4%	(520)	(3.5)	(339)	(3.4)	1,247	11.3%		
169	58.9%	148	52.9%	21	6.0	7	6.6	162	52.3%			1,812	53.7%	1,657	52.0%	155	1.7	323	3.8	1,489	49.9%		
(59)	(45.4%)	(66)	(50.0%)	7	4.6	(61)	(46.5)	2	1.1%			(427)	(45.3%)	(473)	(46.8%)	46	1.5	(2)	(2.6)	(425)	(42.7%)		
<b>799</b>	<b>13.9%</b>	<b>804</b>	<b>14.5%</b>	<b>(5)</b>	<b>(0.6)</b>	<b>(13)</b>	<b>(1.2)</b>	<b>812</b>	<b>15.1%</b>			<b>5,774</b>	<b>12.6%</b>	<b>6,576</b>	<b>13.8%</b>	<b>(802)</b>	<b>(1.2)</b>	<b>(427)</b>	<b>(1.1)</b>	<b>6,201</b>	<b>13.7%</b>		
583	16.4%	646	20.4%	63	4.0	(63)	(0.6)	520	15.8%			4,612	15.3%	5,167	16.8%	555	1.5	(133)	(0.6)	4,479	14.7%		
411	23.4%	370	18.9%	(41)	(4.5)	(49)	(0.8)	362	22.6%			2,942	25.7%	2,822	22.6%	(120)	(3.1)	(141)	(0.3)	2,801	25.4%		
88	30.7%	103	36.8%	15	6.1	(3)	(3.3)	85	27.4%			822	24.4%	775	24.3%	(47)	(0.1)	(66)	0.9	756	25.3%		
105	80.8%	98	74.2%	(7)	(6.6)	(19)	(33.5)	86	47.3%			778	82.5%	760	75.2%	(18)	(7.3)	(84)	(12.8)	694	69.7%		
<b>1,187</b>	<b>20.7%</b>	<b>1,217</b>	<b>22.0%</b>	<b>30</b>	<b>1.3</b>	<b>(134)</b>	<b>(1.1)</b>	<b>1,053</b>	<b>19.6%</b>			<b>9,154</b>	<b>19.9%</b>	<b>9,524</b>	<b>20.0%</b>	<b>370</b>	<b>0.1</b>	<b>(424)</b>	<b>(0.7)</b>	<b>8,730</b>	<b>19.2%</b>		
(129)	(2.2%)	(243)	(4.4%)	114	2.2	(54)	(0.8)	(75)	(1.4%)			(1,131)	(2.5%)	(1,202)	(2.5%)	71	0.0	(543)	(1.2)	(588)	(1.3%)		
(176)	(3.1%)	(51)	(0.9%)	(125)	(2.2)	(17)	(0.1)	(159)	(3.0%)			(2,034)	(4.4%)	(1,395)	(2.9%)	(639)	(1.5)	(480)	(1.0)	(1,554)	(3.4%)		
81	1.4%	45	0.8%	36	0.6	3	(0.1)	78	1.5%			990	2.2%	882	1.9%	108	0.3	258	0.6	732	1.6%		
(164)	(2.9%)	(164)	(3.0%)	0	0.1	(79)	(1.3)	(85)	(1.6%)			(1,205)	(2.6%)	(1,233)	(2.6%)	28	0.0	(86)	(0.1)	(1,119)	(2.5%)		
<b>(388)</b>	<b>(6.8%)</b>	<b>(413)</b>	<b>(7.5%)</b>	<b>25</b>	<b>0.7</b>	<b>(147)</b>	<b>(2.3)</b>	<b>(241)</b>	<b>(4.5%)</b>			<b>(3,380)</b>	<b>(7.4%)</b>	<b>(2,948)</b>	<b>(6.2%)</b>	<b>(432)</b>	<b>(1.2)</b>	<b>(851)</b>	<b>(1.8)</b>	<b>(2,529)</b>	<b>(5.6%)</b>		
6	0.1%	2	0.0%	4	0.1	(68)	(1.3)	74	1.4%			200	0.4%	16	0.0%	184	0.4	26	0.0	174	0.4%		
38	0.7%	12	0.2%	26	0.5	15	0.3	23	0.4%			261	0.6%	113	0.2%	148	0.4	134	0.3	127	0.3%		
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)			(231)	(0.5%)	(231)	(0.5%)	0	0.0	25	0.1	(256)	(0.6%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			0	0.0%	(13)	0.0%	13	0.0	0	0.0	0	0.0%		
249	4.3%	244	4.4%	5	(0.1)	15	(0.1)	234	4.4%			1,960	4.3%	1,955	4.1%	5	0.2	78	0.2	1,882	4.1%		
<b>264</b>	<b>4.6%</b>	<b>227</b>	<b>4.1%</b>	<b>37</b>	<b>0.5</b>	<b>(35)</b>	<b>(1.0)</b>	<b>299</b>	<b>5.6%</b>			<b>2,190</b>	<b>4.8%</b>	<b>1,840</b>	<b>3.9%</b>	<b>350</b>	<b>0.9</b>	<b>263</b>	<b>0.6</b>	<b>1,927</b>	<b>4.2%</b>		
<b>(124)</b>	<b>(2.2%)</b>	<b>(186)</b>	<b>(3.4%)</b>	<b>62</b>	<b>1.2</b>	<b>(182)</b>	<b>(3.3)</b>	<b>58</b>	<b>1.1%</b>			<b>(1,190)</b>	<b>(2.6%)</b>	<b>(1,108)</b>	<b>(2.3%)</b>	<b>(82)</b>	<b>(0.3)</b>	<b>(588)</b>	<b>(1.3)</b>	<b>(602)</b>	<b>(1.3%)</b>		

ASUCLA  
P/L Reconciliation  
Mar-19

Financial Analysis	\$000's
	Mar-19
<b>Budgeted Net Income/(Loss)</b>	<b>(186)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear above plan: greater foot traffic due to well attended gymnastics meets, and spring break timing for various school occurred outside of the traditional week prior to Easter	18
Fast Track above plan as Champion branded apparel continues to trend positively	6
Graduation ETC above plan: shift in earlier undergraduate orders and increased interest in Centennial Sash	35
Essentials below plan due to lower sales trend in binders and paper products	(4)
New Text below plan: overall adoptions by faculty lag behind last year, and higher participation in Text Rentals resulted in large returns	(27)
Used Text above plan due to timing as well as the impact of winter rental sell off	15
CRS above plan as department orders were greater than planned, and timing for earlier than expected sales prior to the beginning of the quarter	8
Bookzone below plan due to shortfall in projected department sales as compared to last year (possible timing related)	(4)
Computer Store below plan due to weakness in computer supplies, especially department toner orders and calculators which usually show stronger sales during finals week	(10)
LuValle General Mdse below plan: continued lower foot traffic in the Market is under management review	(6)
HSS Dental above plan due to timing: delivery of backordered merchandise	41
Hilltop Shop above plan due to early month inclement weather and an increase in foot traffic during finals	5
Total Wages below plan	2
Other, various negative controllables	(28)
Total Contribution	51
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels/RX below plan due to lower sales and freezer failure creating higher cost of goods	(6)
Panda above plan due to some sales increases during the AFSCME strike day and higher customer count trend	5
Greenhouse below plan: higher cannibalization from Veggie Grill than anticipated	(19)
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(4)
Northern Lights below plan: average check error from last year and continuing general downward trend of customer traffic	(9)
North Campus Student CTR below plan: continuing general downward trend of customer traffic, possibly ongoing construction impacts, and one day closure during spring break for repairs	(17)
CSSC above plan: Blaze and Peet's coffee sales higher than anticipated	10
Café Synapse below plan: lower average check with new menu mix	(5)
LuValle Food Servery below plan due to continued general downward trend of customer traffic in northern areas	(12)
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (new initiatives have started to slow previous declines)	(18)
Jamba Juice below plan due to lower commission (adjusted by property tax payment) and customer count below expectations	(5)
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	(9)
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	(33)
Concessions above plan: almost sold out crowds for the last two gymnastic events	9
Total Wages below plan	12
Other, positive controllables slightly offset by various negative gross margin variances	27
Total Contribution	(84)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to continuing downward trend (Under Armour decline)	(16)
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%	(11)
Leased Ops above plan due to higher rates than budgeted for various agreements	5
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography above plan due to additional unanticipated athletic and nonathletic projects	6
Total Wages below plan	3
Other, positive controllables mostly Licensing	13
Total Contribution	21
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan due to an increase in student reservations and in audio/visual rentals	11
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	(5)
Total Contribution	7
<b>Allocated Expenses and Other</b>	
A&SS below plan with savings mostly in wages and UCPath charges	24
Facilities higher than plan mostly repairs & maintenance for damaged walls in Optometry and Student Union Ops (flood from backed-up main storm drain line) and painting of NCSC exterior	(28)
Utilities below plan due to positive chiller water results (cool months reduced demand) and positive elec-non air cond. as the budget was based on historical false meter readings	18
Depreciation below plan due to timing for capital projects	16
Other: additional interest income due to higher cash balance and interest rate, positive student union fee due to higher enrollment and positive non recurrent income	37
Total	67
<b>Actual Net Income/(Loss)</b>	<b>(124)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(1,108)</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	(294)
Graduation ETC above plan	28
E-Commerce below plan: overall decline in fan enthusiasm	(120)
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	(166)
Used Text above plan: positive impact of new rental program and availability of inventory	67
Computer Store below plan: weakness in institutional demand for Apple products	(34)
Total Wages below plan	11
Other, positive controllables mostly employee benefits, telephone and bank card expense	25
Total Contribution	(483)
<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	39
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(78)
Untitled below plan based on Stage Canteen closure which has not occurred	(28)
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(26)
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather is negatively impacting sales	(68)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	62
Café Synapse below plan due to ongoing customer traffic decline	(39)
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather	(73)
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(68)
Taco Bell below plan: mostly lower average check	(39)
Music Café below plan due mostly to decline in customer count	(32)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(218)
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(52)
Total Wages lower than plan	80
Other, positive controllables offset by various negative gross margin variances	20
Total Contribution	(520)
<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)	(164)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	213
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(14)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	145
Total Wages above plan	(59)
Other, positive controllables mostly Licensing	34
Total Contribution	155
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services above plan mostly due to unanticipated shoots and other client and student events	35
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(13)
Total Wages below plan	17
Other, positive controllables	7
Total Contribution	46
<b>Allocated Expenses and Other</b>	
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	300
Facilities above plan due to painting NCSC exterior, rental of portable air conditioning units and other repairs	(111)
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	104
Depreciation lower than plan due to timing of capitals	77
Other: mostly higher interest income and various positive non-recurrent	350
Total	720
<b>Actual Net Income/(Loss)</b>	<b>(1,190)</b>

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

	<b>Current Month</b> March 2019	<b>Prior Month</b> February 2019	<b>Prior Year</b> July 2018
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$12,815	\$21,548	\$13,915
Accounts receivable	3,875	4,380	3,844
Less: Allowance for doubtful accounts	(589)	(586)	(580)
Accounts receivable, net	3,286	3,794	3,264
Student fees receivable	151	0	118
Short term note receivable	0	0	200
Inventories	6,488	6,176	6,248
Prepaid expenses and other current assets	228	225	319
Total current assets	22,968	31,743	24,064
<b>LONG TERM ASSETS</b>			
Property, equipment and improvements	73,116	73,064	72,708
Less: Accumulated depreciation	(51,634)	(51,434)	(50,163)
Total long term assets	21,482	21,630	22,545
<b>TOTAL ASSETS</b>	<b>\$44,450</b>	<b>\$53,373</b>	<b>\$46,609</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$5,867	\$5,399	\$7,049
Wages and payroll taxes payable	5,513	14,064	5,551
Sales tax payable & other liabilities	649	970	625
Interest payable	128	99	74
Deferred income	813	1,262	518
Funds held for others	216	191	338
Current portion of long term debt	867	867	867
Total current liabilities	14,053	22,852	15,022
<b>LONG TERM DEBT:</b>			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
<b>TOTAL LIABILITIES</b>	<b>21,148</b>	<b>29,947</b>	<b>22,117</b>
<b>RETAINED EARNINGS:</b>			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(1,190)	(1,066)	(659)
Ending Balance	23,302	23,426	24,492
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$44,450</b>	<b>\$53,373</b>	<b>\$46,609</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$124)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 200  
   Loss (Gain) on disposal of fixed assets 0  
   Accounts receivable 508  
   Student fees receivable (151)  
   Short term note receivable 0  
   Inventories (312)  
   Prepaid expenses and other current assets (3)  
Increase/(decrease) in current liabilities:  
   Accounts payable 468  
   Sales tax payable & other liabilities (321)  
   Wages and payroll taxes payable (8,551)  
   Interest payable 29  
   Deferred Income (449)  
   Funds held for others 25

Net cash provided/(used) by operating activities **(8,681)**

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

Purchase of property, equipment and improvements (52)  
 Change in capital projects in progress 0

Net cash used in investing activities **(52)**

**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
(\$124)	(\$1,190)	(\$602)
200	1,649	1,519
0	0	17
508	(22)	(394)
(151)	(33)	163
0	200	0
(312)	(240)	(129)
(3)	91	114
468	(1,182)	(641)
(321)	24	(204)
(8,551)	(38)	2,954
29	54	61
(449)	295	52
25	(122)	84
<b>(8,681)</b>	<b>(514)</b>	<b>2,994</b>
(52)	(568)	(824)
0	(18)	0
<b>(52)</b>	<b>(586)</b>	<b>(824)</b>
0	0	0
<b>0</b>	<b>0</b>	<b>0</b>
<b>(8,733)</b>	<b>(1,100)</b>	<b>2,170</b>
<b>21,548</b>	<b>13,915</b>	<b>12,191</b>
<b>\$12,815</b>	<b>\$12,815</b>	<b>\$14,361</b>



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

	<b>Current Month March 2019</b>	<b>Prior Month February 2019</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>\$12,815</b>	<b>\$21,548</b>
<b>BOARD REQUIRED CASH RESERVE</b>	<u><b>5,013</b></u>	<u><b>5,051</b></u>
<b>RESERVE SURPLUS (DEFICIT)</b>	<u><u><b>\$7,802</b></u></u>	<u><u><b>\$16,497</b></u></u>
		Restated

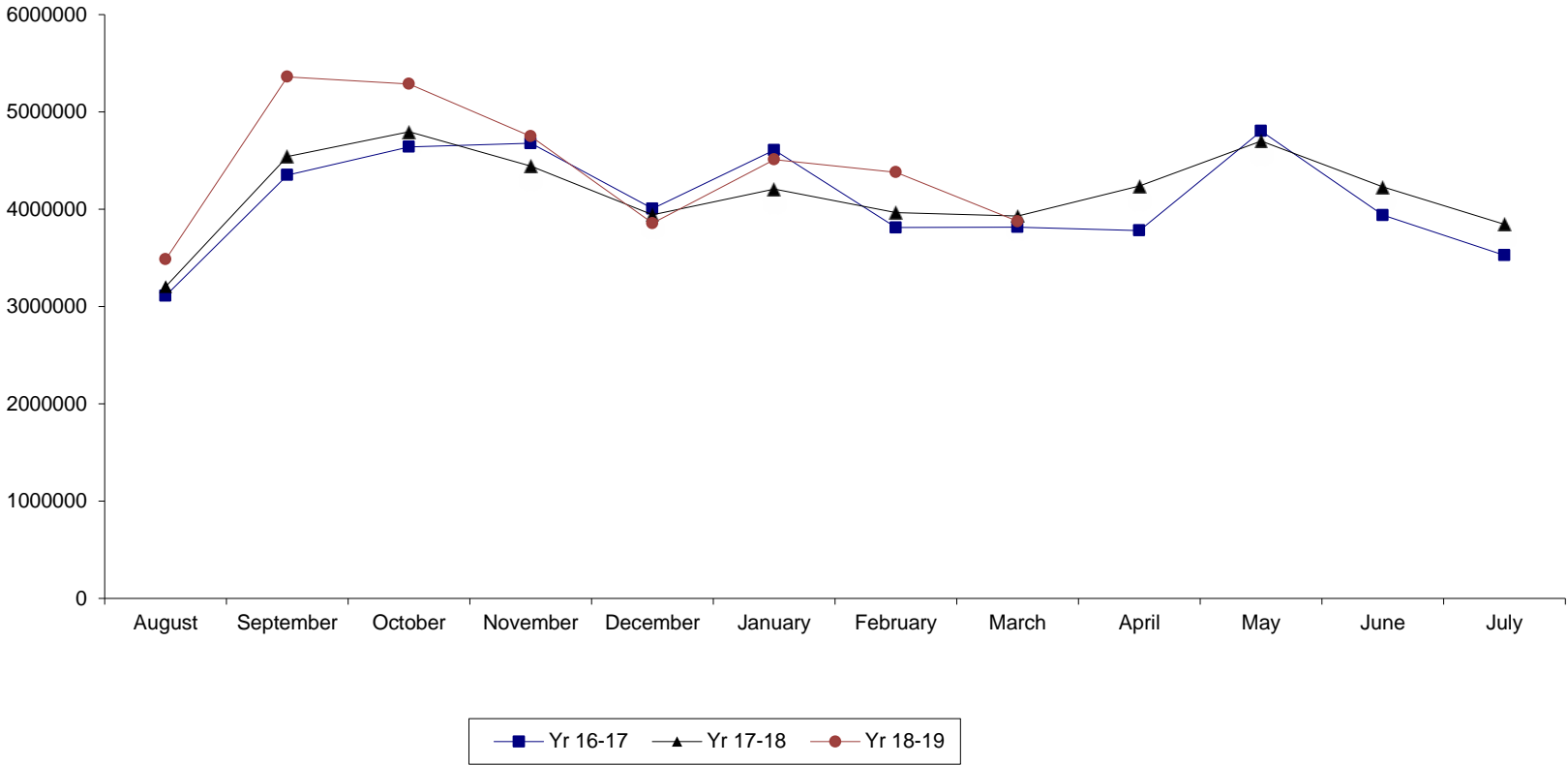
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2018-2019 March 2019

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	1.9	30.7	32.6	0.0		(42.4)	In Progress
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	81.3	19.5	100.8	24.2		(24.2)	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	14.2	57.9	2.1		(2.1)	In Progress
<b>Total Store/Services</b>	<b>410.0</b>	<b>126.9</b>	<b>64.4</b>	<b>191.3</b>	<b>26.3</b>	<b>75.0</b>	<b>(143.7)</b>	
<b>Food Service</b>								
2018-006 FS Miscellaneous and Unanticipated	50.0	16.9	21.7	38.6	11.4		(11.4)	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>41.7</b>	<b>58.6</b>	<b>11.4</b>	<b>130.0</b>	<b>(111.4)</b>	
<b>Technology</b>								
2018-015 Network Infrastructure Upgrade	20.0	0.0	2.8	2.8	0.0		(17.2)	In Progress
2018-016 Printer Replacement	10.0	2.7	1.8	4.5	0.0		(5.5)	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>4.6</b>	<b>72.3</b>	<b>44.1</b>	<b>250.0</b>	<b>(12.7)</b>	
<b>Others</b>								
2018-020 Fac. Misc. and Remodels	50.0	15.2	22.6	37.8	12.2		(12.2)	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
2018-037 Oculus Lighting	0.0	0.0	9.0	9.0	10.0		9.0	In Progress
<b>Total Others</b>	<b>705.0</b>	<b>111.3</b>	<b>179.7</b>	<b>291.0</b>	<b>297.7</b>	<b>130.0</b>	<b>(284.0)</b>	
<b>Total Current Year Projects</b>	<b>1,750.0</b>	<b>322.8</b>	<b>290.4</b>	<b>613.2</b>	<b>379.4</b>	<b>585.0</b>	<b>(551.8)</b>	

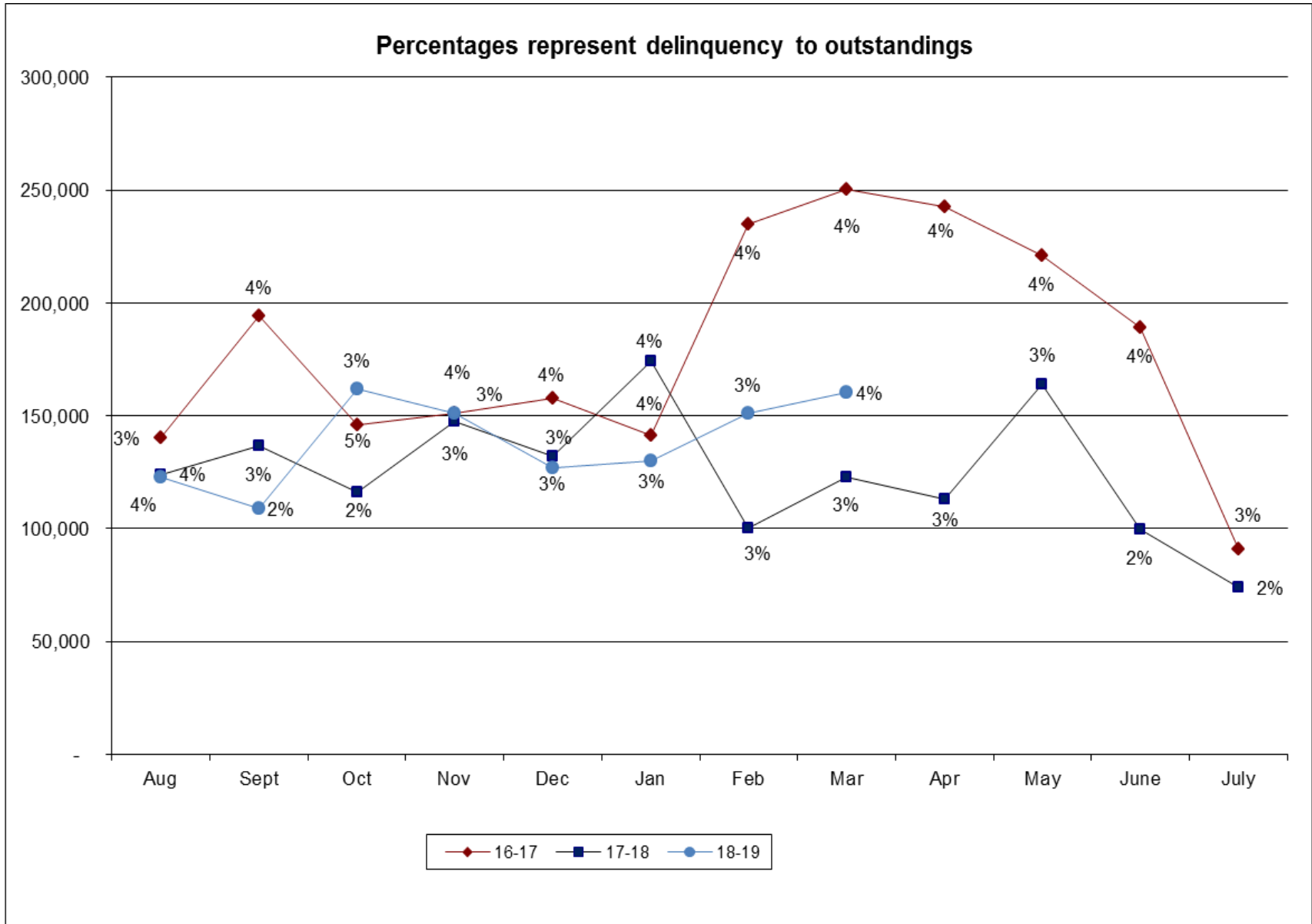
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

03/30/19	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$818,653	23%	\$46,429	55%	\$33,386	63%	\$176	1%	\$564	2%	\$28,156	47%	\$927,364	24%
ASUCLA PUBLICATIONS		\$77,325	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,325	2%
ASUCLA USA/GSA		\$137,971	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$137,971	4%
DUE FROM VENDORS		\$266,311	7%	\$16,213	19%	\$4,485	8%	\$375	2%	\$24,593	98%	\$16,395	27%	\$328,372	8%
DENTAL KITS		\$234,139	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,139	6%
OTHER		\$2,095,355	58%	\$22,181	26%	\$15,388	29%	\$20,980	97%	(\$1)	0%	\$15,908	26%	\$2,169,811	56%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,629,754</b>	<b>100%</b>	<b>\$84,823</b>	<b>100%</b>	<b>\$53,259</b>	<b>100%</b>	<b>\$21,531</b>	<b>100%</b>	<b>\$25,156</b>	<b>100%</b>	<b>\$60,459</b>	<b>100%</b>	<b>\$3,874,982</b>	<b>100%</b>
		94%		2%		1%		1%		1%		1%		100%	
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%	

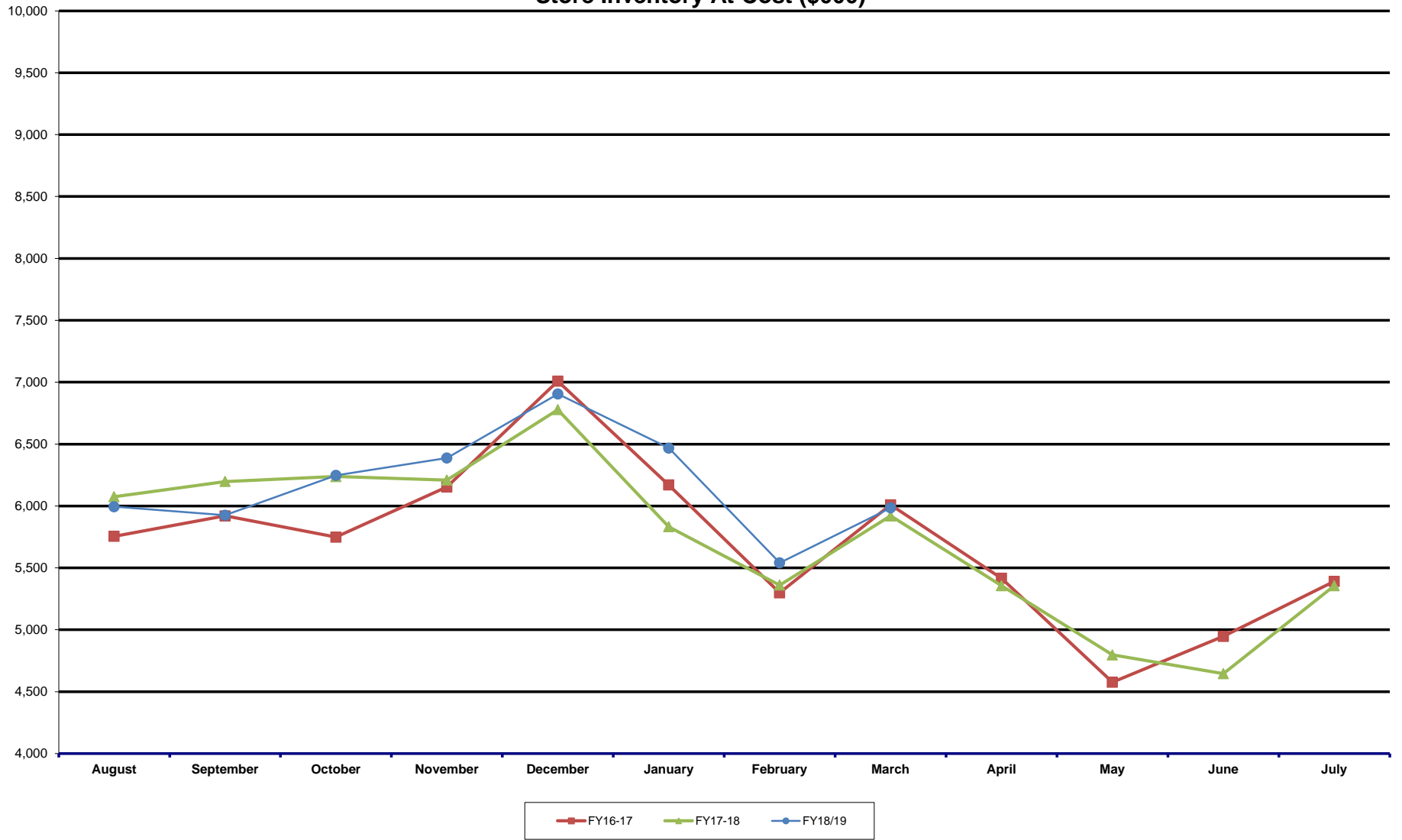
**Total Accounts Receivable Balances**  
**12 Month History**  
**Aug 16 to Mar 19**



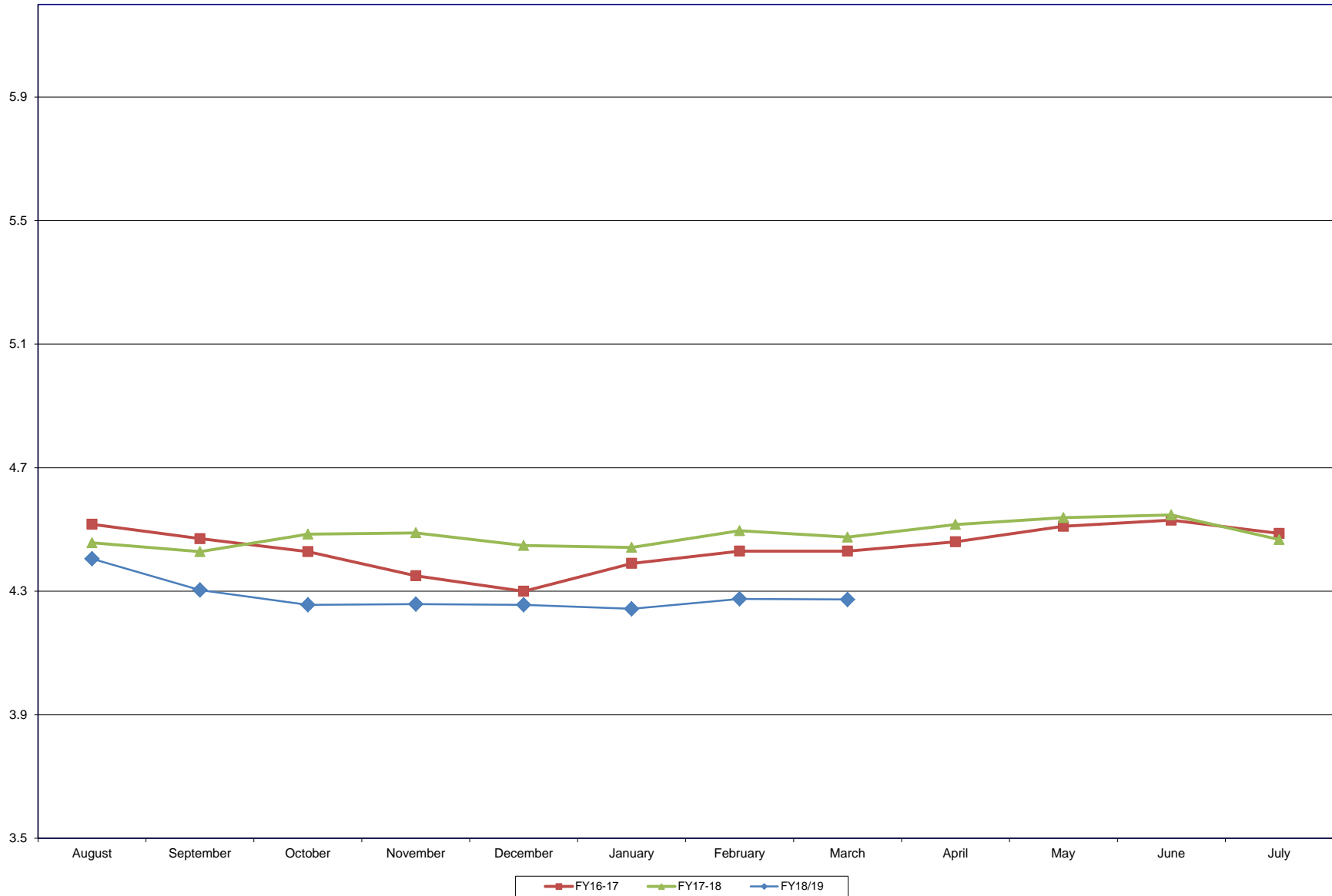
## Aged Accounts Receivable Balances > 60 Days Past Due



### 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

MAR. 08(02/24/19-03/30/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,108,612	1,093,163	15,449	12,048,044	12,243,529	<195,485>	1,242,646	12,451,776
1,431,917	1,342,530	89,387	9,792,059	10,250,164	<458,105>	1,278,083	9,680,096
194,426	183,138	11,288	1,010,308	1,026,815	<16,507>	176,399	990,777
157,342	179,552	<22,210>	1,454,048	1,566,610	<112,562>	170,668	1,565,383
76,513	75,000	1,513	943,776	1,154,000	<210,224>	75,053	1,073,586
490,433	227,529	262,904	3,863,356	3,692,663	170,693	274,045	3,830,582
0	0	0	16,905	0	16,905	0	0
3,459,243	3,100,912	358,331	29,128,496	29,933,781	<805,285>	3,216,895	29,592,199
2,286,737	1,982,296	<304,441>	20,163,064	20,260,879	97,815	2,116,306	20,326,545
3,745	3,740	<5>	37,965	37,700	<265>	4,382	42,461
6,577	6,330	<247>	49,575	51,680	2,105	6,015	49,331
899	850	<49>	4,647	4,740	93	807	4,537
755	960	205	7,574	8,560	986	861	8,364
4,581	1,020	<3,561>	17,138	14,710	<2,428>	2,550	15,916
16,556	12,900	<3,656>	116,900	117,390	490	14,615	120,609
2,303,293	1,995,196	<308,097>	20,279,964	20,378,269	98,305	2,130,921	20,447,154
66.1	63.9	<2.2>	69.2	67.7	<1.5>	65.8	68.7
1,155,951	1,105,716	50,235	8,848,532	9,555,512	<706,980>	1,085,973	9,145,046
33.9	36.1	<2.2>	30.8	32.3	<1.5>	34.2	31.3
0.5	0.4	<0.1>	0.4	0.4	<0.0>	0.5	0.4
33.4	35.7	<2.2>	30.4	31.9	<1.5>	33.8	30.9
11.8	16.0	<4.3>	15.2	17.3	<2.1>	14.6	16.9
50.8	49.9	0.9	49.0	49.3	<0.3>	50.4	48.9
41.4	41.4	0.0	41.5	41.3	0.2	42.0	41.7
38.7	38.7	0.0	31.1	33.3	<2.1>	37.3	32.4
53.3	52.5	0.8	51.1	51.0	0.1	53.5	50.6
23.8	33.3	<9.6>	21.9	23.2	<1.3>	30.0	22.2
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
100,671	70,860	29,811	1,099,240	894,780	204,460	65,233	798,038
1,256,622	1,176,576	80,046	9,947,772	10,450,292	<502,520>	1,151,206	9,943,084
257,014	262,244	5,230	2,066,839	2,086,097	19,258	244,972	1,944,343
1,454	0	<1,454>	1,454	0	<1,454>	0	8,242
242,923	241,574	<1,349>	1,749,729	1,742,692	<7,037>	196,352	1,560,723
501,391	503,818	2,427	3,818,022	3,828,789	10,767	441,324	3,513,309
14.5	16.3	1.8	13.1	12.8	<0.3>	13.7	11.9
131,348	127,975	<3,373>	987,893	1,013,588	25,695	125,710	937,556
7,500	5,653	<1,847>	68,128	58,318	<9,810>	6,581	63,086
13,637	11,810	<1,827>	61,810	94,871	33,061	6,820	88,208
15	3	<12>	136	90	<46>	15	146
833	4,425	3,592	31,083	29,975	<1,108>	5,127	17,652
751	50	<701>	2,670	1,508	<1,162>	1,050	2,795
5,945	4,310	<1,635>	45,848	41,575	<4,273>	5,535	41,931
15,707	14,775	<932>	172,420	172,013	<407>	12,760	163,415
950	950	0	6,840	8,200	1,360	950	8,163
0	0	0	0	0	0	0	656
0	0	0	0	0	0	0	8
12,220	10,583	<1,637>	205,461	163,869	<41,592>	13,870	163,359
<3,213>	<3,000>	213	<2,019>	<93,500>	<11,481>	<1,565>	<92,103>
9,619	9,525	<94>	282,991	284,700	1,709	5,092	279,464
2,675	4,625	1,950	30,846	32,600	1,754	7,346	37,340
58,022	57,670	<352>	532,856	561,554	28,698	52,664	529,088
321	0	<321>	4,649	0	<4,649>	265	5,502
1,126	0	<1,126>	7,552	0	<7,552>	896	8,945
0	0	0	0	0	<0>	0	0
0	0	0	2,528	3,200	672	957	4,356
0	0	0	300	300	0	0	0
17,171	10,250	<6,921>	91,456	83,400	<8,056>	9,888	100,350
0	0	0	4,008	3,340	<668>	708	6,473
470	800	330	13,181	13,800	619	352	14,459
100	100	<0>	63,492	46,819	<16,673>	691	40,000
0	2	2	0	10	10	105	0
26,409	8,997	<17,412>	114,915	136,923	22,008	8,094	118,988
301,605	269,503	<32,102>	2,649,039	2,657,153	8,114	263,911	2,539,836
802,996	773,321	<29,675>	6,467,061	6,485,942	18,881	705,236	6,053,144
453,626	403,255	50,371	3,480,711	3,964,350	<483,639>	445,971	3,889,940
39,688	51,165	11,477	321,308	390,829	69,521	28,042	290,427
141,063	164,748	23,685	1,180,616	1,361,034	180,418	135,574	1,151,460
65,924	78,372	12,448	507,221	615,004	107,783	62,664	521,476
48,657	42,966	<5,691>	356,122	308,099	<48,023>	31,517	272,865
111,458	126,052	14,594	873,185	1,051,514	178,329	108,414	936,794
98,513	89,780	<8,733>	733,124	686,870	<46,254>	79,823	647,167
19,668	25,473	5,805	182,004	215,508	33,504	17,934	204,680
57,308	67,180	9,872	459,211	537,440	78,229	55,947	453,197
582,278	645,736	63,458	4,612,790	5,166,298	553,508	519,916	4,478,065
<128,652>	<242,481>	113,829	<1,132,078>	<1,201,948>	69,870	<73,945>	<588,126>



UCLA RESTAURANTS  
INCOME STATEMENT

MAR. 08(02/24/19-03/30/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
206,849	232,678	<25,829>	1,404,823	1,515,190	<110,367>	198,653	1,398,181
218,810	269,902	<51,092>	1,473,581	1,669,797	<196,216>	231,105	1,565,946
196,427	210,342	<13,915>	1,308,105	1,424,308	<116,203>	123,382	871,043
300,674	314,171	<13,497>	1,952,037	2,007,651	<55,614>	284,667	1,842,589
310,346	364,033	<53,687>	2,098,956	2,331,524	<232,568>	328,365	2,213,387
283,501	304,958	<21,457>	1,599,505	1,874,509	<275,004>	206,174	1,597,222
1,516,608	1,696,084	<179,477>	9,837,007	10,822,979	<985,972>	1,372,345	9,488,369
507,979	564,334	56,355	3,320,911	3,610,621	289,710	452,788	3,152,424
33.5	33.3	<0.2>	33.8	33.4	<0.4>	33.0	33.2
1,008,629	1,131,750	<123,121>	6,516,096	7,212,358	<696,262>	919,557	6,335,945
66.5	66.7	<0.2>	66.2	66.6	<0.4>	67.0	66.8
63.6	67.3	<3.7>	65.9	67.2	<1.3>	67.7	67.4
67.3	65.6	1.7	66.0	65.5	0.4	66.7	65.2
66.6	65.5	1.1	67.5	65.6	1.9	64.6	67.1
67.0	68.7	<1.7>	67.7	68.4	<0.7>	69.2	69.4
65.2	66.4	<1.2>	65.4	66.0	<0.6>	67.3	66.3
68.8	66.8	2.1	66.5	67.1	<0.7>	66.9	66.0
243,524	261,037	<17,513>	1,593,244	1,658,496	<65,252>	231,837	1,518,300
1,252,153	1,392,787	<140,634>	8,109,340	8,870,854	<761,514>	1,151,394	7,854,245
326,203	355,356	29,153	2,446,633	2,605,104	158,471	320,623	2,334,506
7,988	2,652	<5,336>	31,104	18,427	<12,677>	1,065	7,956
386,367	377,845	<8,522>	2,525,807	2,471,299	<54,508>	336,725	2,191,467
<47,529>	<51,275>	<3,746>	<335,874>	<347,150>	<11,276>	<44,630>	<318,985>
673,029	684,578	11,549	4,667,671	4,747,680	80,009	613,782	4,214,944
44.4	40.4	<4.0>	47.5	43.9	<3.6>	44.7	44.4
166,237	190,035	23,798	1,277,427	1,384,124	106,697	161,335	1,196,342
1,853	1,525	<328>	15,998	13,905	<2,093>	1,821	13,996
4,614	4,215	<399>	22,483	33,660	11,177	2,595	29,552
21	1,000	979	10,205	14,000	3,795	2,209	11,323
71,216	76,299	5,083	445,228	495,391	50,163	64,068	418,609
4.7	4.5	<0.2>	4.5	4.6	0.1	4.7	4.4
7,602	5,555	<2,047>	54,780	40,585	<14,195>	7,527	46,087
<12,714>	<15,000>	<2,286>	<98,142>	<117,000>	<18,858>	<12,136>	<106,336>
4,935	3,195	<1,740>	48,485	22,385	<26,100>	8,525	30,054
5,214	5,337	123	46,615	35,266	<11,349>	3,170	28,833
3,239	1,740	<1,499>	20,371	12,090	<8,281>	2,246	17,169
1,798	1,530	<268>	33,036	28,040	<4,996>	921	34,717
93	0	<93>	330	0	<330>	0	1
9,699	8,242	<1,457>	74,085	62,483	<11,602>	25,396	100,344
42,536	56,801	14,265	318,817	366,829	48,012	43,897	323,161
2,545	2,460	<85>	17,087	15,605	<1,482>	2,407	15,933
<660>	1,289	1,949	<811>	9,252	10,063	492	5,664
18	0	<18>	131	0	<131>	0	17
0	0	0	6,462	0	<6,462>	0	796
0	435	435	0	3,420	3,420	0	0
238	240	2	3,096	2,533	<563>	238	7,203
3,020	0	<3,020>	11,804	0	<11,804>	0	610
1,088	0	<1,088>	8,293	1,800	<6,493>	847	5,013
31,692	44,591	12,899	218,253	271,189	52,936	19,631	213,101
344,283	389,489	45,206	2,534,032	2,695,557	161,525	335,189	2,392,191
1,017,312	1,074,067	56,755	7,201,702	7,443,237	241,535	948,971	6,607,134
234,841	318,720	<83,879>	907,638	1,427,617	<519,979>	202,423	1,247,111
53,274	51,869	<1,405>	391,279	416,824	25,545	39,001	345,104
69,746	52,544	<17,202>	466,728	381,047	<85,681>	66,264	447,746
32,595	24,995	<7,600>	199,596	172,257	<27,339>	30,628	204,510
24,057	13,703	<10,354>	142,545	86,633	<55,912>	15,404	106,443
55,108	40,202	<14,906>	339,194	290,564	<48,630>	52,989	361,959
86,746	79,073	<7,673>	645,555	604,948	<40,607>	70,288	569,865
17,319	22,433	5,114	160,264	189,797	29,533	15,792	180,232
72,149	85,042	12,893	596,522	680,336	83,814	71,211	585,379
410,995	369,861	<41,134>	2,941,683	2,822,406	<119,277>	361,577	2,801,238
<176,154>	<51,141>	<125,013>	<2,034,045>	<1,394,789>	<639,256>	<159,155>	<1,554,127>
356,238	397,485	<41,247>	2,361,650	2,523,925	<162,275>	355,510	2,398,090
122,502	130,797	<8,295>	807,362	825,089	<17,727>	119,096	782,374
233,736	266,688	<32,952>	1,554,288	1,698,836	<144,548>	236,414	1,615,716
7.17	6.88	0.29	7.09	6.90	0.19	6.41	6.53
9.22	8.89	0.33	9.13	8.85	0.29	8.36	8.24
6.09	5.90	0.19	6.02	5.96	0.07	5.44	5.62
34,619	34,225	<394>	231,145	229,116	<2,029>	33,760	226,462
43.81	48.98	<5.17>	42.56	46.72	<4.16>	40.65	41.90

LICENSING & SERVICES  
INCOME STATEMENT

MAR. 08(02/24/19-03/30/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,935	12,500	6,435	117,072	106,115	10,957	13,849	113,149
18,935	12,500	6,435	117,072	106,115	10,957	13,849	113,149
197	250	53	1,972	2,131	159	0	2,400
18,738	12,250	6,488	115,100	103,984	11,116	13,849	110,749
99.0	98.0	1.0	98.3	98.0	0.3	100.0	97.9
99.0	98.0	1.0	98.3	98.0	0.3	100.0	97.9
129,514	155,618	<26,104>	2,222,764	2,187,231	35,533	194,179	2,055,025
117,743	112,347	5,396	886,886	894,232	<7,346>	102,347	815,334
20,700	0	20,700	144,900	0	144,900	0	0
267,956	267,965	<9>	3,254,550	3,081,463	173,087	296,526	2,870,359
286,694	280,215	6,479	3,369,649	3,185,447	184,202	310,375	2,981,108
35,515	38,714	3,199	363,765	300,307	<63,458>	36,316	297,788
594	720	126	1,100	5,385	4,285	111	1,057
36,109	39,434	3,325	364,865	305,692	<59,173>	36,427	298,846
190.7	315.5	124.8	311.7	288.1	<23.6>	263.0	264.1
18,850	18,371	<479>	182,577	142,657	<39,920>	20,813	136,688
112	515	403	2,954	4,115	1,161	67	5,219
816	450	<366>	9,294	3,990	<5,304>	466	4,826
0	50	50	253	400	147	6	666
1,085	1,000	<85>	16,255	10,000	<6,255>	1,980	8,500
0	1,000	1,000	8,381	10,750	2,369	0	9,500
4,072	3,698	<374>	20,844	31,673	10,829	0	21,140
0	0	0	226	0	<226>	0	466
0	0	0	<11,062>	2,050	13,112	0	7,243
0	2,083	2,083	11,539	16,664	5,125	2,083	17,704
0	400	400	3,658	4,400	742	0	0
1,665	3,200	1,535	19,296	25,600	6,304	0	23,543
0	0	0	202,599	158,303	<44,296>	6,192	153,894
12,025	14,729	2,704	158,679	176,608	17,929	16,626	168,382
0	0	0	0	0	0	0	83
42,754	47,149	4,395	566,932	635,897	68,965	63,297	635,831
81,378	92,645	11,267	1,192,424	1,223,107	30,683	111,530	1,193,687
117,487	132,079	14,592	1,557,289	1,528,799	<28,490>	147,957	1,492,532
169,207	148,136	21,071	1,812,360	1,656,648	155,712	162,418	1,488,576
2,858	3,832	974	30,727	30,791	64	2,315	24,257
10,986	16,650	5,664	132,413	120,747	<11,666>	12,531	115,011
5,313	8,175	2,862	57,862	56,337	<1,525>	5,926	54,015
3,921	4,481	560	40,777	28,331	<12,446>	2,980	27,885
8,982	13,148	4,166	99,465	95,032	<4,433>	10,252	95,885
44,436	40,460	<3,976>	330,685	309,532	<21,153>	36,005	291,913
8,871	11,485	2,614	82,095	97,170	15,075	8,089	92,324
3,043	4,581	1,538	47,856	36,648	<11,208>	6,750	55,075
88,410	102,812	14,402	821,880	774,588	<47,292>	84,849	756,363
80,796	45,324	35,472	990,481	882,060	108,421	77,569	732,213

**UCLA STUDENT UNION  
INCOME STATEMENT**

MAR. 08(02/24/19-03/30/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
50,805	44,771	6,034	452,195	372,572	79,623	110,706	412,391
39,159	53,183	<14,024>	274,118	396,265	<122,147>	48,576	379,872
89,964	97,954	<7,990>	726,313	768,837	<42,524>	159,282	792,263
37,869	52,013	14,144	267,521	387,547	120,026	48,295	373,596
9,666	6,968	<2,698>	107,228	71,916	<35,312>	22,644	81,368
47,535	58,981	11,446	374,748	459,463	84,715	70,939	454,964
52.8	60.2	7.4	51.6	59.8	8.2	44.5	57.4
42,429	38,973	3,456	351,565	309,374	42,191	88,343	337,299
47.2	39.8	7.4	48.4	40.2	8.2	55.5	42.6
81.0	84.4	<3.5>	76.3	80.7	<4.4>	79.6	80.3
3.3	2.2	1.1	2.4	2.2	0.2	0.6	1.7
0	500	<500>	0	4,128	<4,128>	365	4,480
1,930	1,150	780	15,780	27,050	<11,270>	4,987	8,602
30,457	23,140	7,317	142,826	140,855	1,971	8,613	124,168
7,373	9,362	<1,989>	58,477	69,757	<11,280>	8,739	66,891
39,760	34,152	5,608	217,082	241,790	<24,708>	22,704	204,141
82,189	73,125	9,064	568,647	551,164	17,483	111,047	541,439
33,825	33,952	127	270,703	271,617	914	26,918	250,642
23,413	26,320	2,907	171,741	188,130	16,389	27,381	185,073
57,238	60,272	3,034	442,444	459,747	17,303	54,300	435,715
63.6	61.5	<2.1>	60.9	59.8	<1.1>	34.1	55.0
20.6	26.7	6.0	20.1	24.7	4.6	10.0	21.2
17,548	16,901	<647>	129,113	134,722	5,609	15,612	116,200
483	728	245	8,601	5,881	<2,720>	287	7,851
3,329	2,985	<344>	16,177	26,445	10,268	2,039	22,582
0	0	0	2,147	1,175	<972>	0	2,175
2,807	3,159	352	5,890	6,318	428	0	2,974
65	250	185	120	964	844	0	6,276
28	355	327	6,278	6,115	<163>	96	5,006
707	917	210	29,215	26,718	<2,497>	49	26,149
19,977	17,563	<2,414>	108,946	106,907	<2,039>	9,147	102,051
0	0	0	<0>	0	0	908	908
0	0	0	974	2,000	1,026	0	1,570
153	390	237	3,209	2,164	<1,045>	11	364
367	250	<117>	2,111	2,000	<111>	269	1,902
1,390	4,263	2,873	22,251	24,389	2,138	1,673	23,868
955	1,250	295	7,502	9,313	1,811	1,027	8,508
15	0	<15>	409	0	<409>	26	699
0	0	0	0	0	0	<840>	0
0	0	0	2,787	2,787	0	0	2,787
15,417	15,417	0	123,333	123,336	3	15,417	123,333
20,559	14,500	<6,059>	83,894	83,250	<644>	9,478	75,960
83,800	78,928	<4,872>	552,957	564,484	11,527	55,198	531,163
141,038	139,200	<1,838>	995,401	1,024,231	28,830	109,497	966,878
<58,849>	<66,075>	7,226	<426,754>	<473,067>	46,313	1,550	<425,439>
4,532	5,516	984	37,265	44,330	7,065	3,451	35,700
4,968	6,025	1,057	37,632	43,690	6,058	7,348	39,387
2,402	2,958	556	16,559	20,384	3,825	3,475	18,599
1,773	1,621	<152>	11,872	10,249	<1,623>	1,748	9,573
4,062	4,758	696	28,282	34,387	6,105	6,011	32,876
53,887	49,083	<4,804>	401,023	375,510	<25,513>	43,663	354,004
10,758	13,925	3,167	99,557	117,814	18,257	9,810	111,961
22,838	14,257	<8,581>	145,746	114,056	<31,690>	10,753	91,871
105,219	98,143	<7,076>	777,936	760,420	<17,516>	86,258	693,972
<164,068>	<164,218>	150	<1,204,689>	<1,233,487>	28,798	<84,709>	<1,119,410>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

MAR. 08(02/24/19-03/30/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
332,798	334,070	1,272	2,591,398	2,712,098	120,700	323,802	2,559,751
1,047	11,648	10,601	8,922	17,953	9,031	6,947	45,667
34,276	38,691	4,415	262,299	301,211	38,912	34,547	272,712
368,121	384,409	16,288	2,862,619	3,031,262	168,643	365,296	2,878,130
6.4	6.9	0.5	6.2	6.4	0.2	6.8	6.3
0	0	0	10,700	15,177	4,477	0	14,735
0	0	0	4,000	2,060	<1,940>	2,000	4,000
169,976	159,930	<10,046>	1,213,917	1,301,781	87,864	148,555	1,143,906
3,901	7,253	3,352	50,276	60,150	9,874	6,570	51,977
9,994	8,437	<1,557>	45,261	68,167	22,907	5,510	65,669
548	719	171	5,269	5,712	443	498	8,902
1,490	645	<845>	6,955	5,912	<1,043>	2,016	10,600
666	50	<616>	882	355	<527>	175	2,285
2,698	708	<1,990>	15,740	8,562	<7,178>	4,254	11,185
0	55	55	0	434	434	0	0
0	0	0	2,474	0	<2,474>	0	0
855	309	<546>	2,718	1,123	<1,595>	131	621
141	690	549	16,808	4,609	<12,199>	105	3,675
251	479	228	1,201	3,826	2,625	0	1,276
248	275	27	2,553	2,200	<353>	367	3,129
<752>	<300>	452	<1,718>	<2,200>	<482>	51	<363>
886	50	<836>	1,509	400	<1,109>	1,125	1,445
4,824	2,550	<2,274>	20,459	20,100	<359>	2,541	17,766
3,944	1,765	<2,179>	13,375	14,175	800	1,500	12,237
100	1,000	900	10,578	8,000	<2,578>	1,150	9,200
5,635	5,576	<59>	50,418	46,722	<3,696>	4,954	47,626
761	1,113	352	6,139	9,767	3,628	734	6,760
15,360	12,376	<2,984>	105,100	100,363	<4,737>	10,991	85,584
0	20	20	0	1,419	1,419	0	1,348
2,433	2,433	0	24,937	24,937	0	2,848	28,094
4	41	37	3	323	320	2	0
23,061	22,795	<266>	184,488	182,360	<2,128>	20,723	165,784
18,989	15,870	<3,119>	183,089	68,964	<114,125>	11,917	84,450
922	1,536	614	9,150	12,283	3,133	1,396	11,166
11,667	11,460	<207>	92,838	92,178	<660>	11,126	89,497
6,756	3,000	<3,756>	17,983	19,900	1,917	2,392	6,969
6,250	10,756	4,506	70,964	86,048	15,084	10,443	83,542
3,713	3,713	0	7,669	7,669	0	3,605	7,446
4,067	9,234	5,167	23,587	18,872	<4,715>	455	9,088
10,333	17,510	7,177	103,171	102,573	<598>	12,505	93,548
4,462	206	<4,256>	7,448	3,821	<3,627>	126	3,436
3,240	5,058	1,818	28,849	37,161	8,312	3,059	32,589
3,827	4,017	190	29,061	32,844	3,783	3,240	26,266
0	0	0	0	0	0	<11,333>	37,083
7,250	25,250	18,000	58,000	202,000	144,000	0	608
0	0	0	1,308	0	<1,308>	0	0
8,541	8,541	0	67,955	67,951	<4>	8,292	66,094
18,048	16,924	<1,124>	144,384	135,391	<8,993>	16,431	131,451
494	567	73	26,290	26,734	444	88	24,950
355,582	362,611	7,029	2,665,786	2,800,823	135,037	290,542	2,405,625
723,702	747,020	23,318	5,528,404	5,832,085	303,681	655,838	5,283,754
23,566	21,067	<2,499>	175,374	161,169	<14,205>	19,095	154,812
4,705	5,976	1,271	43,538	50,562	7,024	4,290	48,963
23,117	23,091	<26>	189,361	184,728	<4,633>	21,397	182,266
51,387	50,134	<1,253>	408,272	396,459	<11,813>	44,782	386,040
775,090	797,154	22,064	5,936,677	6,228,544	291,867	700,619	5,669,795
<691,367>	<713,790>	<22,423>	<5,270,647>	<5,558,158>	<287,511>	<626,535>	<5,091,970>
<40,692>	<40,692>	0	<330,345>	<330,345>	0	<32,770>	<265,979>
<3,438>	<3,438>	0	<27,937>	<27,937>	0	<3,274>	<26,605>
<39,593>	<39,234>	359	<307,748>	<312,104>	<4,356>	<38,040>	<285,240>
<775,090>	<797,154>	<22,064>	<5,936,677>	<6,228,544>	<291,867>	<700,619>	<5,669,795>
0	0	0	0	0	<0>	0	0

FACILITIES  
EXPENSE STATEMENT

MAR. 08(02/24/19-03/30/19)						FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH						YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
132,798	135,106	2,308	Career Wages	1,044,469	1,020,562	<23,907>	130,158	987,314		
7,422	6,403	<1,019>	Limited Appointment	49,692	48,008	<1,684>	7,259	49,648		
923	930	7	Student Wages	2,151	7,572	5,421	0	0		
<834>	<545>	289	Labor Recharge	<2,664>	<2,490>	174	<45>	<2,904>		
<10,739>	<9,361>	1,378	Billed Labor Costs	<88,826>	<75,786>	13,040	<9,356>	<77,109>		
0	<3,250>	<3,250>	Capitalized Wages	<21,141>	<26,000>	<4,859>	0	<29,141>		
129,571	129,283	<288>	TOTAL WAGES	983,681	971,866	<11,815>	128,016	927,807		
70,348	79,969	9,621	Employee Benefits	602,393	597,821	<4,572>	70,022	554,045		
268	267	<1>	Office Supplies	1,188	1,620	432	41	1,356		
706	803	97	Telephone	4,992	6,423	1,431	510	5,941		
749	0	<749>	Trav/Trips/Conference	2,047	3,000	953	0	0		
5,819	5,432	<387>	Paper	38,958	41,558	2,600	5,260	40,072		
6.5	5.6	<0.9>	Paper % To Sales	5.4	5.4	0.1	3.3	5.1		
6,117	6,335	218	Cleaning Supplies	44,257	48,697	4,440	5,848	45,771		
912	1,045	133	Replacements	11,570	8,071	<3,499>	1,185	7,727		
640	1,756	1,116	Laundry	3,641	4,752	1,111	1,238	4,244		
41,819	27,575	<14,244>	Repairs & Maintenance	263,855	228,144	<35,711>	17,709	233,153		
2,511	4,950	2,439	Repairs & Mtce-Elevator	25,745	42,600	16,855	2,268	43,747		
215	250	35	Repairs & Mtce-Equip	801	2,000	1,199	0	250		
30,641	800	<29,841>	Painting Program	41,313	6,400	<34,913>	30	5,245		
477	300	<177>	Incidental Proj Exp	1,720	2,400	680	221	2,649		
<624>	2,575	3,199	Air Conditioning-Maint	76,550	30,050	<46,500>	1,772	26,497		
10,889	11,617	728	Rub Remvl/Hauling	83,872	87,091	3,219	10,340	82,122		
2,388	3,246	858	Rodent & Pest Control	29,742	26,266	<3,476>	3,179	25,604		
103	1,600	1,497	Rentals-Truck	5,085	12,800	7,715	509	5,485		
3,424	0	<3,424>	Janitorial	19,603	0	<19,603>	1,550	8,350		
177,402	148,520	<28,882>	TOTAL OTHER CONTROL.	1,257,334	1,149,693	<107,641>	121,682	1,092,257		
306,973	277,803	<29,170>	TOTAL CONTROLLABLE EXP	2,241,014	2,121,559	<119,455>	249,697	2,020,064		
			Less: Allocated Exp							
21,516	21,607	91	Depreciation	209,884	172,856	<37,028>	18,218	150,897		
21,516	21,607	91	TOTAL ALLOCATED EXP	209,884	172,856	<37,028>	18,218	150,897		
328,489	299,410	<29,079>	NET EXPENSE	2,450,898	2,294,415	<156,483>	267,915	2,170,962		
<283,582>	<258,397>	25,185	Allocated-Svs and Ent	<2,110,386>	<1,976,870>	133,516	<229,779>	<1,862,948>		
<8,138>	<8,138>	0	Allocated-USAC	<65,104>	<65,104>	0	<7,851>	<62,808>		
<3,181>	<3,181>	0	Allocated-GSA	<25,448>	<25,448>	0	<3,069>	<24,552>		
<10,023>	<8,627>	1,396	Allocated-Comm Board	<74,587>	<65,824>	8,763	<8,121>	<65,842>		
<23,566>	<21,067>	2,499	Allocated-A & SS	<175,374>	<161,169>	14,205	<19,095>	<154,812>		
<328,489>	<299,410>	29,079	TOTAL OTHER	<2,450,898>	<2,294,415>	156,483	<267,915>	<2,170,962>		
0	0	<0>	TOTAL EXPENSE	0	0	<0>	0	<0>		

UTILITIES  
EXPENSE STATEMENT

MAR. 08(02/24/19-03/30/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
3,559	8,668	5,109	Chiller Water
41,347	55,223	13,876	Elec-Non Air Cond.
10,012	10,627	615	Water-Non Air Cond.
9,328	6,672	<2,656>	Steam-Non Air Cond.
2,969	3,036	67	Gas
0	1,551	1,551	Energy Management
67,215	85,777	18,562	TOTAL OTHER CONTROL.
67,215	85,777	18,562	TOTAL CONTROLLABLE EXP
<56,616>	<73,318>	<16,702>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,001>	<2,590>	<589>	Allocated-Comm Board
<4,705>	<5,976>	<1,271>	Allocated-A & SS
<67,215>	<85,777>	<18,562>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 8 MO(07/29/18-03/30/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
110,556	133,840	23,284	7,616	120,700
367,588	434,095	66,507	34,528	438,669
59,430	77,248	17,818	7,230	60,300
47,010	43,410	<3,600>	8,966	41,264
23,232	22,917	<315>	1,891	17,983
9,303	12,408	3,105	1,550	12,404
617,119	723,918	106,799	61,781	691,320
617,119	723,918	106,799	61,781	691,320
<523,920>	<620,300>	<96,380>	<51,625>	<589,198>
<22,392>	<22,392>	0	<2,906>	<23,248>
<8,752>	<8,752>	0	<1,136>	<9,088>
<18,517>	<21,912>	<3,395>	<1,825>	<20,824>
<43,538>	<50,562>	<7,024>	<4,290>	<48,963>
<617,119>	<723,918>	<106,799>	<61,781>	<691,320>
<0>	0	0	0	<0>