

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

April (03/31/19 - 04/27/19)

**Prepared
May 10, 2019**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

APRIL (03/31/19 - 04/27/19)										FY 17-18		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
4,151		4,162		(11)	(0.3%)	(129)	(3.0%)	4,280				GROSS INCOME
1,658		1,847		(189)	(10.2%)	(19)	(1.1%)	1,677				UCLA Store
360		368		(8)	(2.2%)	120	50.0%	240				UCLA Restaurants
123		147		(24)	(16.3%)	(6)	(4.7%)	129				Licensing & Services
												UCLA Student Union
6,292		6,524		(232)	(3.6%)	(34)	(0.5%)	6,326				TOTAL
												GROSS MARGIN
1,562	37.6%	1,560	37.5%	2	Pts.	1	Pts.	1,561	36.5%			UCLA Store
1,188	71.7%	1,310	70.9%	(122)	0.8	(15)	0.0	1,203	71.7%			UCLA Restaurants
360	100.0%	367	99.7%	(7)	0.3	120	0.0	240	100.0%			Licensing & Services
70	56.9%	81	55.1%	(11)	1.8	3	5.0	67	51.9%			UCLA Student Union
3,180	50.5%	3,318	50.9%	(138)	(0.4)	109	2.0	3,071	48.5%			TOTAL
												WAGES & BENEFITS
624	15.0%	613	14.7%	(11)	(0.3)	(47)	(1.5)	577	13.5%			UCLA Store
753	45.4%	765	41.4%	12	(4.0)	(26)	(2.0)	727	43.4%			UCLA Restaurants
55	15.3%	55	14.9%	0	(0.4)	(3)	6.4	52	21.7%			Licensing & Services
73	59.3%	75	51.0%	2	(8.3)	(7)	(8.1)	66	51.2%			UCLA Student Union
1,505	23.9%	1,508	23.1%	3	(0.8)	(83)	(1.4)	1,422	22.5%			TOTAL
												OTHER CONTROLLABLES
224	5.4%	196	4.7%	(28)	(0.7)	(34)	(1.0)	190	4.4%			UCLA Store
172	10.4%	171	9.3%	(1)	(1.1)	1	(0.1)	173	10.3%			UCLA Restaurants
86	23.9%	103	28.0%	17	4.1	(23)	2.4	63	26.3%			Licensing & Services
62	50.4%	64	43.5%	2	(6.9)	(6)	(7.0)	56	43.4%			UCLA Student Union
544	8.6%	534	8.2%	(10)	(0.4)	(62)	(1.0)	482	7.6%			TOTAL
												CONTRIBUTION
715	17.2%	751	18.0%	(36)	(0.8)	(79)	(1.4)	794	18.6%			UCLA Store
262	15.8%	375	20.3%	(113)	(4.5)	(41)	(2.3)	303	18.1%			UCLA Restaurants
219	60.8%	209	56.8%	10	4.0	94	8.7	125	52.1%			Licensing & Services
(64)	(52.0%)	(59)	(40.1%)	(5)	(11.9)	(9)	(9.4)	(55)	(42.6%)			UCLA Student Union
1,132	18.0%	1,276	19.6%	(144)	(1.6)	(35)	(0.4)	1,167	18.4%			TOTAL
												ALLOCATED EXPENSES
623	9.9%	633	9.7%	10	(0.2)	(33)	(0.6)	590	9.3%			Admin&Support Services
269	4.3%	235	3.6%	(34)	(0.7)	(43)	(0.7)	226	3.6%			Facilities
54	0.9%	82	1.3%	28	0.4	7	0.1	61	1.0%			Utilities
201	3.2%	216	3.3%	15	0.1	(1)	0.0	200	3.2%			Depreciation
1,147	18.2%	1,166	17.9%	19	(0.3)	(70)	(1.2)	1,077	17.0%			TOTAL
												NET INCOME (LOSS)
(15)	(0.2%)	110	1.7%	(125)	(1.9)	(105)	(1.6)	90	1.4%			FROM OPERATIONS
												OTHER INC/(EXP)
142	2.3%	2	0.0%	140	2.3	152	2.5	(10)	(0.2%)			Non-Recurrent Inc/(Exp)
26	0.4%	12	0.2%	14	0.2	8	0.1	18	0.3%			Interest Income
(29)	(0.5%)	(29)	(0.4%)	0	(0.1)	3	0.0	(32)	(0.5%)			Interest (Expense)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%			Income Taxes
249	4.0%	244	3.7%	5	0.3	15	0.3	234	3.7%			Student Union Fee Income
388	6.2%	227	3.5%	161	2.7	178	2.9	210	3.3%			TOTAL
373	5.9%	337	5.2%	36	0.7	73	1.2	300	4.7%			NET INCOME (LOSS)

FISCAL YEAR 2018-2019										FY 17-18		
YTD 9 MONTHS (07/29/18 - 04/27/19)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
34,378		34,990		(612)	(1.7%)	(292)	(0.8%)	34,670				GROSS INCOME
13,089		14,328		(1,239)	(8.6%)	405	3.2%	12,684				UCLA Store
3,732		3,555		177	5.0%	508	15.8%	3,224				UCLA Restaurants
1,066		1,157		(91)	(7.9%)	(59)	(5.2%)	1,125				Licensing & Services
												UCLA Student Union
52,265		54,030		(1,765)	(3.3%)	562	1.1%	51,703				TOTAL
												GROSS MARGIN
11,510	33.5%	12,011	34.3%	(501)	Pts.	6	Pts.	11,504	33.2%			UCLA Store
9,297	71.0%	10,181	71.1%	(884)	(0.1)	240	(0.4)	9,057	71.4%			UCLA Restaurants
3,730	99.9%	3,553	99.9%	177	0.0	509	0.0	3,221	99.9%			Licensing & Services
639	59.9%	632	54.6%	7	5.3	31	5.9	608	54.0%			UCLA Student Union
25,176	48.2%	26,377	48.8%	(1,201)	(0.6)	786	1.0	24,390	47.2%			TOTAL
												WAGES & BENEFITS
5,429	15.8%	5,455	15.6%	26	(0.2)	(402)	(1.3)	5,027	14.5%			UCLA Store
6,698	51.2%	6,896	48.1%	198	(3.1)	(560)	(2.8)	6,138	48.4%			UCLA Restaurants
602	16.1%	504	14.2%	(98)	(1.9)	(114)	(1.0)	488	15.1%			Licensing & Services
644	60.4%	670	57.9%	26	(2.5)	(26)	(5.5)	618	54.9%			UCLA Student Union
13,373	25.6%	13,525	25.0%	152	(0.6)	(1,102)	(1.9)	12,271	23.7%			TOTAL
												OTHER CONTROLLABLES
1,885	5.5%	1,840	5.3%	(45)	(0.2)	(92)	(0.3)	1,793	5.2%			UCLA Store
1,429	10.9%	1,482	10.3%	53	(0.6)	(60)	(0.1)	1,369	10.8%			UCLA Restaurants
1,096	29.4%	1,184	33.3%	88	3.9	24	5.3	1,120	34.7%			Licensing & Services
486	45.6%	494	42.7%	8	(2.9)	(15)	(3.7)	471	41.9%			UCLA Student Union
4,896	9.4%	5,000	9.3%	104	(0.1)	(143)	(0.2)	4,753	9.2%			TOTAL
												CONTRIBUTION
4,195	12.2%	4,716	13.5%	(521)	(1.3)	(489)	(1.3)	4,684	13.5%			UCLA Store
1,170	8.9%	1,802	12.6%	(632)	(3.7)	(380)	(3.3)	1,550	12.2%			UCLA Restaurants
2,032	54.4%	1,866	52.5%	166	1.9	419	4.4	1,613	50.0%			Licensing & Services
(491)	(46.1%)	(532)	(46.0%)	41	(0.1)	(10)	(3.3)	(481)	(42.8%)			UCLA Student Union
6,906	13.2%	7,852	14.5%	(946)	(1.3)	(460)	(1.0)	7,366	14.2%			TOTAL
												ALLOCATED EXPENSES
5,486	10.5%	5,795	10.7%	309	0.2	(190)	(0.3)	5,296	10.2%			Admin&Support Services
2,345	4.5%	2,200	4.1%	(145)	(0.4)	(253)	(0.5)	2,092	4.0%			Facilities
621	1.2%	753	1.4%	132	0.2	78	0.2	699	1.4%			Utilities
1,849	3.5%	1,942	3.6%	93	0.1	(130)	(0.2)	1,719	3.3%			Depreciation
10,301	19.7%	10,690	19.8%	389	0.1	(495)	(0.7)	9,806	19.0%			TOTAL
												NET INCOME (LOSS)
(3,395)	(6.5%)	(2,838)	(5.3%)	(557)	(1.2)	(955)	(1.8)	(2,440)	(4.7%)			FROM OPERATIONS
												OTHER INC/(EXP)
341	0.7%	18	0.0%	323	0.7	177	0.4	164	0.3%			Non-Recurrent Inc/(Exp)
286	0.5%	125	0.2%	161	0.3	141	0.2	145	0.3%			Interest Income
(260)	(0.5%)	(260)	(0.5%)	0	0.0	28	0.1	(288)	(0.6%)			Interest (Expense)
0	0.0%	(15)	0.0%	15	0.0	0	0.0	0	0.0%			Income Taxes
2,210	4.2%	2,200	4.1%	10	0.1	94	0.1	2,116	4.1%			Student Union Fee Income
2,577	4.9%	2,068	3.8%	509	1.1	440	0.8	2,137	4.1%			TOTAL
(818)	(1.6%)	(770)	(1.4%)	(48)	(0.2)	(515)	(1.0)	(303)	(0.6%)			NET INCOME (LOSS)

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

APRIL (03/31/19 - 04/27/19)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18											
CURRENT MONTH										**		YTD 9 MONTHS (07/29/18 - 04/27/19)										**											
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT													
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%										
				\$	%	\$	%									\$	%	\$	%														
GROSS INCOME																																	
4,151		4,162		(11)	(0.3%)	(129)	(3.0%)	4,280		UCLA Store														34,378		34,990		(612)	(1.7%)	(292)	(0.8%)	34,670	
1,658		1,847		(189)	(10.2%)	(19)	(1.1%)	1,677		UCLA Restaurants														13,089		14,328		(1,239)	(8.6%)	405	3.2%	12,684	
360		368		(8)	(2.2%)	120	50.0%	240		Licensing & Services														3,732		3,555		177	5.0%	508	15.8%	3,224	
123		147		(24)	(16.3%)	(6)	(4.7%)	129		UCLA Student Union														1,066		1,157		(91)	(7.9%)	(59)	(5.2%)	1,125	
6,292		6,524		(232)	(3.6%)	(34)	(0.5%)	6,326		TOTAL														52,265		54,030		(1,765)	(3.3%)	562	1.1%	51,703	
GROSS MARGIN																																	
1,562	37.6%	1,560	37.5%		Pts.		Pts.	1,561	36.5%	UCLA Store														11,510	33.5%	12,011	34.3%	(501)	(0.8)	6	0.3	11,504	33.2%
1,188	71.7%	1,310	70.9%	(122)	0.8	(15)	0.0	1,203	71.7%	UCLA Restaurants														9,297	71.0%	10,181	71.1%	(884)	(0.1)	240	(0.4)	9,057	71.4%
360	100.0%	367	99.7%	(7)	0.3	120	0.0	240	100.0%	Licensing & Services														3,730	99.9%	3,553	99.9%	177	0.0	509	0.0	3,221	99.9%
70	56.9%	81	55.1%	(11)	1.8	3	5.0	67	51.9%	UCLA Student Union														639	59.9%	632	54.6%	7	5.3	31	5.9	608	54.0%
3,180	50.5%	3,318	50.9%	(138)	(0.4)	109	2.0	3,071	48.5%	TOTAL														25,176	48.2%	26,377	48.8%	(1,201)	(0.6)	786	1.0	24,390	47.2%
TOTAL CONTROLLABLES																																	
847	20.4%	809	19.4%	(38)	(1.0)	(80)	(2.5)	767	17.9%	UCLA Store														7,314	21.3%	7,295	20.8%	(19)	(0.5)	(494)	(1.6)	6,820	19.7%
925	55.8%	935	50.6%	10	(5.2)	(25)	(2.1)	900	53.7%	UCLA Restaurants														8,127	62.1%	8,378	58.5%	251	(3.6)	(620)	(2.9)	7,507	59.2%
141	39.2%	158	42.9%	17	3.7	(26)	8.7	115	47.9%	Licensing & Services														1,698	45.5%	1,687	47.5%	(11)	2.0	(90)	4.4	1,608	49.9%
135	109.8%	139	94.6%	4	(15.2)	(13)	(15.2)	122	94.6%	UCLA Student Union														1,130	106.0%	1,164	100.6%	34	(5.4)	(41)	(9.2)	1,089	96.8%
2,048	32.5%	2,041	31.3%	(7)	(1.2)	(144)	(2.4)	1,904	30.1%	TOTAL														18,269	35.0%	18,524	34.3%	255	(0.7)	(1,245)	(2.1)	17,024	32.9%
CONTRIBUTION																																	
715	17.2%	751	18.0%	(36)	(0.8)	(79)	(1.4)	794	18.6%	UCLA Store														4,195	12.2%	4,716	13.5%	(521)	(1.3)	(489)	(1.3)	4,684	13.5%
262	15.8%	375	20.3%	(113)	(4.5)	(41)	(2.3)	303	18.1%	UCLA Restaurants														1,170	8.9%	1,802	12.6%	(632)	(3.7)	(380)	(3.3)	1,550	12.2%
219	60.8%	209	56.8%	10	4.0	94	8.7	125	52.1%	Licensing & Services														2,032	54.4%	1,866	52.5%	166	1.9	419	4.4	1,613	50.0%
(64)	(52.0%)	(59)	(40.1%)	(5)	(11.9)	(9)	(9.4)	(55)	(42.6%)	UCLA Student Union														(491)	(46.1%)	(532)	(46.0%)	41	(0.1)	(10)	(3.3)	(481)	(42.8%)
1,132	18.0%	1,276	19.6%	(144)	(1.6)	(35)	(0.4)	1,167	18.4%	TOTAL														6,906	13.2%	7,852	14.5%	(946)	(1.3)	(460)	(1.0)	7,366	14.2%
ALLOCATED EXPENSES																																	
589	14.2%	649	15.6%	60	1.4	(28)	(1.1)	561	13.1%	UCLA Store														5,202	15.1%	5,816	16.6%	614	1.5	(165)	(0.6)	5,037	14.5%
371	22.4%	335	18.1%	(36)	(4.3)	(17)	(1.3)	354	21.1%	UCLA Restaurants														3,312	25.3%	3,157	22.0%	(155)	(3.3)	(156)	(0.4)	3,156	24.9%
88	24.4%	91	24.7%	3	0.3	(13)	6.9	75	31.3%	Licensing & Services														910	24.4%	865	24.3%	(45)	(0.1)	(78)	1.4	832	25.8%
99	80.5%	91	61.9%	(8)	(18.6)	(12)	(13.1)	87	67.4%	UCLA Student Union														877	82.3%	852	73.6%	(25)	(8.7)	(96)	(12.9)	781	69.4%
1,147	18.2%	1,166	17.9%	19	(0.3)	(70)	(1.2)	1,077	17.0%	TOTAL														10,301	19.7%	10,690	19.8%	389	0.1	(495)	(0.7)	9,806	19.0%
NET INCOME (LOSS) FROM OPERATIONS																																	
125	2.0%	102	1.6%	23	0.4	(108)	(1.7)	233	3.7%	UCLA Store														(1,006)	(1.9%)	(1,100)	(2.0%)	94	0.1	(652)	(1.2)	(354)	(0.7%)
(108)	(1.7%)	40	0.6%	(148)	(2.3)	(57)	(0.9)	(51)	(0.8%)	UCLA Restaurants														(2,142)	(4.1%)	(1,355)	(2.5%)	(787)	(1.6)	(536)	(1.0)	(1,606)	(3.1%)
131	2.1%	118	1.8%	13	0.3	81	1.3	50	0.8%	Licensing & Services														1,121	2.1%	1,000	1.9%	121	0.2	339	0.6	782	1.5%
(163)	(2.6%)	(150)	(2.3%)	(13)	(0.3)	(21)	(0.4)	(142)	(2.2%)	UCLA Student Union														(1,368)	(2.6%)	(1,383)	(2.6%)	15	0.0	(106)	(0.2)	(1,262)	(2.4%)
(15)	(0.2%)	110	1.7%	(125)	(1.9)	(105)	(1.6)	90	1.4%	TOTAL														(3,395)	(6.5%)	(2,838)	(5.3%)	(557)	(1.2)	(955)	(1.8)	(2,440)	(4.7%)
OTHER INC/(EXP)																																	
142	2.3%	2	0.0%	140	2.3	152	2.5	(10)	(0.2%)	Non-Recurrent Inc/(Exp)														341	0.7%	18	0.0%	323	0.7	177	0.4	164	0.3%
26	0.4%	12	0.2%	14	0.2	8	0.1	18	0.3%	Interest Income														286	0.5%	125	0.2%	161	0.3	141	0.2	145	0.3%
(29)	(0.5%)	(29)	(0.4%)	0	(0.1)	3	0.0	(32)	(0.5%)	Interest (Expense)														(260)	(0.5%)	(260)	(0.5%)	0	0.0	28	0.1	(288)	(0.6%)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Income Taxes														0	0.0%	(15)	0.0%	15	0.0	0	0.0	0	0.0%
249	4.0%	244	3.7%	5	0.3	15	0.3	234	3.7%	Student Union Fee Income														2,210	4.2%	2,200	4.1%	10	0.1	94	0.1	2,116	4.1%
388	6.2%	227	3.5%	161	2.7	178	2.9	210	3.3%	TOTAL														2,577	4.9%	2,068	3.8%	509	1.1	440	0.8	2,137	4.1%
373	5.9%	337	5.2%	36	0.7	73	1.2	300	4.7%	NET INCOME (LOSS)														(818)	(1.6%)	(770)	(1.4%)	(48)	(0.2)	(515)	(1.0)	(303)	(0.6%)

ASUCLA
P/L Reconciliation
Apr-19

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	Apr-19
	337
UCLA Store	
Gross Margin:	
Bearwear above plan: shift in spring break calendar as it relates to the Easter holiday shifted sales to April	28
Graduation ETC below plan: mostly timing as sales of sashes occurred in earlier period	(9)
Campus Portrait Studio below plan: earlier than planned yearbook deadline negatively impacted sittings/orders	(14)
Market below plan: mostly below planned inventory level of Hydroflask bottles (vendor out of stock)	(8)
Essentials below plan: decline in sales of Spring Rush items coincides with a negative variance in Textbooks	(9)
E-Commerce above plan due to additional free shipping promotion and introduction of new programs	14
New Text below plan due to overall decline in coursebook requests from faculty	(17)
Used Text above plan due to strong performance in rental books which offsets the overall decline in coursebook requests from faculty	5
CRS above plan due to strong sales of spring titles and higher than expected department purchases	10
Bookzone below plan: annual reorder from Anderson School was not received (may be timing issue)	(5)
Computer Store above plan due to successful Apple Mac Book Air promotion and delivery of a UCLA Department purchase	6
LuValle General Mdse below plan: continued lower foot traffic	(9)
HSS Dental above plan due to timing: delivery of backordered merchandise	13
Total Wages above plan	(7)
Other, various negative controllables	(34)
Total Contribution	(36)
UCLA Restaurants	
Gross Margin:	
Wolfgang Puk below plan: significant drop in customer count this month	(5)
Panda above plan due to some sales increases during the AFSCME strike day and higher customer count trend	6
Greenhouse below plan: some shortfall due to lower attendance for Bruin day this year, but overall month showing increase over prior year	(9)
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(6)
Northern Lights below plan mostly due to average check variance from last year	(5)
North Campus Student CTR below plan: continuing general downward trend of customer traffic and possibly ongoing construction impacts	(9)
CSSC above plan due to higher average check	9
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	(10)
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (working with staff retraining and new marketing initiatives)	(17)
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high	(5)
Taco Bell below plan: lower than expected attendance for Bruin day and continuing challenge of average check budgeted too high	(7)
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(6)
Catering below plan: in consideration of launching the new menu the budget included substantial increases that have not been realized including a large career event	(48)
Concessions above plan: good attendance at softball events	10
Total Wages below plan	2
Other, positive controllables offset by various negative gross margin variances	(8)
Total Contribution	(113)
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan due to continuing downward trend	(33)
Licensing International above plan due to strong sales for H&M	15
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%	(13)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography slightly above plan	2
Total Wages below plan	2
Other, positive controllables mostly Licensing	16
Total Contribution	10
UCLA Student Union	
Gross Margin:	
Event Services below plan: less Tier 3 events than planned (YTD positive to prior year)	(9)
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	(1)
Total wages below plan	2
Other, positive controllables	3
Total Contribution	(5)
Allocated Expenses and Other	
A&SS below plan with savings mostly in wages and benefits and UCPath charges	10
Facilities higher than plan: higher wages and benefits and repairs for damaged walls (flood from main storm drain line) and repair of the KH 2nd floor study lounge flooring	(34)
Utilities below plan due to overall lower consumption, and positive results for elec-non air cond. as the budget was based on historical false meter readings	28
Depreciation below plan due to timing for capital projects	15
Other: Interest Income positive due to higher cash balance and positive student union fee due to higher enrollment	21
Other: Non-recurrent positive mostly due to \$116K DWP rebate	140
Total	180
Actual Net Income/(Loss)	373

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(770)
UCLA Store	
Gross Margin:	
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(266)
Essentials below plan due to lower sales trend in binders and paper products and specifically Spring Rush items	(25)
E-Commerce below plan: overall decline in fan enthusiasm	(106)
New Text below plan: interaction between New and Used (impact of new rental program in Used Text), high Fall rental expense and decline in course book requests	(183)
Used Text above plan: positive impact of new rental program and availability of inventory	72
CRS above plan: department orders greater than planned and strong sales of spring titles	40
Computer Store below plan: weakness in institutional demand for Apple products	(29)
Total Wages below plan	4
Other, mostly negative controllables	(28)
Total Contribution	(521)
UCLA Restaurants	
Gross Margin:	
Panda above plan due to positive interest compared to prior years and sales increases during the AFSCME strike days	45
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(86)
Untitled below plan based on Stage Canteen closure which has not occurred	(34)
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(31)
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather negatively impacted sales	(77)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	71
Café Synapse below plan due to ongoing customer traffic decline	(45)
LuValle Food Servery below plan: less customers than expected and negative impact of extensive rain and cold weather	(84)
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(85)
Taco Bell below plan: mostly lower average check	(46)
Music Café below plan due mostly to decline in customer count	(38)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(266)
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(42)
Total Wages lower than plan	81
Other, positive controllables (\$170K, mostly employee benefits) offset by various negative gross margin variances	5
Total Contribution	(632)
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(198)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	228
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(27)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	165
Total Wages above plan	(58)
Other, positive controllables mostly Licensing	56
Total Contribution	166
UCLA Student Union	
Gross Margin:	
Event Services above plan mostly due to unanticipated shoots and other client and student events	26
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(14)
Total Wages below plan	16
Other, positive controllables	13
Total Contribution	41
Allocated Expenses and Other	
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	309
Facilities above plan due to painting NCSC exterior, rental of portable air conditioning units and other repairs	(145)
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	132
Depreciation lower than plan due to timing of capitals	93
Other: mostly higher interest income and various positive non-recurrent	509
Total	898
Actual Net Income/(Loss)	(818)

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

	Current Month April 2019	Prior Month March 2019	Prior Year July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$16,230	\$12,815	\$13,915
Accounts receivable	4,332	3,875	3,844
Less: Allowance for doubtful accounts	(596)	(589)	(580)
Accounts receivable, net	3,736	3,286	3,264
Student fees receivable	400	151	118
Short term note receivable	0	0	200
Inventories	6,285	6,488	6,248
Prepaid expenses and other current assets	196	228	319
Total current assets	26,847	22,968	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,141	73,116	72,708
Less: Accumulated depreciation	(50,782)	(51,634)	(50,163)
Total long term assets	21,359	21,482	22,545
TOTAL ASSETS	\$48,206	\$44,450	\$46,609
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,535	\$5,867	\$7,049
Wages and payroll taxes payable	7,866	5,513	5,551
Sales tax payable & other liabilities	1,078	649	625
Interest payable	157	128	74
Deferred income	675	813	518
Funds held for others	259	216	338
Current portion of long term debt	867	867	867
Total current liabilities	17,437	14,053	15,022
LONG TERM DEBT:			
AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
TOTAL LIABILITIES	24,532	21,148	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(818)	(1,190)	(659)
Ending Balance	23,674	23,302	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$48,206	\$44,450	\$46,609

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) \$373
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 201
 Loss (Gain) on disposal of fixed assets 0
 Accounts receivable (450)
 Student fees receivable (249)
 Short term note receivable 0
 Inventories 203
 Prepaid expenses and other current assets 32
Increase/(decrease) in current liabilities:
 Accounts payable 668
 Sales tax payable & other liabilities 429
 Wages and payroll taxes payable 2,352
 Interest payable 29
 Deferred Income (138)
 Funds held for others 43

Net cash provided/(used) by operating activities **3,493**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (78)
 Change in capital projects in progress 0

Net cash used in investing activities **(78)**

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
\$373	(\$818)	(\$303)
201	1,849	1,719
0	0	15
(450)	(472)	(700)
(249)	(282)	(71)
0	200	0
203	(37)	392
32	123	133
668	(514)	587
429	453	266
2,352	2,316	1,907
29	83	93
(138)	157	(34)
43	(79)	125
3,493	2,979	4,129
(78)	(646)	(1,214)
0	(18)	(745)
(78)	(664)	(1,959)
0	0	0
0	0	0
3,415	2,315	2,170
12,815	13,915	12,191
\$16,230	\$16,230	\$14,361

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

	Current Month April 2019	Prior Month March 2019
CASH AND CASH EQUIVALENTS	\$16,230	\$12,815
BOARD REQUIRED CASH RESERVE	<u>4,958</u>	<u>5,013</u>
RESERVE SURPLUS (DEFICIT)	<u><u>\$11,272</u></u>	<u><u>\$7,802</u></u>

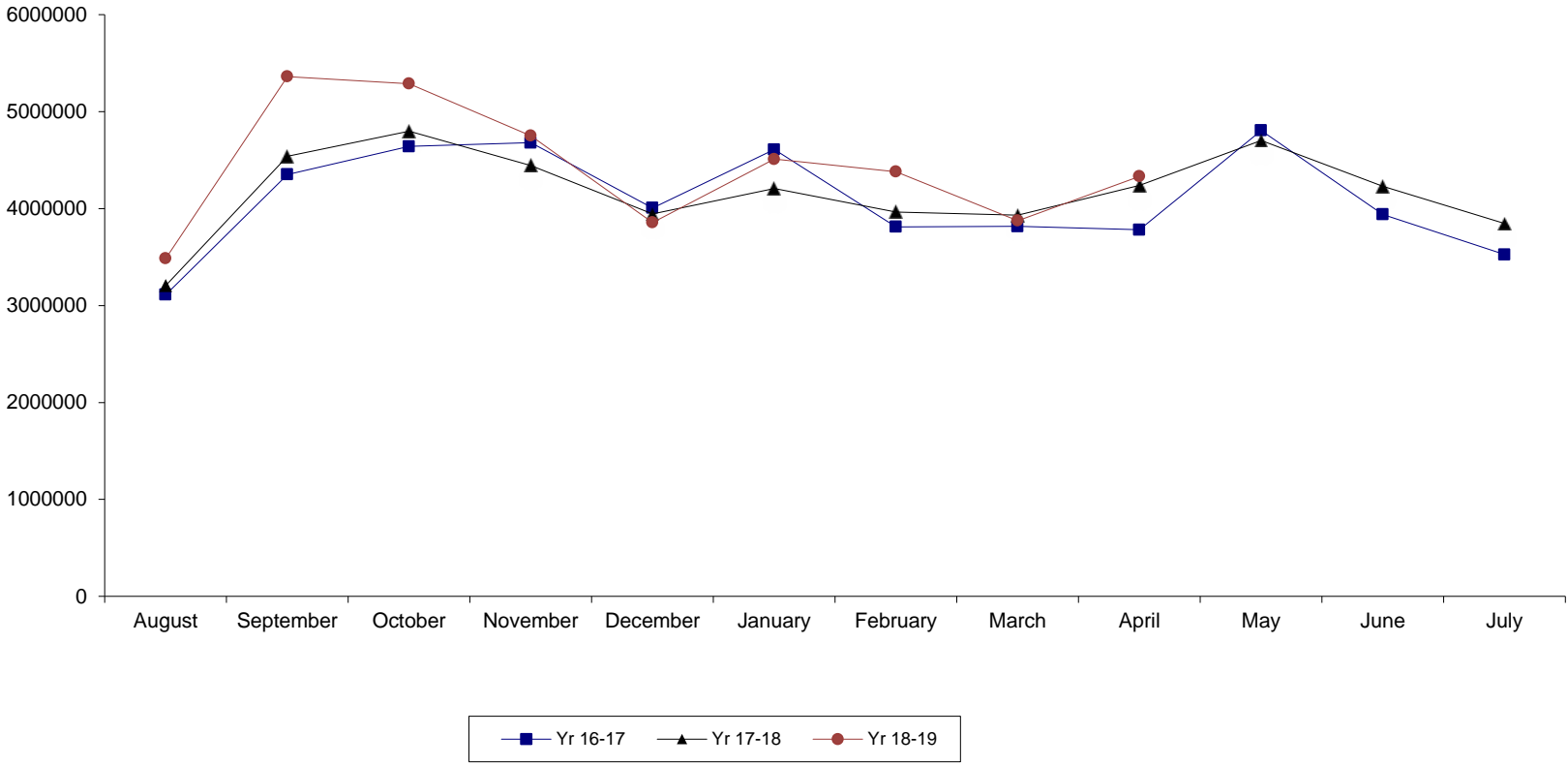
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2018-2019 April 2019

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2018-001 Store General Replacement	75.0	4.6	48.6	53.2	0.0		(21.8)	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
Total Store/Services	410.0	129.6	82.3	211.9	26.3	75.0	(123.1)	
Food Service								
2018-006 FS Miscellaneous and Unanticipated	50.0	16.9	23.4	40.3	9.7		(9.7)	In Progress
2018-007 Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		0.0	In Progress
2018-008 Coffee Equipment	100.0	0.0	0.0	0.0	0.0		(100.0)	Cancelled
2018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
Total Food Services	300.0	16.9	43.4	60.3	9.7	130.0	(109.7)	
Technology								
2018-015 Network Infrastructure Upgrade	20.0	2.8	0.0	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	45.3	0.0	45.3	9.7		45.3	In Progress
Total Technology	335.0	72.2	1.8	74.0	42.4	250.0	(11.0)	
Others								
2018-020 Fac. Misc. and Remodels	50.0	26.8	17.8	44.6	5.4		(5.4)	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	17.2	0.0	17.2	10.0		17.2	In Progress
2018-036 Financial Dashboard	0.0	0.0	9.3	9.3	10.0		9.3	In Progress
2018-037 Oculus Lighting	0.0	6.5	2.5	9.0	10.0		9.0	In Progress
Total Others	705.0	146.6	151.2	297.8	290.9	130.0	(277.2)	
Total Current Year Projects	1,750.0	365.3	278.6	643.9	369.3	585.0	(521.1)	

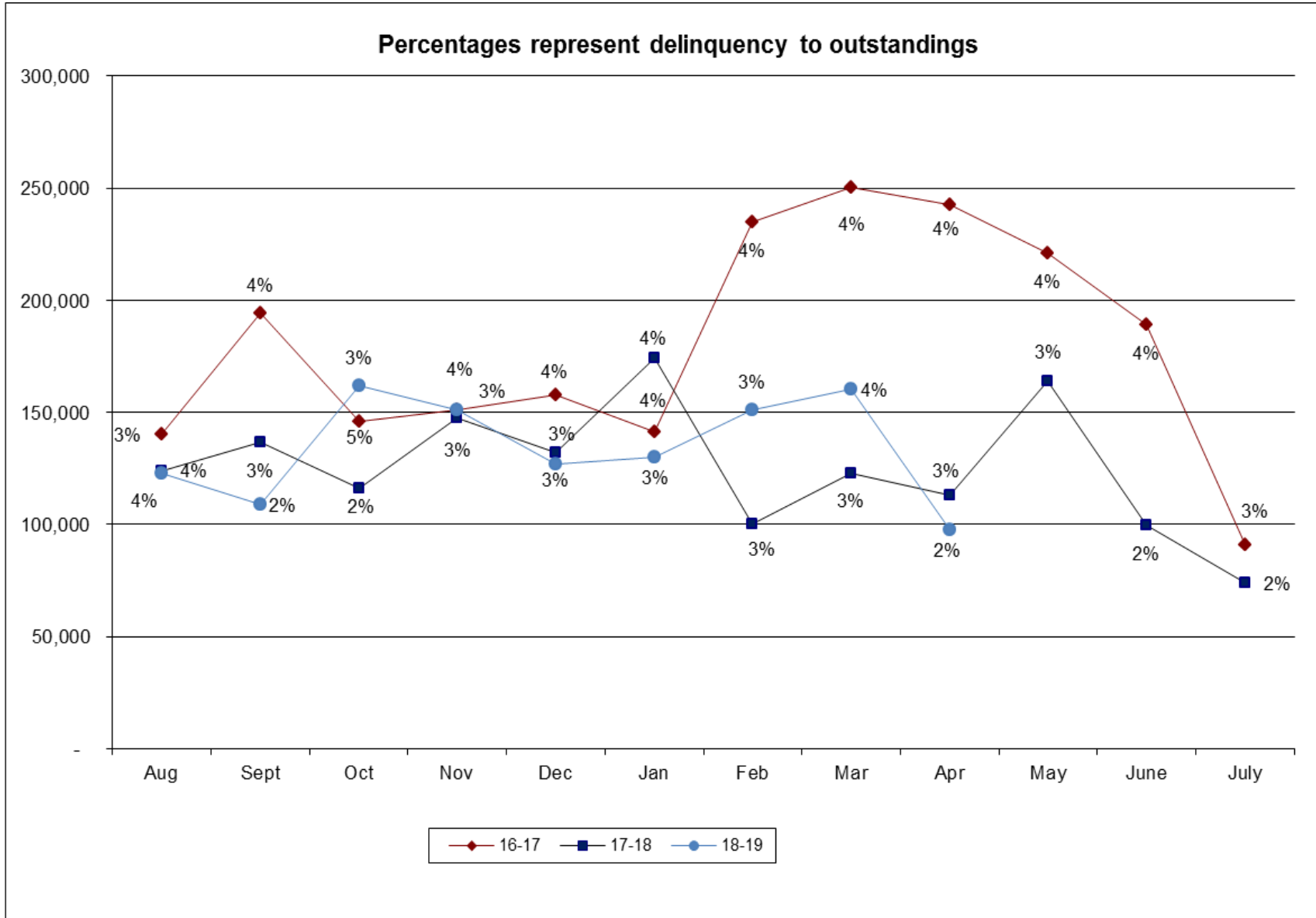
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

04/27/19	Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,111,950	28%	\$100,006	49%	\$8,415	24%	\$3,398	25%	\$12	0%	\$440	2%	\$1,224,221	28%
ASUCLA PUBLICATIONS		\$76,677	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,677	2%
ASUCLA USA/GSA		\$126,349	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,349	3%
DUE FROM VENDORS		\$209,877	5%	\$9,148	4%	\$11,237	32%	\$3,236	24%	\$24,267	100%	\$16,177	67%	\$273,942	6%
DENTAL KITS		\$139,062	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$139,062	3%
OTHER		\$2,364,608	59%	\$96,799	47%	\$15,947	44%	\$6,941	51%	(\$21)	0%	\$7,428	31%	\$2,491,702	58%
TOTAL CURRENT MONTH		\$4,028,523	100%	\$205,953	100%	\$35,599	100%	\$13,575	100%	\$24,258	100%	\$24,045	100%	\$4,331,953	100%
		93%		5%		1%		0%		1%		0%		100%	
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%
TOTAL CURRENT MONTH		\$3,629,754	100%	\$84,823	100%	\$53,259	100%	\$21,531	100%	\$25,156	100%	\$60,459	100%	\$3,874,982	100%
		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%
TOTAL CURRENT MONTH		\$3,745,718	100%	\$482,628	100%	\$51,900	100%	\$17,405	100%	\$37,306	100%	\$44,639	100%	\$4,379,596	100%
		86%		11%		1%		0%		1%		1%		100%	

Total Accounts Receivable Balances
12 Month History
Aug 16 to Apr 19



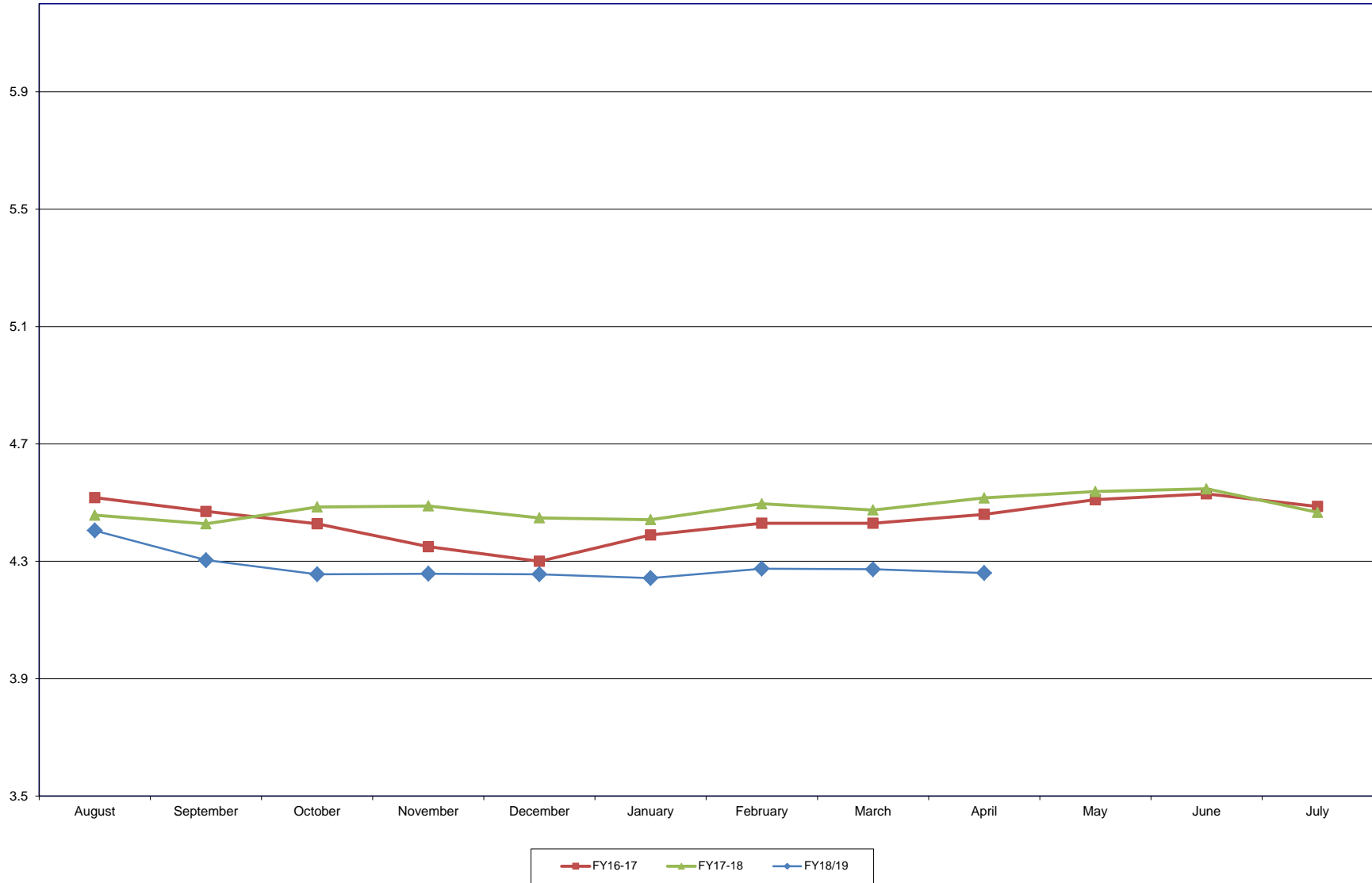
Aged Accounts Receivable Balances > 60 Days Past Due



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**

APR. 09(03/31/19-04/27/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,668,574	1,750,037	<81,463>	13,716,618	13,993,566	<276,948>	1,841,062	14,292,837
1,618,007	1,610,071	7,936	11,410,067	11,860,235	<450,168>	1,618,295	11,298,390
167,560	163,016	4,544	1,177,868	1,189,831	<11,963>	157,176	1,147,953
176,446	207,271	<30,825>	1,630,494	1,773,881	<143,387>	190,058	1,755,441
81,448	66,000	15,448	1,025,224	1,220,000	<194,776>	87,988	1,161,574
252,520	213,655	38,865	4,115,876	3,906,318	209,558	243,797	4,074,379
0	0	0	16,905	0	16,905	0	0
3,964,555	4,010,050	<45,495>	33,093,051	33,943,831	<850,780>	4,138,374	33,730,574
2,572,599	2,584,092	11,493	22,735,663	22,844,971	109,308	2,699,917	23,026,462
5,635	6,580	945	43,600	44,280	680	7,069	49,530
7,301	7,445	144	56,876	59,125	2,249	7,318	56,649
784	760	<24>	5,430	5,500	70	723	5,260
889	1,140	251	8,463	9,700	1,237	1,006	9,370
1,593	1,080	<513>	18,731	15,790	<2,941>	3,344	19,260
16,200	17,005	805	133,100	134,395	1,295	19,460	140,069
2,588,799	2,601,097	12,298	22,868,763	22,979,366	110,603	2,719,377	23,166,531
64.9	64.4	<0.5>	68.7	67.3	<1.4>	65.2	68.3
1,375,756	1,408,953	<33,197>	10,224,288	10,964,465	<740,177>	1,418,998	10,564,043
35.1	35.6	<0.5>	31.3	32.7	<1.4>	34.8	31.7
0.4	0.4	0.0	0.4	0.4	0.0	0.5	0.4
34.7	35.1	<0.4>	30.9	32.3	<1.4>	34.3	31.3
18.7	20.0	<1.3>	15.6	17.6	<2.0>	19.9	17.3
49.7	50.2	<0.5>	49.1	49.4	<0.3>	49.3	48.9
40.6	41.4	<0.8>	41.4	41.3	0.1	41.4	41.7
36.8	38.6	<1.9>	31.8	33.9	<2.2>	36.5	32.8
53.7	46.5	7.3	51.3	50.8	0.5	53.7	50.8
32.5	34.0	<1.5>	22.6	23.8	<1.2>	29.9	22.7
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
186,107	151,465	34,642	1,285,347	1,046,245	239,102	141,729	939,767
1,561,863	1,560,418	1,445	11,509,635	12,010,710	<501,075>	1,560,727	11,503,811
257,971	259,873	1,902	2,324,811	2,345,970	21,159	251,542	2,195,885
1,427	1,200	<227>	2,881	1,200	<1,681>	0	8,242
233,540	224,788	<8,752>	1,983,269	1,967,480	<15,789>	204,133	1,764,856
492,939	485,861	<7,078>	4,310,961	4,314,650	3,689	455,675	3,968,983
12.4	12.1	<0.3>	13.0	12.7	<0.3>	11.0	11.8
130,624	127,006	<3,618>	1,118,518	1,140,594	22,076	120,863	1,058,419
7,182	3,783	<3,399>	75,310	62,101	<13,209>	4,711	67,797
13,344	11,752	<1,592>	75,154	106,623	31,469	6,501	94,709
15	3	<12>	151	93	<58>	13	159
11,032	7,075	<3,957>	42,115	37,050	<5,065>	8,416	26,067
2,599	2,450	<149>	5,269	3,958	<1,311>	0	2,795
4,611	4,110	<501>	50,458	45,685	<4,773>	5,488	47,419
18,315	14,865	<3,450>	190,735	186,878	<3,857>	17,683	181,098
950	950	0	7,790	9,150	1,360	950	9,113
0	0	0	0	0	0	0	656
0	0	0	<4>	0	4	0	8
15,810	8,013	<7,797>	221,271	171,882	<49,389>	12,189	175,549
<7,187>	<3,250>	3,937	<89,206>	<96,750>	<7,544>	<8,104>	<100,208>
562	25	<537>	283,553	284,725	1,172	19	279,483
7,414	2,925	<4,489>	38,259	35,525	<2,734>	2,915	40,254
81,191	79,845	<1,346>	614,046	641,399	27,353	76,961	606,048
955	0	<955>	5,604	0	<5,604>	520	6,023
<144>	0	144	7,409	0	<7,409>	216	9,160
0	0	0	0	0	<0>	0	0
0	0	0	2,528	3,200	672	0	4,356
0	0	0	300	300	0	0	0
9,619	10,250	631	101,075	93,650	<7,425>	2,928	103,278
0	0	0	4,008	3,340	<668>	209	6,682
50,513	45,900	<4,613>	63,694	59,700	<3,994>	50,005	64,464
100	100	0	63,591	46,919	<16,672>	41	40,042
0	1	1	0	11	11	0	0
6,892	7,336	444	121,807	144,259	22,452	8,713	127,701
354,397	323,139	<31,258>	3,003,435	2,980,292	<23,143>	311,235	2,851,071
847,335	809,000	<38,335>	7,314,396	7,294,942	<19,454>	766,910	6,820,054
714,528	751,418	<36,890>	4,195,239	4,715,768	<520,529>	793,817	4,683,756
40,663	48,499	7,836	361,972	439,328	77,356	42,356	332,783
145,384	176,321	30,937	1,326,000	1,537,355	211,355	149,963	1,301,423
80,338	80,069	<269>	587,559	695,073	107,514	68,247	589,722
46,877	38,089	<8,788>	402,999	346,188	<56,811>	34,217	307,081
107,360	129,921	22,561	980,545	1,181,435	200,890	107,624	1,044,418
93,164	82,488	<10,676>	826,287	769,358	<56,929>	81,118	728,285
17,279	26,327	9,048	199,283	241,835	42,552	19,407	224,087
57,349	67,180	9,831	516,560	604,620	88,060	56,962	510,159
588,415	648,894	60,479	5,201,204	5,815,192	613,988	559,894	5,037,959
126,113	102,524	23,589	<1,005,965>	<1,099,424>	93,459	233,923	<354,203>

UCLA RESTAURANTS
INCOME STATEMENT

APR. 09(03/31/19-04/27/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
240,147	248,553	<8,406>	1,644,970	1,763,743	<118,773>	229,202	1,627,384
231,257	264,611	<33,354>	1,704,838	1,934,408	<229,570>	238,809	1,804,755
186,881	208,731	<21,850>	1,494,986	1,633,039	<138,053>	177,363	1,048,406
285,409	305,412	<20,003>	2,237,446	2,313,063	<75,617>	275,830	2,118,419
316,961	369,888	<52,927>	2,415,917	2,701,412	<285,495>	338,496	2,551,883
170,555	208,751	<38,196>	1,770,060	2,083,260	<313,200>	205,885	1,803,108
1,431,210	1,605,946	<174,736>	11,268,216	12,428,925	<1,160,709>	1,465,585	10,953,955
470,407	537,059	66,652	3,791,317	4,147,680	356,363	474,590	3,627,014
32.9	33.4	0.6	33.7	33.4	<0.3>	32.4	33.1
960.803	1,068,887	<108,084>	7,476,899	8,281,245	<804,346>	990,996	7,326,941
67.1	66.6	0.6	66.4	66.6	<0.3>	67.6	66.9
64.6	67.3	<2.7>	65.7	67.2	<1.5>	68.1	67.5
66.7	65.7	0.9	66.1	65.6	0.5	67.1	65.4
68.4	65.5	2.9	67.6	65.6	2.0	71.1	67.8
69.8	68.9	0.9	68.0	68.5	<0.5>	71.0	69.6
65.9	65.8	0.1	65.5	66.0	<0.5>	66.9	66.4
68.3	66.1	2.2	66.7	67.0	<0.4>	65.2	65.9
227,111	241,032	<13,921>	1,820,355	1,899,528	<79,173>	211,837	1,730,137
1,187,914	1,309,919	<122,005>	9,297,254	10,180,773	<883,519>	1,202,833	9,057,078
292,954	317,234	24,280	2,739,587	2,922,338	182,751	287,827	2,622,333
7,922	2,122	<5,800>	39,026	20,549	<18,477>	1,589	9,545
340,747	328,551	<12,196>	2,866,554	2,799,850	<66,704>	329,584	2,521,051
<43,816>	<48,619>	<4,803>	<379,689>	<395,769>	<16,080>	<43,840>	<362,825>
597,807	599,288	1,481	5,265,478	5,346,968	81,490	575,160	4,790,104
41.8	37.3	<4.5>	46.7	43.0	<3.7>	39.2	43.7
155,485	165,308	9,823	1,432,912	1,549,432	116,520	151,529	1,347,871
912	1,450	538	16,910	15,355	<1,555>	2,710	16,706
4,508	4,215	<293>	26,991	37,875	10,884	2,306	31,858
1,450	2,000	550	11,655	16,000	4,345	994	12,317
68,015	73,348	5,333	513,243	568,739	55,496	59,360	477,969
4.8	4.6	<0.2>	4.6	4.6	0.0	4.1	4.4
6,831	5,381	<1,450>	61,611	45,966	<15,645>	7,573	53,660
<9,153>	<15,000>	<5,847>	<107,295>	<132,000>	<24,705>	<7,708>	<114,044>
4,997	2,395	<2,602>	53,483	24,780	<28,703>	3,747	33,800
5,025	4,754	<271>	51,639	40,020	<11,619>	6,510	35,343
2,175	1,040	<1,135>	22,546	13,130	<9,416>	4,166	21,335
1,635	2,330	695	34,671	30,370	<4,301>	2,312	37,028
139	0	<139>	469	0	<469>	2	3
10,569	7,643	<2,926>	84,654	70,126	<14,528>	8,854	109,198
50,723	53,510	2,787	369,540	420,339	50,799	50,312	373,474
2,613	2,461	<152>	19,700	18,066	<1,634>	2,624	18,558
<2,105>	1,295	3,400	<2,917>	10,547	13,464	1,110	6,774
31	0	<31>	161	0	<161>	0	17
359	0	<359>	6,821	0	<6,821>	0	796
0	435	435	0	3,855	3,855	0	0
238	240	2	3,334	2,773	<561>	238	7,441
0	0	0	11,804	0	<11,804>	0	610
0	500	500	8,293	2,300	<5,993>	0	5,013
23,198	22,579	<619>	241,451	293,768	52,317	28,113	241,214
327,645	335,884	8,239	2,861,676	3,031,441	169,765	324,752	2,716,943
925,452	935,172	9,720	8,127,154	8,378,409	251,255	899,912	7,507,047
262,462	374,747	<112,285>	1,170,099	1,802,364	<632,265>	302,920	1,550,031
49,314	50,984	1,670	440,594	467,808	27,214	53,463	398,567
58,086	42,861	<15,225>	524,814	423,908	<100,906>	58,773	506,518
32,098	19,463	<12,635>	231,694	191,720	<39,974>	26,747	231,256
18,729	9,258	<9,471>	161,274	95,891	<65,383>	13,410	119,853
42,894	31,581	<11,313>	382,088	322,145	<59,943>	42,179	404,138
82,036	72,649	<9,387>	727,590	677,597	<49,993>	71,429	641,294
15,215	23,186	7,971	175,480	212,983	37,503	17,089	197,321
72,418	85,042	12,624	668,939	765,378	96,439	71,228	656,607
370,789	335,024	<35,765>	3,312,472	3,157,430	<155,042>	354,317	3,155,555
<108,327>	39,723	<148,050>	<2,142,372>	<1,355,066>	<787,306>	<51,397>	<1,605,524>
346,061	380,070	<34,009>	2,707,711	2,903,995	<196,284>	358,628	2,756,718
117,261	122,932	<5,671>	924,623	948,021	<23,398>	113,412	895,786
228,800	257,138	<28,338>	1,783,088	1,955,974	<172,886>	245,216	1,860,932
7.12	6.86	0.26	7.09	6.90	0.20	6.64	6.54
9.16	8.97	0.19	9.14	8.86	0.27	8.62	8.14
6.07	5.85	0.23	6.03	5.94	0.09	5.72	5.63
30,725	29,258	<1,467>	261,869	258,374	<3,495>	32,899	259,363
46.58	54.18	<7.60>	43.03	47.56	<4.53>	44.55	42.23

LICENSING & SERVICES
INCOME STATEMENT

APR. 09(03/31/19-04/27/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,602	16,600	2,002	135,673	122,715	12,958	11,947	125,096
18,602	16,600	2,002	135,673	122,715	12,958	11,947	125,096
0	332	332	1,972	2,463	491	0	2,400
18,602	16,268	2,334	133,701	120,252	13,449	11,947	122,696
100.0	98.0	2.0	98.6	98.0	0.6	100.0	98.1
100.0	98.0	2.0	98.6	98.0	0.6	100.0	98.1
206,961	238,618	<31,657>	2,429,725	2,425,849	3,876	128,446	2,183,472
114,094	112,503	1,591	1,000,979	1,006,735	<5,756>	99,616	914,950
20,700	0	20,700	165,600	0	165,600	0	0
341,755	351,121	<9,367>	3,596,304	3,432,584	163,720	228,062	3,098,422
360,356	367,389	<7,033>	3,730,006	3,552,836	177,170	240,009	3,221,117
35,620	37,014	1,394	399,385	337,321	<62,064>	34,309	332,098
590	720	130	1,689	6,105	4,416	167	1,225
36,210	37,734	1,524	401,075	343,426	<57,649>	34,476	333,322
194.7	227.3	32.7	295.6	279.9	<15.8>	288.6	266.5
18,794	17,592	<1,202>	201,371	160,249	<41,122>	17,499	154,187
52	515	463	3,005	4,630	1,625	1,377	6,596
783	475	<308>	10,077	4,465	<5,612>	455	5,281
727	50	<677>	980	450	<530>	115	781
0	0	<0>	16,255	10,000	<6,255>	0	8,500
0	0	0	8,381	10,750	2,369	0	9,500
834	4,275	3,441	21,678	35,948	14,270	7,066	28,207
0	0	0	226	0	<226>	0	466
0	0	0	<11,062>	2,050	13,112	4,177	11,420
0	2,083	2,083	11,539	18,747	7,208	2,083	19,787
0	400	400	3,658	4,800	1,142	0	0
1,767	3,200	1,433	21,064	28,800	7,736	1,736	25,280
35,941	28,755	<7,186>	238,540	187,058	<51,482>	14,579	168,473
10,588	15,229	4,641	169,267	191,837	22,570	7,802	176,185
0	0	0	0	0	0	0	83
35,271	48,173	12,902	602,203	684,070	81,867	23,903	659,734
104,757	120,747	15,990	1,297,181	1,343,854	46,673	80,792	1,274,479
140,967	158,481	17,514	1,698,256	1,687,280	<10,976>	115,269	1,607,801
219,390	208,908	10,482	2,031,750	1,865,556	166,194	124,740	1,613,316
2,987	3,766	779	33,714	34,557	843	3,205	27,461
12,197	13,586	1,389	144,610	134,333	<10,277>	8,146	123,157
6,975	6,365	<610>	64,837	62,702	<2,135>	3,827	57,842
4,070	3,028	<1,042>	44,847	31,359	<13,488>	1,919	29,803
9,321	10,329	1,008	108,786	105,361	<3,425>	6,035	101,920
42,023	37,171	<4,852>	372,707	346,703	<26,004>	36,589	328,502
7,794	11,871	4,077	89,889	109,041	19,152	8,754	101,077
3,043	4,581	1,538	50,899	41,229	<9,670>	6,750	61,825
88,409	90,697	2,288	910,289	865,285	<45,004>	75,225	831,588
130,981	118,211	12,770	1,121,462	1,000,271	121,191	49,516	781,728

UCLA STUDENT UNION
INCOME STATEMENT

APR. 09(03/31/19-04/27/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
40,950	52,471	<11,521>	493,145	425,043	68,102	49,096	461,487
45,720	56,179	<10,459>	319,838	452,444	<132,606>	51,322	431,194
86,669	108,650	<21,981>	812,983	877,487	<64,504>	100,418	892,681
43,696	54,943	11,247	311,217	442,490	131,273	49,726	423,323
8,485	10,828	2,343	115,712	82,744	<32,968>	12,609	93,976
52,181	65,771	13,590	426,929	525,234	98,305	62,335	517,299
60.2	60.5	0.3	52.5	59.9	7.4	62.1	58.0
34,488	42,879	<8,391>	386,053	352,253	33,800	38,083	375,382
39.8	39.5	0.3	47.5	40.1	7.4	37.9	42.1
79.3	79.4	<0.1>	76.6	80.5	<4.0>	74.3	79.6
4.4	2.2	2.2	2.7	2.2	0.5	3.1	1.8
0	500	<500>	0	4,628	<4,628>	405	4,885
2,049	6,700	<4,651>	17,829	33,750	<15,921>	2,195	10,797
25,464	20,862	4,602	168,289	161,717	6,572	16,626	140,794
8,414	9,890	<1,476>	66,891	79,647	<12,757>	9,210	76,101
35,926	37,952	<2,026>	253,008	279,742	<26,734>	28,436	232,577
70,414	80,831	<10,417>	639,062	631,995	7,067	66,519	607,959
33,825	33,953	128	304,528	305,570	1,042	26,918	277,560
22,390	24,507	2,117	194,131	212,637	18,506	24,712	209,784
56,215	58,460	2,245	498,659	518,207	19,548	51,630	487,345
64.9	53.8	<11.1>	61.3	59.1	<2.3>	51.4	54.6
26.5	22.4	<4.1>	20.7	24.4	3.8	23.5	21.4
16,612	16,855	243	145,725	151,577	5,852	14,361	130,561
1,250	667	<583>	9,851	6,548	<3,303>	809	8,660
3,269	3,005	<264>	19,447	29,450	10,003	1,746	24,328
45	850	805	2,192	2,025	<167>	0	2,175
0	0	0	5,890	6,318	428	2,276	5,249
4,954	5,592	638	5,074	6,556	1,482	0	6,276
396	355	<41>	6,674	6,470	<204>	228	5,234
3,626	902	<2,724>	32,841	27,620	<5,221>	249	26,397
12,208	15,834	3,626	121,153	122,741	1,588	12,803	114,854
0	0	0	<0>	0	0	0	908
0	0	0	974	2,000	1,026	286	1,856
174	275	101	3,383	2,439	<944>	93	457
885	250	<635>	2,995	2,250	<745>	883	2,786
1,364	2,077	713	23,615	26,466	2,851	2,529	26,397
1,413	1,320	<93>	8,916	10,633	1,717	1,462	9,970
196	0	<196>	605	0	<605>	155	854
66	0	<66>	66	0	<66>	0	0
0	0	0	2,787	2,787	0	0	2,787
15,417	15,417	0	138,750	138,753	3	15,417	138,750
16,572	17,500	928	100,465	100,750	285	17,045	93,004
78,446	80,899	2,453	631,403	645,383	13,980	70,340	601,504
134,661	139,359	4,698	1,130,062	1,163,590	33,528	121,970	1,088,848
<64,247>	<58,528>	<5,719>	<491,001>	<531,595>	40,594	<55,451>	<480,890>
4,638	5,422	784	41,903	49,752	7,849	4,800	40,500
4,149	4,916	767	41,781	48,606	6,825	4,373	43,761
2,373	2,303	<70>	18,932	22,687	3,755	2,055	20,654
1,385	1,095	<290>	13,257	11,344	<1,913>	1,030	10,604
3,171	3,737	566	31,453	38,124	6,671	3,240	36,116
50,961	45,095	<5,866>	451,984	420,605	<31,379>	44,372	398,376
9,452	14,393	4,941	109,009	132,207	23,198	10,616	122,577
22,838	14,257	<8,581>	168,584	128,313	<40,271>	16,202	108,073
98,967	91,218	<7,749>	876,902	851,638	<25,264>	86,688	780,660
<163,214>	<149,746>	<13,468>	<1,367,903>	<1,383,233>	15,330	<142,139>	<1,261,550>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

APR. 09(03/31/19-04/27/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
330,718	334,070	3,352	2,922,116	3,046,168	124,052	317,131	2,876,883
2,895	1,415	<1,480>	11,816	19,368	7,552	5,264	50,931
35,750	39,916	4,166	298,049	341,127	43,078	29,200	301,912
369,362	375,401	6,039	3,231,981	3,406,663	174,682	351,596	3,229,726
5.9	5.8	<0.1>	6.2	6.3	0.1	5.6	6.3
0	0	0	10,700	15,177	4,477	0	14,735
0	0	0	4,000	2,060	<1,940>	0	4,000
155,661	159,961	4,300	1,369,577	1,461,742	92,165	147,054	1,290,959
4,320	7,003	2,683	54,596	67,153	12,557	9,935	61,912
9,517	8,597	<920>	54,778	76,764	21,986	4,670	70,339
636	710	74	5,905	6,422	517	466	9,367
3,815	2,245	<1,570>	10,770	8,157	<2,613>	2,277	12,877
44	50	6	926	405	<521>	195	2,480
7,354	7,717	363	23,094	16,279	<6,815>	9,359	20,544
0	55	55	0	489	489	0	0
0	0	0	2,474	0	<2,474>	29	29
513	309	<204>	3,231	1,432	<1,799>	114	735
144	690	546	16,952	5,299	<11,653>	128	3,803
965	479	<486>	2,166	4,305	2,139	0	1,276
248	275	27	2,800	2,475	<325>	0	3,129
<50>	<300>	<250>	<1,768>	<2,500>	<732>	11	<352>
0	50	50	1,509	450	<1,059>	316	1,761
2,602	2,550	<52>	23,061	22,650	<411>	2,726	20,492
4,329	1,765	<2,564>	17,704	15,940	<1,764>	1,500	13,737
136	1,000	864	10,714	9,000	<1,714>	1,150	10,350
7,597	11,143	3,546	58,015	57,865	<150>	5,574	53,199
761	1,113	352	6,900	10,880	3,980	734	7,494
13,524	12,376	<1,148>	118,624	112,739	<5,885>	12,806	98,390
0	45	45	0	1,464	1,464	0	1,348
3,529	3,529	0	28,466	28,466	0	3,912	32,006
33	41	8	35	364	329	1	1
23,061	22,795	<266>	207,549	205,155	<2,394>	20,723	186,507
30,609	4,869	<25,740>	213,699	73,833	<139,866>	23,002	107,452
922	1,536	614	10,072	13,819	3,747	1,396	12,562
11,667	11,460	<207>	104,506	103,638	<868>	11,126	100,624
2,242	2,500	259	20,224	22,400	2,176	1,219	8,188
6,250	10,756	4,506	77,214	96,804	19,590	10,443	93,984
0	0	0	7,669	7,669	0	0	7,446
1,055	734	<321>	24,642	19,606	<5,036>	684	9,772
9,293	12,360	3,067	112,464	114,933	2,469	10,621	104,169
2,203	206	<1,997>	9,651	4,027	<5,624>	0	3,436
3,640	5,026	1,386	32,489	42,187	9,698	3,996	36,584
3,866	4,017	151	32,927	36,861	3,934	3,228	29,494
0	0	0	0	0	0	0	37,083
7,250	25,250	18,000	65,250	227,250	162,000	0	608
0	0	0	1,308	0	<1,308>	0	0
8,541	8,541	0	76,496	76,492	<4>	8,292	74,386
18,048	16,924	<1,124>	162,432	152,315	<10,117>	16,431	147,882
1,625	567	<1,058>	27,915	27,301	<614>	1,590	26,540
345,950	348,944	2,994	3,011,735	3,149,767	138,032	315,705	2,721,330
715,312	724,345	9,033	6,243,717	6,556,430	312,713	667,301	5,951,056
22,286	19,355	<2,931>	197,660	180,524	<17,136>	19,405	174,216
4,133	6,177	2,044	47,671	56,739	9,068	4,642	53,605
23,188	23,091	<97>	212,548	207,819	<4,729>	21,701	203,967
49,607	48,623	<984>	457,880	445,082	<12,798>	45,748	431,789
764,919	772,968	8,049	6,701,596	7,001,512	299,916	713,050	6,382,844
<673,008>	<681,603>	<8,595>	<5,943,655>	<6,239,761>	<296,106>	<635,608>	<5,727,578>
<47,750>	<47,750>	0	<378,095>	<378,095>	0	<38,376>	<304,355>
<4,090>	<4,090>	0	<32,027>	<32,027>	0	<3,895>	<30,500>
<40,071>	<39,525>	546	<347,819>	<351,629>	<3,810>	<35,171>	<320,411>
<764,919>	<772,968>	<8,049>	<6,701,596>	<7,001,512>	<299,916>	<713,050>	<6,382,844>
0	0	0	0	0	<0>	0	0

FACILITIES
EXPENSE STATEMENT

APR. 09(03/31/19-04/27/19)						FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH						YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
123,571	119,621	<3,950>	Career Wages	1,168,040	1,140,183	<27,857>	116,077	1,103,391		
4,049	5,606	1,557	Limited Appointment	53,742	53,614	<128>	5,099	54,747		
570	974	404	Student Wages	2,721	8,546	5,825	<1,643>	<1,643>		
<455>	<640>	<185>	Labor Recharge	<3,119>	<3,130>	<11>	<414>	<3,318>		
<10,906>	<9,373>	1,533	Billed Labor Costs	<99,732>	<85,159>	14,573	<9,661>	<86,771>		
0	<3,250>	<3,250>	Capitalized Wages	<21,141>	<29,250>	<8,109>	0	<29,141>		
116,829	112,938	<3,891>	TOTAL WAGES	1,100,510	1,084,804	<15,706>	109,458	1,037,265		
75,042	69,918	<5,124>	Employee Benefits	677,435	667,739	<9,696>	70,632	624,676		
99	186	87	Office Supplies	1,288	1,806	518	2,243	3,599		
682	803	121	Telephone	5,674	7,226	1,552	663	6,605		
0	0	0	Trav/Trips/Conference	2,047	3,000	953	0	0		
5,201	5,432	231	Paper	44,159	46,990	2,831	5,264	45,335		
6.0	5.0	<1.0>	Paper % To Sales	5.4	5.4	<0.1>	5.2	5.1		
4,595	5,918	1,323	Cleaning Supplies	48,852	54,615	5,763	4,524	50,295		
1,415	1,085	<330>	Replacements	12,986	9,156	<3,830>	107	7,834		
1,148	436	<712>	Laundry	4,789	5,188	399	291	4,535		
56,456	27,575	<28,881>	Repairs & Maintenance	320,312	255,719	<64,593>	27,607	260,760		
1,159	4,950	3,791	Repairs & Mtce-Elevator	26,904	47,550	20,646	1,932	45,679		
0	250	250	Repairs & Mtce-Equip	801	2,250	1,449	0	250		
205	800	595	Painting Program	41,518	7,200	<34,318>	375	5,620		
489	300	<189>	Incidental Proj Exp	2,209	2,700	491	0	2,649		
4,391	7,300	2,909	Air Conditioning-Maint	80,941	37,350	<43,591>	7,384	33,881		
11,513	11,617	104	Rub Remvl/Hauling	95,385	98,708	3,323	10,952	93,074		
3,161	3,247	86	Rodent & Pest Control	32,903	29,513	<3,390>	3,288	28,892		
2,660	1,600	<1,060>	Rentals-Truck	7,745	14,400	6,655	76	5,561		
4,520	0	<4,520>	Janitorial	24,123	0	<24,123>	0	8,350		
172,738	141,417	<31,321>	TOTAL OTHER CONTROL.	1,430,072	1,291,110	<138,962>	135,337	1,227,594		
289,567	254,355	<35,212>	TOTAL CONTROLLABLE EXP	2,530,582	2,375,914	<154,668>	244,795	2,264,860		
			Less: Allocated Exp							
21,698	21,607	<91>	Depreciation	231,582	194,463	<37,119>	27,289	178,186		
21,698	21,607	<91>	TOTAL ALLOCATED EXP	231,582	194,463	<37,119>	27,289	178,186		
311,265	275,962	<35,303>	NET EXPENSE	2,762,164	2,570,377	<191,787>	272,084	2,443,046		
<268,183>	<237,404>	30,779	Allocated-Svs and Ent	<2,378,569>	<2,214,274>	164,295	<233,508>	<2,096,456>		
<8,138>	<8,138>	0	Allocated-USAC	<73,242>	<73,242>	0	<7,851>	<70,659>		
<3,180>	<3,180>	0	Allocated-GSA	<28,628>	<28,628>	0	<3,068>	<27,620>		
<9,478>	<7,885>	1,593	Allocated-Comm Board	<84,065>	<73,709>	10,356	<8,253>	<74,095>		
<22,286>	<19,355>	2,931	Allocated-A & SS	<197,660>	<180,524>	17,136	<19,405>	<174,216>		
<311,265>	<275,962>	35,303	TOTAL OTHER	<2,762,164>	<2,570,377>	191,787	<272,084>	<2,443,046>		
0	0	0	TOTAL EXPENSE	0	0	<0>	0	<0>		

UTILITIES
EXPENSE STATEMENT

APR. 09(03/31/19-04/27/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
7,624	10,255	2,631	Chiller Water
39,801	56,350	16,549	Elec-Non Air Cond.
6,012	10,651	4,639	Water-Non Air Cond.
3,121	6,647	3,526	Steam-Non Air Cond.
2,965	3,070	105	Gas
0	1,551	1,551	Energy Management
59,523	88,524	29,001	TOTAL OTHER CONTROL.
59,523	88,524	29,001	TOTAL CONTROLLABLE EXP
<49,741>	<75,779>	<26,038>	Allocated-Svs and Ent
<2,798>	<2,798>	0	Allocated-USAC
<1,093>	<1,093>	0	Allocated-GSA
<1,758>	<2,677>	<919>	Allocated-Comm Board
<4,133>	<6,177>	<2,044>	Allocated-A & SS
<59,523>	<88,524>	<29,001>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 9 MO(07/29/18-04/27/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
118,180	144,095	25,915	6,353	127,053
407,389	490,445	83,056	40,264	478,933
65,442	87,899	22,457	12,318	72,618
50,131	50,057	<74>	3,270	44,534
26,197	25,987	<210>	2,767	20,750
9,303	13,959	4,656	1,550	13,954
676,642	812,442	135,800	66,522	757,842
676,642	812,442	135,800	66,522	757,842
<573,661>	<696,079>	<122,418>	<55,866>	<645,063>
<25,190>	<25,190>	0	<2,905>	<26,153>
<9,845>	<9,845>	0	<1,135>	<10,223>
<20,275>	<24,589>	<4,314>	<1,974>	<22,798>
<47,671>	<56,739>	<9,068>	<4,642>	<53,605>
<676,642>	<812,442>	<135,800>	<66,523>	<757,842>
<0>	0	0	<0>	<0>