

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

October (09/29/19 - 10/26/19)

Prepared

November 08, 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 - OCTOBER 2019 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

OCTOBER (09/29/19 - 10/26/19)										FY 18-19	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,664		3,930		(266)	(6.8%)	(153)	(4.0%)	3,817			
1,789		2,045		(256)	(12.5%)	(76)	(4.1%)	1,865			
479		423		56	13.2%	10	2.1%	469			
106		136		(30)	(22.1%)	(33)	(23.7%)	139			
6,038		6,534		(496)	(7.6%)	(252)	(4.0%)	6,290			
1,340	36.6%	1,463	37.2%	(123)	(8.4%)	(81)	(5.5%)	1,421	37.2%		
1,258	70.3%	1,448	70.8%	(190)	(15.1%)	(92)	(7.1%)	1,350	72.4%		
479	100.0%	422	99.8%	57	13.2%	10	2.1%	469	100.0%		
60	56.6%	81	59.6%	(21)	(34.7%)	(25)	(40.8%)	85	61.2%		
3,137	52.0%	3,414	52.2%	(277)	(8.9%)	(188)	(5.9%)	3,325	52.9%		
659	18.0%	655	16.7%	(4)	(0.6%)	(25)	(6.4%)	634	16.6%		
828	46.3%	832	40.7%	4	0.5%	(77)	(9.3%)	751	18.9%		
77	16.1%	74	17.5%	(3)	(3.9%)	(4)	(5.3%)	73	15.6%		
79	74.5%	79	58.1%	0	(16.4%)	1	(16.9%)	80	57.6%		
1,643	27.2%	1,640	25.1%	(3)	(2.1%)	(105)	(2.7%)	1,538	24.5%		
227	6.2%	214	5.4%	(13)	(5.8%)	(5)	(2.2%)	222	5.8%		
208	11.6%	210	10.3%	2	0.9%	(22)	(10.6%)	186	10.0%		
185	38.6%	142	33.6%	(43)	(23.2%)	(45)	(24.9%)	140	29.9%		
42	39.6%	48	35.3%	6	14.3%	1	2.3%	43	30.9%		
662	11.0%	614	9.4%	(48)	(7.3%)	(71)	(11.3%)	591	9.4%		
454	12.4%	594	15.1%	(140)	(23.6%)	(111)	(18.7%)	565	14.8%		
223	12.5%	407	19.9%	(184)	(82.5%)	(191)	(85.5%)	414	22.2%		
217	45.3%	206	48.7%	11	5.1%	(39)	(18.0%)	256	54.6%		
(60)	(56.6%)	(46)	(33.8%)	(14)	(22.8%)	(22)	(29.3%)	(38)	(27.3%)		
834	13.8%	1,161	17.8%	(327)	(28.2%)	(363)	(31.5%)	1,197	19.0%		
661	10.9%	654	10.0%	(7)	(1.1%)	(51)	(7.7%)	610	9.7%		
255	4.2%	261	4.0%	6	2.4%	42	6.8%	297	4.7%		
82	1.4%	84	1.3%	2	2.4%	(8)	(9.6%)	74	1.2%		
206	3.4%	223	3.4%	17	8.3%	2	1.0%	208	3.3%		
1,204	19.9%	1,222	18.7%	18	1.5%	(15)	(1.2%)	1,189	18.9%		
(370)	(6.1%)	(61)	(0.9%)	(309)	(50.3%)	(378)	(61.2%)	8	0.1%		
9	0.1%	2	0.0%	7	70.0%	7	70.0%	2	0.0%		
22	0.4%	22	0.3%	0	0.0%	(13)	(59.1%)	35	0.6%		
(26)	(0.4%)	(26)	(0.4%)	0	0.0%	3	11.5%	(29)	(0.5%)		
0	0.0%	(2)	(0.0%)	2	200.0%	0	0.0%	0	0.0%		
248	4.1%	248	3.8%	0	0.0%	4	1.6%	244	3.9%		
253	4.2%	244	3.7%	9	3.7%	1	0.4%	252	4.0%		
(117)	(1.9%)	183	2.8%	(300)	(16.4%)	(377)	(20.8%)	260	4.1%		

GROSS INCOME
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

GROSS MARGIN
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

WAGES & BENEFITS
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

OTHER CONTROLLABLES
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

CONTRIBUTION
UCLA Store
UCLA Restaurants
Licensing & Services
UCLA Student Union
TOTAL

ALLOCATED EXPENSES
Admin&Support Services
Facilities
Utilities
Depreciation
TOTAL

NET INCOME (LOSS) FROM OPERATIONS

OTHER INC(EXP)
Non-Recurrent Inc/(Exp)
Interest Income
Interest (Expense)
Income Taxes
Student Union Fee Income
TOTAL

NET INCOME (LOSS)

FISCAL YEAR 2019-2020										FY 18-19	
YTD 3 MONTHS (07/28/19 - 10/26/19)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
13,290		14,302		(1,012)	(7.1%)	(476)	(3.5%)	13,766			
4,039		4,465		(426)	(9.5%)	76	1.9%	3,963			
1,282		1,251		31	2.5%	16	1.3%	1,266			
334		370		(36)	(9.7%)	(33)	(9.0%)	367			
18,945		20,388		(1,443)	(7.1%)	(417)	(2.2%)	19,362			
4,207	31.7%	4,605	32.2%	(398)	(9.5%)	(188)	(4.8%)	4,395	31.9%		
2,817	69.7%	3,129	70.1%	(312)	(11.1%)	2	0.1%	2,815	71.0%		
1,281	99.9%	1,250	99.9%	31	2.4%	16	1.3%	1,265	99.9%		
214	64.1%	237	64.1%	(23)	(10.7%)	(25)	(11.6%)	239	65.1%		
8,519	45.0%	9,221	45.2%	(702)	(8.2%)	(195)	(2.3%)	8,714	45.0%		
1,890	14.2%	1,961	13.7%	71	3.8%	(42)	(2.2%)	1,848	13.4%		
2,278	56.4%	2,353	52.7%	75	3.3%	(165)	(7.4%)	2,113	53.3%		
210	16.4%	223	17.8%	13	6.3%	3	1.4%	213	16.8%		
223	66.8%	230	62.2%	7	3.1%	(6)	(2.7%)	217	59.1%		
4,601	24.3%	4,767	23.4%	166	(3.6%)	(210)	(4.5%)	4,391	22.7%		
842	6.3%	876	6.1%	34	4.0%	16	1.8%	858	6.2%		
463	11.5%	446	10.0%	(17)	(3.7%)	(59)	(13.1%)	404	10.2%		
450	35.1%	413	33.0%	(37)	(8.2%)	(31)	(7.5%)	419	33.1%		
154	46.1%	160	43.2%	6	3.9%	(13)	(8.4%)	141	38.4%		
1,909	10.1%	1,895	9.3%	(14)	(0.7%)	(87)	(4.6%)	1,822	9.4%		
1,475	11.1%	1,768	12.4%	(293)	(19.9%)	(214)	(14.7%)	1,689	12.3%		
76	1.9%	329	7.4%	(253)	(33.3%)	(223)	(29.1%)	299	7.5%		
620	48.4%	614	49.1%	6	1.0%	(13)	(2.1%)	633	50.0%		
(164)	(49.1%)	(153)	(41.4%)	(11)	(6.6%)	(45)	(16.7%)	(119)	(32.4%)		
2,007	10.6%	2,558	12.5%	(551)	(27.5%)	(495)	(24.3%)	2,502	12.9%		
1,942	10.3%	2,008	9.8%	66	3.4%	(117)	(5.9%)	1,825	9.4%		
779	4.1%	787	3.9%	8	1.0%	27	3.4%	806	4.2%		
219	1.2%	245	1.2%	26	12.3%	26	10.6%	245	1.3%		
617	3.3%	669	3.3%	52	8.4%	5	0.8%	622	3.2%		
3,557	18.8%	3,709	18.2%	152	4.3%	(59)	(1.6%)	3,498	18.1%		
(1,550)	(8.2%)	(1,151)	(5.6%)	(399)	(25.8%)	(554)	(36.0%)	(996)	(5.1%)		
24	0.1%	6	0.0%	18	75.0%	11	45.8%	13	0.1%		
66	0.3%	63	0.3%	3	4.5%	(25)	(38.8%)	91	0.5%		
(77)	(0.4%)	(77)	(0.4%)	0	0.0%	10	12.9%	(87)	(0.4%)		
0	0.0%	(6)	(0.0%)	6	200.0%	0	0.0%	0	0.0%		
745	3.9%	745	3.7%	0	0.0%	12	1.6%	733	3.8%		
758	4.0%	731	3.6%	27	3.6%	8	1.1%	750	3.9%		
(792)	(4.2%)	(420)	(2.1%)	(372)	(4.7%)	(546)	(7.5%)	(246)	(1.3%)		

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

OCTOBER (09/29/19 - 10/26/19)										FY 18-19	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
3,664		3,930		(266)	(6.8%)	(153)	(4.0%)	3,817			
1,789		2,045		(256)	(12.5%)	(76)	(4.1%)	1,865			
479		423		56	13.2%	10	2.1%	469			
106		136		(30)	(22.1%)	(33)	(23.7%)	139			
6,038		6,534		(496)	(7.6%)	(252)	(4.0%)	6,290			
1,340	36.6%	1,463	37.2%	(123)		(81)	(0.6)	1,421	37.2%		
1,258	70.3%	1,448	70.8%	(190)		(92)	(2.1)	1,350	72.4%		
479	100.0%	422	99.8%	57	0.2	10	0.0	469	100.0%		
60	56.6%	81	59.6%	(21)	(3.0)	(25)	(4.6)	85	61.2%		
3,137	52.0%	3,414	52.2%	(277)	(0.2)	(188)	(0.9)	3,325	52.9%		
886	24.2%	869	22.1%	(17)	(2.1)	(30)	(1.8)	856	22.4%		
1,036	57.9%	1,041	50.9%	5	(7.0)	(99)	(7.7)	937	50.2%		
262	54.7%	216	51.1%	(46)	(3.6)	(49)	(9.3)	213	45.4%		
121	114.2%	127	93.4%	6	(20.8)	2	(25.7)	123	88.5%		
2,305	38.2%	2,253	34.5%	(52)	(3.7)	(176)	(4.4)	2,129	33.8%		
454	12.4%	594	15.1%	(140)	(2.7)	(111)	(2.4)	565	14.8%		
223	12.5%	407	19.9%	(184)	(7.4)	(191)	(9.7)	414	22.2%		
217	45.3%	206	48.7%	11	(3.4)	(39)	(9.3)	256	54.6%		
(60)	(56.6%)	(46)	(33.8%)	(14)	(22.8)	(22)	(29.3)	(38)	(27.3%)		
834	13.8%	1,161	17.8%	(327)	(4.0)	(363)	(5.2)	1,197	19.0%		
585	16.0%	593	15.1%	8	(0.9)	(18)	(1.1)	567	14.9%		
410	22.9%	425	20.8%	15	(2.1)	(3)	(1.1)	407	21.8%		
107	22.3%	101	23.9%	(6)	1.6	3	1.2	110	23.5%		
102	96.2%	103	75.7%	1	(20.5)	3	(20.7)	105	75.5%		
1,204	19.9%	1,222	18.7%	18	(1.2)	(15)	(1.0)	1,189	18.9%		
(130)	(2.2%)	0	0.0%	(130)	(2.2)	(128)	(2.2)	(2)	0.0%		
(187)	(3.1%)	(18)	(0.3%)	(169)	(2.8)	(193)	(3.2)	6	0.1%		
110	1.8%	105	1.6%	5	0.2	(37)	(0.5)	147	2.3%		
(163)	(2.7%)	(148)	(2.3%)	(15)	(0.4)	(20)	(0.4)	(143)	(2.3%)		
(370)	(6.1%)	(61)	(0.9%)	(309)	(5.2)	(378)	(6.2)	8	0.1%		
9	0.1%	2	0.0%	7	0.1	7	0.1	2	0.0%		
22	0.4%	22	0.3%	0	0.1	(13)	(0.2)	35	0.6%		
(26)	(0.4%)	(26)	(0.4%)	0	0.0	3	0.1	(29)	(0.5%)		
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%		
248	4.1%	248	3.8%	0	0.3	4	0.2	244	3.9%		
253	4.2%	244	3.7%	9	0.5	1	0.2	252	4.0%		
(117)	(1.9%)	183	2.8%	(300)	(4.7)	(377)	(6.0)	260	4.1%		
GROSS INCOME											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
GROSS MARGIN											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
TOTAL CONTROLLABLES											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
CONTRIBUTION											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
ALLOCATED EXPENSES											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
NET INCOME (LOSS) FROM OPERATIONS											
UCLA Store											
UCLA Restaurants											
Licensing & Services											
UCLA Student Union											
TOTAL											
OTHER INC/(EXP)											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
TOTAL											
NET INCOME (LOSS)											

ASUCLA
P/L Reconciliation
Oct-19

<i>Financial Analysis</i>	\$000's
	Oct-19
Budgeted Net Income/(Loss)	183
UCLA Store	
Gross Margin:	
Bearwear below plan due to low fan enthusiasm at the Rose Bowl and low Score Big Promotions	(60)
Fast Track below plan: key volume trend times have slowed and performed below plan	(10)
Essentials below plan due to the negative sales trend in school supplies, and demand for paper products and ancillary product continues to shrink	(9)
Used Text below plan: overall requisitions are down compared to last year	(16)
CRS below plan mostly due to timing as some department orders will occur next month	(28)
HSS Dental above plan due to timing from Nursing School Kits (below plan in prior month)	10
Total Wages above plan	(1)
Other, mostly negative controllables and various negative gross margin variances	(26)
Total Contribution	(140)
UCLA Restaurants	
Gross Margin:	
Wetzels below plan: customer count drops primarily in Lollicup (new strategies recently introduced such as new menu, Guest Loyalty Card)	(5)
Panda below plan: change in management and decline in sales is in review by regional executives	(7)
Anderson Café below plan as the sales were lower than estimated (no historical data for first year of budget)	(14)
Northern Lights below plan: continuing general downward trend of customer traffic in northern areas	(7)
No Campus Student Ctr below plan: general downward trend of customer traffic (continuing marketing approach and menu changes)	(12)
LuValle Food Servery below plan: continuing general downward trend of customer traffic (continuing marketing strategies)	(15)
Café 451 below plan: continuing general downward trend of customer traffic (continuing marketing approach and customer service strategy)	(5)
Jimmy's below plan: continuing general downward trend of customer traffic (developing marketing plan)	(6)
Kerckhoff below plan: continuing downward trend of lower customer counts (strategies to improve with focus on customer service, ongoing promotions)	(16)
Cooperage below plan due to lower than plan average check and impacted by the Centennial \$.19 cent coffee refill promotion	(11)
Stage Canteen below plan (business has ended)	(7)
Catering below plan: two major annual events did not occur this year	(45)
Concessions below plan due to timing of actual men's and women's soccer events (prior month actual) and men's basketball game did not occur	(17)
Total Wages below plan	16
Other, negative controllables (mostly employee benefits) and various negative gross margin variances	(33)
Total Contribution	(184)
Licensing & Services	
Gross Margin:	
Licensing International above plan: due to an advance for a licensee for China and they made the decision to continue (had been projected that the agreement would expire)	63
Licensing Domestic above plan timing related (YTD remains down to plan)	17
Licensing Campus Sourcing below plan timing related (YTD remains slightly below plan)	(12)
Leased Ops below plan due to delay in Wescom ATM and SOLE/FSR space leases	(8)
Photography below plan due to fewer events than last year	(4)
Total Wages above plan	(1)
Other, negative controllables mostly Licensing	(44)
Total Contribution	11
UCLA Student Union	
Gross Margin:	
Event Services below plan mostly due to increased on-campus marketplace competition which has diverted significant business	(20)
Other, positive controllables	6
Total Contribution	(14)
Allocated Expenses and Other	
A&SS above plan	(7)
Utilities on plan	2
Maintenance below plan mostly repairs & maintenance due to less plumbing jobs issued to UCLA with new hired plumber, and some work orders were less than expected	6
Depreciation lower than plan due to timing of capitals	17
Other, mostly positive non recurrent	9
Total	27
Actual Net Income/(Loss)	(117)

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

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(420)
UCLA Store	
Gross Margin:	
Bearwear below plan: low sales of merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(119)
Fast Track below plan: key volume items have slowed	(18)
Campus Portrait Studio below plan due to lower overall orders	(10)
Essentials below plan due to lower department sales and sales in art and basic supplies	(17)
E-Commerce below plan as promotional efforts were negatively impacted by the athletic performance	(58)
Used Text below plan due to lower enrollment and requisitions	(76)
CRS below plan: decline in digital reader sales and timing for department orders	(41)
Computer Store below plan mostly due to overall decline in laptop sales	(27)
LuValle Books below plan due to lower Law School sales and poor sell through to UCLA Extension	(32)
Total Wages below plan	28
Other, positive various controllables	77
Total Contribution	(293)
UCLA Restaurants	
Gross Margin:	
Wetzel's below plan: general traffic for restaurant locations has been slowing	(13)
Anderson Café below plan: opening was second week of period 1, and there was no historical data for the first year of the budget	(66)
Northern Lights below plan: general downward trend of customer traffic in northern areas (more pronounced with summer programming)	(17)
North Campus Student CTR below plan due to general downward trend of customer traffic	(17)
LuValle Food Servery below plan: continuing general downward trend of customer traffic in northern areas	(35)
Jimmy's below plan: continuing general downward trend of customer traffic in northern areas (more pronounced with summer programming)	(25)
Kerckhoff Coffeehouse below plan: lower average check partly due to the impact of the Centennial \$.19 cent coffee refill promotion	(38)
Cooperage below plan: lower average check (impacted by the Centennial \$.19 cent coffee refill promotion)	(20)
Catering below plan as two major events did not occur	(23)
Total Wages lower than plan	38
Other, positive controllables offset by various negative gross margin variances	(37)
Total Contribution	(253)
Licensing & Services	
Gross Margin:	
Licensing Domestic below plan due to downward sales trend (mainly Under Armour)	(7)
Licensing International above plan: mostly advance from China	69
Leased Ops below plan due to delay in Wescom branch, Wescom ATM and SOLE/FSR space leases	(26)
Photography below plan: fewer events than prior year	(4)
Total Wages below plan	11
Other, negative controllables mostly Licensing	(37)
Total Contribution	6
UCLA Student Union	
Gross Margin:	
Event Services below plan: increased on-campus marketplace competition	(21)
AU Post Office below plan due to decline in clientele	(3)
Total Wages below plan	1
Other, mostly positive controllables	12
Total Contribution	(11)
Allocated Expenses and Other	
A&SS below plan in various accounts	66
Facilities lower than plan mostly wages and benefits	8
Utilities below plan: savings due to lower consumption and energy efficient processes	26
Depreciation lower than plan due to timing of capitals	52
Other: mostly various positive non-recurrent	27
Total	179
Actual Net Income/(Loss)	(792)

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

	Current Month October 2019	Prior Month September 2019	Prior Year July 2019
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,295	\$13,461	\$12,951
Accounts receivable	5,269	4,504	3,819
Less: Allowance for doubtful accounts	(392)	(388)	(378)
Accounts receivable, net	4,877	4,116	3,441
Student fees receivable	849	600	104
Inventories	7,193	6,730	5,680
Prepaid expenses and other current assets	283	255	297
Total current assets	25,497	25,162	22,473
LONG TERM ASSETS			
Property, equipment and improvements	72,886	72,804	72,703
Less: Accumulated depreciation	(51,936)	(51,737)	(51,362)
Total long term assets	20,950	21,067	21,341
TOTAL ASSETS	\$46,447	\$46,229	\$43,814
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$8,253	\$8,679	\$6,986
Wages and payroll taxes payable	4,463	4,403	3,932
Sales tax payable & other liabilities	1,413	1,056	959
Interest payable	143	121	66
Deferred income	1,849	1,531	839
Funds held for others	226	221	140
Current portion of long term debt	908	908	908
Total current liabilities	17,255	16,919	13,830
LONG TERM DEBT:			
AU expansion loan	6,186	6,186	6,186
Total long term debt	6,186	6,186	6,186
TOTAL LIABILITIES	23,441	23,105	20,016
RETAINED EARNINGS:			
Beginning Balance	23,798	23,798	24,492
Year-to-date net income/(loss)	(792)	(674)	(694)
Ending Balance	23,006	23,124	23,798
TOTAL LIABILITIES AND RETAINED EARNINGS	\$46,447	\$46,229	\$43,814

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

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$117)
 Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:
 Depreciation 206
 (Increase)/decrease in current assets:
 Accounts receivable (761)
 Student fees receivable (249)
 Short term note receivable 0
 Inventories (462)
 Prepaid expenses and other current assets (28)
 Increase/(decrease) in current liabilities:
 Accounts payable (427)
 Sales tax payable & other liabilities 357
 Wages and payroll taxes payable 60
 Interest payable 22
 Deferred Income 318
 Funds held for others 5

 Net cash provided/(used) by operating activities **(1,076)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of property, equipment and improvements (90)

 Net cash used in investing activities **(90)**

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
	(\$117)	(\$792)	(\$246)
	206	617	622
	(761)	(1,436)	(1,432)
	(249)	(745)	(733)
	0	0	200
	(462)	(1,513)	(772)
	(28)	14	31
	(427)	1,256	101
	357	454	689
	60	531	(660)
	22	77	87
	318	1,010	1,062
	5	86	(89)
	(1,076)	(441)	(1,140)
	(90)	(215)	(179)
	(90)	(215)	(179)
	0	0	0
	0	0	0
	(1,166)	(656)	(1,319)
	13,461	12,951	13,915
	\$12,295	\$12,295	\$12,596

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

	Current Month October 2019	Prior Month September 2019
CASH AND CASH EQUIVALENTS	\$12,295	\$13,461
BOARD REQUIRED CASH RESERVE	<u>6,464</u>	<u>6,582</u>
RESERVE SURPLUS (DEFICIT)	<u><u>\$5,831</u></u>	<u><u>\$6,879</u></u>

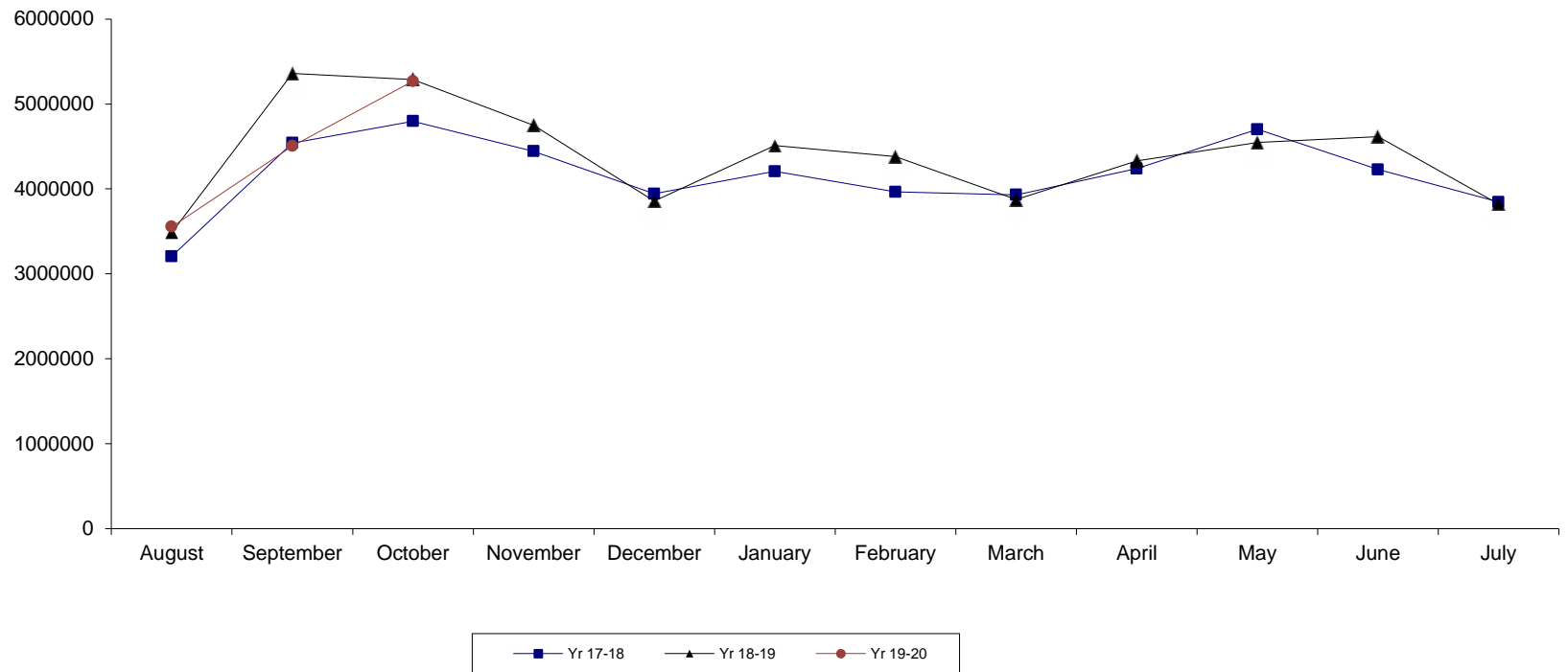
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2019-2020 October 2019

PROJECT NAME	BUDGET	PROJECTED						
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
Store/Services								
2019-001 Store General Replacement	125.0	16.5	0.0	16.5	108.5	0.0	(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
Total Store/Services	160.0	16.5	0.0	16.5	143.5	35.0	(108.5)	
Food Service								
2019-004 FS Miscellaneous and Unanticipated	50.0	1.4	12.3	13.7	36.3	0.0	(36.3)	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	24.3	24.3	5.7	0.0	(5.7)	In Progress
2019-007 Chef Express Ovens	15.0	0.0	6.8	6.8	8.2	0.0	(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	0.0	0.0	15.0	15.0	0.0	Pending
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	0.0	(7.8)	In Progress
2019-017 PC Replacement	60.0	0.0	61.6	61.6	(1.6)	0.0	1.6	In Progress
2019-018 Window Upgrade (Servers and Desktops)	195.0	0.0	67.2	67.2	127.8	0.0	(127.8)	In Progress
2019-019 Marketing Misc. Hardware/Software Upgrades	15.0	4.2	3.8	8.0	7.0	0.0	(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
Total Technology	354.0	4.2	138.3	142.4	211.6	24.0	(187.6)	
Trademarks & Licensing								
2019-023 Database/Dashboard	100.0	0.0	0.0	0.0	100.0	100.0	0.0	Pending
Total; Trademarks & Licensing	200.0	0.0	0.0	0.0	200.0	200.0	0.0	
Others								
2019-024 Fac Misc. and Remodels	75.0	2.5	19.6	22.1	52.9	0.0	(52.9)	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	0.0	0.0	40.0	40.0	0.0	Pending
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)	0.0	10.0	In Progress
2019-034 SUO Mtg 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	0.0	47.8	47.8	(7.8)	0.0	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	12.7	19.0	31.7	0.0	0.0	31.7	In Progress
2019-050 Law Conceptual Design	0.0	35.0	0.0	35.0	0.0	0.0	35.0	In Progress
2019-051 AU Elevator Hoist Rope Replacement	0.0	0.0	42.0	42.0	0.0	0.0	42.0	In Progress
2019-052 Kerckhoff Elevator Work	0.0	0.0	16.0	16.0	0.0	0.0	16.0	In Progress
2019-053 Customer Feedback Kiosks	0.0	0.0	1.6	1.6	1.9	0.0	1.6	In Progress
Total Others	1,241.0	50.2	164.4	214.5	1,151.1	1,116.0	89.5	
Total Current Year Projects	2,580.0	72.3	346.1	418.3	2,286.4	1,905.0	(256.7)	
Total Current Year Projects	2,580.0	20.7	157.1	177.7	2,510.9	2,245.0	(157.3)	

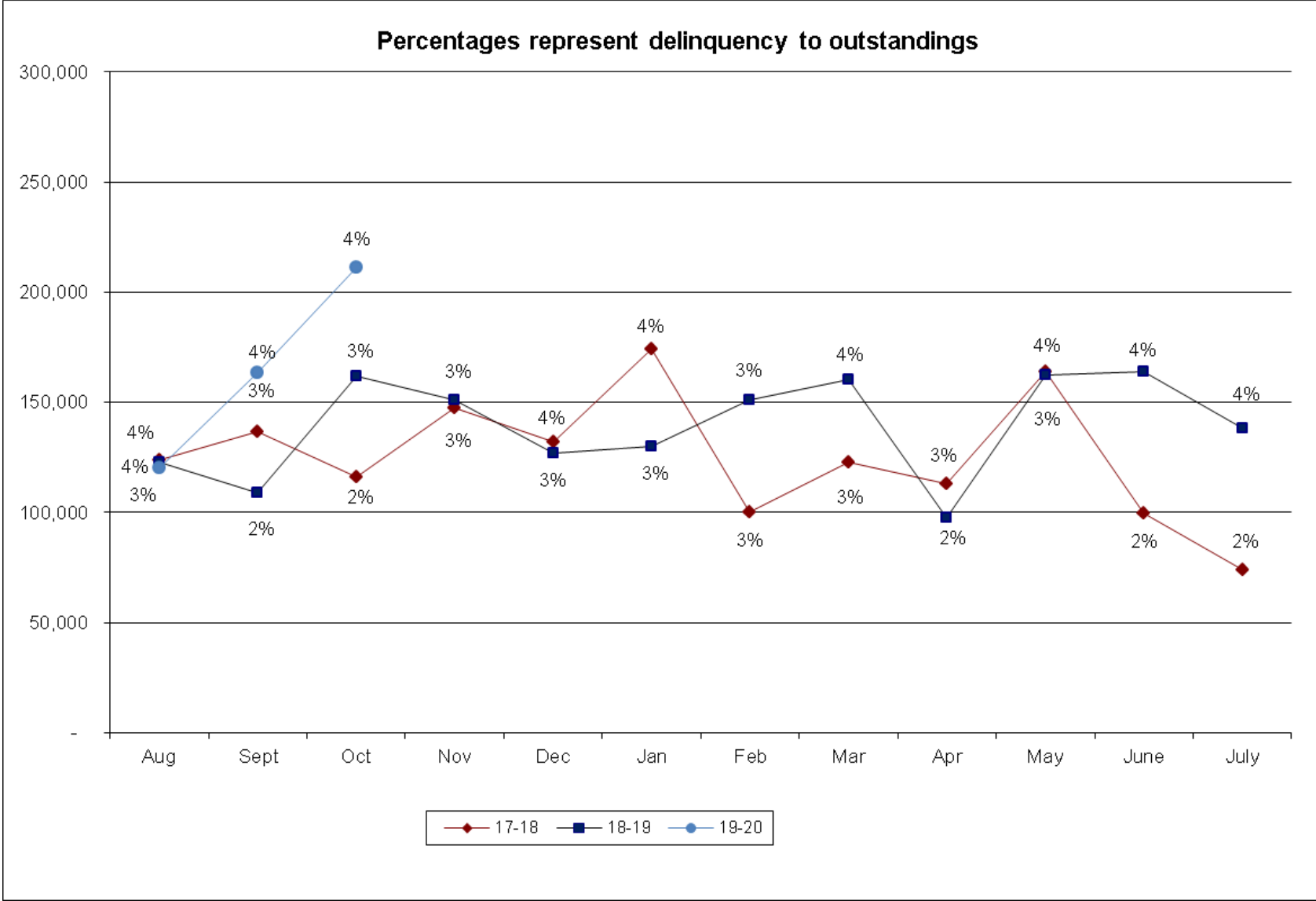
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

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%
TOTAL CURRENT MONTH		\$4,863,899	100%	\$193,857	100%	\$130,352	100%	\$23,862	100%	\$32,052	100%	\$25,034	100%	\$5,269,056	100%
		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%
TOTAL CURRENT MONTH		\$4,138,763	100%	\$202,158	100%	\$58,983	100%	\$9,552	100%	\$40,938	100%	\$54,013	100%	\$4,504,407	100%
		92%		4%		1%		1%		1%		1%		100%	
08/24/19	Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$913,471	29%	\$136,391	48%	\$32,837	76%	\$3,264	22%	\$5,172	14%	\$1,182	5%	\$1,092,317	31%
ASUCLA PUBLICATIONS		\$53,765	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,765	2%
ASUCLA USA/GSA		\$99,705	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,705	3%
DUE FROM VENDORS		\$463,075	15%	\$61,233	21%	(\$2,042)	-5%	\$8,223	56%	\$28,972	76%	\$19,315	80%	\$578,776	16%
DENTAL KITS		\$47,384	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$47,384	1%
OTHER		\$1,570,751	49%	\$89,464	31%	\$12,363	29%	\$3,175	22%	\$3,942	10%	\$3,779	15%	\$1,683,474	47%
TOTAL CURRENT MONTH		\$3,148,151	100%	\$287,088	100%	\$43,158	100%	\$14,662	100%	\$38,086	100%	\$24,276	100%	\$3,555,421	100%
		89%		8%		1%		0%		1%		1%		100%	

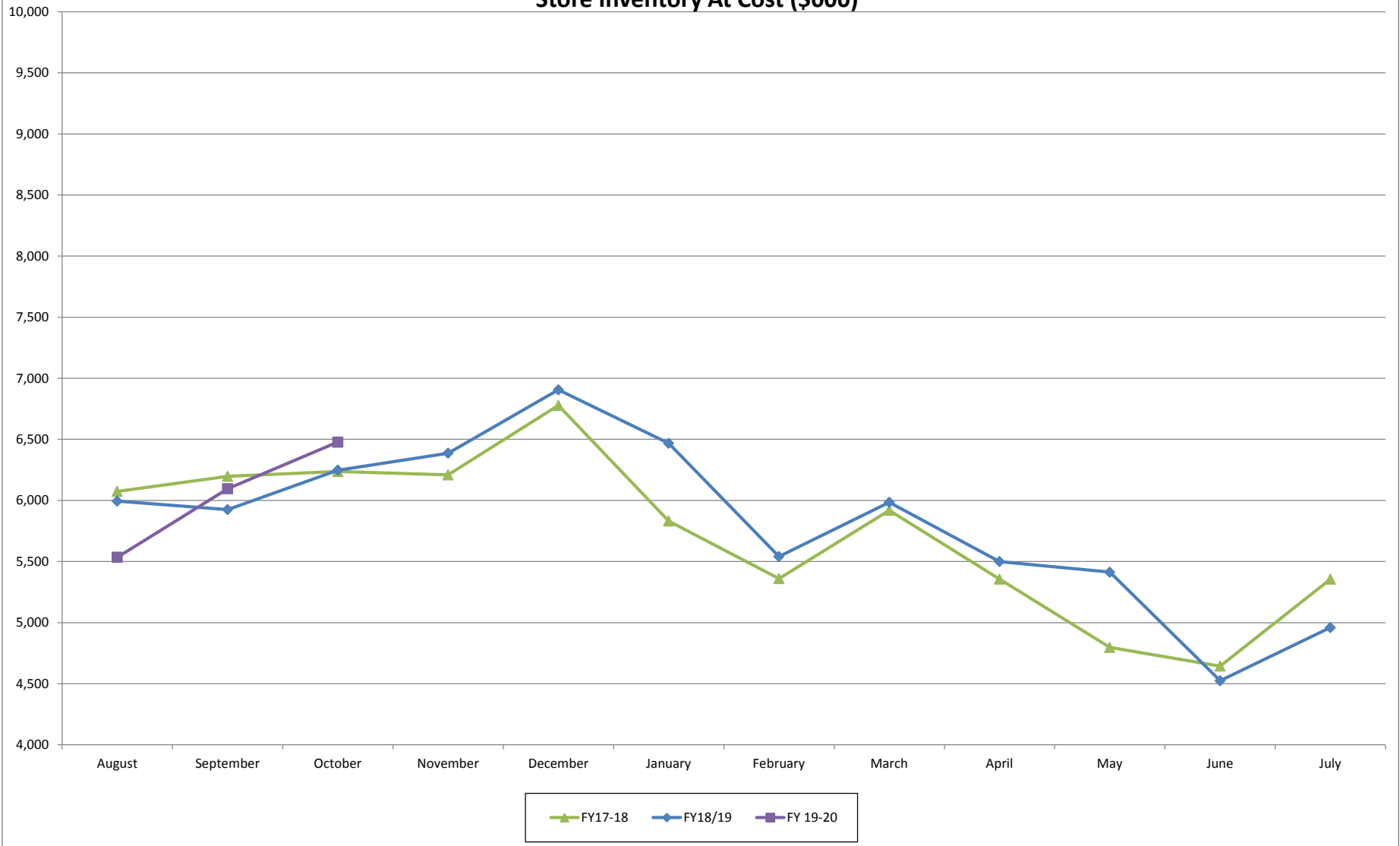
Total Accounts Receivable Balances **12 Month History** **Aug 17 to Oct 19**



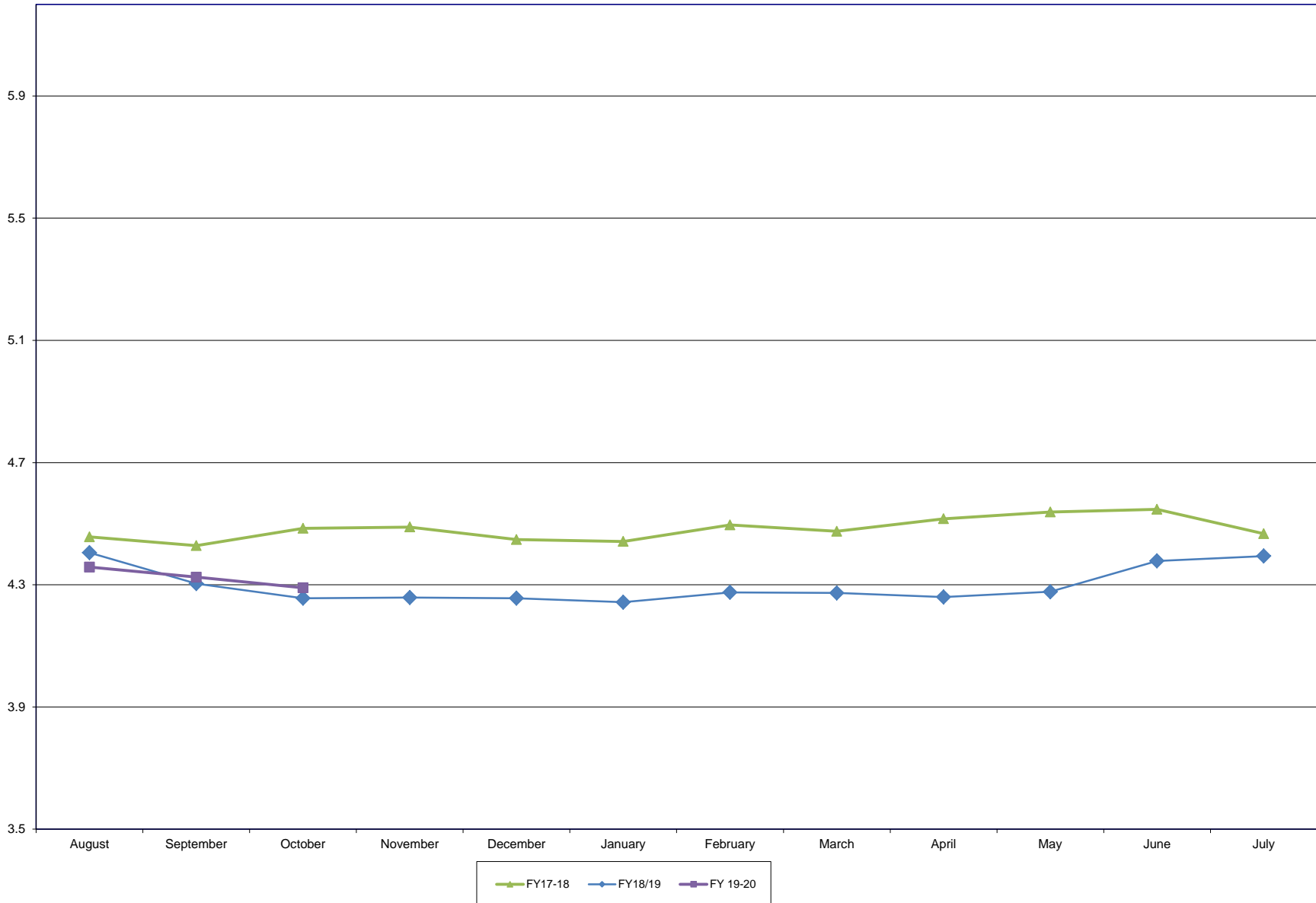
Aged Accounts Receivable Balances > 60 Days Past Due



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**

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,581,192	1,651,091	<69,899>	5,409,378	5,891,833	<482,455>	1,644,193	5,682,967
1,250,374	1,468,213	<217,839>	3,920,688	4,288,496	<367,808>	1,371,996	4,033,187
159,351	155,068	4,283	308,190	299,178	9,012	155,315	299,413
160,959	164,100	<3,141>	558,875	620,000	<61,125>	161,965	630,453
95,065	98,000	<2,935>	292,743	381,000	<88,257>	91,314	340,321
230,763	189,800	40,963	2,368,088	2,300,600	67,488	183,205	2,275,086
0	0	0	0	0	0	16,905	16,905
3,477,704	3,726,272	<248,568>	12,857,962	13,781,107	<923,145>	3,624,892	13,278,331
2,310,698	2,451,662	140,964	9,033,894	9,645,102	611,208	2,380,389	9,318,438
5,111	5,250	139	16,411	17,860	1,449	5,879	18,526
6,313	7,715	1,402	19,630	21,825	2,195	7,189	20,583
742	710	<32>	1,401	1,360	<41>	721	1,365
783	890	107	2,935	3,400	465	835	3,336
1,177	910	<267>	8,038	7,880	<158>	881	8,073
14,126	15,475	1,349	48,415	52,325	3,910	15,505	51,883
2,324,824	2,467,137	142,313	9,082,309	9,697,427	615,118	2,395,894	9,370,321
66.4	65.8	<0.7>	70.3	70.0	<0.3>	65.7	70.2
1,152,880	1,259,135	<106,255>	3,775,653	4,083,680	<308,027>	1,228,998	3,908,010
33.6	34.2	<0.7>	29.7	30.0	<0.3>	34.3	29.8
0.4	0.4	0.0	0.4	0.4	0.0	0.4	0.4
33.2	33.8	<0.6>	29.4	29.6	<0.3>	33.9	29.4
17.7	18.5	<0.8>	16.7	16.6	0.1	18.7	17.1
49.4	47.7	1.7	50.2	49.8	0.4	47.7	49.7
40.7	42.0	<1.4>	42.1	42.0	0.1	41.0	42.0
39.6	40.5	<0.9>	31.2	31.0	0.1	38.8	29.8
48.2	49.4	<1.2>	52.0	51.8	0.2	48.6	51.9
34.6	38.0	<3.3>	19.1	19.9	<0.8>	42.6	18.7
0.0	0.0	0.0	0.0	0.0	0.0	100.0	100.0
186,755	203,893	<17,138>	431,646	521,070	<89,424>	192,246	487,194
1,339,635	1,463,028	<123,393>	4,207,299	4,604,750	<397,451>	1,421,243	4,395,204
263,815	266,645	2,830	777,954	801,383	23,429	258,828	775,274
3,590	0	<3,590>	10,484	0	<10,484>	0	0
254,383	253,813	<570>	739,468	754,890	15,422	241,710	715,429
521,788	520,458	<1,330>	1,527,906	1,556,273	28,367	500,538	1,490,703
15.0	14.0	<1.0>	11.9	11.3	<0.6>	13.8	11.2
137,027	134,656	<2,371>	362,324	404,628	42,304	132,972	357,025
9,447	5,167	<4,280>	37,602	28,927	<8,675>	10,926	34,399
13,954	9,409	<4,545>	38,707	28,227	<10,480>	6,492	20,370
17	15	<2>	56	43	<13>	15	52
1,699	550	<1,149>	8,847	5,750	<3,097>	911	6,521
299	300	1	897	900	3	125	723
6,745	10,880	4,135	22,368	23,030	662	10,803	23,115
15,831	18,629	2,798	58,865	72,809	13,944	17,878	68,498
579	1,000	421	2,579	3,000	421	1,050	3,100
27,420	23,195	<4,225>	110,383	112,989	2,606	25,958	114,722
<1,147>	<600>	547	<9,282>	<5,600>	3,682	<1,008>	<5,589>
17	15	<2>	195,276	217,045	21,769	17	210,041
104	0	<104>	104	0	<104>	0	0
4,221	3,805	<416>	17,898	12,190	<5,708>	9,203	20,086
97,134	85,254	<11,880>	239,612	243,729	4,117	81,961	231,782
634	0	<634>	1,556	0	<1,556>	672	3,636
2,518	0	<2,518>	2,928	0	<2,928>	450	777
0	0	0	0	0	0	0	0
0	2,000	2,000	0	2,300	2,300	1,996	2,248
12,107	10,765	<1,342>	36,639	31,895	<4,744>	10,115	29,765
0	0	0	285	0	<285>	0	348
2,962	3,900	938	4,076	6,750	2,674	659	3,415
20,432	19,810	<622>	40,411	39,720	<691>	25,887	43,221
0	3	3	0	4	4	0	0
12,067	20,096	8,029	32,261	51,996	19,735	18,136	46,955
364,070	348,849	<15,221>	1,204,392	1,280,332	75,940	355,217	1,215,210
885,858	869,307	<16,551>	2,732,298	2,836,605	104,307	855,754	2,705,914
453,777	593,721	<139,944>	1,475,001	1,768,145	<293,144>	565,489	1,689,291
44,643	40,676	<3,967>	126,611	141,802	15,191	46,368	132,799
140,471	148,394	7,923	483,710	509,519	25,809	141,885	479,507
65,470	70,994	5,524	222,764	245,170	22,406	61,173	206,817
43,650	41,769	<1,881>	145,248	141,465	<3,783>	36,655	132,240
116,693	106,806	<9,887>	390,965	380,081	<10,884>	96,172	360,044
88,983	94,700	5,717	271,035	285,648	14,613	103,971	284,479
26,302	26,856	554	70,086	78,780	8,694	23,878	78,652
58,897	62,929	4,032	176,674	188,787	12,113	57,406	171,248
585,109	593,124	8,015	1,887,093	1,971,252	84,159	567,507	1,845,787
<131,332>	597	<131,929>	<412,092>	<203,107>	<208,985>	<2,018>	<156,496>

UCLA RESTAURANTS
INCOME STATEMENT

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
257,559	257,959	<400>	550,823	551,781	<958>	253,312	529,854
317,007	365,576	<48,569>	619,270	776,847	<157,577>	262,030	522,658
201,606	214,214	<12,608>	456,067	476,941	<20,874>	211,132	461,988
302,186	342,285	<40,099>	613,832	705,991	<92,159>	325,621	664,959
325,591	390,474	<64,883>	678,115	804,310	<126,195>	380,664	766,857
156,233	217,327	<61,094>	548,210	537,647	10,563	182,298	445,459
1,560,182	1,787,835	<227,653>	3,466,317	3,853,517	<387,200>	1,615,058	3,391,774
530,528	597,340	66,812	1,221,783	1,335,673	113,890	514,792	1,147,673
34.0	33.4	<0.6>	35.3	34.7	<0.6>	31.9	33.8
1,029,654	1,190,495	<160,841>	2,244,534	2,517,844	<273,310>	1,100,265	2,244,101
66.0	66.6	<0.6>	64.8	65.3	<0.6>	68.1	66.2
64.4	66.2	<1.8>	63.8	65.6	<1.8>	70.4	66.7
64.9	65.6	<0.7>	64.8	64.7	0.2	66.5	65.5
68.9	67.8	1.1	67.0	66.4	0.6	68.9	67.6
69.5	69.1	0.4	66.4	67.6	<1.2>	69.6	67.8
65.9	65.4	0.5	63.8	64.0	<0.2>	66.6	65.0
60.6	66.1	<5.5>	63.4	64.7	<1.3>	66.9	64.9
228,673	257,607	<28,934>	572,634	611,039	<38,405>	250,055	571,364
1,258,328	1,448,102	<189,774>	2,817,168	3,128,883	<311,715>	1,350,320	2,815,466
321,222	317,039	<4,183>	944,935	954,627	9,692	295,774	898,700
2,412	3,456	1,044	7,524	8,064	540	0	6,324
370,945	391,168	20,223	961,592	994,095	32,503	357,616	878,776
<45,718>	<46,492>	<774>	<111,866>	<116,263>	<4,397>	<54,851>	<125,819>
648,861	665,171	16,310	1,802,186	1,840,523	38,337	598,539	1,657,980
41.6	37.2	<4.4>	52.0	47.8	<4.2>	37.1	48.9
178,664	166,558	<12,106>	476,252	512,675	36,424	152,499	454,542
3,225	2,095	<1,130>	10,679	6,530	<4,149>	1,306	4,694
5,847	3,735	<2,112>	14,525	11,255	<3,270>	2,522	7,501
0	1,000	1,000	0	2,000	2,000	0	0
2,529	3,000	471	9,366	10,000	634	3,000	5,996
72,049	79,082	7,033	162,771	173,548	10,777	70,564	149,047
4.6	4.4	<0.2>	4.7	4.5	<0.2>	4.4	4.4
7,239	6,819	<420>	20,615	18,730	<1,885>	6,047	21,031
<11,224>	<15,000>	<3,776>	<26,673>	<45,000>	<18,327>	<14,707>	<36,421>
6,057	3,875	<2,182>	15,695	11,275	<4,420>	3,824	18,707
6,159	7,252	1,093	15,715	20,596	4,881	6,917	16,212
6,541	3,400	<3,141>	14,850	7,518	<7,332>	5,455	8,997
9,716	11,095	1,379	20,046	22,657	2,611	13,374	19,029
0	500	500	0	1,500	1,500	0	0
34	0	<34>	54	0	<54>	15	15
13,506	8,707	<4,799>	38,252	24,519	<13,733>	6,053	26,940
58,636	61,016	2,380	112,060	121,004	8,944	55,580	105,007
2,984	3,135	151	5,861	6,574	713	3,079	6,023
1,024	1,282	258	786	3,143	2,357	<291>	<324>
22	0	<22>	26	0	<26>	9	12
13	0	<13>	235	0	<235>	35	4,595
2,205	0	<2,205>	2,205	0	<2,205>	0	0
238	410	172	714	1,230	516	238	714
640	0	<640>	640	0	<640>	0	0
367	0	<367>	828	0	<828>	432	4,125
20,326	28,193	7,867	43,653	49,110	5,457	22,103	41,941
386,800	376,154	<10,646>	939,155	958,864	19,709	338,055	858,384
1,035,661	1,041,325	5,664	2,741,341	2,799,387	58,046	936,594	2,516,364
222,666	406,777	<184,111>	75,827	329,496	<253,669>	413,727	299,102
55,516	51,986	<3,530>	149,516	166,696	17,180	55,446	147,920
68,573	77,226	8,653	154,112	166,691	12,579	69,328	144,700
31,960	36,948	4,988	70,498	79,986	9,488	29,890	62,412
21,308	21,738	430	45,721	46,128	407	17,910	39,556
56,965	55,587	<1,378>	124,757	122,535	<2,222>	46,864	105,470
78,354	83,402	5,048	238,661	251,567	12,906	91,552	250,499
23,160	23,651	491	61,715	69,380	7,665	21,025	69,258
73,831	74,027	196	221,456	222,081	625	75,267	225,758
409,668	424,565	14,897	1,066,435	1,125,064	58,629	407,283	1,045,574
<187,001>	<17,788>	<169,213>	<990,608>	<795,568>	<195,040>	6,444	<746,472>
371,461	406,749	<35,288>	792,634	872,619	<79,985>	401,015	831,519
121,260	134,223	<12,963>	277,896	301,806	<23,910>	145,179	311,993
250,201	272,526	<22,325>	514,738	570,813	<56,075>	255,836	519,526
6.97	7.07	<0.10>	7.17	7.15	0.03	6.95	7.04
9.53	9.43	0.10	9.71	9.54	0.17	8.92	9.05
5.73	5.91	<0.18>	5.80	5.88	<0.08>	5.94	5.95
30,253	32,015	1,762	85,237	85,831	594	31,482	81,640
51.57	55.84	<4.27>	40.67	44.90	<4.23>	51.30	41.55

LICENSING & SERVICES
INCOME STATEMENT

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
15,486	19,450	<3,964>	47,739	51,700	<3,961>	19,485	51,729
15,486	19,450	<3,964>	47,739	51,700	<3,961>	19,485	51,729
77	389	312	832	1,034	202	35	1,069
15,409	19,061	<3,652>	46,907	50,666	<3,759>	19,450	50,659
99.5	98.0	1.5	98.3	98.0	0.3	99.8	97.9
99.5	98.0	1.5	98.3	98.0	0.3	99.8	97.9
323,002	254,803	68,199	824,556	764,411	60,145	294,333	851,784
122,881	130,695	<7,814>	356,367	382,114	<25,747>	113,618	320,756
17,625	17,625	0	52,875	52,875	0	41,400	41,400
463,508	403,123	60,385	1,233,798	1,199,400	34,398	449,351	1,213,939
478,917	422,184	56,733	1,280,705	1,250,066	30,639	468,801	1,264,598
50,557	49,914	<643>	139,647	149,742	10,095	47,301	141,581
949	730	<219>	949	1,815	866	64	64
51,506	50,644	<862>	140,595	151,557	10,962	47,365	141,646
332.6	260.4	<72.2>	294.5	293.2	<1.4>	243.1	273.8
25,190	23,794	<1,396>	69,856	71,382	1,526	25,426	71,039
61	314	253	462	942	480	57	878
1,162	425	<737>	2,856	1,275	<1,581>	1,551	2,674
777	220	<557>	1,128	660	<468>	136	194
15,787	14,575	<1,212>	35,655	30,725	<4,930>	6,460	10,463
3,500	3,600	100	5,501	5,800	299	2,188	4,438
15,191	1,525	<13,666>	31,625	4,575	<27,050>	706	10,925
384	0	<384>	384	0	<384>	0	0
563	4,417	3,854	2,163	13,251	11,088	2,083	7,373
0	400	400	0	1,200	1,200	0	0
0	2,550	2,550	0	7,582	7,582	0	2,940
25,868	0	<25,868>	26,383	0	<26,383>	16,800	19,650
25,090	24,647	<443>	72,859	73,941	1,082	23,000	76,128
96,667	89,382	<7,285>	271,456	272,834	1,378	86,746	283,482
210,239	165,849	<44,390>	520,328	484,167	<36,161>	165,153	490,184
261,745	216,493	<45,252>	660,923	635,724	<25,199>	212,518	631,830
217,172	205,691	11,481	619,782	614,342	5,440	256,283	632,769
4,407	3,958	<449>	11,734	13,935	2,201	4,388	12,634
17,749	14,288	<3,461>	47,039	43,179	<3,860>	16,886	44,280
8,558	7,633	<925>	22,206	22,347	141	7,514	19,730
5,706	4,491	<1,215>	14,377	12,832	<1,545>	4,502	12,612
15,253	11,483	<3,770>	39,231	34,378	<4,853>	11,791	33,828
40,137	42,643	2,506	122,254	128,626	6,372	46,897	128,318
11,864	12,109	245	31,613	35,521	3,908	10,770	35,477
3,177	4,268	1,091	9,532	12,804	3,272	6,807	20,422
106,851	100,873	<5,978>	297,985	303,622	5,637	109,555	307,301
110,321	104,818	5,503	321,797	310,720	11,077	146,728	325,468

**UCLA STUDENT UNION
INCOME STATEMENT**

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
45,727	74,861	<29,134>	198,430	226,568	<28,138>	80,609	227,957
32,166	35,213	<3,047>	82,231	91,319	<9,088>	34,864	90,415
77,893	110,074	<32,181>	280,661	317,887	<37,226>	115,473	318,372
31,707	34,438	2,731	81,080	89,310	8,230	34,125	88,869
13,780	19,766	5,986	39,246	44,056	4,810	19,589	39,594
45,487	54,204	8,717	120,325	133,366	13,041	53,714	128,463
58.4	49.2	<9.2>	42.9	42.0	<0.9>	46.5	40.4
32,406	55,870	<23,464>	160,336	184,521	<24,185>	61,759	189,909
41.6	50.8	<9.2>	57.1	58.1	<0.9>	53.5	59.7
69.9	73.6	<3.7>	80.2	80.6	<0.3>	75.8	82.7
1.4	2.2	<0.8>	1.4	2.2	<0.8>	2.1	1.7
2,825	6,100	<3,275>	4,035	9,250	<5,215>	2,610	3,795
19,177	12,802	6,375	34,135	26,270	7,865	10,231	23,526
5,951	6,684	<733>	15,249	17,081	<1,832>	10,393	21,422
27,953	25,586	2,367	53,419	52,601	818	23,234	48,743
60,358	81,456	<21,098>	213,755	237,122	<23,367>	84,993	238,652
33,100	34,841	1,741	102,844	104,522	1,678	36,022	103,776
3,438	0	<3,438>	3,438	0	<3,438>	0	0
24,784	26,344	1,560	70,175	72,979	2,804	26,852	66,797
61,321	61,185	<136>	176,456	177,501	1,045	62,873	170,574
78.7	55.6	<23.1>	62.9	55.8	<7.0>	54.5	53.6
30.4	16.7	<13.6>	19.3	16.1	<3.1>	15.2	15.3
17,430	17,486	56	46,760	52,313	5,553	17,260	46,220
1,322	969	<353>	2,439	2,553	114	1,469	2,779
3,476	2,977	<499>	9,910	8,943	<967>	1,706	5,214
0	1,180	1,180	0	1,180	1,180	0	970
0	464	464	0	464	464	0	54
3,972	3,300	<672>	4,661	4,600	<61>	4,402	5,076
369	998	629	26,858	29,887	3,029	539	27,835
9,966	8,857	<1,109>	22,880	18,880	<4,000>	7,547	18,046
0	305	305	0	445	445	0	0
0	300	300	0	300	300	0	0
181	645	464	1,441	1,914	473	69	919
292	250	<42>	1,166	750	<416>	266	785
4,430	2,140	<2,290>	10,695	15,973	5,278	3,245	12,571
994	827	<167>	2,409	2,145	<264>	1,128	2,601
95	50	<45>	<65>	150	215	223	79
15,417	15,417	0	46,250	46,251	1	15,417	46,250
1,398	9,750	8,352	25,693	25,500	<193>	6,904	17,650
59,342	65,915	6,573	201,099	212,248	11,149	60,173	187,050
120,663	127,100	6,437	377,555	389,749	12,194	123,046	357,624
<60,305>	<45,644>	<14,661>	<163,800>	<152,627>	<11,173>	<38,053>	<118,971>
5,248	4,781	<467>	14,618	16,204	1,586	5,825	15,234
3,922	4,587	665	12,444	13,242	798	4,996	13,339
1,891	2,450	559	5,839	6,825	986	2,223	5,945
1,261	1,441	180	3,752	3,901	149	1,332	3,838
3,371	3,686	315	10,327	10,448	121	3,486	10,164
48,674	51,768	3,094	148,258	156,150	7,892	56,873	155,612
14,387	14,682	295	38,337	43,068	4,731	13,061	43,023
23,744	19,450	<4,294>	71,233	58,350	<12,883>	17,556	52,604
102,498	102,845	347	304,807	308,188	3,381	105,352	299,759
<162,803>	<148,489>	<14,314>	<468,607>	<460,815>	<7,792>	<143,405>	<418,730>

ADMINISTRATIVE AND SUPPORT SERVICES
EXPENSE STATEMENT

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
341,959	345,001	3,042	1,023,011	1,034,481	11,470	330,617	938,374
3,837	815	<3,022>	5,904	2,445	<3,459>	0	7,875
38,790	41,073	2,283	103,886	118,994	15,108	33,656	91,884
384,586	386,889	2,303	1,132,802	1,155,920	23,118	364,273	1,038,132
6.4	5.9	<0.5>	6.0	5.7	<0.3>	5.8	5.4
0	0	0	12,116	11,021	<1,095>	200	10,700
0	345	345	2,000	1,035	<965>	0	2,000
164,356	168,886	4,530	478,989	506,307	27,318	160,850	445,790
4,474	6,894	2,420	20,263	21,137	874	6,393	21,487
9,287	6,201	<3,086>	28,734	18,528	<10,206>	4,956	14,560
577	663	86	1,772	2,067	295	717	1,966
974	3,710	2,736	5,643	11,129	5,486	60	1,449
0	200	200	455	600	145	0	216
18,343	2,653	<15,690>	29,189	7,959	<21,230>	3,741	5,128
0	1,000	1,000	0	3,000	3,000	0	0
0	1,000	1,000	0	26,282	26,282	1,950	2,245
962	416	<546>	2,516	1,248	<1,268>	0	319
5,526	320	<5,206>	8,410	960	<7,450>	385	690
0	0	0	209	0	<209>	0	0
0	50	50	0	150	150	0	0
84	475	391	244	1,425	1,181	0	229
0	75	75	0	225	225	0	0
66	250	184	372	750	378	235	1,244
1,121	<300>	<1,421>	656	<700>	<1,356>	49	<151>
363	100	<263>	1,397	300	<1,097>	0	0
2,648	2,500	<148>	8,676	7,500	<1,176>	2,400	7,992
1,221	2,225	1,004	9,851	11,175	1,324	1,250	3,750
8,000	8,000	0	9,119	10,100	981	1,000	3,000
5,467	6,776	1,309	22,019	26,172	4,153	5,934	21,080
722	1,148	426	2,246	3,444	1,198	734	2,362
12,284	16,792	4,508	39,917	50,376	10,460	10,865	34,432
0	185	185	0	555	555	0	0
5,860	5,860	0	11,173	11,173	0	5,689	10,848
31	41	10	<12>	123	135	0	3
25,367	25,367	0	76,101	76,101	0	23,061	69,183
10,518	4,310	<6,208>	37,804	19,072	<18,732>	22,863	109,474
1,188	1,188	<0>	3,565	3,564	<1>	1,218	3,653
27,757	26,916	<841>	46,590	45,748	<842>	11,667	34,252
487	3,500	3,013	7,272	7,000	<272>	1,475	4,112
8,358	8,583	225	25,073	25,749	676	10,443	31,328
455	722	267	1,830	2,166	336	455	6,094
20,117	14,774	<5,343>	43,211	44,656	1,445	14,344	43,356
850	750	<100>	4,831	3,150	<1,681>	261	1,734
3,850	3,937	87	10,940	11,999	1,059	3,822	11,649
3,550	3,900	350	10,641	11,700	1,059	3,400	9,862
8,333	14,917	6,584	24,999	44,751	19,752	7,250	21,750
0	0	0	0	0	0	854	854
4,442	8,797	4,356	17,339	25,879	8,541	8,541	25,125
18,589	18,589	0	55,767	55,767	0	18,048	54,144
5,833	500	<5,333>	19,447	20,000	553	547	18,514
382,055	373,215	<8,840>	1,081,360	1,131,343	49,983	335,657	1,036,424
766,641	760,104	<6,537>	2,214,162	2,287,263	73,101	699,930	2,074,556
21,286	22,221	935	64,835	67,025	2,190	24,871	68,052
6,292	6,301	9	16,766	18,484	1,718	5,712	18,815
23,853	28,044	4,191	71,386	84,132	12,746	23,666	70,813
51,430	56,566	5,136	152,987	169,641	16,654	54,249	157,680
818,071	816,670	<1,401>	2,367,148	2,456,904	89,756	754,179	2,232,235
<712,615>	<710,922>	1,693	<2,095,467>	<2,177,364>	<81,897>	<664,633>	<1,983,068>
<54,655>	<54,655>	0	<138,392>	<138,392>	0	<44,244>	<124,166>
<8,479>	<8,479>	0	<15,096>	<15,096>	0	<3,765>	<10,503>
<42,322>	<42,614>	<292>	<118,193>	<126,052>	<7,859>	<41,537>	<114,498>
<818,071>	<816,670>	1,401	<2,367,148>	<2,456,904>	<89,756>	<754,179>	<2,232,235>
0	0	0	<0>	0	0	0	0

FACILITIES
EXPENSE STATEMENT

OCT. 03(09/29/19-10/26/19)			FISCAL YEAR 19-20			FISCAL YEAR 18-19	
CURRENT MONTH			YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
136,998	130,169	<6,829>	403,640	402,685	<955>	135,071	402,130
5,613	5,549	<64>	22,061	18,018	<4,043>	5,336	17,326
599	970	371	599	2,910	2,311	<114>	<114>
<2,546>	<150>	2,396	<3,452>	<525>	2,927	<92>	<1,195>
<10,555>	<10,282>	273	<34,066>	<35,205>	<1,139>	<10,282>	<35,205>
<7,507>	<2,500>	5,007	<7,507>	<7,500>	7	0	<5,805>
122,602	123,756	1,154	381,275	380,383	<892>	129,919	377,138
83,214	77,760	<5,454>	229,730	241,381	11,651	78,755	226,331
211	75	<136>	1,081	333	<748>	19	303
1,315	714	<601>	3,618	2,154	<1,464>	568	1,693
1,904	0	<1,904>	1,904	0	<1,904>	21	21
4,264	3,630	<634>	13,046	14,195	1,149	3,559	13,916
5.5	3.3	<2.2>	4.7	4.5	<0.2>	3.1	4.4
3,013	4,291	1,278	15,555	19,308	3,753	4,166	18,746
1,912	3,603	1,691	7,617	6,167	<1,450>	3,603	6,166
477	376	<101>	1,189	1,753	564	357	1,017
23,869	35,474	11,605	98,915	100,041	1,126	55,275	108,882
5,322	4,650	<672>	15,808	13,950	<1,858>	712	14,453
494	400	<94>	1,327	1,050	<277>	0	28
160	1,700	1,540	658	5,100	4,442	7,952	9,458
4,109	300	<3,809>	4,457	900	<3,557>	651	651
7,655	7,825	170	13,449	13,975	526	18,300	46,618
9,811	11,340	1,529	29,888	34,645	4,757	10,800	32,995
4,294	4,356	62	16,720	10,386	<6,334>	4,229	10,082
2,112	1,275	<837>	4,380	3,825	<555>	199	423
0	0	0	3,000	0	<3,000>	0	0
154,137	157,769	3,632	462,342	469,163	6,821	189,164	491,782
276,739	281,525	4,786	843,617	849,546	5,929	319,083	868,920
22,195	34,167	11,972	66,341	102,501	36,160	26,978	80,939
22,195	34,167	11,972	66,341	102,501	36,160	26,978	80,939
298,934	315,692	16,758	909,958	952,047	42,089	346,061	949,859
<256,148>	<272,513>	<16,365>	<780,207>	<821,991>	<41,784>	<299,293>	<818,908>
<8,949>	<8,949>	0	<26,847>	<26,847>	0	<8,138>	<24,414>
<3,498>	<3,498>	0	<10,494>	<10,494>	0	<3,181>	<9,543>
<9,053>	<8,511>	542	<27,575>	<25,690>	1,885	<10,578>	<28,942>
<21,286>	<22,221>	<935>	<64,835>	<67,025>	<2,190>	<24,871>	<68,052>
<298,934>	<315,692>	<16,758>	<909,958>	<952,047>	<42,089>	<346,061>	<949,859>
0	0	0	<0>	0	0	0	0

UTILITIES
EXPENSE STATEMENT

OCT. 03(09/29/19-10/26/19)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
21,496	22,334	838	Chiller Water
53,487	49,159	<4,328>	Elec-Non Air Cond.
7,302	8,346	1,044	Water-Non Air Cond.
3,058	5,112	2,054	Steam-Non Air Cond.
2,760	3,250	490	Gas
0	1,551	1,551	Energy Management
88,103	89,752	1,649	TOTAL OTHER CONTROL.
88,103	89,752	1,649	TOTAL CONTROLLABLE EXP
<75,713>	<77,298>	<1,585>	Allocated-Svs and Ent
<2,460>	<2,460>	0	Allocated-USAC
<962>	<962>	0	Allocated-GSA
<2,676>	<2,731>	<55>	Allocated-Comm Board
<6,292>	<6,301>	<9>	Allocated-A & SS
<88,103>	<89,752>	<1,649>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 19-20			FISCAL YEAR 18-19	
YTD 3 MO(07/28/19-10/26/19)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
60,238	71,360	11,122	18,370	78,840
140,919	142,985	2,066	49,437	143,879
19,388	22,853	3,465	5,024	18,332
8,225	12,469	4,244	3,544	10,734
7,143	9,189	2,046	2,843	8,470
0	4,653	4,653	1,550	4,652
235,913	263,509	27,596	80,768	264,907
235,913	263,509	27,596	80,768	264,907
<201,751>	<226,750>	<24,999>	<68,734>	<226,411>
<7,380>	<7,380>	0	<2,799>	<8,397>
<2,886>	<2,886>	0	<1,094>	<3,282>
<7,130>	<8,010>	<880>	<2,429>	<8,002>
<16,766>	<18,483>	<1,717>	<5,712>	<18,815>
<235,913>	<263,509>	<27,596>	<80,769>	<264,907>
0	0	<0>	<0>	<0>