

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

May (04/28/19 - 05/25/19)

**Prepared
June 10, 2019**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
Divisions at Contribution Level

Income and Loss Summary Statement –
Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

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

MAY (04/28/19 - 05/25/19)										FY 17-18	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
3,885		3,898		(13)	(0.3%)	246	6.8%	3,639		GROSS INCOME	
1,837		1,766		71	4.0%	174	10.5%	1,663		UCLA Store	
353		370		(17)	(4.6%)	76	27.4%	277		UCLA Restaurants	
109		172		(63)	(36.6%)	(25)	(18.7%)	134		Licensing & Services	
6,184		6,206		(22)	(0.4%)	471	8.2%	5,713		UCLA Student Union	
										TOTAL	
1,230	31.7%	1,265	32.5%	(35)	(0.8)	17	(1.6)	1,213	33.3%	GROSS MARGIN	
1,290	70.2%	1,251	70.8%	39	(0.6)	119	(0.2)	1,171	70.4%	UCLA Store	
353	100.0%	369	99.7%	(16)	0.3	78	0.7	275	99.3%	UCLA Restaurants	
72	66.1%	111	64.5%	(39)	1.6	(10)	4.9	82	61.2%	Licensing & Services	
2,945	47.6%	2,996	48.3%	(51)	(0.7)	204	(0.4)	2,741	48.0%	UCLA Student Union	
										TOTAL	
620	16.0%	605	15.5%	(15)	(0.5)	(39)	0.0	581	16.0%	WAGES & BENEFITS	
763	41.5%	761	43.1%	(2)	1.6	(34)	2.3	729	43.8%	UCLA Store	
51	14.4%	55	14.9%	4	0.5	6	6.2	57	20.6%	UCLA Restaurants	
72	66.1%	75	43.6%	3	(22.5)	0	(12.4)	72	53.7%	Licensing & Services	
1,506	24.4%	1,496	24.1%	(10)	(0.3)	(67)	0.8	1,439	25.2%	UCLA Student Union	
										TOTAL	
177	4.6%	147	3.8%	(30)	(0.8)	(20)	(0.3)	157	4.3%	OTHER CONTROLLABLES	
186	10.1%	166	9.4%	(20)	(0.7)	(2)	1.0	184	11.1%	UCLA Store	
100	28.3%	115	31.1%	15	2.8	(25)	(1.2)	75	27.1%	UCLA Restaurants	
80	73.4%	87	50.6%	7	(22.8)	(11)	(21.9)	69	51.5%	Licensing & Services	
543	8.8%	515	8.3%	(28)	(0.5)	(58)	(0.3)	485	8.5%	UCLA Student Union	
										TOTAL	
434	11.2%	512	13.1%	(78)	(1.9)	(41)	(1.9)	475	13.1%	CONTRIBUTION	
342	18.6%	324	18.3%	18	0.3	84	3.1	258	15.5%	UCLA Store	
202	57.2%	199	53.8%	3	3.4	58	5.2	144	52.0%	UCLA Restaurants	
(80)	(73.4%)	(51)	(29.7%)	(29)	(43.7)	(21)	(29.4)	(59)	(44.0%)	Licensing & Services	
898	14.5%	984	15.9%	(86)	(1.4)	80	0.2	818	14.3%	UCLA Student Union	
										TOTAL	
660	10.7%	651	10.5%	(9)	(0.2)	(42)	0.1	618	10.8%	ALLOCATED EXPENSES	
232	3.8%	232	3.7%	0	(0.1)	(5)	0.2	227	4.0%	Admin&Support Services	
75	1.2%	87	1.4%	12	0.2	(3)	0.1	72	1.3%	Facilities	
203	3.3%	216	3.5%	13	0.2	1	0.3	204	3.6%	Utilities	
1,170	18.9%	1,186	19.1%	16	0.2	(49)	0.7	1,121	19.6%	Depreciation	
										TOTAL	
(272)	(4.4%)	(202)	(3.3%)	(70)	(1.1)	31	0.9	(303)	(5.3%)	NET INCOME (LOSS)	
										FROM OPERATIONS	
6	0.1%	2	0.0%	4	0.1	(16)	(0.3)	22	0.4%	OTHER INC/(EXP)	
26	0.4%	12	0.2%	14	0.2	(3)	(0.1)	29	0.5%	Non-Recurrent Inc/(Exp)	
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)	Interest Income	
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Interest (Expense)	
249	4.0%	244	3.9%	5	0.1	15	(0.1)	234	4.1%	Income Taxes	
252	4.1%	227	3.7%	25	0.4	(1)	(0.3)	253	4.4%	Student Union Fee Income	
										TOTAL	
(20)	(0.3%)	25	0.4%	(45)	(0.7)	30	0.6	(50)	(0.9%)	NET INCOME (LOSS)	

FISCAL YEAR 2018-2019										FY 17-18	
YTD 10 MONTHS (07/29/18 - 05/25/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
38,264		38,888		(624)	(1.6%)	(46)	(0.1%)	38,310		GROSS INCOME	
14,926		16,095		(1,169)	(7.3%)	579	4.0%	14,347		UCLA Store	
4,085		3,925		160	4.1%	584	16.7%	3,501		UCLA Restaurants	
1,175		1,329		(154)	(11.6%)	(84)	(6.7%)	1,259		Licensing & Services	
58,450		60,237		(1,787)	(3.0%)	1,033	1.8%	57,417		UCLA Student Union	
										TOTAL	
12,740	33.3%	13,275	34.1%	(535)	(0.8)	24	(0.1)	12,716	33.2%	GROSS MARGIN	
10,588	70.9%	11,432	71.0%	(844)	(0.1)	360	(0.4)	10,228	71.3%	UCLA Store	
4,083	100.0%	3,922	99.9%	161	0.1	587	0.1	3,496	99.9%	UCLA Restaurants	
711	60.5%	743	55.9%	(32)	4.6	21	5.7	690	54.8%	Licensing & Services	
28,122	48.1%	29,372	48.8%	(1,250)	(0.7)	992	0.8	27,130	47.3%	UCLA Student Union	
										TOTAL	
6,049	15.8%	6,060	15.6%	11	(0.2)	(441)	(1.2)	5,608	14.6%	WAGES & BENEFITS	
7,461	50.0%	7,658	47.6%	197	(2.4)	(594)	(2.1)	6,867	47.9%	UCLA Store	
654	16.0%	559	14.2%	(95)	(1.8)	(110)	(0.5)	544	15.5%	UCLA Restaurants	
716	60.9%	745	56.1%	29	(4.8)	(26)	(6.1)	690	54.8%	Licensing & Services	
14,880	25.5%	15,022	24.9%	142	(0.6)	(1,171)	(1.6)	13,709	23.9%	UCLA Student Union	
										TOTAL	
2,062	5.4%	1,987	5.1%	(75)	(0.3)	(113)	(0.3)	1,949	5.1%	OTHER CONTROLLABLES	
1,614	10.8%	1,648	10.2%	34	(0.6)	(61)	0.0	1,553	10.8%	UCLA Store	
1,195	29.3%	1,299	33.1%	104	3.8	0	4.8	1,195	34.1%	UCLA Restaurants	
566	48.2%	581	43.7%	15	(4.5)	(26)	(5.3)	540	42.9%	Licensing & Services	
5,437	9.3%	5,515	9.2%	78	(0.1)	(200)	(0.2)	5,237	9.1%	UCLA Student Union	
										TOTAL	
4,629	12.1%	5,228	13.4%	(599)	(1.3)	(530)	(1.4)	5,159	13.5%	CONTRIBUTION	
1,512	10.1%	2,126	13.2%	(614)	(3.1)	(296)	(2.5)	1,808	12.6%	UCLA Store	
2,234	54.7%	2,064	52.6%	170	2.1	477	4.5	1,757	50.2%	UCLA Restaurants	
(571)	(48.6%)	(583)	(43.9%)	12	(4.7)	(31)	(5.7)	(540)	(42.9%)	Licensing & Services	
7,804	13.4%	8,835	14.7%	(1,031)	(1.3)	(380)	(0.9)	8,184	14.3%	UCLA Student Union	
										TOTAL	
6,146	10.5%	6,446	10.7%	300	0.2	(233)	(0.2)	5,913	10.3%	ALLOCATED EXPENSES	
2,577	4.4%	2,432	4.0%	(145)	(0.4)	(258)	(0.4)	2,319	4.0%	Admin&Support Services	
697	1.2%	840	1.4%	143	0.2	74	0.1	771	1.3%	Facilities	
2,052	3.5%	2,158	3.6%	106	0.1	(129)	(0.2)	1,923	3.3%	Utilities	
11,472	19.6%	11,876	19.7%	404	0.1	(546)	(0.6)	10,926	19.0%	Depreciation	
										TOTAL	
(3,668)	(6.3%)	(3,041)	(5.0%)	(627)	(1.3)	(926)	(1.5)	(2,742)	(4.8%)	NET INCOME (LOSS)	
										FROM OPERATIONS	
347	0.6%	20	0.0%	327	0.6	161	0.3	186	0.3%	OTHER INC/(EXP)	
313	0.5%	137	0.2%	176	0.3	140	0.2	173	0.3%	Non-Recurrent Inc/(Exp)	
(289)	(0.5%)	(289)	(0.5%)	0	0.0	31	0.1	(320)	(0.6%)	Interest Income	
0	0.0%	(17)	0.0%	17	0.0	0	0.0	0	0.0%	Interest (Expense)	
2,459	4.2%	2,444	4.1%	15	0.1	108	0.1	2,351	4.1%	Income Taxes	
2,830	4.8%	2,295	3.8%	535	1.0	440	0.6	2,390	4.2%	Student Union Fee Income	
										TOTAL	
(838)	(1.4%)	(746)	(1.2%)	(92)	(0.2)	(486)	(0.8)	(352)	(0.6%)	NET INCOME (LOSS)	

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

MAY (04/28/19 - 05/25/19)										FY 17-18		FISCAL YEAR 2018-2019										FY 17-18	
CURRENT MONTH										**		YTD 10 MONTHS (07/29/18 - 05/25/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
3,885		3,898		(13)	(0.3%)	246	6.8%	3,639				38,264	38,888	(624)	(1.6%)	(46)	(0.1%)	38,310					
1,837		1,766		71	4.0%	174	10.5%	1,663				14,926	16,095	(1,169)	(7.3%)	579	4.0%	14,347					
353		370		(17)	(4.6%)	76	27.4%	277				4,085	3,925	160	4.1%	584	16.7%	3,501					
109		172		(63)	(36.6%)	(25)	(18.7%)	134				1,175	1,329	(154)	(11.6%)	(84)	(6.7%)	1,259					
6,184		6,206		(22)	(0.4%)	471	8.2%	5,713				58,450	60,237	(1,787)	(3.0%)	1,033	1.8%	57,417					
1,230	31.7%	1,265	32.5%	(35)	(2.8%)	17	(1.6%)	1,213	33.3%			12,740	13,275	(535)	(4.0%)	24	0.1%	12,716	33.2%				
1,290	70.2%	1,251	70.8%	39	(3.1%)	119	(9.8%)	1,171	70.4%			10,588	11,432	(844)	(7.4%)	360	(3.1%)	10,228	71.3%				
353	100.0%	369	99.7%	(16)	(4.5%)	78	(22.1%)	275	99.3%			4,083	3,922	161	4.1%	587	4.4%	3,496	99.9%				
72	66.1%	111	64.5%	(39)	(53.9%)	1.6	(2.2%)	82	61.2%			711	743	(32)	(4.4%)	21	(2.8%)	690	54.8%				
2,945	47.6%	2,996	48.3%	(51)	(1.7%)	204	(5.8%)	2,741	48.0%			28,122	29,372	(1,250)	(4.3%)	992	0.8%	27,130	47.3%				
796	20.5%	752	19.3%	(44)	(5.6%)	(59)	(7.7%)	737	20.3%			8,111	8,047	64	(0.8%)	(554)	(6.9%)	7,557	19.7%				
948	51.6%	927	52.5%	(21)	(2.2%)	(35)	(3.7%)	913	54.9%			9,076	9,306	(230)	(2.5%)	(656)	(7.1%)	8,420	58.7%				
151	42.8%	171	46.2%	20	(13.5%)	(20)	(14.3%)	131	47.3%			1,849	1,858	9	(0.5%)	(110)	(5.9%)	1,739	49.7%				
152	139.4%	162	94.2%	10	(6.6%)	(11)	(7.7%)	141	105.2%			1,282	1,326	(44)	(3.3%)	(52)	(4.0%)	1,230	97.7%				
2,047	33.1%	2,012	32.4%	(35)	(1.7%)	(125)	(3.8%)	1,922	33.6%			20,318	20,537	(219)	(1.1%)	(1,372)	(6.7%)	18,946	33.0%				
434	11.2%	512	13.1%	(78)	(15.2%)	(41)	(8.1%)	475	13.1%			4,629	5,228	(599)	(11.3%)	(530)	(10.1%)	5,159	13.5%				
342	18.6%	324	18.3%	18	(5.3%)	84	(24.1%)	258	15.5%			1,512	1,216	296	(24.4%)	(296)	(24.4%)	1,808	12.6%				
202	57.2%	199	53.8%	3	(1.5%)	58	(17.3%)	144	52.0%			2,234	2,064	170	(7.7%)	477	(11.3%)	1,757	50.2%				
(80)	(73.4%)	(51)	(29.7%)	(29)	(36.6%)	(21)	(26.3%)	(59)	(44.0%)			(571)	(48.6%)	(583)	(43.9%)	12	(3.1%)	(540)	(42.9%)				
898	14.5%	984	15.9%	(86)	(8.7%)	80	(8.0%)	818	14.3%			7,804	8,835	(1,031)	(11.7%)	(380)	(4.3%)	8,184	14.3%				
589	15.2%	658	16.9%	69	(11.7%)	(25)	(3.8%)	564	15.5%			5,791	6,473	(682)	(10.5%)	(189)	(2.3%)	5,602	14.6%				
397	21.6%	342	19.4%	(55)	(13.9%)	(19)	(4.8%)	378	22.7%			3,709	3,500	209	(5.9%)	(176)	(4.9%)	3,533	24.6%				
88	24.9%	94	25.4%	6	(6.8%)	(4)	(9.5%)	84	30.3%			999	959	40	(4.2%)	(83)	(8.5%)	916	26.2%				
96	88.1%	92	53.5%	(4)	(4.2%)	(1)	(1.2%)	95	70.9%			973	944	29	(2.9%)	(98)	(10.1%)	875	69.5%				
1,170	18.9%	1,186	19.1%	16	(1.4%)	(49)	(4.1%)	1,121	19.6%			11,472	11,876	(404)	(3.4%)	(546)	(4.6%)	10,926	19.0%				
(155)	(2.5%)	(146)	(2.4%)	(9)	(0.6%)	(67)	(19.1%)	(88)	(1.5%)			(1,162)	(1,246)	84	(7.2%)	(719)	(5.7%)	(443)	(0.8%)				
(55)	(0.9%)	(18)	(0.3%)	(37)	(6.8%)	65	(18.6%)	(120)	(2.1%)			(2,197)	(1,373)	(824)	(59.6%)	(472)	(34.6%)	(1,725)	(3.0%)				
114	1.8%	105	1.7%	9	(7.7%)	55	(15.6%)	59	1.0%			1,235	1,105	130	(11.7%)	394	(2.9%)	841	1.5%				
(176)	(2.8%)	(143)	(2.3%)	(33)	(23.0%)	(22)	(15.7%)	(154)	(2.7%)			(1,544)	(1,527)	(17)	(1.1%)	(129)	(0.9%)	(1,415)	(2.5%)				
(272)	(4.4%)	(202)	(3.3%)	(70)	(5.0%)	31	(8.7%)	(303)	(5.3%)			(3,668)	(3,041)	(627)	(17.3%)	(926)	(6.8%)	(2,742)	(4.8%)				
6	0.1%	2	0.0%	4	(66.7%)	(16)	(200.0%)	22	0.4%			347	20	327	(74.4%)	161	(36.5%)	186	0.3%				
26	0.4%	12	0.2%	14	(54.0%)	(3)	(23.1%)	29	0.5%			313	137	176	(55.1%)	140	(44.0%)	173	0.3%				
(29)	(0.5%)	(29)	(0.5%)	0	(0.0%)	3	(10.0%)	(32)	(0.6%)			(289)	(289)	0	(0.0%)	31	(9.7%)	(320)	(0.6%)				
0	0.0%	(2)	0.0%	2	(50.0%)	0	(0.0%)	0	0.0%			0	(17)	17	(100.0%)	0	(0.0%)	0	0.0%				
249	4.0%	244	3.9%	5	(2.0%)	15	(38.5%)	234	4.1%			2,459	2,444	15	(0.6%)	108	(4.4%)	2,351	4.1%				
252	4.1%	227	3.7%	25	(10.1%)	(1)	(2.4%)	253	4.4%			2,830	2,295	535	(18.5%)	440	(15.4%)	2,390	4.2%				
(20)	(0.3%)	25	0.4%	(45)	(180.0%)	30	(120.0%)	(50)	(0.9%)			(838)	(746)	(92)	(10.9%)	(486)	(6.5%)	(352)	(0.6%)				

ASUCLA
P/L Reconciliation
May-19

<i>Financial Analysis</i>	\$000's
	May-19
Budgeted Net Income/(Loss)	25
UCLA Store	
Gross Margin:	
Bearwear above plan: strong event sales as related to Transfer Day, One Day Sale and Centennial Celebration/Alumni Day	90
Graduation ETC below plan: mostly timing as sales of sashes occurred earlier in the season	(68)
Campus Portrait Studio below plan: earlier than planned yearbook deadline negatively impacted sittings/orders	(20)
E-Commerce above plan due to positive response to Centennial Celebration collection and May Flash Sale	16
New Text below plan due to change in costing method (YTD close to plan) and continued down pricing pressure in New Text Markets	(10)
CRS above plan due to strong Print Station services and higher than expected department purchases	12
Bookzone below plan due to weaker than anticipated sales from the library	(14)
Computer Store below plan: lower demand for Apple product for the One Day Sale, (new product launches announced at the end of May), and timing for some sales shifted to June	(14)
LuValle Books below plan: mostly change in costing method (YTD close to plan)	(24)
Total Wages above plan	(13)
Other, various negative controllables	(33)
Total Contribution	(78)
UCLA Restaurants	
Gross Margin:	
Wetzel's/RX below plan: a few variances throughout the month (sales exceeded last year, some of the variance due to average check below plan)	(6)
Greenhouse below plan: some shortfall to budget but overall month showing 13% increase over last year results	(9)
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(7)
North Campus Student CTR below plan: continuing general downward trend of customer traffic and possibly ongoing construction impacts	(16)
CSSC above plan due to higher average check and some sales increases during the AFSME strike day	6
Café Synapse below plan: lower average check with new menu mix (customer count has reversed declining trend and is now slightly exceeding last year results)	(5)
LuValle Food Seryery below plan: some shortfall to budget (overall month showing 5% increase over last year results)	(11)
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (working with staff retraining and new marketing initiatives)	(12)
Taco Bell below plan: some shortfall of customer count as well as continuing challenge of average check error (budgeted for a significant increase)	(7)
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff)	(7)
Catering above plan due to two significant high income unbudgeted events, National Signing Day and Alumni Day	104
Concessions above plan: good attendance for Softball Regionals and Super Regionals (neither of these events were budgeted)	19
Total Wages above plan	(7)
Other, negative controllables and various negative gross margin variances	(24)
Total Contribution	18
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan: optimistic plan of sideline partnership dollars (first year spike followed by second year normalization) and impact of team performance	(34)
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%	(9)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21
Photography above plan: received 2 large unanticipated projects from UCLA Anderson and BioScience	7
Total Wages below plan	1
Other, positive controllables mostly Licensing	17
Total Contribution	3
UCLA Student Union	
Gross Margin:	
Event Services below plan: mostly decrease in number of University events	(33)
AU Post Office below plan: month of May slower than expected plus a technical issue with the meter machines for one week	(5)
Total wages below plan	3
Other, positive controllables	6
Total Contribution	(29)
Allocated Expenses and Other	
A&SS above plan: various negative controllables variances (mostly Advertising expense for the Centennial)	(9)
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	12
Depreciation below plan due to timing for capital projects	13
Other: Interest Income positive due to higher cash balance and positive student union fee due to higher enrollment	19
Other: mostly non-recurrent positive variance	6
Total	41
Actual Net Income/(Loss)	(20)

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(746)
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	(176)
Graduation ETC below plan	(49)
Essentials below plan due to lower sales trend in binders and paper products and specifically Spring Rush items	(27)
E-Commerce below plan: overall decline in fan enthusiasm	(89)
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	(193)
Used Text above plan: positive impact of new rental program and availability of inventory	69
CRS above plan: department orders greater than planned and strong sales of spring titles	52
Computer Store below plan: weakness in institutional demand for Apple products	(43)
Total Wages above plan	(9)
Other, negative controllables (\$55K) and various negative gross margin variances	(134)
Total Contribution	(599)
UCLA Restaurants	
Gross Margin:	
Panda above plan due to positive interest compared to prior years and sales increases during the AFSCME strike days	51
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(95)
Untitled below plan based on Stage Canteen closure which has not occurred	(41)
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(28)
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather negatively impacted sales	(93)
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	77
Café Synapse below plan due to ongoing customer traffic decline	(49)
LuValle Food Servery below plan: less customers than expected and negative impact of extensive rain and cold weather	(95)
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(97)
Taco Bell below plan: mostly lower average check	(53)
Music Café below plan due mostly to decline in customer count	(45)
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(162)
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(23)
Total Wages lower than plan	74
Other, positive controllables (\$156K, mostly employee benefits) offset by various negative gross margin variances	(35)
Total Contribution	(614)
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(231)
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	227
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(35)
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	186
Photography above plan: additional bookings	20
Total Wages above plan	(56)
Other, positive controllables mostly Licensing	59
Total Contribution	170
UCLA Student Union	
Gross Margin:	
Event Services below plan	(7)
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(19)
Total Wages below plan	23
Other, positive controllables	15
Total Contribution	12
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	300
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	143
Depreciation lower than plan due to timing of capitals	106
Other: mostly higher interest income and various positive non-recurrent	535
Total	939
Actual Net Income/(Loss)	(838)

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

	Current Month May 2019	Prior Month April 2019	Prior Year July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$13,194	\$16,230	\$13,915
Accounts receivable	4,546	4,332	3,844
Less: Allowance for doubtful accounts	(603)	(596)	(580)
Accounts receivable, net	3,943	3,736	3,264
Student fees receivable	649	400	118
Short term note receivable	0	0	200
Inventories	5,991	6,285	6,248
Prepaid expenses and other current assets	259	196	319
Total current assets	24,036	26,847	24,064
LONG TERM ASSETS			
Property, equipment and improvements	72,242	72,141	72,708
Less: Accumulated depreciation	(50,979)	(50,782)	(50,163)
Total long term assets	21,263	21,359	22,545
TOTAL ASSETS	\$45,299	\$48,206	\$46,609
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$7,454	\$6,536	\$7,049
Wages and payroll taxes payable	4,606	7,866	5,551
Sales tax payable & other liabilities	750	1,078	625
Interest payable	185	157	74
Deferred income	438	675	518
Funds held for others	250	259	338
Current portion of long term debt	867	867	867
Total current liabilities	14,550	17,437	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	21,645	24,532	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(838)	(818)	(659)
Ending Balance	23,654	23,674	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$45,299	\$48,206	\$46,609

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$20)
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 203
 Loss (Gain) on disposal of fixed assets 0
 Accounts receivable (207)
 Student fees receivable (249)
 Short term note receivable 0
 Inventories 294
 Prepaid expenses and other current assets (63)
Increase/(decrease) in current liabilities:
 Accounts payable 918
 Sales tax payable & other liabilities (328)
 Wages and payroll taxes payable (3,261)
 Interest payable 28
 Deferred Income (237)
 Funds held for others (9)

Net cash provided/(used) by operating activities **(2,931)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (105)
 Change in capital projects in progress 0

Net cash used in investing activities **(105)**

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
(\$20)	(\$838)	(\$352)
203	2,052	1,923
0	0	15
(207)	(679)	(1,172)
(249)	(531)	(305)
0	200	0
294	257	978
(63)	60	136
918	405	322
(328)	125	(11)
(3,261)	(946)	3,057
28	111	124
(237)	(80)	(83)
(9)	(88)	134
(2,931)	48	4,766
(105)	(751)	(2,211)
0	(18)	0
(105)	(769)	(2,211)
0	0	0
0	0	0
(3,036)	(721)	2,555
16,230	13,915	12,191
\$13,194	\$13,194	\$14,746

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

	Current Month May 2019	Prior Month April 2019
CASH AND CASH EQUIVALENTS	\$13,194	\$16,230
BOARD REQUIRED CASH RESERVE	<u>4,862</u>	<u>4,958</u>
RESERVE SURPLUS (DEFICIT)	<u><u>\$8,332</u></u>	<u><u>\$11,272</u></u>

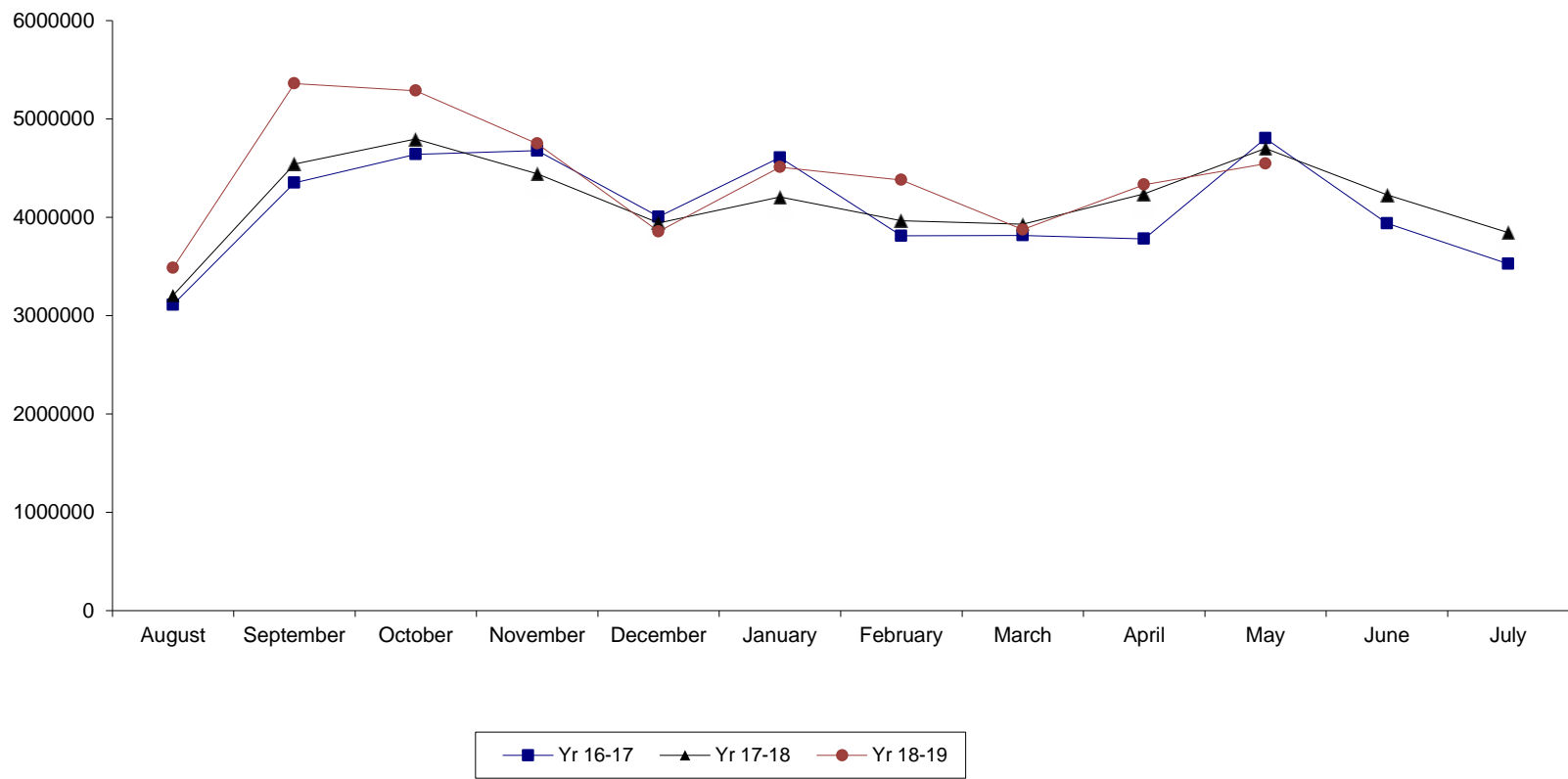
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2018-2019 May 2019

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2018-001 Store General Replacement	75.0	50.0	6.8	56.8	18.2		(18.2)	In Progress
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	75.0		(75.0)	Cancelled
2018-003 AU B-Level Bearwear Update	125.0	82.0	20.9	103.0	22.0		(22.0)	In Progress
2018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2018-005 Printer Equipment Replacement	60.0	43.7	14.3	58.0	2.0		(2.0)	In Progress
Total Store/Services	410.0	175.8	42.0	217.7	192.3	75.0	(117.3)	
Food Service								
2018-006 FS Miscellaneous and Unanticipated	50.0	27.9	18.6	46.5	3.5		(3.5)	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	100.0		(100.0)	Cancelled
2018-009 NCSC Kitchen Equipment	15.0	0.0	13.1	13.1	1.9		(1.9)	In Progress
2018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-013 Vehicle replacement	45.0	0.0	0.0	0.0	45.0	45.0	0.0	Pending
2018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
Total Food Services	300.0	27.9	51.7	79.6	220.4	115.0	(105.4)	
Technology								
2018-015 Network Infrastructure Upgrade	20.0	2.8	0.0	2.8	17.2		(17.2)	In Progress
2018-016 Printer Replacement	10.0	2.7	1.8	4.4	5.6		(5.6)	In Progress
2018-017 Store Website Update	50.0	17.3	0.0	17.3	32.8		(32.8)	In Progress
2018-018 Store POS	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2018-019 Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.9		(0.9)	Completed
2018-032 Mobile Application Development	0.0	63.5	0.0	63.5	(8.5)		63.5	In Progress
Total Technology	335.0	90.4	1.8	92.2	297.8	250.0	7.2	
Others								
2018-020 Fac. Misc. and Remodels	50.0	26.9	17.7	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	134.3		(134.3)	In Progress
2018-022 KH Grand Salon AC Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2018-023 Restroom Partitions	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2018-024 LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	7.4		(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	25.0	25.0	0.0	Pending
2018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	25.0	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	15.0	15.0	0.0	Pending
2018-030 Finance Misc. Replacements	15.0	4.2	0.0	4.2	10.8		(10.8)	In Progress
2018-031 Replace DVR	40.0	45.3	0.0	45.3	(5.3)		5.3	Completed
2018-033 LVC Store AC Replacement	0.0	31.6	6.7	38.3	1.7		38.3	Completed Awaiting Invoice
2018-034 NC Flooring	0.0	19.2	0.0	19.2	7.8		19.2	In Progress
2018-035 NC Exterior Wood Replacement	0.0	17.2	0.0	17.2	(7.2)		17.2	In Progress
2018-036 Financial Dashboard	0.0	0.0	9.3	9.3	2.7		9.3	In Progress
2018-037 Oculus Lighting	0.0	6.5	2.5	9.0	0.0		9.0	In Progress
2018-038 Anderson Café	0.0	0.0	0.0	0.0	300.0		0.0	Pending
Total Others	705.0	150.9	151.2	302.1	800.9	115.0	(287.9)	
Total Current Year Projects	1,750.0	445.0	246.6	691.6	1,511.4	555.0	(503.4)	

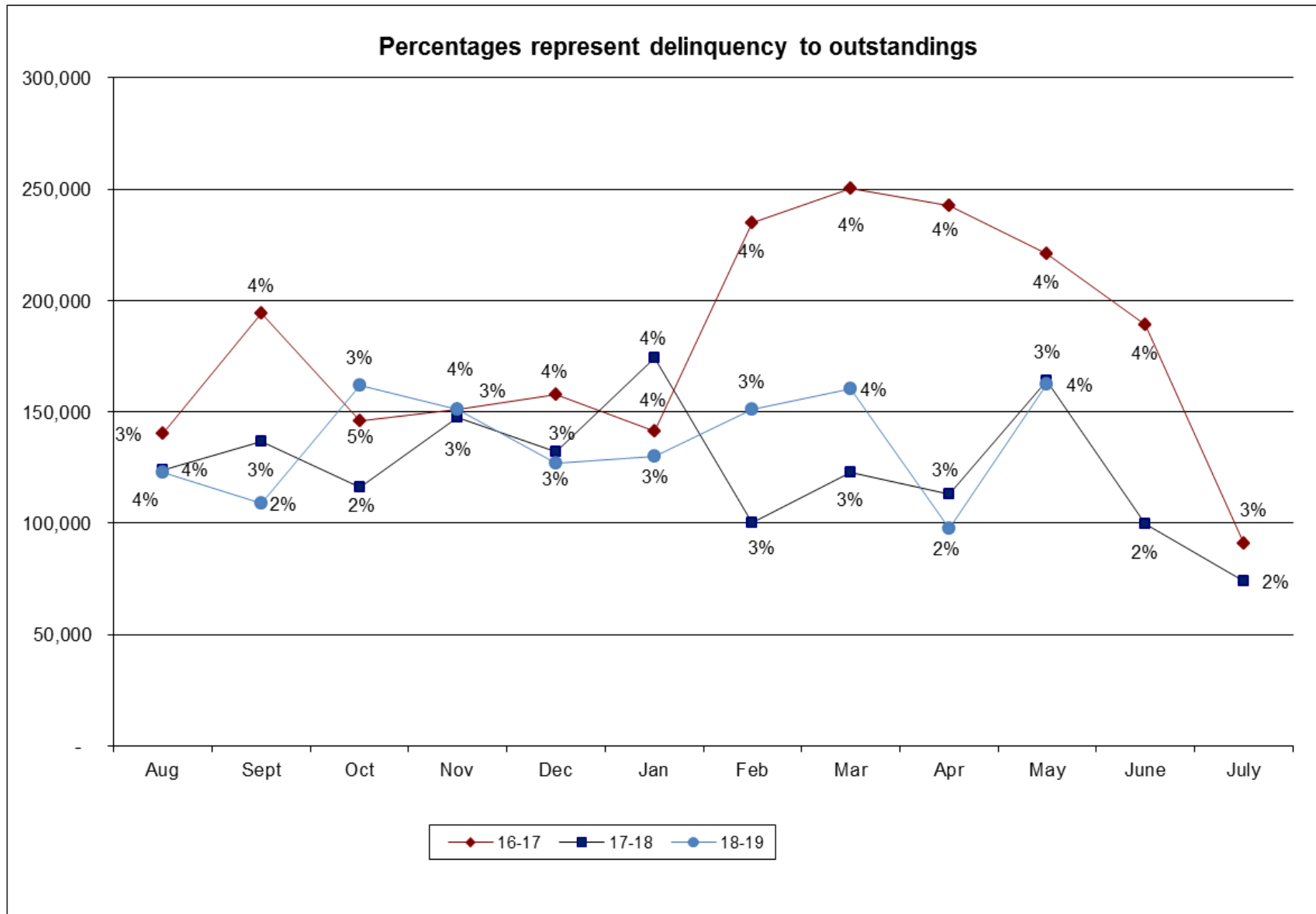
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

05/25/19	May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$1,002,046	24%	\$156,022	69%	\$72,434	69%	\$859	9%	\$2,890	10%	\$400	2%	\$1,234,651	27%
ASUCLA PUBLICATIONS		\$90,102	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$90,102	2%
ASUCLA USA/GSA		\$165,663	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$165,663	4%
DUE FROM VENDORS		\$549,873	13%	\$21,427	9%	\$6,154	6%	\$4,676	47%	\$23,372	77%	\$15,582	92%	\$621,084	14%
DENTAL KITS		\$294,067	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$294,067	6%
OTHER		\$2,054,591	50%	\$49,638	22%	\$26,378	25%	\$4,335	44%	\$4,054	13%	\$1,049	6%	\$2,140,045	47%
TOTAL CURRENT MONTH		\$4,156,342	100%	\$227,087	100%	\$104,966	100%	\$9,870	100%	\$30,316	100%	\$17,031	100%	\$4,545,612	100%
		91%		5%		2%		0%		1%		1%		100%	
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%	

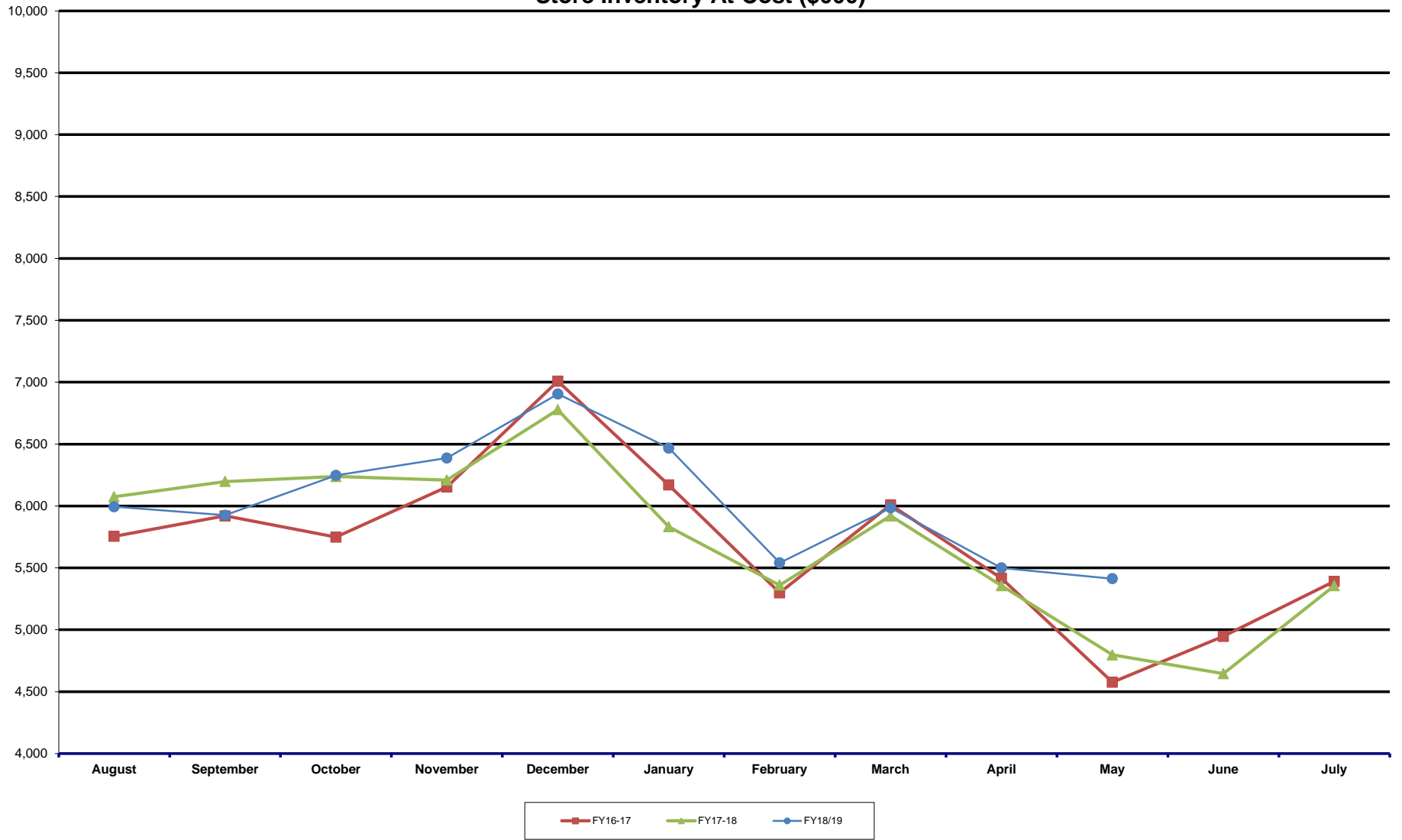
Total Accounts Receivable Balances 12 Month History Aug 16 to May 19



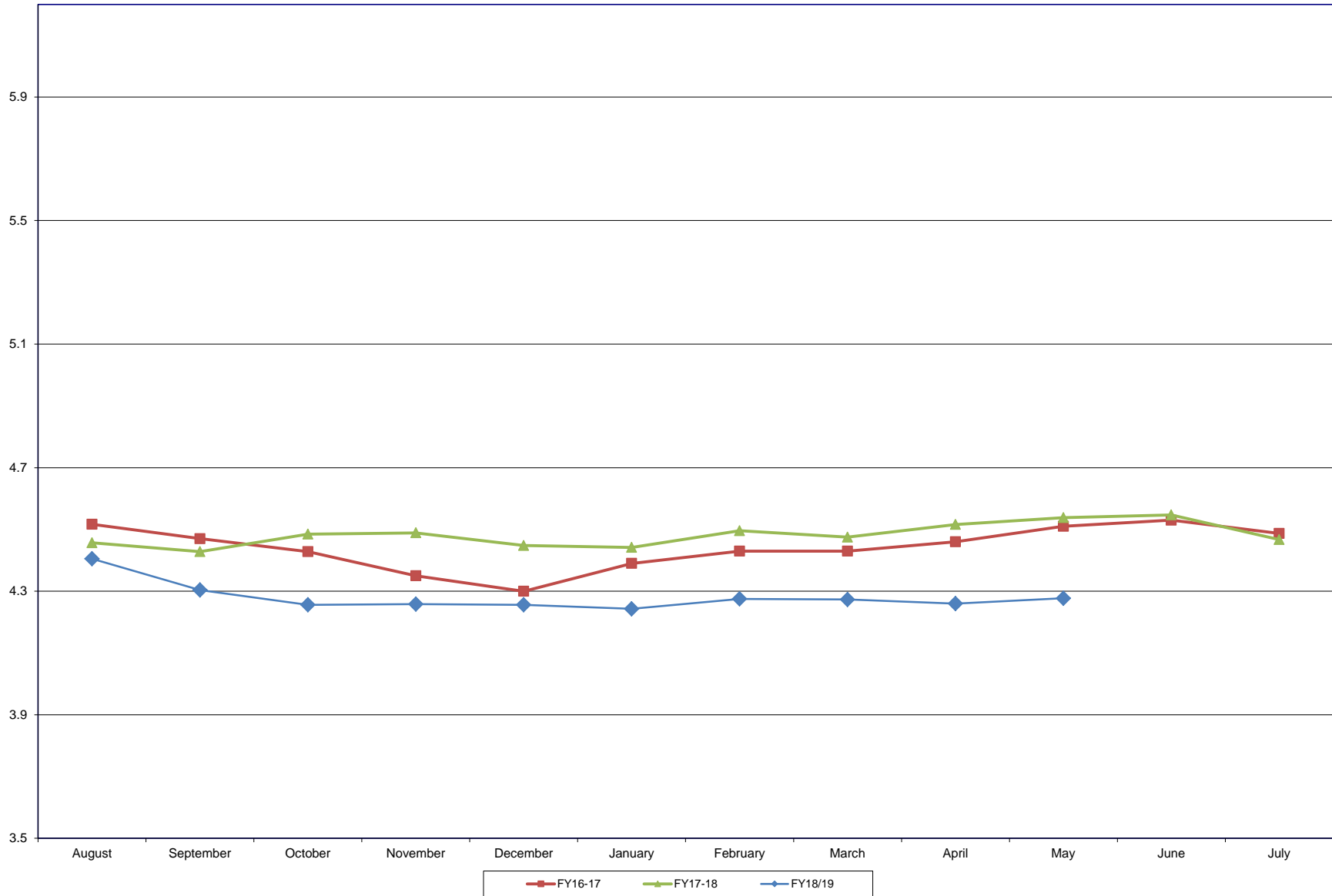
Aged Accounts Receivable Balances > 60 Days Past Due



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**

MAY_10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD TO MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,145,278	1,317,616	<172,338>	14,861,896	15,311,182	<449,286>	1,181,549	15,474,386
1,498,096	1,464,303	33,793	12,908,162	13,324,538	<416,376>	1,403,164	12,701,555
173,459	169,165	4,294	1,351,327	1,358,996	<7,669>	169,015	1,316,968
156,748	155,912	836	1,787,242	1,929,793	<142,551>	153,620	1,909,061
116,561	91,000	25,561	1,141,785	1,311,000	<169,215>	97,864	1,259,438
715,996	633,525	82,471	4,831,872	4,539,843	292,029	550,082	4,624,461
0	0	0	16,905	0	16,905	0	0
3,806,138	3,831,521	<25,383>	36,899,189	37,775,352	<876,163>	3,555,294	37,285,868
2,641,569	2,620,367	<21,202>	25,377,232	25,465,338	88,106	2,413,092	25,439,554
2,847	2,880	33	46,447	47,160	713	2,957	52,487
6,464	6,190	<274>	63,340	65,315	1,975	6,156	62,805
801	780	<21>	6,232	6,280	48	785	6,045
972	850	<122>	9,435	10,550	1,115	797	10,166
2,570	2,070	<500>	21,301	17,860	<3,441>	2,809	22,069
13,655	12,770	<885>	146,755	147,165	410	13,503	153,572
2,655,224	2,633,137	<22,087>	25,523,987	25,612,503	88,516	2,426,596	25,593,127
69.4	68.4	<1.0>	68.8	67.4	<1.4>	67.9	68.2
1,150,914	1,198,384	<47,471>	11,375,202	12,162,849	<787,647>	1,128,698	11,692,742
30.6	31.6	<1.0>	31.2	32.6	<1.4>	32.1	31.8
0.4	0.3	<0.0>	0.4	0.4	<0.0>	0.4	0.4
30.2	31.3	<1.0>	30.8	32.2	<1.4>	31.8	31.4
11.3	11.6	<0.2>	15.3	17.1	<1.8>	11.5	16.8
47.7	48.7	<1.0>	49.0	49.3	<0.4>	48.8	48.9
41.4	40.8	0.5	41.4	41.2	0.1	40.9	41.6
21.5	42.1	<20.6>	30.9	34.6	<3.7>	39.0	33.3
50.6	52.5	<1.9>	51.2	50.9	0.4	52.2	50.9
19.8	23.7	<3.9>	22.2	23.8	<1.6>	23.4	22.8
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
79,164	66,161	13,003	1,364,511	1,112,406	252,105	83,898	1,023,665
1,230,077	1,264,545	<34,468>	12,739,713	13,275,255	<535,542>	1,212,596	12,716,407
257,689	259,873	2,184	2,582,500	2,605,843	23,343	249,655	2,445,540
2,007	1,200	4,888	4,888	2,400	<2,488>	2,185	10,427
231,226	216,956	<14,270>	2,214,495	2,184,436	<30,059>	201,486	1,966,342
490,922	478,029	<12,893>	4,801,883	4,792,679	<9,204>	453,326	4,422,309
12.9	12.5	<0.4>	13.0	12.7	<0.3>	12.8	11.9
128,635	126,845	<1,790>	1,247,153	1,267,439	20,286	127,201	1,185,620
6,428	3,813	<2,615>	81,738	65,914	<15,824>	9,325	77,122
13,764	11,710	<2,054>	88,918	118,333	29,415	6,448	101,157
16	3	<13>	167	96	<71>	21	180
799	500	<299>	42,914	37,550	<5,364>	1,085	27,152
299	50	<249>	5,568	4,008	<1,560>	2,300	5,095
4,683	4,710	27	55,142	50,395	<4,747>	5,803	53,222
14,576	16,235	1,659	205,312	203,113	<2,199>	20,161	201,259
950	950	0	8,740	10,100	1,360	950	10,063
0	0	0	0	0	0	0	656
11	0	<11>	7	0	<7>	0	8
37,096	17,033	<20,063>	258,367	188,915	<69,452>	24,788	200,337
<2,474>	<2,150>	324	<91,680>	<98,900>	<7,220>	<8,587>	<108,795>
340	25	<315>	283,894	284,750	856	9	279,493
1,996	3,225	1,229	40,256	38,750	<1,506>	2,060	42,315
79,010	77,606	<1,404>	693,056	719,005	25,949	73,828	679,876
836	0	<836>	6,440	0	<6,440>	242	6,265
426	0	<426>	7,835	0	<7,835>	1,382	10,542
0	0	0	0	0	<0>	30	30
1,253	0	<1,253>	3,780	3,200	<580>	0	4,356
0	0	0	300	300	0	0	0
10,124	10,250	126	111,199	103,900	<7,299>	10,054	113,332
0	0	0	4,008	3,340	<668>	0	6,682
949	500	<449>	64,644	60,200	<4,444>	757	65,221
100	100	0	63,691	47,019	<16,672>	11	40,053
0	2	2	0	13	13	0	0
5,611	2,651	<2,960>	127,419	146,910	19,491	5,914	133,615
305,431	274,058	<31,373>	3,308,866	3,254,350	<54,516>	283,782	3,134,853
796,354	752,087	<44,267>	8,110,750	8,047,029	<63,721>	737,109	7,557,163
433,724	512,458	<78,734>	4,628,963	5,228,226	<599,263>	475,487	5,159,244
39,602	44,769	5,167	401,574	484,097	82,523	37,303	370,086
149,736	181,157	31,421	1,475,736	1,718,512	242,776	147,964	1,449,387
68,950	80,625	11,675	656,509	775,698	119,189	63,370	653,093
53,185	37,649	<15,536>	456,184	383,837	<72,347>	48,183	355,264
113,367	136,229	22,862	1,093,912	1,317,664	223,752	104,859	1,149,278
81,472	81,342	<130>	907,759	850,700	<57,059>	81,436	809,721
24,177	27,940	3,763	223,460	269,775	46,315	23,100	247,188
59,172	67,180	8,008	575,732	671,800	96,068	56,962	567,121
589,660	656,891	67,231	5,790,864	6,472,083	681,219	563,179	5,601,138
<155,936>	<144,433>	<11,503>	<1,161,901>	<1,243,857>	81,956	<87,691>	<441,894>

UCLA RESTAURANTS
INCOME STATEMENT

MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
206,111	220,541	<14,430>	1,851,080	1,984,284	<133,204>	187,348	1,814,731
232,144	264,295	<32,151>	1,936,983	2,198,703	<261,720>	237,604	2,042,359
186,041	202,826	<16,785>	1,681,027	1,835,865	<154,838>	198,164	1,246,570
279,798	283,664	<3,866>	2,517,244	2,596,727	<79,483>	258,112	2,376,531
301,958	354,054	<52,096>	2,717,875	3,055,466	<337,591>	325,266	2,877,150
384,581	212,348	172,233	2,154,641	2,295,608	<140,967>	242,573	2,045,681
1,590,632	1,537,728	52,904	12,858,849	13,966,653	<1,107,804>	1,449,067	12,403,022
546,802	515,321	<31,481>	4,338,120	4,663,001	324,881	492,454	4,119,468
34.4	33.5	<0.9>	33.7	33.4	<0.4>	34.0	33.2
1,043,830	1,022,407	21,423	8,520,729	9,303,652	<782,923>	956,613	8,283,554
65.6	66.5	<0.9>	66.3	66.6	<0.4>	66.0	66.8
65.2	67.4	<2.3>	65.7	67.2	<1.6>	68.6	67.6
66.3	65.8	0.6	66.1	65.6	0.5	64.3	65.3
65.5	65.6	<0.1>	67.4	65.6	1.8	64.3	67.2
66.9	68.7	<1.8>	67.9	68.5	<0.7>	68.2	69.5
67.1	66.1	1.0	65.7	66.0	<0.3>	65.3	66.3
63.6	65.4	<1.8>	66.1	66.9	<0.8>	66.9	66.0
246,504	228,706	17,798	2,066,859	2,128,234	<61,375>	214,248	1,944,385
1,290,334	1,251,113	39,221	10,587,588	11,431,886	<844,298>	1,170,862	10,227,939
288,573	315,880	27,307	3,028,160	3,238,218	210,058	270,846	2,893,179
5,495	2,122	<3,373>	44,521	22,671	<21,850>	2,999	12,544
349,799	324,646	<25,153>	3,216,352	3,124,496	<91,856>	351,505	2,872,556
<40,486>	<46,610>	<6,124>	<420,175>	<442,379>	<22,204>	<44,128>	<406,953>
603,381	596,038	<7,343>	5,868,858	5,943,006	74,148	581,222	5,371,326
37.9	38.8	0.8	45.6	42.6	<3.1>	40.1	43.3
159,568	165,226	5,658	1,592,480	1,714,658	122,178	147,576	1,495,447
1,377	2,050	673	18,287	17,405	<882>	1,378	18,084
4,511	4,215	<296>	31,502	42,090	10,588	2,258	34,116
2,000	2,000	0	13,655	18,000	4,345	1,000	13,317
72,223	69,745	<2,478>	585,466	638,484	53,018	63,720	541,689
4.5	4.5	0.0	4.6	4.6	0.0	4.4	4.4
8,218	5,320	<2,898>	69,829	51,286	<18,543>	10,386	64,046
<13,914>	<15,000>	<1,086>	<121,209>	<147,000>	<25,791>	<13,372>	<127,416>
5,656	2,395	<3,261>	59,138	27,175	<31,963>	7,240	41,040
6,781	4,880	<1,901>	58,420	44,900	<13,520>	6,458	41,801
2,739	2,065	<674>	25,286	15,195	<10,091>	1,301	22,636
1,134	1,909	775	35,805	32,279	<3,526>	1,232	38,260
163	0	<163>	632	0	<632>	0	3
10,193	8,259	<1,934>	94,847	78,385	<16,462>	11,438	120,637
51,676	50,997	<679>	421,215	471,336	50,121	54,081	427,555
2,537	2,340	<197>	22,237	20,406	<1,831>	2,578	21,136
185	1,259	1,074	<2,732>	11,806	14,538	<190>	6,584
5	0	<5>	166	0	<166>	11	28
2,467	0	<2,467>	9,288	0	<9,288>	<33>	763
141	435	294	141	4,290	4,149	0	0
238	240	2	3,572	3,013	<559>	3,363	10,804
0	0	0	11,804	0	<11,804>	0	610
3,576	0	<3,576>	11,869	2,300	<9,569>	0	5,013
23,601	22,848	<753>	265,053	316,616	51,563	31,381	272,595
345,075	331,183	<13,892>	3,206,751	3,362,624	155,873	331,806	3,048,749
948,455	927,221	<21,234>	9,075,609	9,305,630	230,021	913,028	8,420,074
341,879	323,892	17,987	1,511,978	2,126,256	<614,278>	257,834	1,807,865
48,674	47,833	<841>	489,267	515,641	26,374	47,828	446,395
70,802	47,016	<23,786>	595,616	470,924	<124,692>	67,628	574,147
32,602	20,925	<11,677>	264,296	212,645	<51,651>	28,964	260,220
25,148	9,771	<15,377>	186,422	105,662	<80,760>	22,022	141,875
53,605	35,356	<18,249>	435,692	357,501	<78,191>	47,927	452,064
71,740	71,641	<99>	799,330	749,238	<50,092>	71,709	713,003
21,289	24,608	3,319	196,769	237,591	40,823	20,341	217,662
72,646	85,042	12,396	741,586	850,420	108,834	71,228	727,835
396,506	342,192	<54,314>	3,708,978	3,499,622	<209,356>	377,647	3,533,201
<54,628>	<18,300>	<36,328>	<2,197,000>	<1,373,366>	<823,634>	<119,813>	<1,725,337>
334,417	361,907	<27,490>	3,042,128	3,265,902	<223,774>	352,354	3,109,072
110,373	116,510	<6,137>	1,034,996	1,064,531	<29,535>	113,470	1,009,256
224,044	245,397	<21,353>	2,007,132	2,201,371	<194,239>	238,884	2,099,816
6.91	6.79	0.13	7.07	6.88	0.19	6.67	6.56
9.00	8.89	0.11	9.12	8.86	0.26	8.72	8.08
5.89	5.79	0.10	6.01	5.93	0.09	5.70	5.64
30,606	28,984	<1,622>	292,475	287,358	<5,117>	32,986	292,347
51.97	52.34	<0.37>	43.97	48.04	<4.08>	43.93	42.43

UCLA STUDENT UNION
INCOME STATEMENT

MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
26,586	56,619	<30,033>	519,731	481,662	38,069	54,317	515,804
31,278	49,726	<18,448>	351,115	502,170	<151,055>	39,939	471,133
57,864	106,345	<48,481>	870,846	983,832	<112,986>	94,256	986,937
32,122	48,632	16,510	343,339	491,122	147,783	40,059	463,382
4,902	11,793	6,891	120,615	94,537	<26,078>	11,306	105,282
37,024	60,425	23,401	463,954	585,659	121,705	51,365	568,664
64.0	56.8	<7.2>	53.3	59.5	6.3	54.5	57.6
20,839	45,920	<25,081>	406,893	398,173	8,720	42,891	418,273
36.0	43.2	<7.2>	46.7	40.5	6.3	45.5	42.4
81.6	79.2	2.4	76.8	80.4	<3.6>	79.2	79.6
<2.7>	2.2	<4.9>	2.2	2.2	0.0	<0.3>	1.7
0	500	<500>	0	5,128	<5,128>	488	5,373
1,780	2,800	<1,020>	19,609	36,550	<16,941>	460	11,257
44,024	53,209	<9,185>	212,313	214,926	<2,613>	31,108	171,902
5,407	8,754	<3,347>	72,297	88,401	<16,104>	7,189	83,290
51,211	65,263	<14,052>	304,219	345,005	<40,786>	39,245	271,822
72,050	111,183	<39,133>	711,111	743,178	<32,067>	82,136	690,094
33,825	33,952	127	338,352	339,522	1,170	30,092	307,653
21,182	24,021	2,839	215,314	236,658	21,344	25,301	235,085
55,007	57,973	2,966	553,666	576,180	22,514	55,393	542,738
95.1	54.5	<40.6>	63.6	58.6	<5.0>	58.8	55.0
39.6	20.8	<18.9>	21.6	24.0	2.4	20.8	21.4
16,856	16,862	6	162,581	168,439	5,858	16,858	147,419
1,207	582	<625>	11,058	7,130	<3,928>	546	9,207
3,260	2,995	<265>	22,707	32,445	9,738	2,075	26,403
0	0	0	2,192	2,025	<167>	0	2,175
0	0	0	5,890	6,318	428	0	5,249
1,192	0	<1,192>	6,266	6,556	290	18	6,294
1,824	130	<1,694>	8,498	6,600	<1,898>	640	5,874
6,917	886	<6,031>	39,758	28,506	<11,252>	92	26,489
31,114	40,386	9,272	152,267	163,127	10,860	23,954	138,808
0	0	0	<0>	0	0	0	908
0	0	0	974	2,000	1,026	0	1,856
<193>	500	693	3,190	2,939	<251>	0	457
0	250	250	2,995	2,500	<495>	537	3,323
1,071	1,150	79	24,686	27,616	2,930	3,826	30,223
1,063	1,169	106	9,979	11,802	1,823	1,110	11,080
<71>	0	71	534	0	<534>	306	1,160
0	0	0	66	0	<66>	0	0
0	0	0	2,787	2,787	0	0	2,787
15,417	15,417	0	154,167	154,170	3	15,417	154,167
17,233	24,000	6,768	117,698	124,750	7,052	20,566	113,571
96,888	104,327	7,439	728,291	749,710	21,419	85,945	687,449
151,895	162,300	10,405	1,281,958	1,325,890	43,932	141,339	1,230,187
<79,845>	<51,117>	<28,728>	<570,846>	<582,712>	11,866	<59,203>	<540,093>
4,438	5,087	649	46,341	54,839	8,498	4,559	45,059
4,077	5,399	1,322	45,858	54,005	8,147	5,268	49,029
1,936	2,476	540	20,868	25,163	4,295	2,325	22,978
1,493	1,156	<337>	14,750	12,500	<2,250>	1,768	12,371
3,183	4,184	1,001	34,636	42,308	7,672	3,847	39,962
44,565	44,470	<95>	496,549	465,075	<31,474>	44,546	442,922
13,225	15,275	2,050	122,234	147,482	25,248	12,636	135,213
22,838	14,258	<8,580>	191,421	142,571	<48,850>	19,780	127,854
95,754	92,305	<3,449>	972,657	943,943	<28,714>	94,729	875,389
<175,600>	<143,422>	<32,178>	<1,543,503>	<1,526,655>	<16,848>	<153,932>	<1,415,482>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
338,904	334,070	<4,834>	3,261,020	3,380,238	119,218	306,941	3,183,823
2,959	815	<2,144>	14,775	20,183	5,408	3,567	54,498
40,989	39,926	<1,063>	339,038	381,053	42,015	35,804	337,716
382,852	374,811	<8,041>	3,614,833	3,781,474	166,641	346,312	3,576,037
6.2	6.0	<0.2>	6.2	6.3	0.1	6.1	6.2
272	2,678	2,407	10,972	17,855	6,884	0	14,735
9,519	3,090	<6,429>	13,519	5,150	<8,369>	5,700	9,700
161,800	159,955	<1,845>	1,531,377	1,621,697	90,320	144,921	1,435,880
7,481	10,273	2,792	62,076	77,426	15,350	12,951	74,863
10,610	8,580	<2,030>	65,387	85,344	19,957	5,290	75,629
559	767	208	6,464	7,189	725	662	10,030
2,275	3,375	1,100	13,044	11,532	<1,512>	0	12,877
144	50	<94>	1,070	455	<615>	<105>	2,375
3,884	546	<3,338>	26,979	16,825	<10,154>	585	21,130
0	55	55	0	544	544	0	0
0	0	0	2,474	0	<2,474>	57	86
1,201	309	<892>	4,432	1,741	<2,691>	0	735
60	690	630	17,012	5,989	<11,023>	190	3,993
1	479	479	2,167	4,784	2,617	<28>	1,247
248	275	27	3,048	2,750	<298>	477	3,606
19	<300>	<319>	<1,749>	<2,800>	<1,051>	<109>	<461>
162	52	<110>	1,671	502	<1,169>	0	1,761
2,555	2,550	<5>	25,616	25,200	<416>	2,734	23,226
13,029	1,765	<11,264>	30,733	17,705	<13,028>	1,775	15,512
0	1,000	1,000	10,714	10,000	<714>	1,150	11,500
5,913	5,526	<387>	63,928	63,391	<537>	4,004	57,204
761	1,113	352	7,661	11,993	4,332	734	8,228
14,272	12,376	<1,896>	132,896	125,115	<7,781>	5,306	103,696
0	25	25	0	1,489	1,489	0	1,348
2,647	2,647	0	31,113	31,113	0	3,055	35,061
0	41	41	35	405	370	477	478
23,061	22,795	<266>	230,610	227,950	<2,660>	20,723	207,230
10,713	5,069	<5,644>	224,412	78,902	<145,510>	50,577	158,030
922	1,536	614	10,994	15,355	4,361	1,396	13,958
11,667	11,460	<207>	116,173	115,098	<1,075>	11,126	111,750
1,065	3,000	1,935	21,289	25,400	4,111	1,149	9,337
6,250	10,756	4,506	83,464	107,560	24,096	10,443	104,427
6,410	6,937	527	14,079	14,606	527	7,976	15,422
4,699	4,734	35	29,342	24,340	<5,002>	9,084	18,856
17,436	15,450	<1,986>	129,900	130,383	483	14,903	119,072
446	206	<240>	10,097	4,233	<5,864>	0	3,436
3,850	4,949	1,099	36,339	47,136	10,797	3,839	40,423
3,827	4,017	190	36,754	40,878	4,124	3,788	33,282
0	0	0	0	0	0	0	37,083
7,250	25,250	18,000	72,500	252,500	180,000	0	608
0	0	0	1,308	0	<1,308>	0	0
8,541	8,541	0	85,037	85,033	<4>	8,292	82,678
18,048	16,924	<1,124>	180,480	169,239	<11,241>	16,431	164,313
2,101	1,648	<453>	30,016	28,949	<1,067>	404	26,944
363,696	361,189	<2,507>	3,375,432	3,510,956	135,524	349,958	3,071,288
746,548	736,000	<10,548>	6,990,265	7,292,430	302,165	696,269	6,647,325
19,489	19,087	<402>	217,149	199,611	<17,538>	19,481	193,697
5,783	6,556	773	53,455	63,295	9,840	5,526	59,131
23,188	23,090	<98>	235,736	230,909	<4,827>	21,701	225,669
48,460	48,733	273	506,340	493,815	<12,525>	46,708	478,496
795,008	784,733	<10,275>	7,496,605	7,786,245	289,640	742,977	7,125,821
<708,313>	<699,700>	8,613	<6,651,968>	<6,939,461>	<287,493>	<664,312>	<6,391,890>
<41,971>	<41,971>	0	<420,066>	<420,066>	0	<33,786>	<338,141>
<3,554>	<3,554>	0	<35,581>	<35,581>	0	<3,385>	<33,885>
<41,170>	<39,508>	1,662	<388,989>	<391,137>	<2,148>	<41,494>	<361,906>
<795,008>	<784,733>	10,275	<7,496,605>	<7,786,245>	<289,640>	<742,977>	<7,125,821>
0	0	0	0	0	<0>	0	0

FACILITIES
EXPENSE STATEMENT

MAY. 10(04/28/19-05/25/19)			FISCAL YEAR 18-19			FISCAL YEAR 17-18	
CURRENT MONTH			YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
120,346	119,621	<725>	1,288,386	1,259,804	<28,582>	114,318	1,217,710
6,350	6,333	<17>	60,091	59,947	<144>	5,723	60,470
749	1,018	269	3,470	9,564	6,094	1,643	0
<162>	<545>	<383>	<3,281>	<3,675>	<394>	<46>	<3,364>
<12,200>	<9,398>	2,802	<111,932>	<94,557>	17,375	<9,394>	<96,164>
0	<3,250>	<3,250>	<21,141>	<32,500>	<11,359>	<3,201>	<32,342>
115,082	113,779	<1,303>	1,215,592	1,198,583	<17,009>	109,043	1,146,309
72,315	70,049	<2,266>	749,750	737,788	<11,962>	64,073	688,749
399	100	<299>	1,687	1,906	219	82	3,681
748	803	55	6,422	8,029	1,607	844	7,449
824	0	<824>	2,872	3,000	128	0	0
5,632	5,432	<200>	49,791	52,422	2,631	4,352	49,688
9.7	5.1	<4.6>	5.7	5.3	<0.4>	4.6	5.0
5,223	5,111	<112>	54,075	59,726	5,651	7,901	58,196
1,023	1,259	236	14,008	10,415	<3,593>	1,469	9,303
412	461	49	5,201	5,649	448	790	5,325
28,990	27,575	<1,415>	349,301	283,294	<66,007>	23,297	284,056
3,694	4,950	1,256	30,598	52,500	21,902	4,619	50,298
0	250	250	801	2,500	1,699	633	883
119	800	681	41,637	8,000	<33,637>	387	6,007
0	300	300	2,209	3,000	791	0	2,649
1,769	2,575	806	82,711	39,925	<42,786>	4,398	38,279
11,600	12,386	786	106,985	111,094	4,109	13,038	106,112
2,475	3,246	771	35,378	32,759	<2,619>	3,300	32,192
1,153	1,600	447	8,898	16,000	7,102	869	6,430
36	0	<36>	24,159	0	<24,159>	6,725	15,075
136,412	136,897	485	1,566,484	1,428,007	<138,477>	136,777	1,364,371
251,494	250,676	<818>	2,782,076	2,626,590	<155,486>	245,821	2,510,680
22,128	21,607	<521>	253,710	216,070	<37,640>	27,289	205,475
22,128	21,607	<521>	253,710	216,070	<37,640>	27,289	205,475
273,622	272,283	<1,339>	3,035,786	2,842,660	<193,126>	273,109	2,716,155
<234,526>	<234,109>	417	<2,613,094>	<2,448,383>	164,711	<234,424>	<2,330,880>
<8,138>	<8,138>	0	<81,380>	<81,380>	0	<7,851>	<78,510>
<3,180>	<3,180>	0	<31,808>	<31,808>	0	<3,068>	<30,688>
<8,289>	<7,769>	520	<92,354>	<81,478>	10,876	<8,285>	<82,380>
<19,489>	<19,087>	402	<217,149>	<199,611>	17,538	<19,481>	<193,697>
<273,622>	<272,283>	1,339	<3,035,785>	<2,842,660>	193,125	<273,109>	<2,716,155>
0	0	0	0	0	<0>	0	<0>

UTILITIES
EXPENSE STATEMENT

MAY. 10(04/28/19-05/25/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
11,339	12,316	977	Chiller Water
51,873	58,601	6,728	Elec-Non Air Cond.
10,342	11,202	860	Water-Non Air Cond.
5,511	6,640	1,129	Steam-Non Air Cond.
2,665	3,401	736	Gas
0	1,551	1,551	Energy Management
81,730	93,711	11,981	TOTAL OTHER CONTROL.
81,730	93,711	11,981	TOTAL CONTROLLABLE EXP
<69,596>	<80,423>	<10,827>	Allocated-Svs and Ent
<2,798>	<2,798>	0	Allocated-USAC
<1,093>	<1,093>	0	Allocated-GSA
<2,460>	<2,841>	<381>	Allocated-Comm Board
<5,783>	<6,556>	<773>	Allocated-A & SS
<81,730>	<93,711>	<11,981>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 18-19			FISCAL YEAR 17-18	
YTD 10 MO(07/29/18-05/25/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
129,519	156,411	26,892	10,513	137,566
459,262	549,046	89,784	50,196	529,129
75,784	99,101	23,317	8,744	81,362
55,642	56,697	1,055	4,671	49,205
28,862	29,388	526	2,739	23,489
9,303	15,510	6,207	1,550	15,505
758,372	906,153	147,781	78,413	836,256
758,372	906,153	147,781	78,413	836,256
<643,257>	<776,502>	<133,245>	<66,497>	<711,561>
<27,988>	<27,988>	0	<2,905>	<29,058>
<10,938>	<10,938>	0	<1,135>	<11,358>
<22,735>	<27,430>	<4,696>	<2,350>	<25,149>
<53,455>	<63,295>	<9,840>	<5,526>	<59,131>
<758,372>	<906,153>	<147,781>	<78,414>	<836,256>
<0>	0	0	<0>	<0>