

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES  
November (10/27/19 - 11/23/19)**

**Prepared  
December 18, 2019**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

NOVEMBER (10/27/19 - 11/23/19)										FY 18-19	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
2,843		2,733		110	4.0%	214	8.1%	2,629			
1,739		1,965		(226)	(11.5%)	221	14.6%	1,518			
513		658		(145)	(22.0%)	(10)	(1.9%)	523			
109		136		(27)	(19.9%)	(30)	(21.6%)	139			
<b>5,204</b>		<b>5,492</b>		<b>(288)</b>	<b>(5.2%)</b>	<b>395</b>	<b>8.2%</b>	<b>4,809</b>			
1,019	35.8%	1,044	38.2%	(25)	Pts.	41	Pts.	978	37.2%		
1,229	70.7%	1,392	70.8%	(163)	(0.1)	146	(0.6)	1,083	71.3%		
513	100.0%	657	99.8%	(144)	0.2	(9)	0.2	522	99.8%		
62	56.9%	89	65.4%	(27)	(8.5)	(19)	(1.4)	81	58.3%		
<b>2,823</b>	<b>54.2%</b>	<b>3,182</b>	<b>57.9%</b>	<b>(359)</b>	<b>(3.7)</b>	<b>159</b>	<b>(1.2)</b>	<b>2,664</b>	<b>55.4%</b>		
630	22.2%	623	22.8%	(7)	0.6	(32)	0.5	598	22.7%		
852	49.0%	823	41.9%	(29)	(7.1)	(108)	0.0	744	49.0%		
84	16.4%	74	11.2%	(10)	(5.2)	(10)	(2.3)	74	14.1%		
88	80.7%	75	55.1%	(13)	(25.6)	(16)	(28.9)	72	51.8%		
<b>1,654</b>	<b>31.8%</b>	<b>1,595</b>	<b>29.0%</b>	<b>(59)</b>	<b>(2.8)</b>	<b>(166)</b>	<b>(0.9)</b>	<b>1,488</b>	<b>30.9%</b>		
216	7.6%	229	8.4%	13	0.8	24	1.5	240	9.1%		
184	10.6%	213	10.8%	29	0.2	0	1.5	184	12.1%		
137	26.7%	234	35.6%	97	8.9	48	8.7	185	35.4%		
67	61.5%	61	44.9%	(6)	(16.6)	(19)	(27.0)	48	34.5%		
<b>604</b>	<b>11.6%</b>	<b>737</b>	<b>13.4%</b>	<b>133</b>	<b>1.8</b>	<b>53</b>	<b>2.1</b>	<b>657</b>	<b>13.7%</b>		
172	6.0%	192	7.0%	(20)	(1.0)	31	0.6	141	5.4%		
192	11.0%	356	18.1%	(164)	(7.1)	37	0.8	155	10.2%		
292	56.9%	348	52.9%	(56)	4.0	28	6.4	264	50.5%		
(92)	(84.4%)	(46)	(33.8%)	(46)	(50.6)	(53)	(56.3)	(39)	(28.1%)		
<b>564</b>	<b>10.8%</b>	<b>850</b>	<b>15.5%</b>	<b>(286)</b>	<b>(4.7)</b>	<b>43</b>	<b>0.0</b>	<b>521</b>	<b>10.8%</b>		
716	13.8%	649	11.8%	(67)	(2.0)	(123)	(1.5)	593	12.3%		
281	5.4%	288	5.2%	7	(0.2)	(59)	(0.8)	222	4.6%		
73	1.4%	79	1.4%	6	0.0	7	0.3	80	1.7%		
209	4.0%	223	4.1%	14	0.1	(1)	0.3	208	4.3%		
<b>1,279</b>	<b>24.6%</b>	<b>1,239</b>	<b>22.6%</b>	<b>(40)</b>	<b>(2.0)</b>	<b>(176)</b>	<b>(1.7)</b>	<b>1,103</b>	<b>22.9%</b>		
<b>(715)</b>	<b>(13.7%)</b>	<b>(389)</b>	<b>(7.1%)</b>	<b>(326)</b>	<b>(6.6)</b>	<b>(133)</b>	<b>(1.6)</b>	<b>(582)</b>	<b>(12.1%)</b>		
5	0.1%	2	0.0%	3	0.1	(22)	(0.5)	27	0.6%		
22	0.4%	21	0.4%	1	0.0	(10)	(0.3)	32	0.7%		
(26)	(0.5%)	(26)	(0.5%)	0	0.0	3	0.1	(29)	(0.6%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%		
248	4.8%	248	4.5%	0	0.3	4	(0.3)	244	5.0%		
<b>249</b>	<b>4.8%</b>	<b>243</b>	<b>4.4%</b>	<b>6</b>	<b>0.4</b>	<b>(25)</b>	<b>(0.9)</b>	<b>274</b>	<b>5.7%</b>		
<b>(466)</b>	<b>(9.0%)</b>	<b>(146)</b>	<b>(2.7%)</b>	<b>(320)</b>	<b>(6.3)</b>	<b>(158)</b>	<b>(2.6)</b>	<b>(308)</b>	<b>(6.4%)</b>		
<b>GROSS INCOME</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>GROSS MARGIN</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>WAGES &amp; BENEFITS</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>OTHER CONTROLLABLES</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>CONTRIBUTION</b>											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
<b>TOTAL</b>											
<b>ALLOCATED EXPENSES</b>											
Admin&Support Services											
Facilities											
Utilities											
Depreciation											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											
<b>FROM OPERATIONS</b>											
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											

FISCAL YEAR 2019-2020										FY 18-19	
YTD 4 MONTHS (07/28/19 - 11/23/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
16,133		17,035		(902)	(5.3%)	(262)	(1.6%)	16,395			
5,778		6,430		(652)	(10.1%)	296	5.4%	5,482			
1,795		1,909		(114)	(6.0%)	7	0.4%	1,788			
443		506		(63)	(12.5%)	(63)	(12.5%)	506			
<b>24,149</b>		<b>25,880</b>		<b>(1,731)</b>	<b>(6.7%)</b>	<b>(22)</b>	<b>(0.1%)</b>	<b>24,171</b>			
5,226	32.4%	5,649	33.2%	(423)	Pts.	(148)	Pts.	5,374	32.8%		
4,046	70.0%	4,520	70.3%	(474)	(0.3)	147	(1.1)	3,899	71.1%		
1,793	99.9%	1,907	99.9%	(114)	0.0	6	0.0	1,787	99.9%		
276	62.3%	326	64.4%	(50)	(2.1)	(44)	(0.9)	320	63.2%		
<b>11,341</b>	<b>47.0%</b>	<b>12,402</b>	<b>47.9%</b>	<b>(1,061)</b>	<b>(0.9)</b>	<b>(39)</b>	<b>(0.1)</b>	<b>11,380</b>	<b>47.1%</b>		
2,520	15.6%	2,584	15.2%	64	(0.4)	(74)	(0.7)	2,446	14.9%		
3,131	54.2%	3,176	49.4%	45	(4.8)	(274)	(2.1)	2,857	52.1%		
294	16.4%	297	15.6%	3	(0.8)	(8)	(0.4)	286	16.0%		
311	70.2%	304	60.1%	(7)	(10.1)	(22)	(13.1)	289	57.1%		
<b>6,256</b>	<b>25.9%</b>	<b>6,361</b>	<b>24.6%</b>	<b>105</b>	<b>(1.3)</b>	<b>(378)</b>	<b>(1.6)</b>	<b>5,878</b>	<b>24.3%</b>		
1,058	6.6%	1,105	6.5%	47	(0.1)	40	0.1	1,098	6.7%		
647	11.2%	659	10.2%	12	(1.0)	(59)	(0.5)	588	10.7%		
588	32.8%	647	33.9%	59	1.1	16	1.0	604	33.8%		
221	49.9%	221	43.7%	0	(6.2)	(32)	(12.5)	189	37.4%		
<b>2,514</b>	<b>10.4%</b>	<b>2,632</b>	<b>10.2%</b>	<b>118</b>	<b>(0.2)</b>	<b>(35)</b>	<b>(0.1)</b>	<b>2,479</b>	<b>10.3%</b>		
1,647	10.2%	1,960	11.5%	(313)	(1.3)	(183)	(1.0)	1,830	11.2%		
268	4.6%	686	10.7%	(418)	(6.1)	(186)	(3.7)	454	8.3%		
911	50.8%	963	50.4%	(52)	0.4	14	0.6	897	50.2%		
(256)	(57.8%)	(199)	(39.3%)	(57)	(18.5)	(98)	(26.6)	(158)	(31.2%)		
<b>2,570</b>	<b>10.6%</b>	<b>3,410</b>	<b>13.2%</b>	<b>(840)</b>	<b>(2.6)</b>	<b>(453)</b>	<b>(1.9)</b>	<b>3,023</b>	<b>12.5%</b>		
2,659	11.0%	2,657	10.3%	(2)	(0.7)	(240)	(1.0)	2,419	10.0%		
1,059	4.4%	1,075	4.2%	16	(0.2)	(31)	(0.1)	1,028	4.3%		
291	1.2%	324	1.3%	33	0.1	34	0.1	325	1.3%		
826	3.4%	892	3.4%	66	0.0	4	0.0	830	3.4%		
<b>4,835</b>	<b>20.0%</b>	<b>4,948</b>	<b>19.1%</b>	<b>113</b>	<b>(0.9)</b>	<b>(233)</b>	<b>(1.0)</b>	<b>4,602</b>	<b>19.0%</b>		
<b>(2,265)</b>	<b>(9.4%)</b>	<b>(1,538)</b>	<b>(5.9%)</b>	<b>(727)</b>	<b>(3.5)</b>	<b>(686)</b>	<b>(2.9)</b>	<b>(1,579)</b>	<b>(6.5%)</b>		
29	0.1%	8	0.0%	21	0.1	(11)	(0.1)	40	0.2%		
88	0.4%	83	0.3%	5	0.1	(35)	(0.1)	123	0.5%		
(102)	(0.4%)	(102)	(0.4%)	0	0.0	14	0.1	(116)	(0.5%)		
0	0.0%	(8)	0.0%	8	0.0	0	0.0	0	0.0%		
994	4.1%	994	3.8%	0	0.3	16	0.1	978	4.0%		
<b>1,009</b>	<b>4.2%</b>	<b>975</b>	<b>3.8%</b>	<b>34</b>	<b>0.4</b>	<b>(16)</b>	<b>0.0</b>	<b>1,025</b>	<b>4.2%</b>		
<b>(1,256)</b>	<b>(5.2%)</b>	<b>(563)</b>	<b>(2.2%)</b>	<b>(693)</b>	<b>(3.0)</b>	<b>(702)</b>	<b>(2.9)</b>	<b>(554)</b>	<b>(2.3%)</b>		

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

NOVEMBER (10/27/19 - 11/23/19)										FY 18-19		FISCAL YEAR 2019-2020										FY 18-19									
CURRENT MONTH										**		YTD 4 MONTHS (07/28/19 - 11/23/19)										**									
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT											
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%										
				\$	%	\$	%									\$	%	\$	%												
2,843		2,733		110	4.0%	214	8.1%	2,629		<b>GROSS INCOME</b>												16,133		17,035		(902)	(5.3%)	(262)	(1.6%)	16,395	
1,739		1,965		(226)	(11.5%)	221	14.6%	1,518		UCLA Store												5,778		6,430		(652)	(10.1%)	296	5.4%	5,482	
513		658		(145)	(22.0%)	(10)	(1.9%)	523		UCLA Restaurants												1,795		1,909		(114)	(6.0%)	7	0.4%	1,788	
109		136		(27)	(19.9%)	(30)	(21.6%)	139		Licensing & Services												443		506		(63)	(12.5%)	(63)	(12.5%)	506	
<b>5,204</b>		<b>5,492</b>		<b>(288)</b>	<b>(5.2%)</b>	<b>395</b>	<b>8.2%</b>	<b>4,809</b>		<b>TOTAL</b>												<b>24,149</b>		<b>25,880</b>		<b>(1,731)</b>	<b>(6.7%)</b>	<b>(22)</b>	<b>(0.1%)</b>	<b>24,171</b>	
1,019	35.8%	1,044	38.2%	(25)	Pts.	41	Pts.	978	37.2%	<b>GROSS MARGIN</b>												5,226	32.4%	5,649	33.2%	(423)	(8.1%)	(148)	(2.8%)	5,374	32.8%
1,229	70.7%	1,392	70.8%	(163)	(2.4)	146	(1.4)	1,083	71.3%	UCLA Store												4,046	70.0%	4,520	70.3%	(474)	(0.3)	147	(1.1)	3,899	71.1%
513	100.0%	657	99.8%	(144)	(0.1)	(9)	(0.6)	522	99.8%	UCLA Restaurants												1,793	99.9%	1,907	99.9%	(114)	0.0	6	0.0	1,787	99.9%
62	56.9%	89	65.4%	(27)	(8.5)	(19)	(1.4)	81	58.3%	Licensing & Services												276	62.3%	326	64.4%	(50)	(2.1)	(44)	(0.9)	320	63.2%
<b>2,823</b>	<b>54.2%</b>	<b>3,182</b>	<b>57.9%</b>	<b>(359)</b>	<b>(3.7)</b>	<b>159</b>	<b>(1.2)</b>	<b>2,664</b>	<b>55.4%</b>	<b>TOTAL</b>												<b>11,341</b>	<b>47.0%</b>	<b>12,402</b>	<b>47.9%</b>	<b>(1,061)</b>	<b>(0.9)</b>	<b>(39)</b>	<b>(0.1)</b>	<b>11,380</b>	<b>47.1%</b>
846	29.8%	852	31.2%	6	1.4	(8)	2.1	838	31.9%	<b>TOTAL CONTROLLABLES</b>												3,579	22.2%	3,689	21.7%	110	(0.5)	(35)	(0.6)	3,544	21.6%
1,037	59.6%	1,035	52.7%	(2)	(6.9)	(109)	1.5	928	61.1%	UCLA Store												3,778	65.4%	3,835	59.6%	57	(5.8)	(333)	(2.6)	3,445	62.8%
221	43.1%	309	47.0%	88	3.9	37	6.2	258	49.3%	UCLA Restaurants												882	49.1%	945	49.5%	63	0.4	8	0.7	890	49.8%
155	142.2%	135	99.3%	(20)	(42.9)	(35)	(55.9)	120	86.3%	Licensing & Services												532	120.1%	525	103.8%	(7)	(16.3)	(54)	(25.6)	478	94.5%
<b>2,259</b>	<b>43.4%</b>	<b>2,331</b>	<b>42.4%</b>	<b>72</b>	<b>(1.0)</b>	<b>(115)</b>	<b>1.2</b>	<b>2,144</b>	<b>44.6%</b>	<b>TOTAL</b>												<b>8,771</b>	<b>36.3%</b>	<b>8,994</b>	<b>34.8%</b>	<b>223</b>	<b>(1.5)</b>	<b>(414)</b>	<b>(1.7)</b>	<b>8,357</b>	<b>34.6%</b>
172	6.0%	192	7.0%	(20)	(1.0)	31	0.6	141	5.4%	<b>CONTRIBUTION</b>												1,647	10.2%	1,960	11.5%	(313)	(1.3)	(183)	(1.0)	1,830	11.2%
192	11.0%	356	18.1%	(164)	(7.1)	37	0.8	155	10.2%	UCLA Store												268	4.6%	666	10.7%	(418)	(6.1)	(186)	(3.7)	454	8.3%
292	56.9%	348	52.9%	(56)	4.0	28	6.4	264	50.5%	UCLA Restaurants												911	50.8%	963	50.4%	(52)	0.4	14	0.6	897	50.2%
(92)	(84.4%)	(46)	(33.8%)	(46)	(50.6)	(53)	(56.3)	(39)	(28.1%)	Licensing & Services												(256)	(57.8%)	(199)	(39.3%)	(57)	(18.5)	(98)	(26.6)	(158)	(31.2%)
<b>564</b>	<b>10.8%</b>	<b>850</b>	<b>15.5%</b>	<b>(286)</b>	<b>(4.7)</b>	<b>43</b>	<b>0.0</b>	<b>521</b>	<b>10.8%</b>	<b>TOTAL</b>												<b>2,570</b>	<b>10.6%</b>	<b>3,410</b>	<b>13.2%</b>	<b>(840)</b>	<b>(2.6)</b>	<b>(453)</b>	<b>(1.9)</b>	<b>3,023</b>	<b>12.5%</b>
586	20.6%	535	19.6%	(51)	(1.0)	(84)	(1.5)	502	19.1%	<b>ALLOCATED EXPENSES</b>												2,473	15.3%	2,507	14.7%	34	(0.6)	(125)	(1.0)	2,348	14.3%
456	26.2%	459	23.4%	3	(2.8)	(67)	(0.6)	389	25.6%	UCLA Store												1,522	26.3%	1,584	24.6%	62	(1.7)	(88)	(0.1)	1,434	26.2%
128	25.0%	136	20.7%	8	(4.3)	(11)	(2.6)	117	22.4%	UCLA Restaurants												426	23.7%	440	23.0%	14	(0.7)	(1)	0.1	425	23.8%
109	100.0%	109	80.1%	0	(19.9)	(14)	(31.7)	95	68.3%	Licensing & Services												414	93.5%	417	82.4%	3	(11.1)	(19)	(15.4)	395	78.1%
<b>1,279</b>	<b>24.6%</b>	<b>1,239</b>	<b>22.6%</b>	<b>(40)</b>	<b>(2.0)</b>	<b>(176)</b>	<b>(1.7)</b>	<b>1,103</b>	<b>22.9%</b>	<b>TOTAL</b>												<b>4,835</b>	<b>20.0%</b>	<b>4,948</b>	<b>19.1%</b>	<b>113</b>	<b>(0.9)</b>	<b>(233)</b>	<b>(1.0)</b>	<b>4,602</b>	<b>19.0%</b>
(414)	(8.0%)	(343)	(6.2%)	(71)	(1.8)	(53)	(0.5)	(361)	(7.5%)	<b>NET INCOME (LOSS) FROM OPERATIONS</b>												(827)	(3.4%)	(547)	(2.1%)	(280)	(1.3)	(309)	(1.3)	(518)	(2.1%)
(264)	(5.1%)	(103)	(1.9%)	(161)	(3.2)	(31)	(0.3)	(233)	(4.8%)	UCLA Store												(1,254)	(5.2%)	(898)	(3.5%)	(356)	(1.7)	(274)	(1.1)	(980)	(4.1%)
164	3.2%	212	3.9%	(48)	(0.7)	17	0.1	147	3.1%	UCLA Restaurants												486	2.0%	523	2.0%	(37)	0.0	14	0.0	472	2.0%
(201)	(3.9%)	(155)	(2.8%)	(46)	(1.1)	(66)	(1.1)	(135)	(2.8%)	Licensing & Services												(670)	(2.8%)	(616)	(2.4%)	(54)	(0.4)	(117)	(0.5)	(553)	(2.3%)
<b>(715)</b>	<b>(13.7%)</b>	<b>(389)</b>	<b>(7.1%)</b>	<b>(326)</b>	<b>(6.6)</b>	<b>(133)</b>	<b>(1.6)</b>	<b>(582)</b>	<b>(12.1%)</b>	<b>TOTAL</b>												<b>(2,265)</b>	<b>(9.4%)</b>	<b>(1,538)</b>	<b>(5.9%)</b>	<b>(727)</b>	<b>(3.5)</b>	<b>(686)</b>	<b>(2.9)</b>	<b>(1,579)</b>	<b>(6.5%)</b>
5	0.1%	2	0.0%	3	0.1	(22)	(0.5)	27	0.6%	<b>OTHER INC/(EXP)</b>												29	0.1%	8	0.0%	21	0.1	(11)	(0.1)	40	0.2%
22	0.4%	21	0.4%	1	0.0	(10)	(0.3)	32	0.7%	Non-Recurrent Inc/(Exp)												88	0.4%	83	0.3%	5	0.1	(35)	(0.1)	123	0.5%
(26)	(0.5%)	(26)	(0.5%)	0	0.0	3	0.1	(29)	(0.6%)	Interest Income												(102)	(0.4%)	(102)	(0.4%)	0	0.0	14	0.1	(116)	(0.5%)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Interest (Expense)												0	0.0%	(8)	0.0%	8	0.0	0	0.0	0	0.0%
248	4.8%	248	4.5%	0	0.3	4	(0.3)	244	5.0%	Income Taxes												994	4.1%	994	3.8%	0	0.3	16	0.1	978	4.0%
<b>249</b>	<b>4.8%</b>	<b>243</b>	<b>4.4%</b>	<b>6</b>	<b>0.4</b>	<b>(25)</b>	<b>(0.9)</b>	<b>274</b>	<b>5.7%</b>	<b>TOTAL</b>												<b>1,009</b>	<b>4.2%</b>	<b>975</b>	<b>3.8%</b>	<b>34</b>	<b>0.4</b>	<b>(16)</b>	<b>0.0</b>	<b>1,025</b>	<b>4.2%</b>
<b>(466)</b>	<b>(9.0%)</b>	<b>(146)</b>	<b>(2.7%)</b>	<b>(320)</b>	<b>(6.3)</b>	<b>(158)</b>	<b>(2.6)</b>	<b>(308)</b>	<b>(6.4%)</b>	<b>NET INCOME (LOSS)</b>												<b>(1,256)</b>	<b>(5.2%)</b>	<b>(563)</b>	<b>(2.2%)</b>	<b>(693)</b>	<b>(3.0)</b>	<b>(702)</b>	<b>(2.9)</b>	<b>(554)</b>	<b>(2.3%)</b>

ASUCLA  
P/L Reconciliation  
Nov-19

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Nov-19</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(146)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to poor attendance at the Rose Bowl and low fan enthusiasm related to football	(26)
E-Commerce below plan due to diminished fan enthusiasm related to football and the Holiday Catalog delay in delivery to homes	(22)
Bookzone below plan due to overall decline in library orders	(8)
Custom Shop above plan due to strong department orders for Centennial themed items	5
HSS Dental above plan due to timing: receipt of backordered items	19
Total Wages above plan	(9)
Other, mostly positive controllables	21
Total Contribution	(20)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzels below plan: customer count drops primarily in Lollicup (new strategies recently introduced such as new menu, Guest Loyalty Card)	(6)
Panda below plan: change in management and decline in sales is in review by regional executives	(5)
Anderson Café below plan as the sales were lower than estimated (no historical data for first year of budget)	(18)
Northern Lights below plan: continuing general downward trend of customer traffic in northern areas, and lost sales due to the 10/28 Getty fire	(9)
No Campus Student Ctr below plan: general downward trend of customer traffic (continuing marketing approach and menu changes), and lost sales due to 10/28 Getty fire	(7)
CSSC below plan: slight decline of customer count, lost sales due to 10/28 Getty fire and impact of the Centennial \$.19 cent coffee refill promotion	(7)
LuValle Food Servery below plan: continuing general downward trend of customer traffic and lost sales due to the 10/28 Getty fire	(13)
Café 451 below plan: lower than plan average check, in part due to the Centennial \$.19 cent coffee refill promotion, and lost sales due to the 10/28 Getty fire	(7)
Jimmy's below plan: continuing general downward trend of customer traffic (continuing marketing approach)	(11)
Kerckhoff below plan: lower than plan average check, in part due to the Centennial \$.19 cent coffee refill promotion (strategies to improve focus on training for customer service)	(20)
Cooperage below plan due to lower than plan average check, and impacted by the Centennial \$.19 cent coffee refill promotion and some budget conscious meal options in Curbside	(6)
Stage Canteen below plan (business has ended)	(5)
Catering below plan: overall business lower than estimated	(19)
Concessions below plan due to low attendance during men's basketball games	(9)
Total Wages above plan	(5)
Other, positive controllables offset by various negative gross margin variances	(17)
Total Contribution	(164)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing International below plan: Sweden (H&M) had a much lower Q3 result than last year	(21)
Licensing Domestic below plan due to UCLA Store and Hoo On Line down 35% in royalty and the lack of anticipated growth (mid-tier and mass retailers)	(96)
Licensing Campus Sourcing below plan due to less campus orders	(19)
Leased Ops below plan due to delay in Wescom ATM and SOLE/FSR space	(8)
Total Wages above plan	(4)
Other, positive controllables mostly Licensing	92
Total Contribution	(56)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan due to increased on-campus marketplace competition and growth in off-campus clients not fully realized	(26)
Total Wages above plan	(12)
Other, negative controllables	(8)
Total Contribution	(46)
<b>Allocated Expenses and Other</b>	
A&SS above plan (mostly professional services and some timing for wages and benefits)	(67)
Utilities below plan mostly due to chiller water savings	6
Maintenance below plan mostly repairs & maintenance due to less plumbing jobs issued to UCLA with new hired plumber	7
Depreciation lower than plan due to timing of capitals	14
Other, mostly positive non recurrent	6
Total	(34)
<b>Actual Net Income/(Loss)</b>	<b>(466)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(563)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan: low sales of merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(145)
Fast Track below plan: key volume items have slowed	(17)
Campus Portrait Studio below plan due to lower overall orders	(9)
Essentials below plan due to lower department sales and sales in art and basic supplies	(15)
E-Commerce below plan as promotional efforts were negatively impacted by the athletic performance	(80)
Used Text below plan due to lower enrollment and requisitions	(80)
CRS below plan: decline in digital reader sales and timing for department orders	(43)
Computer Store below plan mostly due to overall decline in laptop sales	(25)
LuValle Books below plan due to lower Law School sales and poor sell through to UCLA Extension	(36)
HSS Dental above plan	22
Total Wages below plan	19
Other, positive various controllables	96
Total Contribution	(313)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wetzel's below plan: general traffic for restaurant location has been slowing	(19)
Anderson Café below plan: there was no historical data for the first year of the budget and sales were lower than estimated	(83)
Northern Lights below plan: general downward trend of customer traffic in northern areas	(26)
North Campus Student CTR below plan due to general downward trend of customer traffic	(24)
LuValle Food Servery below plan: continuing general downward trend of customer traffic in northern areas	(48)
Café 451 below plan: lower than plan average check, in part due to the Centennial \$.19 cent coffee refill promotion	(16)
Jimmy's below plan: continuing general downward trend of customer traffic in northern areas (continuing marketing approach)	(37)
Kerckhoff Coffeehouse below plan: lower average check partly due to the impact of the Centennial \$.19 cent coffee refill promotion	(57)
Cooperage below plan: lower average check (impacted by the Centennial \$.19 cent coffee refill promotion)	(26)
Stage Canteen below plan (business has ended)	(16)
Catering below plan due to overall less business (two major events did not occur)	(43)
Total Wages lower than plan	33
Other, positive controllables offset by various negative gross margin variances	(56)
Total Contribution	(418)
<b>Licensing &amp; Services</b>	
<b>Gross Margin:</b>	
Licensing Domestic below plan due to downward sales trend mainly Under Armour and Sweden (H&M)	(103)
Licensing International above plan: mostly advance from China	47
Licensing Campus Sourcing below plan	(21)
Leased Ops below plan due to delay in Wescom branch, Wescom ATM and SOLE/FSR space leases	(34)
Photography below plan: fewer events than prior year	(3)
Total Wages below plan	7
Other, positive controllables mostly Licensing	55
Total Contribution	(52)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Event Services below plan: increased on-campus marketplace competition and less off-campus events	(46)
AU Post Office below plan due to decline in clientele	(4)
Total Wages above plan	(11)
Other, mostly positive controllables	4
Total Contribution	(57)
<b>Allocated Expenses and Other</b>	
A&SS on plan	(2)
Facilities lower than plan mostly wages and benefits	16
Utilities below plan: savings due to lower consumption and energy efficient processes	33
Depreciation lower than plan due to timing of capitals	66
Other: mostly various positive non-recurrent	34
Total	147
<b>Actual Net Income/(Loss)</b>	<b>(1,256)</b>

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

	<b>Current Month November 2019</b>	<b>Prior Month October 2019</b>	<b>Prior Year July 2019</b>
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$11,678	\$12,295	\$12,951
Accounts receivable	4,639	5,269	3,819
Less: Allowance for doubtful accounts	(396)	(392)	(378)
Accounts receivable, net	4,243	4,877	3,441
Student fees receivable	940	849	104
Inventories	7,581	7,193	5,680
Prepaid expenses and other current assets	264	283	297
<b>Total current assets</b>	<b>24,706</b>	<b>25,497</b>	<b>22,473</b>
<b>LONG TERM ASSETS</b>			
Property, equipment and improvements	73,105	72,886	72,703
Less: Accumulated depreciation	(52,145)	(51,936)	(51,362)
<b>Total long term assets</b>	<b>20,960</b>	<b>20,950</b>	<b>21,341</b>
<b>TOTAL ASSETS</b>	<b>\$45,666</b>	<b>\$46,447</b>	<b>\$43,814</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$8,387	\$8,253	\$6,986
Wages and payroll taxes payable	4,673	4,463	3,932
Sales tax payable & other liabilities	1,042	1,413	959
Interest payable	10	143	66
Deferred income	1,742	1,849	839
Funds held for others	176	226	140
Current portion of long term debt	908	908	908
<b>Total current liabilities</b>	<b>16,938</b>	<b>17,255</b>	<b>13,830</b>
<b>LONG TERM DEBT:</b>			
AU expansion loan	6,186	6,186	6,186
<b>Total long term debt</b>	<b>6,186</b>	<b>6,186</b>	<b>6,186</b>
<b>TOTAL LIABILITIES</b>	<b>23,124</b>	<b>23,441</b>	<b>20,016</b>
<b>RETAINED EARNINGS:</b>			
Beginning Balance	23,798	23,798	24,492
Year-to-date net income/(loss)	(1,256)	(792)	(694)
Ending Balance	22,542	23,006	23,798
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>\$45,666</b>	<b>\$46,447</b>	<b>\$43,814</b>

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

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Net income/(loss) (\$466)  
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  
   Depreciation 209  
   (Increase)/decrease in current assets:  
     Accounts receivable 634  
     Student fees receivable (91)  
     Short term note receivable 0  
     Inventories (387)  
     Prepaid expenses and other current assets 19  
   Increase/(decrease) in current liabilities:  
     Accounts payable 134  
     Sales tax payable & other liabilities (370)  
     Wages and payroll taxes payable 210  
     Interest payable (133)  
     Deferred Income (107)  
     Funds held for others (50)  
  
     Net cash provided/(used) by operating activities **(398)**

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

Purchase of property, equipment and improvements (219)

Net cash used in investing activities **(219)**

**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 (617)**

**CASH AND CASH EQUIVALENTS, Beginning 12,295**

**CASH AND CASH EQUIVALENTS, Ending \$11,678**

	<b>Current Month</b>	<b>Year to Date</b>	<b>Prior Year to Date</b>
	(\$466)	(\$1,256)	(\$554)
	209	826	830
	634	(802)	(892)
	(91)	(836)	(978)
	0	0	200
	(387)	(1,901)	(924)
	19	33	78
	134	1,390	(430)
	(370)	83	309
	210	741	1,673
	(133)	(56)	116
	(107)	903	1,103
	(50)	36	(153)
	<b>(398)</b>	<b>(839)</b>	<b>378</b>
	(219)	(434)	(261)
	<b>(219)</b>	<b>(434)</b>	<b>(261)</b>
	0	0	0
	<b>0</b>	<b>0</b>	<b>0</b>
	<b>(617)</b>	<b>(1,273)</b>	<b>117</b>
	<b>12,295</b>	<b>12,951</b>	<b>13,915</b>
	<b>\$11,678</b>	<b>\$11,678</b>	<b>\$14,032</b>



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

	Current Month November 2019	Prior Month October 2019
<b>CASH AND CASH EQUIVALENTS</b>	\$11,678	\$12,295
<b>BOARD REQUIRED CASH RESERVE</b>	6,237	6,464
<b>RESERVE SURPLUS (DEFICIT)</b>	\$5,441	\$5,831

ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2019-2020 November 2019

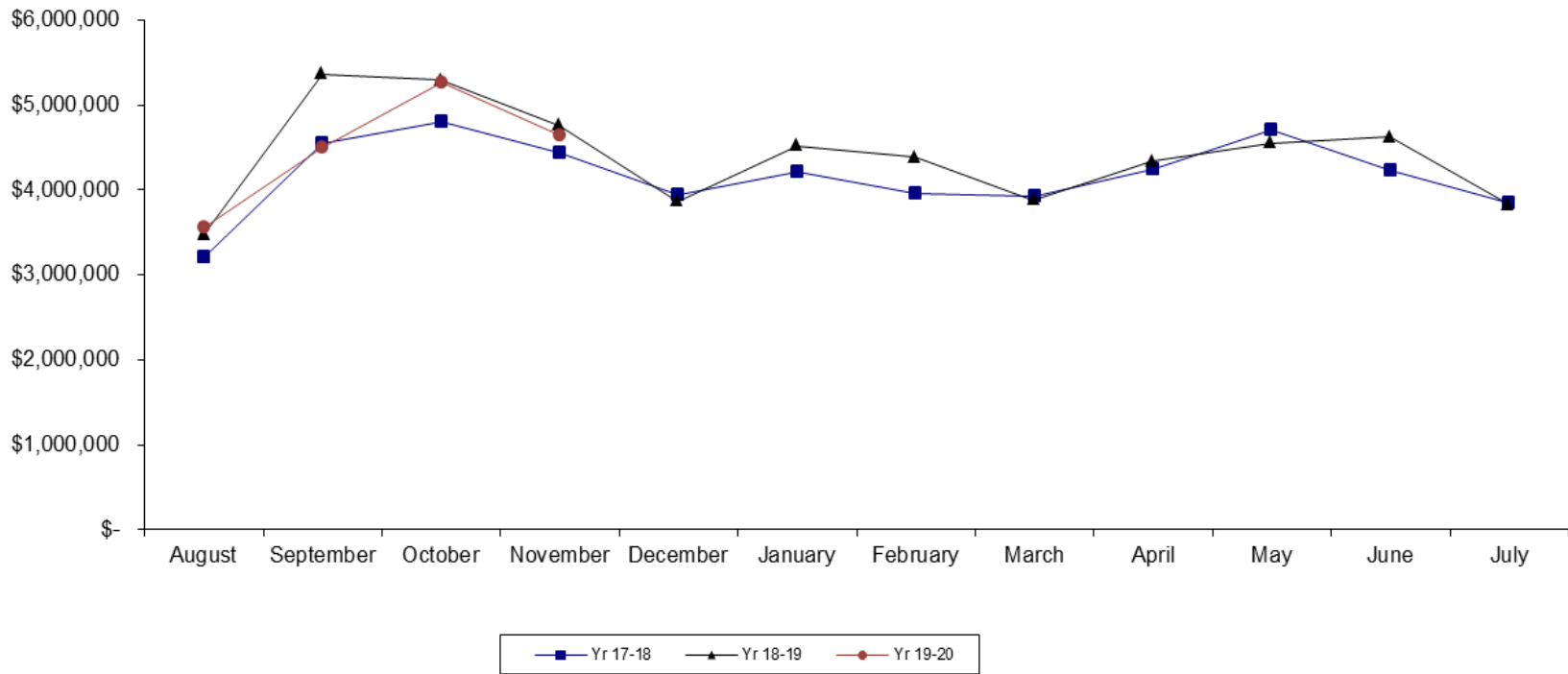
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2019-001 Store General Replacement	125.0	16.5	0.0	16.5	108.5		(108.5)	In Progress
2019-002 Store Copiers	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2019-003 Neon Sign Replacement	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
<b>Total Store/Services</b>	<b>160.0</b>	<b>16.5</b>	<b>0.0</b>	<b>16.5</b>	<b>143.5</b>	<b>35.0</b>	<b>(108.5)</b>	
<b>Food Service</b>								
2019-004 FS Miscellaneous and Unanticipated	50.0	11.5	1.8	13.2	36.8		(36.8)	In Progress
2019-005 FS Patio Furniture Upgrade	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2019-006 Patio Umbrellas	30.0	0.0	24.7	24.7	5.3		(5.3)	In Progress
2019-007 Chef Express Ovens	15.0	0.0	6.8	6.8	8.2		(8.2)	In Progress
2019-008 KCH Dining Room Upgrade	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2019-009 Deep Fryer	15.0	0.0	16.8	16.8	(1.8)		1.8	In Progress
2019-010 LuValle Patio Enhancements	75.0	0.0	0.0	0.0	75.0	75.0	0.0	Pending
2019-011 LuValle Interior Lamination	25.0	0.0	0.0	0.0	25.0	25.0	0.0	Pending
2019-012 Commissary Kitchen Equipment Upgrades	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2019-013 Northern Lights Lounge Furniture	10.0	0.0	0.0	0.0	10.0	10.0	0.0	Pending
2019-014 Café Synapse Cosmetic Improvements	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2019-016 Printer Replacement	10.0	0.0	2.2	2.2	7.8		(7.8)	In Progress
2019-017 PC Replacement	60.0	10.0	51.6	61.6	(1.6)		1.6	In Progress
2019-018 Window Upgrade (Servers and Desktops)	195.0	0.0	92.8	92.8	102.2		(102.2)	In Progress
2019-019 Marketing Misc. Hardware/Software Upgrades	15.0	7.9	0.1	8.0	7.0		(7.0)	In Progress
2019-020 Oversize printer replacement	18.0	0.0	0.0	0.0	18.0	18.0	0.0	Pending
2019-021 Video Equipment	6.0	0.0	0.0	0.0	6.0	6.0	0.0	Pending
<b>Total Technology</b>	<b>354.0</b>	<b>21.4</b>	<b>146.6</b>	<b>168.0</b>	<b>186.0</b>	<b>24.0</b>	<b>(162.0)</b>	
<b>Trademarks &amp; Licensing</b>								
2019-023 Database/Dashboard	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
<b>Total; Trademarks &amp; Licensing</b>	<b>200.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>200.0</b>	<b>200.0</b>	<b>0.0</b>	
<b>Others</b>								
2019-024 Fac Misc. and Remodels	75.0	6.8	30.2	36.9	38.1		(38.1)	In Progress
2019-025 LVC South Entrance Waterproofing	290.0	0.0	0.0	0.0	290.0	290.0	0.0	Pending
2019-026 AU Water Regulator Heads	40.0	0.0	21.7	21.7	18.3		(18.3)	In Progress
2019-027 AU/KH HVAC MBC Panel Replace/Upgrade	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
2019-028 Retrofit CSSC Blaze Hoods	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2019-029 AU A-Level Store Fire Doors	250.0	0.0	0.0	0.0	250.0	250.0	0.0	Pending
2019-030 TH Kitchen Waterproofing	55.0	0.0	0.0	0.0	55.0	55.0	0.0	Pending
2019-031 AU/KH Lighting Controls	5.0	0.0	0.0	0.0	5.0	5.0	0.0	Pending
2019-032 Replace HVAC Motors	45.0	0.0	0.0	0.0	45.0	45.0	0.0	Pending
2019-033 Custodial Replacements	10.0	0.0	20.0	20.0	(10.0)		10.0	In Progress
2019-034 SUO Mfg Rm/Venue Equipment	60.0	0.0	0.0	0.0	60.0	60.0	0.0	Pending
2019-035 SUO General Replacement	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2019-036 SUO Lounge Upgrades	40.0	0.0	0.0	0.0	40.0	40.0	0.0	Pending
2019-037 SUO Coop Dining Acoustical Enhancement	35.0	0.0	0.0	0.0	35.0	35.0	0.0	Pending
2019-038 SUO Information Window and Office Remodel	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2019-039 KGS Sideroom Renovation	18.5	0.0	0.0	0.0	18.5	18.5	0.0	Pending
2019-040 KGS Presentation Upgrade	10.5	0.0	0.0	0.0	10.5	10.5	0.0	Pending
2019-041 Stateroom Carpet and In-Ceiling Projection Screen	32.0	0.0	0.0	0.0	32.0	32.0	0.0	Pending
2019-042 Wireless Portable Sound Systems	8.5	0.0	0.0	0.0	8.5	8.5	0.0	Pending
2019-043 Virtual EMS	20.0	0.0	0.0	0.0	20.0	20.0	0.0	Pending
2019-044 Finance Misc. Replacements	15.0	0.0	0.0	0.0	15.0	15.0	0.0	Pending
2019-045 MCO Equipment - currency counter	30.0	0.0	0.0	0.0	30.0	30.0	0.0	Pending
2019-046 Replace Cameras	40.0	44.3	3.5	47.8	(7.8)		7.8	In Progress
2019-047 EDO Office Furniture	3.5	0.0	0.0	0.0	3.5	3.5	0.0	Pending
2019-048 EDO Lighting	8.0	0.0	0.0	0.0	8.0	8.0	0.0	Pending
2019-049 North Campus Student Center Kitchen Roof	0.0	31.7	0.0	31.7	0.0		31.7	In Progress
2019-050 Law Conceptual Design	0.0	35.0	0.0	35.0	0.0		35.0	In Progress
2019-051 AU Elevator Hoist Rope Replacement	0.0	0.0	42.0	42.0	0.0		42.0	In Progress
2019-052 Kerckhoff Elevator Work	0.0	0.0	16.0	16.0	0.0		16.0	In Progress
2019-053 Customer Feedback Kiosks	0.0	0.0	1.6	1.6	1.9		1.6	In Progress
<b>Total Others</b>	<b>1,241.0</b>	<b>117.8</b>	<b>133.3</b>	<b>251.1</b>	<b>1,114.5</b>	<b>1,076.0</b>	<b>86.1</b>	
<b>Total Current Year Projects</b>	<b>2,580.0</b>	<b>167.2</b>	<b>330.1</b>	<b>497.3</b>	<b>2,207.4</b>	<b>1,850.0</b>	<b>(232.7)</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

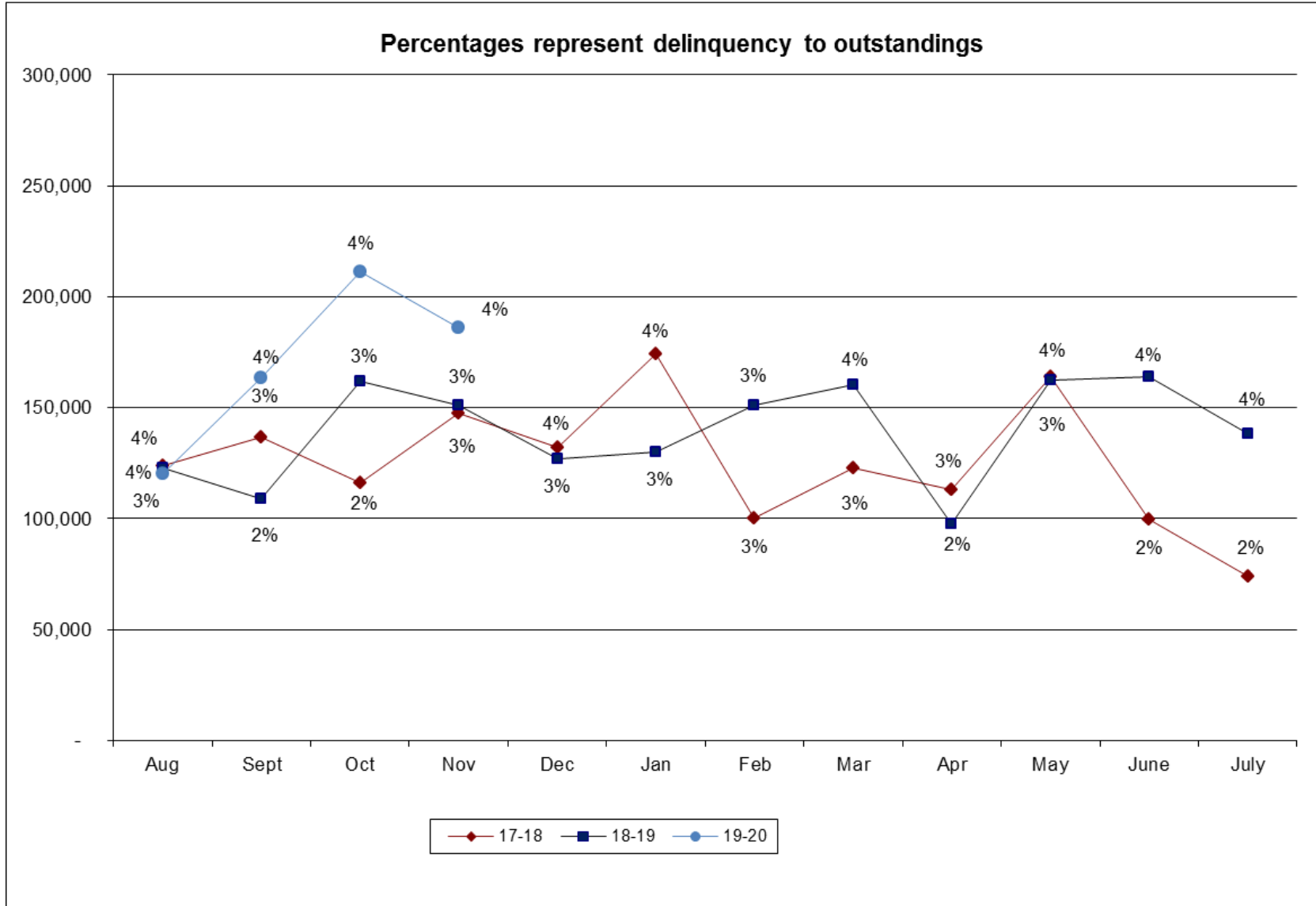
11/23/19	Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$820,071	22%	\$188,204	26%	\$49,335	88%	\$64,952	84%	\$3,645	14%	\$9,834	38%	\$1,136,041	24%
ASUCLA PUBLICATIONS		\$101,118	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$101,118	2%
ASUCLA USA/GSA		\$134,876	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$134,876	3%
DUE FROM VENDORS		\$599,356	16%	\$12,729	2%	(\$672)	-1%	\$12,718	16%	\$21,537	80%	\$14,357	57%	\$660,025	14%
DENTAL KITS		\$566,864	15%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$566,864	12%
OTHER		1,499,720	40%	\$530,150	72%	\$7,047	13%	\$355	0%	\$1,610	6%	\$1,394	5%	\$2,040,276	45%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,722,005</b>	<b>100%</b>	<b>\$731,083</b>	<b>100%</b>	<b>\$55,710</b>	<b>100%</b>	<b>\$78,025</b>	<b>100%</b>	<b>\$26,792</b>	<b>100%</b>	<b>\$25,585</b>	<b>100%</b>	<b>\$4,639,200</b>	<b>100%</b>
		80%		16%		1%		1%		1%		1%		100%	
10/26/19	Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$948,360	19%	\$175,263	90%	\$85,308	65%	\$7,711	32%	\$10,195	32%	\$5,573	22%	\$1,232,410	23%
ASUCLA PUBLICATIONS		\$146,463	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$146,463	3%
ASUCLA USA/GSA		\$124,175	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$124,175	2%
DUE FROM VENDORS		\$313,739	6%	(\$1,227)	-1%	(\$101)	0%	\$14,052	59%	\$21,608	67%	\$14,406	58%	\$362,477	7%
DENTAL KITS		\$655,739	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$655,739	12%
OTHER		\$2,675,423	56%	\$19,821	11%	\$45,145	35%	\$2,099	9%	\$249	1%	\$5,055	20%	\$2,747,792	53%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,863,899</b>	<b>100%</b>	<b>\$193,857</b>	<b>100%</b>	<b>\$130,352</b>	<b>100%</b>	<b>\$23,862</b>	<b>100%</b>	<b>\$32,052</b>	<b>100%</b>	<b>\$25,034</b>	<b>100%</b>	<b>\$5,269,056</b>	<b>100%</b>
		92%		4%		2%		0%		1%		1%		100%	
09/28/19	Sep	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$994,366	24%	\$130,118	64%	\$18,188	31%	\$10,629	111%	\$547	1%	\$5,026	9%	\$1,158,874	26%
ASUCLA PUBLICATIONS		\$62,590	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$62,590	1%
ASUCLA USA/GSA		\$78,082	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$78,082	2%
DUE FROM VENDORS		\$332,991	8%	\$1,941	1%	\$10,476	18%	(\$1,853)	-19%	\$40,351	99%	\$26,901	50%	\$410,807	9%
DENTAL KITS		\$952,505	23%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$952,505	21%
OTHER		\$1,718,229	41%	\$70,099	35%	\$30,319	51%	\$776	8%	\$40	0%	\$22,086	41%	\$1,841,549	41%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,138,763</b>	<b>100%</b>	<b>\$202,158</b>	<b>100%</b>	<b>\$58,983</b>	<b>100%</b>	<b>\$9,552</b>	<b>100%</b>	<b>\$40,938</b>	<b>100%</b>	<b>\$54,013</b>	<b>100%</b>	<b>\$4,504,407</b>	<b>100%</b>
		92%		4%		1%		1%		1%		1%		100%	

## **Total Accounts Receivable Balances**

**12 Month History**  
**Aug 17 to Nov 19**



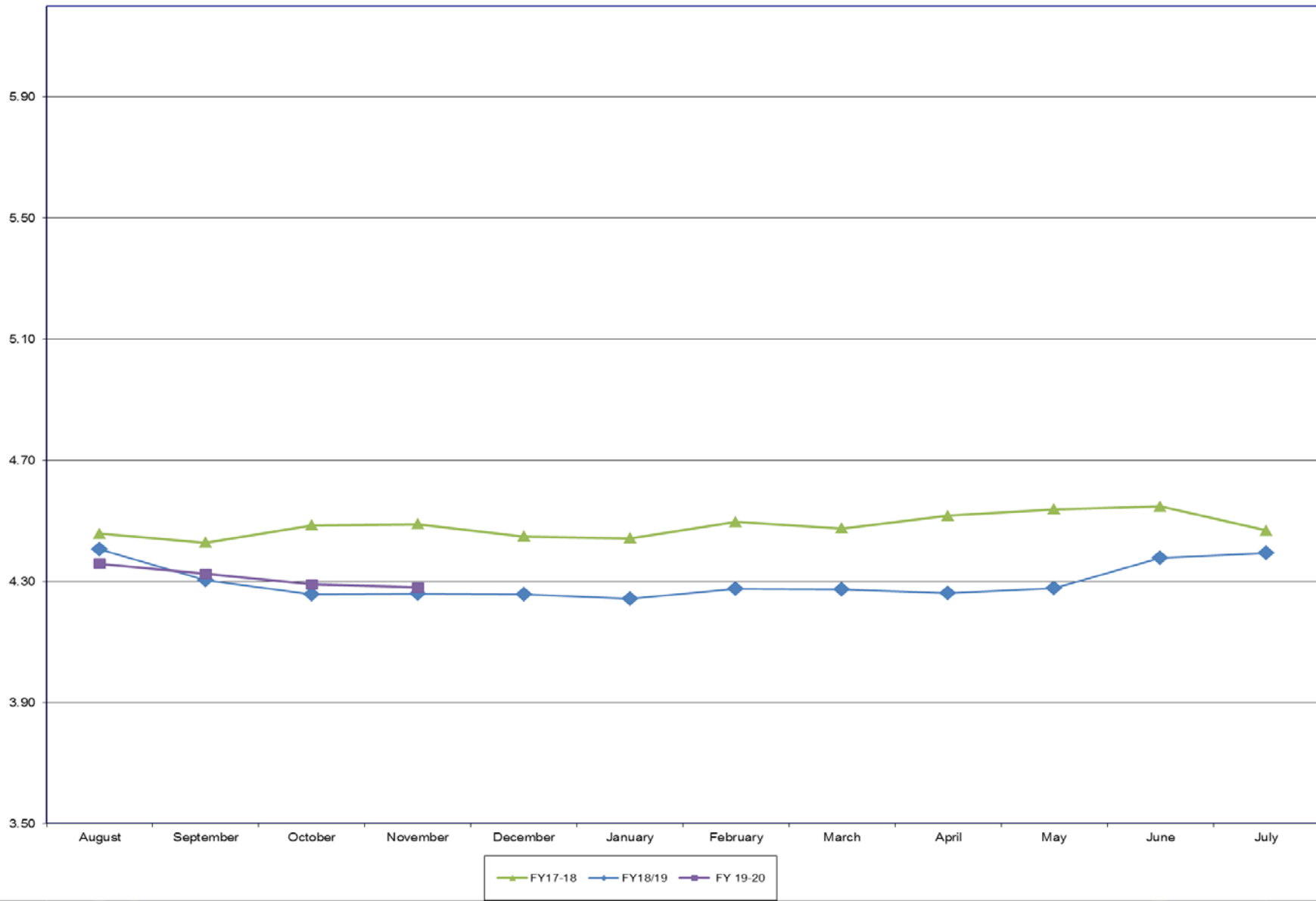
## Aged Accounts Receivable Balances > 60 Days Past Due



### 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**

NOV. 04(10/27/19-11/23/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
912,587	799,305	113,282	6,321,965	6,691,138	<369,173>	782,563	6,465,530
1,226,835	1,272,056	<45,221>	5,147,524	5,560,552	<413,028>	1,227,839	5,261,026
159,008	131,551	27,457	467,199	430,729	36,470	131,561	430,974
134,010	135,550	<1,540>	692,885	755,550	<62,665>	122,660	753,113
127,939	152,000	<24,061>	420,681	533,000	<112,319>	135,767	476,087
219,102	163,525	55,577	2,587,189	2,464,125	123,064	155,480	2,430,566
0	0	0	0	0	0	0	16,905
2,779,481	2,653,987	125,494	15,637,442	16,435,094	<797,652>	2,555,870	15,834,201
1,824,705	1,688,847	<135,858>	10,907,014	11,386,274	479,260	1,650,732	11,021,053
65.7	63.6	<2.0>	69.8	69.3	<0.5>	64.6	69.6
954,776	965,140	<10,364>	4,730,429	5,048,820	<318,391>	905,138	4,813,148
34.4	36.4	<2.0>	30.3	30.7	<0.5>	35.4	30.4
13.5	16.6	<3.1>	16.2	16.6	<0.4>	14.8	16.8
46.4	46.3	0.1	49.3	49.0	0.2	46.0	48.9
39.9	41.1	<1.2>	41.4	41.8	<0.4>	40.3	41.4
37.5	40.8	<3.2>	32.4	32.8	<0.4>	34.4	30.5
50.3	49.1	1.2	51.5	51.0	0.5	49.1	51.1
38.5	36.3	2.2	20.7	21.0	<0.2>	40.6	20.1
0.0	0.0	0.0	0.0	0.0	0.0	0.0	100.0
63,748	79,055	<15,307>	495,395	600,125	<104,730>	73,300	560,494
1,018,525	1,044,195	<25,670>	5,225,823	5,648,945	<423,122>	978,438	5,373,642
264,745	266,645	1,900	1,042,699	1,068,028	25,329	259,461	1,034,735
0	0	0	10,484	0	<10,484>	0	0
233,062	221,987	<11,075>	972,530	976,877	4,347	210,357	925,786
497,807	488,632	<9,175>	2,025,713	2,044,905	19,192	469,817	1,960,521
17.9	18.4	0.5	13.0	12.4	<0.5>	18.4	12.4
132,047	134,055	2,008	494,371	538,683	44,312	128,197	485,222
8,987	4,352	<4,635>	46,589	33,279	<13,310>	4,732	39,132
14,522	9,409	<5,113>	53,228	37,636	<15,592>	7,128	27,497
18	13	<5>	74	56	<18>	25	77
6,755	800	<5,955>	15,601	6,550	<9,051>	515	7,036
299	300	1	1,196	1,200	4	299	1,022
7,800	3,810	<3,990>	30,168	26,840	<3,328>	3,807	26,922
11,740	20,631	8,891	70,605	93,440	22,835	17,756	86,253
1,000	1,000	0	3,579	4,000	421	1,050	4,150
395	0	<395>	395	0	<395>	0	0
11,619	18,485	6,866	122,002	131,474	9,472	27,017	141,739
<154>	<2,500>	<2,346>	<9,436>	<9,100>	1,336	<5,089>	<10,677>
64,217	66,015	1,798	259,492	283,060	23,568	65,003	275,044
0	0	0	104	0	<104>	0	0
749	1,530	781	18,648	13,720	<4,928>	<341>	19,745
55,187	67,671	12,484	294,799	311,400	16,601	64,291	296,073
706	0	<706>	2,262	0	<2,262>	339	3,974
<1,881>	0	1,881	1,046	0	<1,046>	2,446	3,222
0	0	0	0	0	0	0	0
1,233	0	<1,233>	1,233	2,300	1,067	0	2,248
13,512	10,765	<2,747>	50,150	42,660	<7,490>	11,259	41,023
83	0	<83>	367	0	<367>	0	348
355	700	345	4,432	7,450	3,018	671	4,086
9,906	9,905	<1>	50,316	49,625	<691>	19,870	63,091
0	3	3	0	7	7	0	0
9,334	16,490	7,156	41,594	68,486	26,892	18,947	65,903
348,425	363,434	15,009	1,552,817	1,643,766	90,949	367,922	1,583,132
846,232	852,066	5,834	3,578,529	3,688,671	110,142	837,739	3,543,652
172,293	192,129	<19,836>	1,647,294	1,960,274	<312,980>	140,699	1,829,990
37,354	39,598	2,244	163,965	181,400	17,435	36,719	169,518
138,329	125,067	<13,262>	622,039	634,586	12,547	131,230	610,737
73,821	58,717	<15,104>	296,585	303,887	7,302	47,909	254,726
44,635	31,351	<13,284>	189,883	172,816	<17,067>	37,139	169,379
111,835	88,220	<23,615>	502,800	468,301	<34,499>	86,005	446,050
97,681	103,650	5,969	368,716	389,298	20,582	79,871	364,350
23,313	25,267	1,954	93,399	104,047	10,648	25,635	104,287
58,897	62,929	4,032	235,571	251,716	16,145	57,496	228,745
585,864	534,799	<51,065>	2,472,957	2,506,051	33,094	502,004	2,347,791
<413,571>	<342,670>	<70,901>	<825,663>	<545,777>	<279,886>	<361,305>	<517,801>



UCLA RESTAURANTS  
INCOME STATEMENT

NOV. 04(10/27/19-11/23/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
222,801	222,808	<7>	773,624	774,589	<965>	187,637	717,491
292,242	339,937	<47,695>	911,512	1,116,784	<205,272>	189,240	711,897
189,741	211,018	<21,277>	645,807	687,959	<42,152>	174,292	636,280
283,034	322,844	<39,810>	896,866	1,028,835	<131,969>	270,026	934,985
293,039	352,214	<59,175>	971,154	1,156,524	<185,370>	281,563	1,048,420
232,906	271,264	<38,358>	781,116	808,911	<27,795>	207,353	652,812
1,513,763	1,720,085	<206,322>	4,980,079	5,573,602	<593,523>	1,310,110	4,701,884
510,725	573,899	63,174	1,732,507	1,909,572	177,065	434,917	1,582,589
33.7	33.4	<0.4>	34.8	34.3	<0.5>	33.2	33.7
1,003,038	1,146,186	<143,148>	3,247,572	3,664,030	<416,458>	875,194	3,119,295
66.3	66.6	<0.4>	65.2	65.7	<0.5>	66.8	66.3
64.8	66.5	<1.7>	64.1	65.9	<1.8>	67.6	67.0
64.8	66.0	<1.2>	64.8	65.1	<0.3>	67.0	65.9
69.6	68.1	1.5	67.7	66.9	0.8	69.7	68.2
67.0	68.3	<1.3>	66.6	67.8	<1.2>	68.8	68.1
65.0	65.6	<0.5>	64.2	64.5	<0.3>	66.0	65.3
67.5	66.1	1.4	64.6	65.2	<0.6>	66.9	65.5
225,667	245,400	<19,733>	798,301	856,439	<58,138>	208,305	779,669
1,228,705	1,391,586	<162,881>	4,045,873	4,520,469	<474,596>	1,083,499	3,898,965
302,744	314,931	12,187	1,247,680	1,269,558	21,878	299,517	1,198,217
1,149	3,456	2,307	8,673	11,520	2,847	1,733	8,058
403,464	381,159	<22,305>	1,365,055	1,375,254	10,199	329,073	1,207,849
<46,073>	<43,175>	2,898	<157,938>	<159,438>	<1,500>	<43,173>	<168,993>
661,284	656,371	<4,913>	2,463,470	2,496,894	33,424	587,150	2,245,131
43.7	38.2	<5.5>	49.5	44.8	<4.7>	44.8	47.8
191,174	166,363	<24,811>	667,426	679,038	11,612	157,309	611,851
<1,900>	1,345	3,245	8,779	7,875	<904>	3,974	8,667
5,307	3,735	<1,572>	19,831	14,990	<4,841>	2,693	10,194
0	1,000	1,000	0	3,000	3,000	0	0
1,000	3,000	2,000	10,366	13,000	2,634	1,000	6,996
68,540	77,223	8,683	231,311	250,771	19,460	55,300	204,348
4.5	4.5	<0.0>	4.6	4.5	<0.1>	4.2	4.4
8,699	6,486	<2,213>	29,314	25,216	<4,098>	4,702	25,733
<14,431>	<15,000>	<569>	<41,105>	<60,000>	<18,895>	<11,115>	<47,536>
5,286	3,525	<1,761>	20,981	14,800	<6,181>	9,037	27,745
6,656	6,917	261	22,371	27,513	5,142	8,056	24,268
1,983	1,084	<899>	16,833	8,602	<8,231>	2,080	11,078
2,010	3,295	1,285	22,056	25,952	3,896	2,501	21,529
0	500	500	0	2,000	2,000	0	0
47	0	<47>	101	0	<101>	36	51
8,957	8,074	<883>	47,208	32,593	<14,615>	8,916	35,856
51,916	64,008	12,092	163,977	185,012	21,035	50,210	155,217
2,910	2,895	<15>	8,771	9,469	698	2,330	8,353
545	1,221	677	1,330	4,364	3,034	812	487
3	0	<3>	30	0	<30>	18	30
33	0	<33>	268	0	<268>	274	4,869
0	0	0	2,205	0	<2,205>	0	0
605	410	<195>	1,319	1,640	321	238	952
0	0	0	640	0	<640>	8,158	8,158
353	0	<353>	1,181	0	<1,181>	1,092	5,217
35,622	42,990	7,368	79,275	92,100	12,825	33,385	75,327
375,314	379,071	3,757	1,314,469	1,337,935	23,466	341,007	1,199,391
1,036,598	1,035,442	<1,156>	3,777,939	3,834,829	56,890	928,158	3,444,522
192,107	356,144	<164,037>	267,934	685,640	<417,706>	155,341	454,443
49,620	53,192	3,572	199,136	219,888	20,752	45,890	193,810
84,628	89,936	5,308	238,739	256,627	17,888	75,789	220,489
45,162	42,227	<2,935>	115,660	122,213	6,553	27,669	90,081
27,307	22,546	<4,761>	73,028	68,674	<4,354>	21,449	61,005
68,418	63,444	<4,974>	193,175	185,979	<7,196>	49,670	155,140
86,013	91,283	5,270	324,674	342,850	18,176	70,330	320,829
20,528	22,253	1,725	82,243	91,633	9,390	22,573	91,830
74,190	74,027	<163>	295,646	296,108	462	75,447	301,206
455,866	458,908	3,042	1,522,301	1,583,972	61,671	388,817	1,434,391
<263,759>	<102,764>	<160,995>	<1,254,368>	<898,332>	<356,036>	<233,476>	<979,948>
350,212	378,667	<28,455>	1,142,846	1,251,286	<108,440>	314,306	1,145,825
115,874	124,301	<8,427>	393,770	426,107	<32,337>	110,010	422,003
234,338	254,366	<20,028>	749,076	825,179	<76,103>	204,296	723,822
7.08	7.24	<0.16>	7.15	7.17	<0.03>	7.02	7.04
9.50	9.57	<0.07>	9.65	9.55	0.10	9.07	9.06
5.89	6.10	<0.21>	5.83	5.95	<0.12>	6.01	5.97
32,547	31,233	<1,314>	117,784	117,064	<720>	28,868	110,512
46.51	55.07	<8.56>	42.28	47.61	<5.33>	45.38	42.55

LICENSING & SERVICES  
INCOME STATEMENT

NOV. 04(10/27/19-11/23/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
12,544	11,800	744	60,283	63,500	<3,217>	11,838	63,566
12,544	11,800	744	60,283	63,500	<3,217>	11,838	63,566
421	236	<185>	1,253	1,270	17	142	1,211
12,123	11,564	559	59,030	62,230	<3,200>	11,696	62,356
96.6	98.0	<1.4>	97.9	98.0	<0.1>	98.8	98.1
96.6	98.0	<1.4>	97.9	98.0	<0.1>	98.8	98.1
362,834	499,804	<136,970>	1,187,390	1,264,215	<76,825>	380,440	1,232,224
120,122	128,388	<8,266>	476,489	510,502	<34,013>	109,647	430,402
17,625	17,625	0	70,500	70,500	0	20,700	62,100
500,581	645,817	<145,236>	1,734,379	1,845,217	<110,838>	510,787	1,724,726
512,703	657,381	<144,678>	1,793,409	1,907,447	<114,038>	522,483	1,787,081
53,477	49,914	<3,563>	193,124	199,656	6,532	47,668	189,249
1,263	730	<533>	2,212	2,545	333	23	88
54,740	50,644	<4,096>	195,336	202,201	6,865	47,691	189,336
436.4	429.2	<7.2>	324.0	318.4	<5.6>	402.9	297.9
29,176	23,794	<5,382>	99,031	95,176	<3,855>	26,040	97,079
61	314	253	523	1,256	733	1,767	2,645
1,077	425	<652>	3,933	1,700	<2,233>	4,136	6,810
0	220	220	1,128	880	<248>	32	225
0	75	75	35,655	30,800	<4,855>	0	10,463
3,500	3,600	100	9,001	9,400	399	2,250	6,688
1,047	1,525	478	32,672	6,100	<26,572>	237	11,162
0	0	0	384	0	<384>	0	0
0	2,417	2,417	2,163	15,668	13,505	2,083	9,456
0	400	400	0	1,600	1,600	3,658	3,658
0	2,550	2,550	0	10,132	10,132	0	2,940
71,226	107,900	36,674	97,609	107,900	10,291	66,798	86,448
12,966	24,647	11,681	85,825	98,588	12,763	22,075	98,203
47,313	90,382	43,069	318,769	363,216	44,447	81,721	365,203
166,365	258,249	91,884	686,693	742,416	55,723	210,797	700,981
221,105	308,893	87,788	882,028	944,617	62,589	258,488	890,317
291,598	348,488	<56,890>	911,380	962,830	<51,450>	263,995	896,764
4,108	4,104	<4>	15,841	18,039	2,198	3,727	16,362
24,144	26,996	2,852	71,183	70,175	<1,008>	25,259	69,538
13,323	14,128	805	35,529	36,475	946	9,523	29,253
8,055	7,543	<512>	22,432	20,375	<2,057>	7,382	19,994
20,183	21,227	1,044	59,414	55,605	<3,809>	17,096	50,924
44,060	46,679	2,619	166,314	175,305	8,991	36,027	164,344
10,515	11,393	878	42,129	46,914	4,785	11,563	47,040
3,177	4,268	1,091	12,709	17,072	4,363	6,807	27,230
127,565	136,338	8,773	425,550	439,960	14,410	117,385	424,685
164,033	212,150	<48,117>	485,830	522,870	<37,040>	146,610	472,078

UCLA STUDENT UNION  
INCOME STATEMENT

NOV. 04(10/27/19-11/23/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
51,116	64,845	<13,729>	249,545	291,413	<41,868>	72,290	300,248
26,574	29,177	<2,603>	108,805	120,496	<11,691>	28,888	119,303
77,689	94,022	<16,333>	358,351	411,909	<53,558>	101,179	419,551
26,487	28,535	2,048	107,567	117,845	10,278	28,043	116,912
19,724	18,397	<1,327>	58,969	62,453	3,484	29,937	69,531
46,211	46,932	721	166,536	180,298	13,762	57,980	186,443
59.5	49.9	<9.6>	46.5	43.8	<2.7>	57.3	44.4
31,479	47,090	<15,611>	191,814	231,611	<39,797>	43,199	233,108
40.5	50.1	<9.6>	53.5	56.2	<2.7>	42.7	55.6
61.4	71.6	<10.2>	76.4	78.6	<2.2>	58.6	76.9
0.3	2.2	<1.9>	1.1	2.2	<1.1>	2.9	2.0
125	6,700	<6,575>	4,160	15,950	<11,790>	7,645	11,440
25,713	29,620	<3,907>	59,848	55,890	3,958	22,096	45,622
5,044	5,621	<577>	20,293	22,702	<2,409>	7,950	29,372
30,882	41,941	<11,059>	84,302	94,542	<10,240>	37,691	86,434
62,361	89,031	<26,670>	276,116	326,153	<50,037>	80,890	319,542
33,763	34,841	1,078	136,606	139,363	2,757	31,628	135,404
3,438	0	<3,438>	6,875	0	<6,875>	0	0
31,946	22,251	<9,695>	102,121	95,230	<6,891>	22,083	88,880
69,147	57,092	<12,055>	245,603	234,593	<11,010>	53,711	224,285
89.0	60.7	<28.3>	68.5	57.0	<11.6>	53.1	53.5
39.2	18.9	<20.3>	23.3	16.7	<6.6>	16.3	15.5
18,475	17,410	<1,065>	65,236	69,723	4,487	18,264	64,484
533	793	260	2,973	3,346	373	273	3,051
4,035	2,963	<1,072>	13,945	11,906	<2,039>	1,873	7,087
0	0	0	0	1,180	1,180	0	970
383	0	<383>	383	464	81	0	54
314	300	<14>	4,975	4,900	<75>	403	5,480
2,393	992	<1,401>	29,252	30,879	1,627	212	28,047
26,560	22,445	<4,115>	49,439	41,325	<8,114>	14,992	33,039
67	335	268	67	780	713	<0>	<0>
0	0	0	0	300	300	0	0
15	120	105	1,456	2,034	578	813	1,731
20	250	230	1,186	1,000	<186>	252	1,036
1,699	1,995	296	12,394	17,968	5,574	2,360	14,931
741	686	<55>	3,150	2,831	<319>	899	3,500
<28>	50	78	<93>	200	293	202	281
15,417	15,417	0	61,667	61,668	1	15,417	61,667
14,832	14,500	<332>	40,526	40,000	<526>	10,461	28,111
85,456	78,256	<7,200>	286,556	290,504	3,948	66,419	253,469
154,603	135,348	<19,255>	532,158	525,097	<7,061>	120,130	477,753
<92,242>	<46,317>	<45,925>	<256,042>	<198,944>	<57,098>	<39,240>	<158,211>
5,190	4,626	<564>	19,807	20,830	1,023	4,199	19,433
5,109	5,581	472	17,552	18,823	1,271	6,712	20,050
2,819	2,921	102	8,658	9,746	1,088	2,531	8,475
1,704	1,559	<145>	5,456	5,460	4	1,962	5,800
4,271	4,388	117	14,598	14,836	238	4,543	14,707
53,432	56,661	3,229	201,690	212,811	11,121	43,690	199,301
12,752	13,813	1,061	51,090	56,881	5,791	14,022	57,046
23,744	19,450	<4,294>	94,977	77,800	<17,177>	17,716	70,320
109,020	108,999	<21>	413,827	417,187	3,360	95,373	395,132
<201,263>	<155,316>	<45,947>	<669,870>	<616,131>	<53,739>	<134,613>	<553,343>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

NOV. 04(10/27/19-11/23/19)		
CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE
360,490	345,001	<15,489>
4,096	815	<3,281>
51,496	41,187	<10,309>
416,082	387,003	<29,079>
8.0	7.1	<0.9>
0	0	0
0	345	345
179,929	168,862	<11,067>
6,680	6,228	<452>
9,747	6,189	<3,558>
603	774	171
3,576	3,834	258
375	200	<175>
311	2,653	2,342
0	1,000	1,000
0	1,000	1,000
1,628	416	<1,212>
130	320	190
0	0	0
0	50	50
41	625	584
0	75	75
338	250	<88>
<300>	<300>	0
883	100	<783>
3,132	2,500	<632>
3,334	325	<3,009>
6,067	100	<5,967>
15,119	9,036	<6,083>
722	1,148	426
12,066	16,792	4,726
0	185	185
4,311	4,311	0
8	41	33
25,367	25,367	0
33,215	4,310	<28,905>
1,188	1,188	<0>
9,547	9,417	<130>
3,119	3,500	381
8,358	8,583	225
4,075	4,075	0
715	722	7
11,673	12,089	416
12	1,500	1,488
3,014	4,172	1,158
3,760	4,300	540
8,333	14,917	6,584
0	0	0
4,442	8,797	4,356
18,589	18,589	0
2,554	500	<2,054>
386,661	349,085	<37,576>
802,743	736,088	<66,655>
23,367	24,320	953
5,577	5,929	352
24,926	28,044	3,118
53,870	58,293	4,423
856,613	794,381	<62,232>
<770,013>	<707,371>	62,642
<41,609>	<41,609>	0
<3,419>	<3,419>	0
<41,572>	<41,982>	<410>
<856,613>	<794,381>	62,232
0	0	0

FISCAL YEAR 19-20		
YTD 4 MO(07/28/19-11/23/19)		
ACTUAL	BUDGET	VARIANCE
1,383,501	1,379,482	<4,019>
9,999	3,260	<6,739>
155,383	160,181	4,798
1,548,884	1,542,923	<5,961>
6.4	6.0	<0.5>
12,116	11,021	<1,095>
2,000	1,380	<620>
658,918	675,169	16,251
26,943	27,365	422
38,481	24,717	<13,764>
2,375	2,841	466
9,219	14,963	5,744
830	800	<30>
29,499	10,612	<18,887>
0	4,000	4,000
0	27,282	27,282
4,144	1,664	<2,480>
8,540	1,280	<7,260>
209	0	<209>
0	200	200
285	2,050	1,765
0	300	300
710	1,000	290
356	<1,000>	<1,356>
2,280	400	<1,880>
11,809	10,000	<1,809>
13,185	11,500	<1,685>
15,186	10,200	<4,986>
37,139	35,208	<1,931>
2,968	4,592	1,624
51,983	67,168	15,185
0	740	740
15,484	15,484	0
<4>	164	168
101,468	101,468	0
71,018	23,382	<47,636>
4,753	4,752	<1>
56,137	55,165	<972>
10,391	10,500	109
33,430	34,332	902
4,075	4,075	0
2,545	2,888	343
54,884	56,745	1,861
4,843	4,650	<193>
13,953	16,171	2,218
14,401	16,000	1,599
33,332	59,668	26,336
0	0	0
21,780	34,676	12,896
74,356	74,356	0
22,001	20,500	<1,501>
1,468,021	1,480,428	12,407
3,016,905	3,023,351	6,446
88,202	91,345	3,143
22,342	24,413	2,071
96,312	112,176	15,864
206,856	227,934	21,078
3,223,761	3,251,285	27,524
<2,865,480>	<2,884,735>	<19,255>
<180,001>	<180,001>	0
<18,515>	<18,515>	0
<159,765>	<168,034>	<8,269>
<3,223,761>	<3,251,285>	<27,524>
<0>	0	0

FISCAL YEAR 18-19	
LAST YEAR ACTUAL	
MONTH	YTD
330,731	1,269,105
0	7,875
38,910	130,793
369,641	1,407,773
7.7	5.8
0	10,700
0	2,000
152,642	598,432
6,800	28,288
5,424	19,984
909	2,875
2,298	3,747
0	216
807	5,935
0	0
0	2,245
279	598
0	690
0	0
0	0
145	374
0	0
0	1,244
<181>	<332>
0	0
49	8,041
1,250	5,000
1,000	4,000
7,009	28,089
734	3,095
10,826	45,258
0	0
4,185	15,033
0	3
23,061	92,244
4,829	114,304
1,218	4,871
11,916	46,169
1,665	5,777
10,443	41,771
3,956	3,956
3,223	9,317
11,737	55,093
1,007	2,741
4,050	15,699
3,679	13,541
7,250	29,000
0	854
8,541	33,666
18,048	72,192
114	18,628
308,913	1,345,337
678,554	2,753,110
19,106	87,158
6,132	24,947
23,727	94,540
48,965	206,645
727,519	2,959,755
<642,402>	<2,625,470>
<41,398>	<165,564>
<3,503>	<14,006>
<40,216>	<154,714>
<727,519>	<2,959,755>
0	0

FACILITIES  
EXPENSE STATEMENT

NOV. 04(10/27/19-11/23/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
149,078	154,348	5,270	552,718	557,033	4,315	117,880	520,011
3,784	7,227	3,443	25,845	25,245	<600>	6,949	24,275
1,186	1,454	268	1,785	4,364	2,579	630	517
<1,678>	<225>	1,453	<5,130>	<750>	4,380	<108>	<1,303>
<12,875>	<10,857>	2,018	<46,941>	<46,062>	879	<10,857>	<46,062>
<3,103>	<2,500>	603	<10,610>	<10,000>	610	<7,749>	<13,554>
136,393	149,447	13,054	517,668	529,830	12,162	106,746	483,883
111,793	91,065	<20,728>	341,523	332,446	<9,077>	68,770	295,100
315	175	<140>	1,396	508	<888>	192	496
1,125	699	<426>	4,743	2,853	<1,890>	588	2,281
1,204	900	<304>	3,108	900	<2,208>	0	21
4,505	4,648	143	17,551	18,843	1,292	4,557	18,473
5.8	4.9	<0.9>	4.9	4.6	<0.3>	4.5	4.4
4,448	4,616	168	20,003	23,924	3,921	4,482	23,228
250	990	740	7,867	7,157	<710>	990	7,156
487	593	106	1,677	2,346	670	566	1,583
29,215	31,000	1,785	128,130	131,041	2,911	20,862	129,745
<687>	4,650	5,337	15,121	18,600	3,479	4,104	18,556
0	250	250	1,327	1,300	<27>	0	28
79	1,700	1,621	737	6,800	6,063	0	9,458
1,594	300	<1,294>	6,051	1,200	<4,851>	0	651
2,232	3,075	843	15,680	17,050	1,370	13,614	60,232
10,178	11,655	1,477	40,067	46,300	6,233	11,100	44,095
2,037	3,256	1,219	18,756	13,642	<5,114>	3,161	13,242
<2,217>	1,275	3,492	2,164	5,100	2,936	1,692	2,115
0	0	0	3,000	0	<3,000>	0	0
166,558	160,847	<5,711>	628,900	630,010	1,110	134,677	626,459
302,951	310,294	7,343	1,146,568	1,159,840	13,272	241,423	1,110,343
23,987	34,167	10,180	90,328	136,668	46,340	27,045	107,984
23,987	34,167	10,180	90,328	136,668	46,340	27,045	107,984
326,938	344,461	17,523	1,236,895	1,296,508	59,613	268,468	1,218,327
<281,186>	<298,273>	<17,087>	<1,061,393>	<1,120,264>	<58,871>	<229,917>	<1,048,825>
<8,949>	<8,949>	0	<35,796>	<35,796>	0	<8,138>	<32,552>
<3,498>	<3,498>	0	<13,992>	<13,992>	0	<3,181>	<12,724>
<9,938>	<9,421>	517	<37,513>	<35,111>	2,402	<8,126>	<37,068>
<23,367>	<24,320>	<953>	<88,202>	<91,345>	<3,143>	<19,106>	<87,158>
<326,938>	<344,461>	<17,523>	<1,236,895>	<1,296,508>	<59,613>	<268,468>	<1,218,327>
0	0	0	<0>	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

NOV. 04(10/27/19-11/23/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
9,934	17,892	7,958	Chiller Water
49,470	47,057	<2,413>	Elec-Non Air Cond.
9,797	9,038	<759>	Water-Non Air Cond.
5,594	5,355	<239>	Steam-Non Air Cond.
3,684	3,753	69	Gas
0	1,551	1,551	Energy Management
78,479	84,646	6,167	TOTAL OTHER CONTROL.
78,479	84,646	6,167	TOTAL CONTROLLABLE EXP
<67,108>	<72,727>	<5,619>	Allocated-Svs and Ent
<2,460>	<2,460>	0	Allocated-USAC
<962>	<962>	0	Allocated-GSA
<2,372>	<2,569>	<197>	Allocated-Comm Board
<5,577>	<5,928>	<351>	Allocated-A & SS
<78,479>	<84,646>	<6,167>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 19-20			FISCAL YEAR 18-19	
YTD 4 MO(07/28/19-11/23/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
70,172	89,252	19,080	15,408	94,248
190,389	190,042	<347>	47,721	191,600
29,185	31,891	2,706	11,107	29,439
13,819	17,824	4,005	8,934	19,668
10,827	12,942	2,115	1,705	10,175
0	6,204	6,204	1,550	6,202
314,392	348,155	33,763	86,425	351,332
314,392	348,155	33,763	86,425	351,332
<268,860>	<299,477>	<30,617>	<73,792>	<300,203>
<9,840>	<9,840>	0	<2,799>	<11,196>
<3,848>	<3,848>	0	<1,094>	<4,376>
<9,502>	<10,579>	<1,077>	<2,608>	<10,610>
<22,342>	<24,411>	<2,069>	<6,132>	<24,947>
<314,392>	<348,155>	<33,763>	<86,425>	<351,332>
0	0	<0>	0	<0>