ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (12/29/13 - 01/25/14)

Prepared

February 10, 2014

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2014 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		JAN	UARY (12/2	9/13 - 01/25	/14)			FY 1:	2-13]	FISCAL YEAR 2013-2014			FY 1:	2-13					
			CURREN	ГМОМТН				*1	*	1			YTD 6 I	MONTHS (0	7/28/13 - 01	/25/14)			**	
ACTU	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/L	Y ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,436		5,071		(635)	(12.5%)	(578)	(11.5%)	5,014		UCLA Store	25,603		27,449		(1,846)	(6.7%)	(2,042)	(7.4%)	27,645	
1,118		1,145		(27)	(2.4%)	(12)	(1.1%)	1,130		UCLA Restaurants	7,207		7,194		13	0.2%	27	0.4%	7,180	
315		340		(25)	(7.4%)	(98)	(23.7%)	413		Services Division	2,006		2,053		(47)	(2.3%)	56	2.9%	1,950	
93		101		(8)	(7.9%)	(4)	(4.1%)	97		UCLA Student Union	732		683		49	7.2%	33	4.7%	699	
5,962		6,657		(695)	(10.4%)	(692)	(10.4%)	6,654		TOTAL	35,548		37,379		(1,831)	(4.9%)	(1,926)	(5.1%)	37,474	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,209	27.3%	1,439	28.4%	(230)	(1.1)	(161)	0.0	1,370	27.3%	UCLA Store	7,824	30.6%	8,347	30.4%	(523)	0.2	(454)	0.7	8,278	29.9%
786	70.3%	814	71.1%	(28)	(8.0)	(19)	(0.9)	805		UCLA Restaurants	5,089	70.6%	5,101	70.9%	(12)	(0.3)	29	0.1	5,060	70.5%
315	100.0%	339	99.7%	(24)	0.3	(97)	0.2	412	99.8%	Services Division	2,004	99.9%	2,050	99.9%	(46)	0.0	57	0.1	1,947	99.8%
35	37.6%	46	45.5%	(11)	(7.9)	(5)	(3.6)	40	41.2%	UCLA Student Union	360	49.2%	318	46.6%	42	2.6	23	1.0	337	48.2%
2,345	39.3%	2,638	39.6%	(293)	(0.3)	(282)	(0.2)	2,627	39.5%	TOTAL	15,277	43.0%	15,816	42.3%	(539)	0.7	(345)	1.3	15,622	41.7%
										WAGES & BENEFITS										
508	11.5%	535	10.6%	27	(0.9)	3	(1.3)	511	10.2%	UCLA Store	3,170	12.4%	3,301	12.0%	131	(0.4)	5	(0.9)	3,175	11.5%
554	49.6%	588	51.4%	34	1.8	(8)	(1.3)	546	48.3%	UCLA Restaurants	3,503	48.6%	3,612	50.2%	109	1.6	(78)	(0.9)	3,425	47.7%
47	14.9%	49	14.4%	2	(0.5)	(5)	(4.7)	42	10.2%	Services Division	295	14.7%	295	14.4%	0	(0.3)	(21)	(0.6)	274	14.1%
59	63.4%	63	62.4%	4	(1.0)	2	(0.5)	61	62.9%	UCLA Student Union	376	51.4%	389	57.0%	13	5.6	0	2.4	376	53.8%
1,168	19.6%	1,235	18.6%	67	(1.0)	(8)	(2.2)	1,160	17.4%	TOTAL	7,344	20.7%	7,597	20.3%	253	(0.4)	(94)	(1.4)	7,250	19.3%
										OTHER CONTROLLABLES *										
165	3.7%	170	3.4%	5	(0.3)	13	(0.1)	178		UCLA Store	1,406	5.5%	1,365	5.0%	(41)	(0.5)	(19)	(0.5)	1,387	5.0%
141	12.6%	131	11.4%	(10)	(1.2)	(1)	(0.2)	140	12.4%	UCLA Restaurants	820	11.4%	789	11.0%	(31)	(0.4)	6	0.1	826	11.5%
87 42	27.6%	95	27.9%	8 7	0.3	61	8.2	148	35.8%	Services Division	726	36.2%	742	36.1%	16 1	(0.1)	(42)	(1.1)	684	35.1% 42.2%
435	45.2% 7.3%	49 445	48.5% 6.7%	10	3.3 (0.6)	6 79	4.3 0.4	48 514	49.5%	UCLA Student Union TOTAL	266 3.218	36.3% 9.1%	267 3,163	39.1% 8.5%	(55)	2.8 (0.6)	29 (26)	5.9 (0.6)	295 3.192	8.5%
435	7.3%	445	6.7%	10	(0.6)	79	0.4	514	1.1%		3,218	9.1%	3,163	8.3%	(55)	(0.6)	(26)	(0.6)	3,192	8.5%
	40.404		4.4 =0/	(400)	(a, t)	(4.40)			40.00/	CONTRIBUTION		40 =0/		40.40/	(400)	(0.7)	(400)	(0.7)		40.407
535 91	12.1% 8.1%	734 95	14.5% 8.3%	(199)	(2.4) (0.2)	(146) (28)	(1.5)	681 119	13.6% 10.5%	UCLA Store UCLA Restaurants	3,247 765	12.7% 10.6%	3,680 700	13.4% 9.7%	(433) 65	(0.7) 0.9	(469) (45)	(0.7) (0.7)	3,716 810	13.4% 11.3%
181	57.5%	195	57.4%	(4) (14)	0.2)	(41)	(2.4) 3.7	222	53.8%	Services Division	984	49.1%	1,013	49.3%	(29)	(0.2)	(45)	(1.6)	988	50.7%
(66)	(71.0%)	(66)	(65.3%)	0	(5.7)	3	0.1	(69)	(71.1%)	UCLA Student Union	(282)	(38.5%)	(339)	(49.6%)	57	11.1	53	9.4	(335)	(47.9%)
741	12.4%	958	14.4%	(217)	(2.0)	(212)	(1.9)	953	14.3%	TOTAL	4,714	13.3%	5,054	13.5%	(340)	(0.2)	(465)	(0.5)	5,179	13.8%
	121170		,	(=)	(=.0)	(= : = /	(,	000	1 11070		.,	10.070	0,00.	10.070	(0.0)	(0.2)	(.00)	(0.0)	0,	10.070
500	0.40/	E40	8.2%	45	(0.0)	(4.0)	(4.0)	490	7.4%	ALLOCATED EXPENSES	2.070	8.7%	3,212	0.00/	400	(0.4)	(404)	(0.0)	2.050	7.9%
503 177	8.4% 3.0%	548 185	8.2% 2.8%	45 8	(0.2) (0.2)	(13) (16)	(1.0) (0.6)	490 161	7.4% 2.4%	Admin&Support Services Maintenance Division	3,079 1,050	3.0%	3,212 1,112	8.6% 3.0%	133 62	(0.1) 0.0	(121) (53)	(0.8) (0.3)	2,958 997	7.9% 2.7%
87	1.5%	85	1.3%	(2)	(0.2)	(17)	(0.6)	70	1.1%	Utilities	621	1.7%	557	1.5%	(64)	(0.2)	(96)	(0.3)	525	1.4%
221	3.7%	233	3.5%	12	(0.2)	8	(0.4)	229	3.4%	Depreciation	1,318	3.7%	1.398	3.7%	80	0.0	38	(0.1)	1.356	3.6%
988	16.6%	1,051	15.8%	63	(0.8)	(38)	(2.3)	950		TOTAL	6,068	17.1%	6,279	16.8%	211	(0.3)	(232)	(1.5)	5,836	15.6%
		,			, ,	, , ,	` '			NET INCOME (LOSS)			,			, , ,	` ,	, , ,		
(247)	(4.1%)	(93)	(1.4%)	(154)	(2.7)	(250)	(4.1)	3	0.0%	FROM OPERATIONS	(1,354)	(3.8%)	(1,225)	(3.3%)	(129)	(0.5)	(697)	(2.0)	(657)	(1.8%)
	- 1	` '	. ,	` '	` '	• 1	` '			OTHER INC/(EXP)	/				` '	` '	, ,	, ,	` '	. ,
24	0.4%	0	0.0%	24	0.4	21	0.4	3	0.0%	Non-Recurrent Inc/(Exp)	82	0.2%	0	0.0%	82	0.2	67	0.2	15	0.0%
15	0.3%	19	0.3%	(4)	0.0	(6)	0.0	21	0.3%	Interest Income	103	0.3%	107	0.3%	(4)	0.0	(23)	0.0	126	0.3%
(47)	(0.8%)	(46)	(0.7%)	(1)	(0.1)	7	0.0	(54)	(0.8%)	Interest (Expense)	(281)	(0.8%)	(279)	(0.7%)	(2)	(0.1)	41	0.1	(322)	(0.9%)
o´	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
211	3.5%	211	3.2%	0	0.3	9	0.5	202	3.0%	Student Union Fee Income	1,267	3.6%	1,267	3.4%	0	0.2	52	0.4	1,215	3.2%
203	3.4%	184	2.8%	19	0.6	31	0.8	172	2.6%	TOTAL	1,171	3.3%	1,095	2.9%	76	0.4	137	0.5	1,034	2.8%
(44)	(0.7%)	91	1.4%	(135)	(2.1)	(219)	(3.3)	175	2.6%	NET INCOME (LOSS)	(183)	(0.5%)	(130)	(0.3%)	(53)	(0.2)	(560)	(1.5)	377	1.0%
* Without Be	nefits	•	•					•											•	

^{*} Without Benefits

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2014 (\$000's) DIVISIONS FULLY ALLOCATED

		JAN	UARY (12/2	9/13 - 01/25	/14)			FY 1:	2-13	FISCAL YEAR 2013-2014				FY 1:	2-13					
			CURRENT	T MONTH				*	•				1 9 DTY	MONTHS (0	7/28/13 - 01	/25/14)			*1	*
ACT	UAL	BUD	GET		VARIA	_		LAST YE	AR ACT		ACT	JAL	BUD	GET		VARIA	_		LAST YE	AR ACT
			.,	ACT/		ACT/LY		_				.,			ACT/			Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,436		5,071		(635)	(12.5%)	(578)	(11.5%)	5,014		UCLA Store	25,603		27,449		(1,846)	(6.7%)	(2,042)	(7.4%)	27,645	
1,118		1,145		(27)	(2.4%)	(12)	(1.1%)	1,130		UCLA Restaurants	7,207		7,194		13	0.2%	27	0.4%	7,180	
315 93		340 101		(25) (8)	(7.4%) (7.9%)	(98) (4)	(23.7%) (4.1%)	413 97		Services Division UCLA Student Union	2,006 732		2,053 683		(47) 49	(2.3%) 7.2%	56 33	2.9% 4.7%	1,950 699	
5.962		6.657		(695)	(10.4%)	(692)	(10.4%)	6.654		TOTAL	35.548		37.379		(1.831)	(4.9%)	(1.926)	(5.1%)	37,474	
3,302		0,037		(093)	((092)	` '	0,034			33,346		31,319		(1,031)	,,	(1,920)	` '	31,414	
4.000	07.00/	4 400	00.40/	(000)	Pts.	(404)	Pts.	4.070	07.00/	GROSS MARGIN	7.004	00.00/	0.047	00.40/	(500)	Pts.	(45.4)	Pts.	0.070	00.00/
1,209 786	27.3% 70.3%	1,439 814	28.4% 71.1%	(230) (28)	(1.1) (0.8)	(161) (19)	0.0 (0.9)	1,370 805	27.3% 71.2%	UCLA Store UCLA Restaurants	7,824 5,089	30.6% 70.6%	8,347 5,101	30.4% 70.9%	(523) (12)	0.2 (0.3)	(454) 29	0.7 0.1	8,278 5,060	29.9% 70.5%
315	100.0%	339	99.7%	(24)	0.8)	(97)	0.9)	412	99.8%	Services Division	2,004	99.9%	2,050	99.9%	(46)	0.0	57	0.1	1,947	99.8%
35	37.6%	46	45.5%	(11)	(7.9)	(5)	(3.6)	40	41.2%	UCLA Student Union	360	49.2%	318	46.6%	42	2.6	23	1.0	337	48.2%
2,345	39.3%	2,638	39.6%	(293)	(0.3)	(282)	(0.2)	2,627	39.5%	TOTAL	15,277	43.0%	15,816	42.3%	(539)	0.7	(345)	1.3	15,622	41.7%
										TOTAL CONTROLLABLES										
674	15.2%	705	13.9%	31	(1.3)	15	(1.5)	689	13.7%	UCLA Store	4,576	17.9%	4,666	17.0%	90	(0.9)	(14)	(1.4)	4,562	16.5%
695	62.2%	719	62.8%	24	0.6	(9)	(1.5)	686	60.7%	UCLA Restaurants	4,323	60.0%	4,401	61.2%	78	1.2	(73)	(0.8)	4,250	59.2%
134	42.5%	144	42.4%	10	(0.1)	56	3.5	190	46.0%	Services Division	1,021	50.9%	1,037	50.5%	16	(0.4)	(62)	(1.7)	959	49.2%
101	108.6%	113	111.9%	12	3.3	8	3.8	109	112.4%	UCLA Student Union	642	87.7%	657	96.2%	15	8.5	30	8.4	672	96.1%
1,604	26.9%	1,681	25.3%	77	(1.6)	70	(1.7)	1,674	25.2%	TOTAL	10,562	29.7%	10,761	28.8%	199	(0.9)	(119)	(1.8)	10,443	27.9%
										CONTRIBUTION										
535	12.1%	734	14.5%	(199)	(2.4)	(146)	(1.5)	681	13.6%	UCLA Store	3,247	12.7%	3,680	13.4%	(433)	(0.7)	(469)	(0.7)	3,716	13.4%
91	8.1%	95	8.3%	(4)	(0.2)	(28)	(2.4)	119	10.5%	UCLA Restaurants	765	10.6%	700	9.7%	65	0.9	(45)	(0.7)	810	11.3%
181	57.5%	195	57.4%	(14)	0.1	(41)	3.7	222	53.8%	Services Division	984	49.1%	1,013	49.3%	(29)	(0.2)	(4)	(1.6)	988	50.7%
(66)	(71.0%)	(66)	(65.3%)	0	(5.7)	3	0.1	(69)	/	UCLA Student Union	(282)	(38.5%)	(339)	(49.6%)	57	11.1	53	9.4	(335)	(47.9%)
741	12.4%	958	14.4%	(217)	(2.0)	(212)	(1.9)	953	14.3%	TOTAL	4,714	13.3%	5,054	13.5%	(340)	(0.2)	(465)	(0.5)	5,179	13.8%
										ALLOCATED EXPENSES										
553	12.5%	593	11.7%	40	(8.0)	(16)	(1.8)	537		UCLA Store	3,282	12.8%	3,396	12.4%	114	(0.4)	(85)	(1.2)	3,197	11.6%
306 51	27.4% 16.2%	314 63	27.4% 18.5%	8 12	0.0 2.3	(20)	(2.1)	286 52	25.3% 12.6%	UCLA Restaurants Services Division	1,944 335	27.0% 16.7%	1,984 396	27.6% 19.3%	40 61	0.6 2.6	(96) (34)	(1.3) (1.3)	1,848 301	25.7% 15.4%
78	83.9%	81	80.2%	3	(3.7)	(3)	(6.6)	75	77.3%	UCLA Student Union	507	69.3%	503	73.6%	(4)	4.3	(17)	0.8	490	70.1%
988	16.6%	1,051	15.8%	63	(0.8)	(38)	(2.3)	950		TOTAL	6,068	17.1%	6,279	16.8%	211	(0.3)	(232)	(1.5)	5,836	15.6%
						. ,	, ,,			NET INCOME (LOSS)						, ,	` '	` '		
										FROM OPERATIONS										
(19)	(0.3%)	140	2.1%	(159)	(2.4)	(163)	(2.5)	144	2.2%	UCLA Store	(35)	(0.1%)	284	0.8%	(319)	(0.9)	(554)	(1.5)	519	1.4%
(214)	(3.6%)	(218)	(3.3%)	4	(0.3)	(48)	(1.1)	(166)	(2.5%)	UCLA Restaurants	(1,178)	(3.3%)	(1,284)	(3.4%)	106	0.1	(140)	(0.5)	(1,038)	(2.8%)
130	2.2%	132	2.0%	(2)	0.2	(39)	(0.3)	169	2.5%	Services Division	648	1.8%	617	1.7%	31	0.1	(39)	0.0	687	1.8%
(144)	(2.4%)	(147)	(2.2%)	3	(0.2)	0	(0.2)	(144)	(2.2%)	UCLA Student Union	(789)	(2.2%)	(842)	(2.3%)	53	0.1	36	0.0	(825)	(2.2%)
(247)	(4.1%)	(93)	(1.4%)	(154)	(2.7)	(250)	(4.1)	3	0.0%	TOTAL	(1,354)	(3.8%)	(1,225)	(3.3%)	(129)	(0.5)	(697)	(2.0)	(657)	(1.8%)
										OTHER INC/(EXP)										
24	0.4%	0	0.0%	24	0.4	21	0.4	3		Non-Recurrent Inc/(Exp)	82	0.2%	0	0.0%	82	0.2	67	0.2	15	0.0%
15	0.3%	19	0.3%	(4)	0.0	(6)	0.0	21	0.3%	Interest Income	103	0.3%	107	0.3%	(4)	0.0	(23)	0.0	126	0.3%
(47)	(0.8%) 0.0%	(46)	(0.7%) 0.0%	(1) 0	(0.1) 0.0	7	0.0 0.0	(54) 0	(0.8%) 0.0%	Interest (Expense) Income Taxes	(281)	(0.8%) 0.0%	(279)	(0.7%) 0.0%	(2) 0	(0.1) 0.0	41 0	0.1 0.0	(322)	(0.9%) 0.0%
211	3.5%	211	3.2%	0	0.0	9	0.0	202	3.0%	Student Union Fee Income	1,267	3.6%	1,267	3.4%	0	0.0	52	0.0	1,215	3.2%
203	3.4%	184	2.8%	19	0.6	31	0.8	172		TOTAL	1,171	3.3%	1,095	2.9%	76	0.2	137	0.5	1,034	2.8%
(44)	(0.7%)	91	1.4%	(135)	(2.1)	(219)	(3.3)	175		NET INCOME (LOSS)	(183)	(0.5%)	(130)	(0.3%)	(53)	(0.2)	(560)	(1.5)	377	1.0%
(44)	(0.1 /0)	91	1.4/0	(133)	(4.1)	(413)	(3.3)	113	2.0 /0	1.12. INCOME (2000)	(103)	(0.5 /0)	(130)	(0.5 /0)	(33)	(0.2)	(300)	(1.3)	311	1.0 /0

P/L Reconciliation Jan-14

Financial Analysis	\$0	00's
	Jai	n-14
Budgeted Net Income/(Loss)		91
UCLA Store		
Gross Margin:		
Bearwear gross income \$58K below plan due to warm/dry weather negatively impacting sales in fleece, outerwear and umbrellas. In		
addition foot traffic as it relates to home basketball games is down	(32)	
Market gross income \$20K below plan due to internal and external construction and the saturation of sales from South Campus	(6)	
New Text gross income \$163K below plan due to continued decline in sales from competition, student usage and student purchasing habits	(60)	
Used Text gross income \$108K below plan due to continued downward trend from competition, peer to peer selling and less availability		
of used books due to the rental market	(35)	
Course Reader gross income \$57K below plan due to declining sales, shift from print to digital	(20)	
Computer Store gross income \$165K below plan due to shift of sales from PC's to tablets at lower average retail and competition	(41)	
Luvalle Books gross income \$112K below plan due to continued sales decline from competition, student usage, and peer to peer selling	(23)	
Total Wages lower than plan	9	
Other, positive controllables	9	
Total Contribution		(199
UCLA Restaurants		
Gross Margin:		
Wetzels/RX gross income \$6K below plan due to some customer traffic and/or purchasing patterns shifting; these snacks seem to be		
trending lower in the last few months	(6)	
No Campus Student CTR gross margin below plan mostly due to aggressive budget first few weeks of Winter quarter	(5)	
Café Synapse gross income \$5k below plan due to ongoing decline in sales trend	(3)	
Luvalle Food Servery gross income \$11K below plan due to new sales programs not started and continued erosion of northern campus		
customer demographics	(7)	
Jimmy's gross income \$6K below plan due to ongoing declining coffehouse sales trend and particularly soft Winter quarter trending	(5)	
Kerckhoff Coffeehouse gross income \$7K below plan due to ongoing declining coffeehouse sales trend, in part from lower average check	(4)	
Cooperage gross income \$10K below plan due to sales trends suffering throughout all A-Level food areas in part due to Engineering	(6)	
and Lot 6 construction impacting traffic patterns, additionally increased traffic to 1st floor diverting customers away from A-Level		
Taco Bell gross income \$5K below plan due to sales trends suffering throughout all A-Level food areas in part due to Engineering and	(3)	
Lot 6 construction impacting traffic patterns, additionally increased traffic to 1st floor diverting customers away from A-Level		
Catering gross income \$26K above plan as the Football Training Table ordered extra other income items such as china rentals, linen and		
action stations, and they started in the 4th week of Period 6 the last two years, however in the 2nd week this year	15	
Total Wages lower than plan	14	
Other, positive controllables	6	
Total Contribution		(4
Services		
Gross Margin:		
Licensing domestic income below plan due to lower performance than expected	(16)	
Licensing foreign income below plan due to not imposing a minimum guarantee in Sweden upon extension of the bag license	(8)	
Other, positive controllables mainly in Licensing	10	
Total Contribution		(14
UCLA Student Union		
Gross Margin:		
Student Union Ops gross margin below plan due to reduction in activity level from last year	(10)	
Other, positive controllables	10	
Total Contribution		0
Allocated Expenses and Other		
A&SS lower than plan in total wages and other controllables (mostly employee benefits)	45	
Maintenance lower than plan due mostly to lower career wages and employee benefits, slighly offset by higher unexpected repairs	8	
Depreciation lower than plan due to timing of capitals	12	
Other, mostly positive non-recurring	17	
Total	1,	82
Actual Net Income/(Loss)		(44

ASUCLA P/L Reconciliation Year-To-Date Through January 2014

CLA Slaver Gress Margini Begrever gress iscome 560K below plan due moedly to reduced foot traffic during basterball games, aggressive usles plan as compared to provyen actuals with the forball sixtery over USC, and reduced sales in these, unbrelles and contensed the in surroubly weather Featured, person iscomes 540K below plan due to change in produced into its case consequent with the strength of the plan o	let Income/(Loss)		
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Gross Margin: Rearward grows income 506K below plan date morely to reduced foot traffic during hasherfull games, agreesive usles plan as computed to prior year actual with the feebfull stiency over USC, and reciticed sales in faces, unbredless and contensed due to surroutly weather. (51) Fattrack gross income 510K below plan due to change in product cities to accumulately weather. Fattrack gross income 510K below plan resulting from continued impact of diminished from traffic due to Luskin Contenses Canter construction, and sales. Active to the file of the file file file file on the file to declining sales in office supplies and batteries due to Target offering lower prices and lineer sales in calendars. (16) Economizer gous income 510K below plan due to positive impact from foodull and the Sorne Big prototions, successful LA Midnight limited edition prices and cause it causes. Computer Store gross income 500K below plan due to continued downward sales trend in antividand CTU askes, tubest sales at tower average price points, and impact from continuer response to remodeling. (10) New Text gous income 500K below plan due to continued downward sales trend in textiools aske and lover web sales reculting in lower postage income. (10) Lucralize Books gross income 530K below plan due to continued downward sales trend in textiools aske and lover web sales reculting in lower postage income. (10) Lucralize Books gross income 530K below plan due to competition. Low school teachbook lover than anticipated and shaft in return discounce due to program change. (17) Lucralize Books gross income 530K below plan due to competition. Low school teachbook bower than anticipated and shaft in return discounce due to program change. (18) Store Gross Marging gross income 530K below plan due to the continued disonshale for classes, more being pint online. (18) Store Gross Marging gross income 530K below plan due to continued combination for class can all the particular and plan and plan and plan and plan and plan an			(130
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The Market gross income \$15K below plan resulting from continued impact of diminished foot traffic due to Luckin Conference Center construction, and sales decline in Health Beauty products Compact Size Relow plan due to declining sales in office supplies and banteries due to Target offering lower prices and lower sales in calendars	otball victory over USC, and reduced sales in fleece, umbrellas and outerwear due to warm/dry weather	(51)	
decline in Healthill Bourny grouters Exercitally gross income \$537 kelow plan due to declining sales in office supplies and barteries due to Tayer offering lower prices and lower sales in calendars E. Commerce gross income \$511 kelow plan due to positive impact from foorball and the Score Big promotions, successful LA Midnight limited edition persoy alse and of enabls Computer Sum gross incomes \$570 kelow plan due to continued downward sales iread in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remadeling (146) New Text gross income \$531 kelow plan due to continued downward sales iread in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remadeling (146) Lived Text gross income \$531 kelow plan due to continued downward sales iread in text-book sales and lower web sales resulting in lower postage income (150) Lived Text gross income \$531 kelow plan due to continued downward sales in an advantage of personse to the sales sales in a supplies and the Anderson School did not renew an appared web promotion (250) Lavalle Books prices income \$531 kelow plan due to downward sales in supplies and the Anderson School did not renew an appared web promotion (261) HSS Gross from Suncome \$531 kelow plan due to downward sales in supplies and the Anderson School did not renew an appared web promotion (262) HSS Gross from an MSS gross income \$521 kelow plan due to downward sales in subjects and text post of sales and to renew an appared web promotion (263) HSS Gross from an plan (264) Total Contribution (264) Total Contribution (265) Total Contribution (265) Total Contribution (266) Total Contribution (266) Total Contribution (267) Westers KP gross income \$531 kelow plan due to the first year operation, sales much higher than anticipated (268) Westers KP gross income \$532 kelow plan due to the first year operation, sales much higher than anticipated (268) Westers KP gross income \$50	rack gross income \$49K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(26)	
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Licensing foreign income below plan due to the demise of the program in Korea and not imposing a minimum guarantee in Sweden upon extension of the bag license Licensing domestic income below plan due to lower performance than planned (13) Total Wages higher than plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Student Union Ops gross income \$61K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision televised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending Other, mostly positive controllables Total Contribution 8 Other, mostly positive controllables Total Contribution BackSS lower than plan mostly in total wages, employee benefits and insurance expense A&SS lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high Clilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)	Total Contribution		65
Licensing foreign income below plan due to the demise of the program in Korea and not imposing a minimum guarantee in Sweden upon extension of the bag license Licensing domestic income below plan due to lower performance than planned Total Wages higher than plan Other, positive controllables Total Contribution CLA Student Union Gross Margin: Student Union Ops gross income \$61K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision televised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending Other, mostly positive controllables Total Contribution 8 Other, mostly positive controllables Total Contribution Blocated Expenses and Other A&SS lower than plan mostly in total wages, employee benefits and insurance expense Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high CULIII is higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)			
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Total Contribution CLA Student Union Gross Margin: Student Union Ops gross income \$61K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision televised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending 46 Total Wages lower than plan Other, mostly positive controllables Total Contribution Blocated Expenses and Other A&SS lower than plan mostly in total wages, employee benefits and insurance expense Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high CUILITIES higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)		. /	
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Student Union Ops gross income \$61K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision televised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending 46 Total Wages lower than plan Other, mostly positive controllables Total Contribution Stocked Expenses and Other A&SS lower than plan mostly in total wages, employee benefits and insurance expense Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)	dent Union		
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Other, mostly positive controllables Total Contribution Res S Lower than plan mostly in total wages, employee benefits and insurance expense 133	levised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending		
Total Contribution Contribution			
Comparison of		3	57
Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high 62 Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)	Expenses and Other	100	
budget for career wages and employee benefits was too high 62 Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)		133	
meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data (64)	et for career wages and employee benefits was too high	62	
		(64)	
p	tion lower than plan due to timing of capitals and reduced expenditures	80	
Other, mostly positive non-recurring 74	nostly positive non-recurring		
Total ctual Net Income/(Loss)			285

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

	Current Month	Prior Month	Prior Year
	January 2014	December 2013	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,629	\$10,132	\$11,541
Accounts receivable	3,947	4,115	3,369
Less: Allowance for doubtful accounts	(159)	(144)	(131)
Accounts receivable, net	3,788	3,971	3,239
Student fees receivable	306	95	389
Inventories	7,063	7,808	6,379
Prepaid expenses and other current assets	176	131	243
Total current assets	22,962	22,138	21,791
LONG TERM ACCETS			
LONG TERM ASSETS	00.400	00.004	05.005
Property, equipment and improvements	66,492	66,224	65,205
Less: Accumulated depreciation	(40,187)	(39,966)	(38,869)
Total Long Term Assets	26,305	26,257	26,336
TOTAL A005TO	40.000	40.005	40.400
TOTAL ASSETS	49,268	48,395	48,128
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,441	\$5,123	\$4,921
Wages and payroll taxes payable	2,910	2,790	3,085
Sales Tax Payable & Other Liabilities	1,182	690	837
Interest payable	427	380	146
Deferred Income	504	568	182
Funds Held for Others	168	166	139
Current portion of long term debt	708	708	708
Total current liabilities	11,341	10,425	10,018
	,		
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
C	·	·	,
TOTAL LIABILITIES	22,932	22,017	21,609
	,	,-	,
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(183)	(140)	59
, ,	, /	, /	
Ending Balance	26,335	26,378	26,518
-			·
TOTAL LIABILITIES AND RETAINED EARNINGS	49,268	48,395	48,128

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

January 2014 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$44)	(\$183)	\$377
Adjustments to reconcile net income/(loss) to net	(4)	(4.55)	40
cash provided/(used) by operating activities:			
Depreciation - PP&E	221	1,318	1,356
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	0
(Gain) Loss on long-term debt refinancing	0	0	0
(Increase)/decrease in current assets:	0	0	0
Accounts receivable	183	(549)	(141)
Student fees receivable	(211)	84	238
Inventories	745	(685)	277
Prepaid expenses and other current assets	(45)	67	114
Increase/(decrease) in current liabilities:	, ,		0
Accounts payable	318	519	(1,349)
Sales Tax payable & other liabilities	493	347	451
Wages and payroll taxes payable	121	(174)	(36)
Interest payable	47	282	(3)
Deferred Income	(64)	321	185
Funds held for others	3	30	26
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	\$1,765	\$1,375	\$1,493
	·		·
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(269)	(1,287)	(689)
Net each weed in investing a stilling	(#aca)	(\$4.00 7)	(#600)
Net cash used in investing activities	(\$269)	(\$1,287)	(\$689)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Frincipal payments on AO expansion loan	0	0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
,	**		**
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	\$1,496	\$88	\$804
CASH AND CASH EQUIVALENTS, Beginning	\$10,132	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$11,629	\$11,629	\$11,054

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

January 2014

(\$000's)

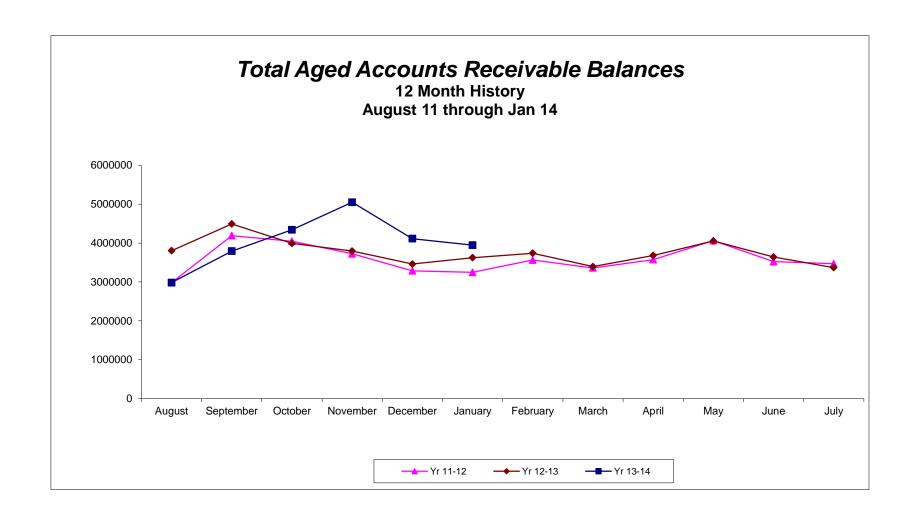
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	11,629
Ackerman B & A Level Remodel	(1,838)
Casual Dining	(235)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Student Service Center	(300)
Subtotal	(2,873)
Adjustment for Cash Overdraft Entry	(1,514)
Uncommitted Cash	7,242
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	7,794
RESERVE SURPLUS (DEFICIT)	(552)

ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2013-2014 January 2014

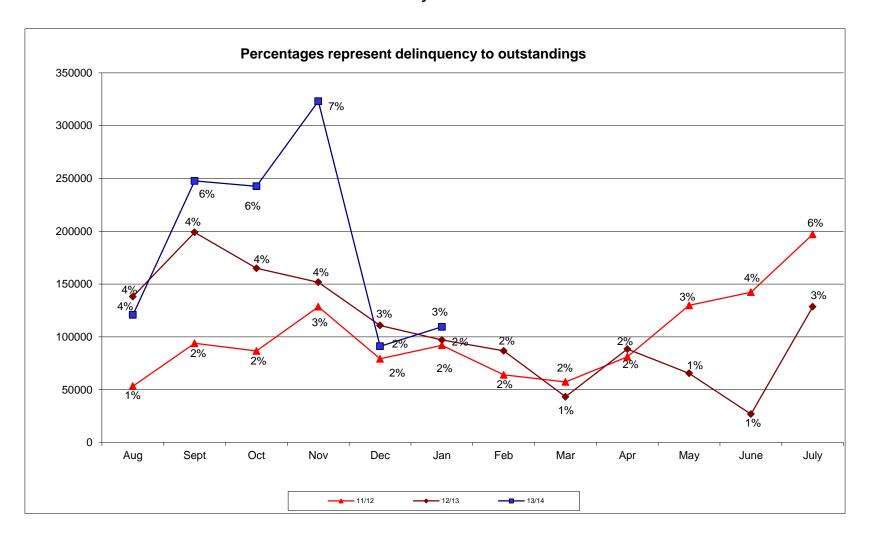
		112013-2	014 January	2014	PROJECTED			
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	Status
Store/Services		T A WITH STATES	1.0.3	10171	Limitate	T CHOMIC		GIJIII.
2013-S001 Store General Replacement	50.0	19.0	12.7	31.7	18.3		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 HSS Remodel	50.0	43.2	16.5	59.7	0.0		9.7	Awaioting Invoice
2013-S004 Hilltop Shop Remodel	50.0	14.6	12.4	27.0	23.0		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	0.0	8.8	8.8	21.2		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2013-S044 Essential Fixture Replacement	0.0	38.6	0.0	38.6	0.0		38.6	Completed
2013-S045 Market-Cards Reconfiguration	0.0	6.2	13.5	19.7	10.3		30.0	Pending
Total Store/Services	236.0	133.7	77.2	210.9	72.8	31.0	78.7	
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	8.4	3.9	12.3	37.7		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2013-F014 Infrastucture & Equiptment-Drake Concessions	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F016 Relaxtation Image Renovation	10.0	0.0	1.8	1.8	8.2	10.0	0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F019 Lu Valle Refrigerator	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F020 Relocate Tsunami	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F041 Food Carts	0.0	13.3	13.5	26.8	3.2	75.0	30.0	In Progress
Total Food Services	356.0	21.7	19.2	40.9	49.1	296.0	30.0	III I TOQLESS
Technology								
2013-T021 Network Infrastructure Upgrade	20.0	3.8	0.0	3.8	16.2		0.0	In Progress
2013-T022 Printer Replacement	10.0	0.0	2.3	2.3	7.7		0.0	In Progress
2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pendina
2013-T024 AU Expansion of UCLA Wireless Network	8.0	1.1	2.6	3.7	4.3	, 0.0	0.0	In Progress
2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-T027 Marketing Software Upgrade	7.5	5.5	0.0	5.5	0.0	20.0	(2.0)	Completed
2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
Total Technology	171.5	10.4	4.9	15.3	28.2	126.0	(2.0)	1 Chaing
Others								
2013-0029 Game Center Technical Upgrades	12.0	0.0	1.6	1.6	10.4		0.0	In Progress
2013-0030 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2013-O031 Custodial Replacements	10.0	0.0	19.0	19.0	0.0		9.0	Awaioting Invoice
2013-O032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pendina
2013-0033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-O034 AGB/BRR Trash Cans	7.2	0.0	9.1	9.1	0.0		1.9	Awaioting Invoice
2013-0035 Student Service Center	300.0	0.0	46.3	46.3	253.7		0.0	In Progress
2013-0036 Fac. Misc. Remodels	25.0	3.0	7.2	10.2	14.8		0.0	In Progress
2013-0037 Lu Valle Roof Membrane	75.0	2.3	37.6	39.9	35.1		0.0	In Progress
2013-0038 Energy/utilities Efficiency Project	75.0	0.0	18.1	18.1	56.9		0.0	In Progress
2013-0039 Finance Misc. Replacements	15.0	0.6	0.0	0.6	14.4		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
	0.0	0.0	48.4	48.4	0.0		48.4	In Progress
2013-O042 Daily Bruin Flooring								
2013-O043 Black Experience Mural	0.0	0.6	18.8	19.4	0.0		19.4	Awaioting Invoice
				19.4 212.6 479.7		117.0 570.0	19.4 78.7 185.4	Awaioting Invoice

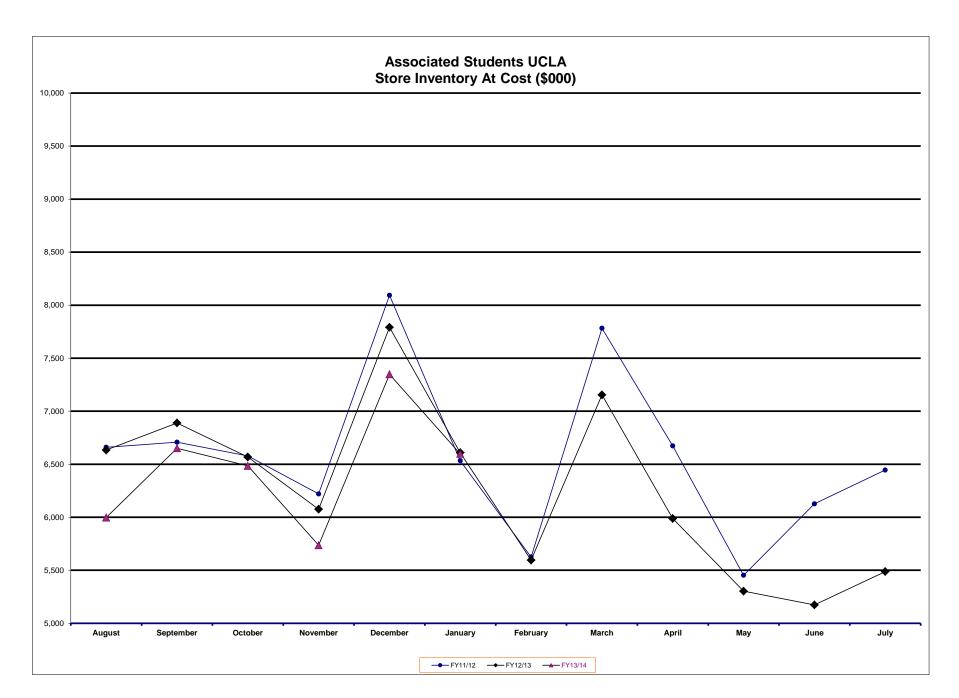
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

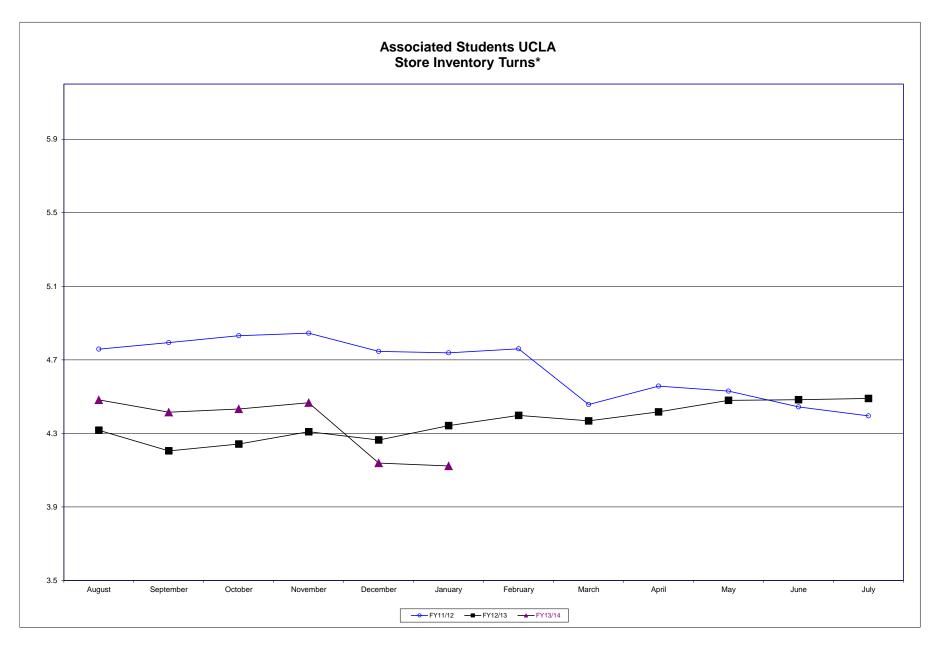
1/25/2014 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$649,486	18%	\$103,931	72%	\$24,122	57%	\$1,757	6%	\$4,751	47%	\$3,960	15%	\$788,007	20%
ASUCLA PUBLICATIONS	\$198,551	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,551	5%
ASUCLA USA/GSA	\$94,808	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,808	2%
DUE FROM VENDORS	\$248,498	7%	(\$1,872)	-1%	\$8,593	20%	\$5,155	17%	\$3,796	38%	\$18,826	70%	\$282,996	7%
DENTAL KITS	\$277,550	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$277,550	7%
OTHER	\$2,225,188	59%	\$41,273	29%	\$9,677	23%	\$23,345	77%	\$1,561	15%	\$4,025	15%	\$2,305,069	59%
TOTAL CURRENT MONTH	\$3,694,081	100%	\$143,332	100%	\$42,392	100%	\$30,257	100%	\$10,108	100%	\$26,811	100%	\$3,946,981	100%
	93%		4%		1%		1%		0%		1%		100%	
								0.1	100	0.1	450	0.1		
12/28/2013 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$750,543	19%	\$41,492	39%	\$9,223	19%	\$5,920	80%	\$1,598	23%	\$2,535	9%	\$811,311	20%
ASUCLA PUBLICATIONS	\$153,747	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$153,747	4%
ASUCLA USA/GSA	\$96,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,366	2%
DUE FROM VENDORS	\$792,062	20%	\$9,022	8%	\$10,390	21%	(\$101)	-1%	(\$67)	-1%	\$20,338	74%	\$831,644	20%
DENTAL KITS	\$379,710	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$379,710	9%
OTHER	\$1,744,172	45%	\$56,951	53%	\$29,446	60%	\$1,562	21%	\$5,496	78%	\$4,788	17%	\$1,842,415	45%
TOTAL CURRENT MONTH	\$3,916,600	100%	\$107,465	100%	\$49,059	100%	\$7,381	100%	\$7,027	100%	\$27,661	100%	\$4,115,193	100%
	95%		3%		1%		0%		0%		1%		100%	
	Cumant	0/	20.	0/	<u> </u>	0/	00.	0/	400.	0/	450.	0/	Tatal	0/
11/23/2013 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$717,789	18%	\$526,053	82%	\$110,724	93%	\$9,585	7%	\$3,982	4%	\$1,754	-7%	\$1,369,887	27%
ASUCLA PUBLICATIONS	\$237,751	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$237,751	5%
ASUCLA USA/GSA	\$81,568	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,568	21%
DUE FROM VENDORS	\$871,737	21%	\$6,888	1%	(\$536)	-1%	\$123,992	88%	\$82,661	93%	(\$29,711)	118%	\$1,055,031	21%
DENTAL KITS	\$447,293	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$447,293	9%
OTHER	\$1,730,438	42%	\$107,334	17%	\$8,537	26%	\$6,888	5%	\$2,613	3%	\$2,712	-11%	\$1,858,522	37%
TOTAL CURRENT MONTH	\$4,086,576	100%	\$640,275	100%	\$118,725	100%	\$140,465	5%	\$89,256	3%	(\$25,245)	100%	\$5,050,052	100%
	81%		13%		2%		3%		2%		0%		100%	



Aged Accounts Receivable Balances >60 Days Past Due







^{*}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.

	05/42/20/42 04/5	25/4.42	T		TOOM VEID 10.1		FTCCAL V	TAR 42 42
	06(12/29/13-01/2 CURRENT MONTH		<u> </u>		ISCAL YEAR 13-1 MO(07/28/13-01)		LAST YEA	EAR 12-13 R ACTUAL
ACTUAL	BUDGET	VARIANCE	†	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,651,904 688,845	3,141,452 778,642	<489,548> <89,797>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	11,689,226 6,628,943	13,133,976 6,867,767	<1,444,750> <238,824>	3,189,685 745,905	13,345,574 6,938,110
71,024	80,000		HILLTOP SHOP	464,570	489,300	<24,730>	76,631	473,549
485,931	595,239	<109,308>		1,704,415	2,052,328	<347,913>	568,386	1,974,407
39,660	50,000	,	E-COMMERCE DIVISION	1,078,161	972,000	106,161	38,022	969,223
387,738 4,325,102	300,501 4,945,834	87,237 <620,732>	HEALTH SCIENCES STORE TOTAL SALES	3,485,551 25,050,866	3,393,480 26,908,851	92,071 <1,857,985>	298,235 4,916,863	3,428,915 27,129,778
4,323,102	4,943,634	<020,732>	TOTAL SALLS	23,030,800	20,900,031	<1,037,9032	4,910,003	27,129,776
3,203,620	3,610,855	407,235	Less: Cost of Sales	17,667,370	18,995,278	1,327,908	3,619,462	19,251,222
			Less: Shrinkage					
12,500	12,600	100	ACADEMIC SUPPORT DIV	49,873	48,630	<1,243>	15,069	54,728
3,059	3,390	331	GENERAL MDSE DIVISION	28,243	29,070	827	3,429	29,558
337	380	43	HILLTOP SHOP	2,184	2,300	116	368	2,217
2,857	2,920 180	63 <9>	LU VALLE COMMONS STORE	10,221	10,320	99	3,342	11,580
189 4,741	1,420	<3,321>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	4,034 16,839	3,460 13,000	<574> <3,839>	194 1,709	3,649 13,841
23,684	20,890	<2,794>	SHRINKAGE	111,394	106,780	<4,614>	24,112	115,573
3,227,305	3,631,745	404,440	TOTAL COST OF SALES	17,778,764	19,102,058	1,323,294	3,643,574	19,366,796
74.1	72.0		COCT OF CALEC IV	70.5	70.6	0.1	72.6	71.0
74.1 1,097,797	73.0 1,314,089	<1.1> <216,292>	COST OF SALES % GROSS MARGIN	70.5 7,272,102	70.6 7,806,793	0.1 <534,691>	73.6 1,273,290	71.0 7,762,982
25.9	27.0	<1.1>	GROSS MARGIN %	29.5	29.4	0.1	26.4	29.0
0.6	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
			NET ODOG					
25.4	26.6	<1.2>	NET GROSS MARGIN %	29.0	29.0	0.0	25.9	28.6
19.2	20.7	<1.6>	ACADEMIC SUPPORT DIV	17.8	18.4	<0.6>	20.3	18.2
49.7	49.5	0.2	GENERAL MDSE DIVISION	48.9	49.0	<0.2>	48.2	48.3
38.8	39.2	<0.4>	HILLTOP SHOP	39.7	39.6	0.0	38.4	40.1
25.4	24.5	0.9	LU VALLE COMMONS STORE	27.8	27.3	0.4	25.5	26.9
52.7 19.6	50.4 25.0	2.3 <5.4>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	49.9 21.9	50.2 23.0	<0.4> <1.1>	49.1 24.9	50.0 22.6
15.0	23.0	\3.72	TILALITI SCILINGES STORE	21.9	23.0	VI.12	24.9	22.0
110,896	125,161	<14,265>	OTHER INCOME	551,635	539,889	11,746	97,021	514,904
1,208,692	1,439,250	<230,558>	GROSS MARGIN/OTHER	7,823,737	8,346,682	<522,945>	1,370,311	8,277,886
			Less: Controllable Exp					
			Less. Controllable Exp					
256,075	262,578	6,503	Career Wages	1,537,859	1,594,736	56,877	265,533	1,584,672
0	2,435	2,435	Limited Appointment	0	15,828	15,828	0	6,221
121,381	121,517	136	Student Wages	853,162	813,589	<39,573>	117,290	799,786
377,456 8.7	386,530 7.8	9,074 <0.9>	TOTAL WAGES WAGE % TO SALES	2,391,020 9.5	2,424,153 9.0	33,133 <0.5>	382,823 7.8	2,390,679 8.8
0.7	7.6	<0.52	WAGE 70 TO SALES	9.5	5.0	(0.32	7.0	0.0
130,916	148,349	17,433	Employee Benefits	779,282	877,156	97,874	127,925	783,932
7,529	6,338	<1,191>	Office Supplies	64,478	58,438	<6,040>	7,532	61,508
12,859	14,072	1,213	Telephone	79,919	84,625	4,706	14,667	84,733
80 3,801	110 40	30 <3.761>	Telex Postage	480 3,904	660 240	180 <3,664>	80 167	652 283
2,389	1,227	<1,162>	Trav/Trips/Conference	8,866	6,547	<2,319>	1,593	7,323
0	2,050	2,050	Membership Fees	1,900	2,100	200	1,200	2,000
10,149	5,000	<5,149>	Operating Supplies	35,919	34,930	<989>	5,002	32,387
28,001 892	29,165 900	1,164 8	Freight Out Transportation	208,896 5,374	208,565 5,500	<331> 126	27,497 892	209,652 5,446
0	0	0	Postage Stamp O/S	73	3,300	<73>	0	<1>
0	0	0	Uniforms	248	0	<248>	0	0
15,320	14,885	<435>		154,349	133,932	<20,417>	14,858	127,943
<7,736>	<1,578>	6,158	Vendor Adv. Allowance	<23,995>	<5,106>	18,889	<918>	<2,920>
47 6,761	55 6,565	8 ~196>	Direct Mail Adv. Repairs & Maintenance	254,647 34,531	252,330 22,915	<2,317> <11,616>	31 6,392	239,863 25,913
0,701	0,303	0	Janitorial	0	0	0	0,332	<19>
72,267	78,492	6,225	Bank Card Expense	394,340	420,032	25,692	76,422	414,746
939	0	<939>		11,607	0	<11,607>	367	8,139
<69>	0	69 0	Credit Card Adjustments Textbook Rental Exp	1,406 571	0	<1,406> <571>	59 <60>	6,519 80
738	0	<738>		738	0	<738>	0	0
0	0	0	Rentals-Truck	1,404	900	<504>	0	1,109
300	0	<300>		300	300	0	300	300
7,743	6,800	<943>		59,049	39,800	<19,249>	16,764	36,087
102 472	0 600	<102> 128	Temp Agency Service Commission Expense	1,672 2,640	350 3,600	<1,322> 960	500 632	8,363 3,600
919	0	<919>		34,439	33,008	<1,431>	672	38,837
0	0	0	Prior Period Adj	0	0	0	0	53
0	2	2	Alloc of Distr Cntr	0	10	10	0	0
1,739 296,157	5,284	3,545	Payment to UCLA	68,419	61,445	<6,974>	3,747	74,831
673,613	318,356 704,886	22,199 31,273	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	2,185,456 4,576,477	2,242,277 4,666,430	56,821 89,953	306,322 689,145	2,171,361 4,562,039
0.0,020	,		GROSS CONTRIBUTION TO	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,000,100	01/100	000,2.10	.,,
535,079	734,364	<199,285>	SVCS AND ENTERPRISES	3,247,260	3,680,252	<432,992>	681,166	3,715,847
			Long Allogram	Ι Π				
			Less: Allocated Exp					
27,984	27,971	<13>	Allocated ExpHR	167,341	169,992	2,651	25,681	156,185
153,862	175,191	21,329	Allocated Exp. Fin	908,629	967,746	59,117	152,237	894,104
75,886	72,178		Allocated ExpIS	391,876	402,260	10,384	63,943	373,878
30,598	38,293	7,695	Allocated Exp. Mktg	179,242	215,195	35,953	33,684	201,597
94,595 70,233	113,463 69,411	18,868 <822>	Allocated Exp Othr SA Maintenance	589,517 416,479	622,285 416,756	32,768 277	101,886 64,000	569,341 395,711
31,430	29,348	<2,082>		224,913	191,846	<33,067>	25,250	189,975
67,793	68,324	531	Depreciation	404,665	409,944	5,279	69,791	417,265
552,381	594,179	41,798	TOTAL ALLOCATED EXP	3,282,661	3,396,024	113,363	536,472	3,198,056
<17,302>	140,185	<157 A07×	NET INCOME (LOSS)	<35,401>	284,228	<319,629>	144,694	517 701
\1/,3UZ>	170,100	<1J/,40/>	THE I THOUTE (LUSS)	<201 ,4 01>	20٦,۷۷٥	<2570'272	177,054	517,791

JANI (06(12/29/13-01/2	05/14\	1		ISCAL YEAR 13-1	4	FISCAL YE	-AD 12-12
	CURRENT MONTH				MO(07/28/13-01/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
	46		OCUTO AL DEL GOTTO	70000	70		40	
112,217 144,616	121,370 153,020		CENTRAL DIVISION	730,344 944,015	736,460 974,173	<6,116> <30,158>	124,064 139,771	734,605 898,869
99,129	103,020		NORTH CAMPUS DIVISION SOUTH DIVISION	944,015 715,345	974,173 717,821	<30,158> <2,476>	139,771	703,636
169,155	188,642	,	LU VALLE DIVISION	1,147,071	1,246,968	<99,897>	182,060	1,203,602
184,186	205,472		COOPERAGE DIVISION	1,264,678	1,378,021	<113,343>	183,696	1,231,889
232,372	206,447	25,925	SPECIAL EVENTS DIVISION	1,297,500	1,115,388	182,112	231,674	1,344,097
941,675	978,004	<36,330>	TOTAL SALES	6,098,954	6,168,831	<69,877>	964,130	6,116,697
331,400	330,256	<1.144>	Less: Cost of Sales	2,118,736	2,093,385	<25,351>	324,939	2,119,901
35.2	33.8	<1.4>		34.7	33.9	<0.8>	33.7	34.7
610,274	647,748	<37,474>	GROSS MARGIN	3,980,219	4,075,446	<95,227>	639,190	3,996,797
64.8	66.2	<1.4>	GROSS MARGIN %	65.3	66.1	<0.8>	66.3	65.3
67.3	68.6	-1.25	CENTRAL DIVISION	67.1	68.8	<1.7>	67.3	67.5
65.3	66.3		NORTH CAMPUS DIVISION	64.9	66.2	<1.7>	63.8	63.6
63.9	65.1		SOUTH DIVISION	64.3	65.2	<0.9>	64.8	64.7
68.7	68.9		LU VALLE DIVISION	69.3	69.3	0.1	68.8	69.0
64.3	64.6		COOPERAGE DIVISION	63.9	64.6	<0.7>	64.9	64.5
62.6	64.8	<2.2>	SPECIAL EVENTS DIVISION	63.4	63.3	0.2	67.3	63.3
175,872	166,633	9,239	OTHER INCOME	1,108,357	1,025,243	83,114	165,897	1,063,309
786,147	814,381	<28,234>	GROSS MARGIN/OTHER	5,088,575	5,100,689	<12,114>	805,087	5,060,106
			Less: Controllable Exp					
266,432	275,776	9,344	Career Wages	1,680,455	1,717,291	36,836	264,262	1,636,934
1,257	1,232	9,3 44 <25>	Limited Appointment	1,680,455 3,757	6,080	2,323	1,545	1,636,934
174,312	178,079	3,767	Student Wages	1,121,343	1,112,737	<8,606>	168,331	1,098,287
<31,064>	<30,110>	954	Labor Recharge	<195,728>	<193,564>	2,164	<29,503>	<187,021>
410,936	424,977	14,041	TOTAL WAGES WAGE % TO SALES	2,609,827	2,642,544	32,717	404,636	2,558,990
43.6	43.5	<0.2>	WAGE % TO SALES	42.8	42.8	0.1	42.0	41.8
142,971	163,222	20,251	Employee Benefits	892,918	969,344	76,426	141,430	865,803
2,359	2,155	<204>	Office Supplies	11,426	10,250	<1,176>	1,942	10,135
4,058	4,299	241	Telephone	25,365	25,784	419	4,037	25,206
1,500	1,500	2 200	Training Programs	9,116	13,000	3,884	1,500	8,433
42,318 4.5	45,527 4.7	3,209 0.2	Paper Paper % To Sales	284,500 4.7	287,342 4.7	2,842 0.0	43,843 4.6	275,828 4.5
4.5 3,664	4.7 4,289	0.2 625	Cleaning Supplies	26,699	4.7 25,497	<1,202>	4.6 4,259	4.5 26,499
<8,002>	<9,150>	<1,148>	Purchasing Rebates	<53,877>	<54,900>	<1,023>	<7,214>	<47,048>
4,235	2,319	<1,916>	Replacements	18,748	15,796	<2,952>	4,166	19,599
3,641	4,251	610	Laundry	31,217	29,704	<1,513>	5,616	36,386
1,688	1,255		Uniforms	12,274	9,958	<2,316>	2,063	11,578
1,479 0	2,385 100	906 100	Advertising Menu Development	45,029 0	56,950 600	11,921 600	3,109 29	51,655 1,401
0	36	36	Dorm Coupons Expense	34	224	190	3	34
7,327	4,845	<2,482>	Repairs & Maintenance	67,401	32,592	<34,809>	4,503	50,041
36,749	27,825		Bank Card Expense	178,444	171,734	<6,710>	31,307	164,319
1,417	1,356		Sales Tax Expense Overs/Shorts	9,079	8,977 5.215	<102>	1,481	8,882
490 95	833 0	343 <95>	Overs/Shorts Credit Card Adjustments	8,661 102	5,215 0	<3,446> <102>	388 0	4,184 0
0	0	0	Rentals	1,749	1,500	<249>	1,499	10,043
0	385	385	Rentals-Truck	870	2,310	1,440	86	1,030
381	500	120	Taxes & Licenses	381	500	120	511	10,261
0	0	0	Professional Services	600	1 500	<600>	1 032	600 4 336
0 37,403	0 36,005	0 <1.398>	Temp Agency Service Commission Expense	0 142,673	1,500 144,636	1,500 1,963	1,032 35,543	4,336 152,153
283,775	293,937	10,162	TOTAL OTHER CONTROL.	1,713,409	1,758,513	45,104	281,134	1,691,358
694,711	718,914	24,203	TOTAL CONTROLLABLE EXP	4,323,236	4,401,057	77,821	685,770	4,250,347
24 :==	25 :		GROSS CONTRIBUTION TO	365		65 ====	***	222
91,436	95,467	<4,031>	SVCS AND ENTERPRISES	765,340	699,632	65,708	119,318	809,758
			Less: Allocated Exp					
1			Loss. / mocacca Lxp					
30,466	30,753	287	Allocated ExpHR	182,813	185,108	2,295	27,144	167,244
38,762	39,544	782	Allocated Exp. Fin	274,654	276,698	2,044	34,311	253,068
19,118	16,292		Allocated ExpIS	117,669	114,668	<3,001>	14,411	106,472
7,708 23,831	8,644 25,611	936 1,780	Allocated Exp. Mktg Allocated Exp Othr SA	54,207 176,533	61,408 175,411	7,201 <1,122>	7,592 22,963	56,930 160,023
59,206	59,884	678	Maintenance	351,090	359,555	8,465	53,952	333,583
26,496	25,320	<1,176>	Utilities	189,601	165,514	<24,087>	21,286	160,151
100,037	107,584	7,547	Depreciation	597,208	645,504	48,296	104,058	610,242
305,624	313,632	8,008	TOTAL ALLOCATED EXP	1,943,776	1,983,866	40,090	285,717	1,847,713
<214,188>	<218,165>	3,977	NET INCOME (LOSS)	<1,178,436>	<1,284,234>	105,798	<166,399>	<1,037,954>
\Z1 i,100>	-210,103/	3,311	1 12 (2000)	-2,270,7302	-1/201/237/	105,750	-100,3337	-2,007,7547
284,134	305,508	<21,374>	TOTAL CUSTOMER COUNT	1,827,077	1,921,063	<93,986>	300,849	1,878,516
101,255	103,590		3RD PARTY CUST COUNT	647,813	661,799	<13,986>	100,442	641,029
182,879	201,918	<19,039>	ASUCLA CUSTOMER COUNT	1,179,264	1,259,264	<80,000>	200,407	1,237,487
5.55	5.29	0.26	TOTAL AVERAGE CHECK	5.38	5.16	0.22	5.16	5.06
6.96	6.58	0.26	3RD PARTY AVG CHECK	6.06	5.16	0.22	6.32	6.22
4.77	4.63	0.14	ASUCLA AVERAGE CHECK	4.57	4.50	0.07	4.58	4.46
26,346	26,496	150	EMPLOYEE HOURS	167,577	166,538	<1,039>	25,670	166,163
35.74	36.91	<1.1/>	SALES/LABOR HOUR	36.40	37.04	<0.65>	37.56	36.81

SERVICES DIVISION INCOME STATEMENT

JAN. (06(12/29/13-01/2	5/14)]	F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
	CURRENT MONTH	. ,	1		MO(07/28/13-01/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
9,952	8,523	1,429	PHOTOGRAPHY	87,323	87,998	<675>	8,042	83,077
9,952	8,523	1,429	TOTAL SALES	87,323	87,998	<675>	8,042	83,077
,	,	•		,	,		,	,
176	314	138	Less: Cost of Sales	1,658	3,199	1,541	668	3,117
9,776	8,209	1,567	GROSS MARGIN	85,665	84,799	866	7,374	79,959
98.2	96.3	1.9	GROSS MARGIN %	98.1	96.4	1.7	91.7	96.3
98.2	96.3	1.9	PHOTOGRAPHY	98.1	96.4	1.7	91.7	96.3
215,286	239,175	•	TRADEMARKS AND LICENSING	1,369,830	1,413,417	<43,587>	318,898	1,351,534
89,819	92,065		LEASED OPS	548,846	551,753	<2,907>	85,758	515,071
305,105	331,240		OTHER INCOME	1,918,677	1,965,170	<46,493>	404,657	1,866,605
314,881	339,449	<24,568>	GROSS MARGIN/OTHER	2,004,342	2,049,969	<45,627>	412,030	1,946,564
			Less: Controllable Exp					
20.770	24 542	70.4	s	100.057	100 504	2 452	20 500	101 571
30,778	31,512		Career Wages	193,957	190,504	<3,453>	28,598	184,571
764	1,681	917	Student Wages	9,741	10,633	892	436	3,219
31,542	33,193	1,651	TOTAL WAGES	203,698	201,137	<2,561>	29,034	187,789
316.9	389.5	72.5	WAGE % TO SALES	233.3	228.6	<4.7>	361.0	226.0
15,114	15,635	521	Employee Benefits	91,369	93,514	2,145	13,343	86,573
818	1,461	644	Office Supplies	3,928	5,053	1,125	810	5,872
661	719	58	Telephone	3,928 3,954	4,337	383	670	4,011
0	105	105	Postage	662	630	<32>	137	604
<295>	0	295	Trav/Trips/Conference	7,608	9,000	1,393	348	10,681
0	0	0	Enforcement	6,000	8,000	2,000	0	8,000
5,325	4,100		Business Promotion	23,040	24,600	1,560	0	18,170
0	0		Repairs & Maintenance	978	940	<38>	3,797	4,736
3,233	2,083		Professional Services	19,148	13,092	<6,056>	2,083	13,123
550	1,150	600	Legal	4,296	6,900	2,604	0	2,300
3,400	4,150	750	Trademark	20,608	24,900	4,293	1,500	17,605
31,595	31,595	0	Intern'l Agnt Fee/Tax	155,258	158,288	3,030	90,713	140,001
8,281	10,700	2,419	Domestic Agency Fee	93,159	98,600	5,441	10,046	92,966
0	0	0	Misc. Bank Charges	0	0	0	0	128
33,812	39,374	5,562	Payment to UCLA	387,077	387,791	714	37,821	366,096
102,493	111,072	8,580	TOTAL OTHER CONTROL.	817,084	835,645	18,561	161,269	770,867
134,034	144,265	10,231	TOTAL CONTROLLABLE EXP	1,020,782	1,036,782	16,000	190,303	958,656
			GROSS CONTRIBUTION TO					
180,847	195,184	<14,337>	SVCS AND ENTERPRISES	983,560	1,013,187	<29,627>	221,727	987,908
			Less: Allocated Exp					
2,338	2,402		Allocated ExpHR	14,305	14,118	<187>	1,948	12,272
10,563	11,380	817	Allocated Exp. Fin	74,190	75,055	865	12,120	64,296
5,390	4,836		Allocated ExpIS	32,864	32,091	<773>	5,263	27,925
2,173	2,566	393	Allocated Exp. Mktg	15,121	17,187	2,066	2,773	14,938
6,718	7,602	884	Allocated Exp Othr SA	49,100	49,108	8	8,386	41,998
12,458	19,374	6,916	Maintenance	73,876	116,323	42,447	11,353	70,193
5,575	8,191	2,616	Utilities	39,896	53,544	13,648	4,479	33,699
5,961	6,431	470	Depreciation	35,731	38,586	2,855	5,921	35,378
51,177	62,782	11,605	TOTAL ALLOCATED EXP	335,082	396,012	60,930	52,243	300,699
129,670	132,402	<2 727×	NET INCOME (LOSS)	648,478	617,175	31,303	169,484	687,209
123,070	132,702	\L ₁ 13L>	IVET TIVEOFIL (LOSS)	ט∕ד,טוּט	017,173	31,303	דטד,כטב	007,209

UCLA STUDENT UNION INCOME STATEMENT

JAN. 06(12/29/13-01/25/14)		FISCAL YEAR 13-14 FISCAL YEAR					AR 12-13	
(CURRENT MONTH		1	YTD 6 MO(07/28/13-01/25/14)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE]	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,679	24,200	•	EVENT SERVICES OFFICE	268,359	224,080	44,279	23,348	241,793
3	109 51,904		RECREATION & GAMES AU POST OFFICE	1,678	828	850	2,268 51,253	12,829 318,035
53,540 73,223	76,213		TOTAL SALES	319,814 589,852	322,074 546,982	<2,260> 42,870	76,869	572,658
75,225	70,213	\Z,330>	TOTAL SALES	309,032	340,902	42,070	70,009	372,030
53,539	50,762	<2.777>	AU Post Office Cost	316,311	314,990	<1,321>	49,940	312,289
4,577	4,273	•	Facilities Costs	55,273	50,658	<4,615>	7,072	49,691
. 0	0	0	Cost of Sales GM RM	25	. 0	<25>	, 75	414
58,116	55,035	<3,081>	Less: Cost of Sales	371,609	365,648	<5,961>	57,087	362,394
79.4	72.2	<7.2>	· •	63.0	66.9	3.9	74.3	63.3
15,106	21,178	<6,072>	GROSS MARGIN	218,243	181,334	36,909	19,782	210,264
20.6	27.8	<7.2>	GROSS MARGIN %	37.0	33.2	3.9	25.7	36.7
76.7	82.3	ر <u>-</u> د د د د	EVENT SERVICES OFFICE	79.4	77.4	2.0	69.7	79.5
100.0	100.0		RECREATION & GAMES	79.4 98.5	100.0	<1.5>	96.7	79.5 96.8
0.0	2.2		AU POST OFFICE	1.1	2.2	<1.1>	2.6	1.8
0.0	2.2	\2.27	AO 1031 OI 11CE	1.1	2.2	VI.17	2.0	1.0
9,541	14,799	<5,258>	STUDENT UNION OPS	75,312	68,770	6,542	9,630	60,084
1,000	1,346	•	RECREATION & GAMES	9,886	10,721	<835>	1,500	10,873
9,590	9,137		AU POST OFFICE	56,947	56,699	248	9,041	55,850
20,131	25,282	< <u>5</u> ,151>	OTHER INCOME	142,146	136,190	5,956	20,171	126,806
35,238	46,460	<11,222>	GROSS MARGIN/OTHER	360,388	317,524	42,864	39,953	337,070
			Less: Controllable Exp					
24.25	24 002	252	C W	100 750	100.010	7.7	20.007	177 700
31,254	31,002		Career Wages	186,759	186,012	<747>	30,097	177,702
12,303 43,557	15,772 46,774	3,469 3,217	Student Wages TOTAL WAGES	95,707 282,466	104,866 290,878	9,159 8,412	16,930 47,027	111,530 289,232
59.5	61.4	1.9	WAGE % TO SALES	47.9	53.2	5.3	61.2	50.5
39.3	01.4	1.9	WAGE 70 TO SALES	47.5	33.2	3.3	01.2	30.3
15,752	16,603	851	Employee Benefits	93,910	98,451	4,541	13,713	87,085
3,683	3,693	11	Office Supplies	12,966	7,690	<5,276>	775	9,297
3,334	3,100	<234>	Telephone	19,153	19,660	507	3,277	19,838
0	0	0	Trav/Trips/Conference	312	1,150	838	0	734
0	0	0	24 Hour Study Lounge	2,474	2,474	0	0	2,731
129	232	103	Student Comm Art	826	928	102	232	928
13	800	787	Training Programs	2,507	5,108	2,601	0	3,896
929	614		Annual ASUCLA Events	19,396	18,034	<1,362>	829	20,072
5,110 0	7,357 240	2,247 240	Student Event Exp Operating Supplies	34,096 902	30,733 1,755	<3,363> 853	8,247 442	33,302 2,612
0	0	0	Tournament Prizes	902	1,755	0	0	2,012
0	30	30	Replacements	0	337	337	0	608
838	600	<238>	Uniforms	838	600	<238>	500	500
5	145	140	Advertising	647	75 4	107	125	776
446	601		Business Promotion	2,756	3,582	826	589	3,234
2,213	2,063	<150>	Repairs & Maintenance	6,330	8,124	1,794	1,407	19,502
0	0	0	Repairs & Mtce-Equip	0	0	0	1,466	8,795
1,488	1,220		Bank Card Expense	7,463	7,569	106	1,596	8,036
58	31		Overs/Shorts	92	192	101	0	<3>
600	808	208	Commission Expense	5,745	6,432	687	900	6,913
283	0 15 417		Student Support Svcs	2,908	2,625	<283>	0 15 417	2,769
15,417 7,032	15,417 12,500	0 5 468	Interaction Fund STUDENT UNION EVENT F	92,500 53 695	92,502 57,000	3 305	15,417 12,524	92,500 58,383
57,329	12,500 66,054	5,468 8,725	TOTAL OTHER CONTROL.	53,695 359,516	365,700	3,305 6,184	12,524 62,037	382,528
100,886	112,828	11,942	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	641,981	656,578	14,597	109,064	671,759
100,000	112,020	11,372	GROSS CONTRIBUTION TO	0 11,301	030,370	11,557	105,004	0,1,739
<65,648>	<66,368>	720	SVCS AND ENTERPRISES	<281,593>	<339,054>	57,461	<69,111>	<334,689>
			1	,,,,,,	,	,	,	,
			Less: Allocated Exp	[
]				
3,230	3,385		Allocated ExpHR	19,785	20,393	608	3,155	18,877
3,130	3,399	269	Allocated Exp. Fin	27,615	25,313	<2,302>	2,850	24,170
1,597	1,445		Allocated ExpIS	12,116	10,854	<1,262>	1,238	10,472
644	766	122	Allocated Exp. Mktg	5,622	5,808	186	652	5,608
1,991 37,011	2,271 36,529	280 ~482>	Allocated Exp Othr SA	18,395 219,476	16,644 219,324	<1,751>	1,972	15,633 208,532
37,011 16,563	36,529 15,445	<482> <1,118>	Maintenance Utilities	219,476 118,525	219,324 100,962	<152> <17,563>	33,727 13,307	208,532 100,114
16,563	15,445 17,290	<1,118> 3,047	Depreciation	85,457	100,962	18,283	17,826	100,114
78,409	80,530	2,121	TOTAL ALLOCATED EXP	506,990	503,038	<3,952>	74,727	489,823
, 0, 103	30,330	2,121		230,330	555,656	.5,5527	. 1,, 2,	.55,625
<144,057>	<146,898>	2,841	NET INCOME (LOSS)	<788,583>	<842,092>	53,509	<143,839>	<824,512>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JAN. 06(12/29/13-01/25/14)		1	FISCAL YEAR 13-14		4	FISCAL YEAR 12-13		
(CURRENT MONTH			YTD 6 I	MO(07/28/13-01/	25/14)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
278,178	305,303	27,125	Career Wages	1,769,509	1,794,781	25,272	289,381	1,730,178
3,283	300	<2,983>	Limited Appointment	16,173	13,800	<2,373>	0	1,257
18,014	31,026	13,012	Student Wages	160,335	173,531	13,196	19,340	163,618
299,476	336,629	37,153	TOTAL WAGES	1,946,018	1,982,112	36,094	308,720	1,895,054
5.0	5.1	0.0	WAGE % TO TOTAL SALES	5.5	5.3	<0.2>	4.6	5.1
682 0	2,200 0	1,518 0	Emp Awards, Profess.	11,682 4,000	10,200 2,000	<1,482>	2,124 0	9,770 0
126,354	148,375	22,021	Emp Awards, Students Employee Benefits	784,626	848,289	<2,000> 63,663	130,041	762,664
7,239	9,145	1,906	Office Supplies	58,990	48,449	<10,541>	7,438	44,403
8,203	9,578	1,375	Telephone	51,437	58,357	6,920	8,860	54,961
920	1,083	163	Postage	5,826	6,546	720	965	5,506
592	2,305	1,713	Trav/Trips/Conference	3,582	14,255	10,673	417	14,313
0	20	20	Expense Allowance	0	120	120	0	0
801	312	<489>	Employee Relations	6,951	6,768	<183>	642	9,201
0	855	855	Fingerprinting	0	5,130	5,130	399	1,784
0	469	469	Recruitment	2,381	2,704	323	90	1,285
151	500	349	Operating Supplies	609	3,000	2,391	408	1,578
246	300	54	Uniforms	1,640	1,800	160	123	1,474
<252>	<1,000>	<748>	Security Expense	<271>	<6,000>	<5,729>	<1,861>	<5,082>
313	50		Security Equipment	399	300	<99>	240	1,275
2,873	2,658	<215>	Alarm Monitoring	16,795	15,948	<847>	2,683	15,470
1,150 2,100	1,000 2,100	<150> 0	Advertising Benefits U Adv	6,460 12,600	6,000 12,600	<460> 0	<400> 1,906	4,569 11,436
2,100 4,357	2,100 4,894	537	Repairs & Maintenance	29,172	32,438	3,266	7,398	33,687
5,200	0		Repair-Mtce Computer	5,200	0	<5,200>	0 0	0
16,045	10,320	,	Repairs & Mtce-Equip	62,175	61,920	<255>	8,601	54,172
0	224	224	Printing	477	489	12	378	660
11,509	11,509	0	Bruin One Card Exp	56,469	56,469	0	8,116	52,008
4	102	98	Overs/Shorts	3	93	90	99	91
18,041	22,484	4,443	Insurance Expense	108,246	134,904	26,658	20,440	122,640
2,869	3,344	475	Professional Services	18,327	20,845	2,518	2,874	18,794
917	910	<7>	Legal	5,500	5,460	<40>	773	4,635
9,733	10,427	694	External Audit	58,897	62,562	3,665	10,123	60,737
190	0		Temp Agency Service	3,650	3,600	<50>	165	4,997
9,583	9,442	<141>	Internal Audit	57,500	56,652	<848>	9,167	55,000
0	0	0	Tax Consulting	3,348	3,374	26	0	3,275
9,140 48	10,300 10,000	1,160	Board of Directors	56,835	61,500 10,000	4,665	9,509	60,870 11,797
3,408	3,711	9,952 303	Special Projects Misc. Bank Charges	3,366 18,998	20,414	6,634 1,416	10,660 3,603	19,818
3,408	2,994		Armored Carrier Expense	17,863	20,414 18,445	582	2,907	17,907
7,416	7,635	219	UCOP Payroll Services	44,500	45,810	1,310	7,417	44,501
15,929	15,929	0	UCLA Recharge Expense	95,574	95,574	0	15,498	92,988
2,919	300	-	Special Events	17,777	17,700	<77>	333	17,401
271,690	304,475	32,785	TOTAL OTHER CONTROL.	1,631,584	1,744,715	113,131	272,133	1,610,586
571,166	641,104	69,938	TOTAL CONTROLLABLE EXP	3,577,602	3,726,827	149,225	580,853	3,505,640
			Less: Allocated Exp					
15,119	16,200	1,081	Maintenance	89,655	97,268	7,613	13,777	85,184
6,766	6,850	1,081	Utilities	48,417	97,208 44,777	<3,640>	5,436	40,896
15,838	17,225	1,387	Depreciation	94,327	103,350	9,023	15,418	90,626
37,723	40,275	2,552	TOTAL ALLOCATED EXP	232,400	245,395	12,995	34,631	216,706
608,889	681,379	72,490	NET EXPENSE	3,810,002	3,972,222	162,220	615,484	3,722,345
		-A7 A07-	Allocated Sus and Est			<145,743>		∠2 17E 021-
<540,585> <25,962>	<587,992> <25,962>	<47,407> 0	Allocated-Svs and Ent Allocated-USAC	<3,311,593> <156,052>	<3,457,336> <156,052>	<145,743>	<524,209> <25,443>	<3,175,031> <150,987>
<3,732>	<3,732>	0	Allocated-GSA	<130,032> <20,514>	<20,514>	0	<3,732>	<20,514>
<38,610>	<63,790>		Allocated-Comm Board	<321,843>	<338,318>	<16,475>	<62,100>	<375,813>
<608,889>	<681,476>		TOTAL OTHER	<3,810,002>	<3,972,220>	<162,218>	<615,484>	<3,722,345>
,	,	,	1	-,:,	-,,	,	,	-, -,-
0	<97>	<97>	TOTAL EXPENSE	0	2	2	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

JAN. (06(12/29/13-01/2	25/14)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
93,227	99,684	6,457	Career Wages
2,201	0,004	<2,201>	Limited Appointment
,	540	•	
0		540	Student Wages
<160>	<80>	80	Labor Recharge
<4,766>	<4,221>	545	Billed Labor Costs
<3,790>	<4,500>	<710>	,
86,712	91,423	4,711	TOTAL WAGES
55,229	62,781	7,552	Employee Benefits
3	565	562	Office Supplies
678	668	<10>	'''
0	30	30	Trav/Trips/Conference
4,614	4,858	244	Paper
	4,682	<349>	· •
5,031	4,662 746		
2,035	-		Replacements
437	649	212	Laundry
17,817	14,905	<2,912>	l '
2,936	3,150	214	Repairs & Mtce-Elevator
0	50	50	Repairs & Mtce-Equip
20	200	180	Painting Program
0	100	100	Incidental Proj Exp
3,500	3,750	250	Air Conditioning-Maint
6,973	8,010	1,037	Rub Remvl/Hauling
3,862	3,573	<289>	Rodent & Pest Control
3,541	690	<2,851>	Rentals-Truck
0	0	0	Janitorial
106,675	109,407	2,732	TOTAL OTHER CONTROL.
193,387	200,830	7,443	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
16,845	16,138		Depreciation
16,845	16,138	<707>	
210,231	216,968	6,737	NET EXPENSE
<178,908>	<185,198>	<6,290>	Allocated-Svs and Ent
<6,001>	<6,001>	0	Allocated-USAC
<2,644>	<2,644>	0	Allocated-GSA
<7,559>	<6,925>	634	Allocated-Comm Board
<15,119>	<16,200>	<1,081>	
<210,231>	<216,968>	<6,737>	TOTAL OTHER
\210,231/	\210,500>	\0,131 <i>></i>	TOTAL OTTILIN
0	0	<0>	TOTAL EXPENSE

	ICCAL VEAD 12.1	ETCCAL VEAD 12 12			
	ISCAL YEAR 13-1	FISCAL YEAR 12-13 LAST YEAR ACTUAL			
	MO(07/28/13-01/				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
F72 204	600 040	25.040	07.445	520.007	
573,301	609,319	36,018	87,115	539,887	
11,896	0	<11,896>	3,141	15,929	
0	3,240	3,240	0	0	
<4,240>	<480>	3,760	<80>	<930>	
<25,863>	<25,847>	16	<5,051>	<25,802>	
<56,768>	<27,000>	29,768	<3,120>	<35,543>	
498,327	559,232	60,905	82,005	493,540	
0.46.470	262				
346,173	368,177	22,004	53,344	320,739	
691	1,290	599	969	1,672	
4,085	4,066	<19>	671	3,984	
168	1,080	912	0	0	
25,770	27,627	1,857	4,503	26,840	
27,036	28,159	1,123	4,275	27,478	
7,984	6,679	<1,305>	691	7,062	
2,313	3,942	1,629	567	4,515	
116,985	89,430	<27,555>	10,237	92,420	
17,844	19,625	1,781	2,993	18,726	
0	300	300	0	204	
1,296	1,200	<96>	345	886	
0	600	600	<38>	277	
22,954	22,500	<454>	2,788	21,592	
44,958	46,586	1,628	7,833	44,791	
21,075	21,440	366	4,462	21,232	
6,153	3,915	<2,238>	365	3,845	
2,592	0	<2,592>	0	0	
648,077	646,616	<1,461>	94,007	596,263	
1,146,404	1,205,848	59,444	176,012	1,089,804	
100,870	96,828	<4,042>	16,039	96,111	
100,870	96,828	<4,042>	16,039	96,111	
1,247,274	1,302,676	55,402	192,051	1,185,914	
<1.0C0.034	×1 111 0F0:	∠E1 020:	×162.022	×1 000 010:	
<1,060,921>	<1,111,959>	<51,038>	<163,032>	<1,008,019>	
<36,006>	<36,006>	0	<6,058>	<36,348>	
<15,864>	<15,864>	0	<2,295>	<13,770>	
<44,828>	<41,579>	3,249	<6,889>	<42,592>	
<89,655>	<97,268>	<7,613>	<13,777>	<85,184>	
<1,247,274>	<1,302,676>	<55,402>	<192,051>	<1,185,913>	
0	0	<0>	0	1	

UTILITIES EXPENSE STATEMENT

JAN. (06(12/29/13-01/2	25/14)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
1,935	11,034	9,099	Chiller Water
66,341	58,619	<7,722>	Elec-Non Air Cond.
7,593	10,021	2,428	Water-Non Air Cond.
15,799	10,350	<5,449>	Steam-Non Air Cond.
2,863	2,632	<231>	Gas
94,531	92,656	<1,875>	TOTAL OTHER CONTROL.
94,531	92,656	<1,875>	TOTAL CONTROLLABLE EXP
<80,064>	<78,305>	1,759	Allocated-Svs and Ent
<2,997>	<2,997>	0	Allocated-USAC
<1,321>	<1,321>	0	Allocated-GSA
<3,383>	<3,183>	200	Allocated-Comm Board
<6,766>	<6,850>	<84>	Allocated-A & SS
<94,531>	<92,656>	1,875	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

	ISCAL YEAR 13-1	FISCAL YEAR 12-13		
	MO(07/28/13-01/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
123,079	104,337	<18,742>	8,075	119,328
405,489	377,314	<28,175>	69,096	367,934
48,752	57,828	9,076	6,140	50,632
78,626	49,376	<29,250>	88	16,974
15,522	14,509	<1,013>	<7,280>	12,274
671,468	603,364	<68,104>	76,119	567,142
671,468	603,364	<68,104>	76,119	567,142
<572,935>	<511,875>	61,060	<64,322>	<483,939>
<17,982>	<17,982>	0	<2,642>	<15,852>
<7,926>	<7,926>	0	<1,001>	<6,006>
<24,209>	<20,806>	3,403	<2,718>	<20,449>
<48,417>	<44,777>	3,640	<5,436>	<40,896>
<671,468>	<603,366>	68,102	<76,119>	<567,142>
<0>	<2>	<2>	0	0