ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

January (01/01/12 - 01/28/12)

Prepared

February 13, 2012

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 - JANUARY 2012 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		JAN	JARY (01/0	1/12 - 01/28	/12)			FY 10	0-11]	FISCAL YEAR 2011-2012					FY 1	0-11			
			CURRENT	ГМОМТН				*1	•				YTD 6 N	ONTHS (0	7/31/11 - 01/	/28/12)			*	*
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/		ACT/L									ACT/			Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,966		5,788		(822)	(14.2%)	(766)	(13.4%)	5,732		UCLA Store	27,945		29,364		(1,419)	(4.8%)	(585)	(2.1%)	28,530	
972		1,126		(154)	(13.7%)	(220)	(18.5%)	1,192		UCLA Restaurants	6,365		6,324		41	0.6%	266	4.4%	6,099	
382		414		(32)	(7.7%)	(22)	(5.4%)	404		Services Division	1,828		1,852		(24)	(1.3%)	104	6.0%	1,724	
97		109		(12)	(11.0%)	(6)	(5.8%)	103		UCLA Student Union	676		680		(4)	(0.6%)	20	3.0%	656	
6,417		7,437		(1,020)	(13.7%)	(1,014)	(13.6%)	7,431		TOTAL	36,814		38,220		(1,406)	(3.7%)	(195)	(0.5%)	37,009	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,388	28.0%	1,591	27.5%	(203)	0.5	(135)	1.4	1,523	26.6%	UCLA Store	8,094	29.0%	8,462	28.8%	(368)	0.2	(149)	0.1	8,243	28.9%
684	70.4%	796	70.7%	(112)	(0.3)	(148)	0.6	832	69.8%	UCLA Restaurants	4,454	70.0%	4,481	70.9%	(27)	(0.9)	105	(1.3)	4,349	71.3%
381	99.7%	414	100.0%	(33)	(0.3)	(23)	(0.3)	404	100.0%	Services Division	1,826	99.9%	1,849	99.8%	(23)	0.1	105	0.1	1,721	99.8%
37	38.1%	46	42.2%	(9)	(4.1)	(1)	1.2	38	36.9%	UCLA Student Union	319	47.2%	328	48.2%	(9)	(1.0)	13	0.6	306	46.6%
2,490	38.8%	2,847	38.3%	(357)	0.5	(307)	1.2	2,797	37.6%	TOTAL	14,693	39.9%	15,120	39.6%	(427)	0.3	74	0.4	14,619	39.5%
										WAGES & BENEFITS										
525	10.6%	555	9.6%	30	(1.0)	(4)	(1.5)	521	9.1%	UCLA Store	3,202	11.5%	3,263	11.1%	61	(0.4)	(86)	(0.6)	3,116	10.9%
526	54.1%	545	48.4%	19	(5.7)	(1)	(10.1)	525	44.0%	UCLA Restaurants	3,237	50.9%	3,290	52.0%	53	1.1	(225)	(1.5)	3,012	49.4%
45	11.8%	55	13.3%	10	1.5	(4)	(1.7)	41	10.1%	Services Division	275	15.0%	312	16.8%	37	1.8	(26)	(0.6)	249	14.4%
60	61.9%	61	56.0%	1 60	(5.9)	1	(2.7)	61	59.2%	UCLA Student Union TOTAL	371	54.9%	377 7,242	55.4%	6 157	0.5 (0.3)	(15)	(0.6) (1.0)	356 6,733	54.3%
1,156	18.0%	1,216	16.4%	60	(1.6)	(8)	(2.6)	1,148	15.4%	IOIAL	7,085	19.2%	7,242	18.9%	157	(0.3)	(352)	(1.0)	6,733	18.2%
										OTHER CONTROLLABLES *										
143	2.9%	158	2.7%	15	(0.2)	22	0.0	165		UCLA Store	1,275	4.6%	1,283	4.4%	8	(0.2)	(4)	(0.1)	1,271	4.5%
100	10.3%	103	9.1%	3	(1.2)	12	(0.9)	112	9.4%	UCLA Restaurants	686	10.8%	642	10.2%	(44)	(0.6)	3	0.5	689	11.3%
105 50	27.5% 51.5%	114 55	27.5% 50.5%	9 5	0.0 (1.0)	27 0	5.2 (3.0)	132 50	32.7% 48.5%	Services Division UCLA Student Union	636 273	34.8% 40.4%	590 283	31.9% 41.6%	(46) 10	(2.9) 1.2	(41)	(0.3) 1.4	595 274	34.5% 41.8%
398	6.2%	430	5.8%	32	(0.4)	61	0.0	459		TOTAL	2.870	7.8%	2,798	7.3%	(72)	(0.5)	(41)	(0.2)	2,829	7.6%
390	0.2 /6	430	3.676	32	(0.4)	01	0.0	403	0.2 /6	1	2,010	7.076	2,790	7.370	(12)	(0.3)	(41)	(0.2)	2,029	7.070
	4.4 = 0.4		4= 00/	(4.50)	(0.7)	.	(0.4)			CONTRIBUTION		40.004		40.00/	(0.00)	(a. t)	(0.44)	(0.0)		40 =0/
720	14.5%	879	15.2%	(159)	(0.7)	(117)	(0.1)	837	14.6%	UCLA Store	3,616	12.9%	3,916	13.3%	(300)	(0.4)	(241)	(0.6)	3,857	13.5%
58 231	6.0% 60.5%	148 245	13.1% 59.2%	(90) (14)	(7.1) 1.3	(137) 0	(10.4)	195 231	16.4% 57.2%	UCLA Restaurants Services Division	530 914	8.3% 50.0%	550 948	8.7% 51.2%	(20) (34)	(0.4) (1.2)	(118) 37	(2.3)	648 877	10.6% 50.9%
(72)	(74.2%)	(71)	(65.1%)	(14)	(9.1)	2	(2.4)	(74)	(71.8%)	UCLA Student Union	(325)	(48.1%)	(331)	(48.7%)	6	0.6	(1)	1.3	(324)	(49.4%)
937	14.6%	1,201	16.1%	(264)	(1.5)	(252)	(1.4)	1,189		TOTAL	4,735	12.9%	5,083	13.3%	(348)	(0.4)	(323)	(0.8)	5,058	13.7%
	14.070	1,201	10.170	(204)	(1.0)	(202)	(1.4)	1,100	10.070		4,700	12.070	0,000	10.070	(040)	(0.4)	(020)	(0.0)	0,000	10.1 76
		=	. =		(0.0)	44.0	(4.6)	400		ALLOCATED EXPENSES		=				(0.0)	(0.1)	(0.0)		
479	7.5%	500	6.7%	21 22	(8.0)	(11)	(1.2)	468 161		Admin&Support Services	2,902	7.9%	2,933 1,040	7.7%	31	(0.2)	(94)	(0.3)	2,808	7.6%
155 53	2.4% 0.8%	177 73	2.4% 1.0%	22	0.0 0.2	6 6	(0.2) 0.0	161 59	2.2% 0.8%	Maintenance Division Utilities	996 436	2.7% 1.2%	1,040 457	2.7% 1.2%	44 21	0.0	(19) 15	(0.1) 0.0	977 451	2.6% 1.2%
199	3.1%	221	3.0%	20	(0.1)	4	(0.4)	203	2.7%	Depreciation	1,188	3.2%	1,325	3.5%	137	0.0	26	0.0	1,214	3.3%
886	13.8%	971	13.1%	85	(0.1)	5	(1.8)	891		TOTAL	5,522	15.0%	5,755	15.1%	233	0.3	(72)	(0.3)	5,450	14.7%
	. 5.070	J. 1	.5.170		(0.7)	•	(1.5)		. 2.0 /0	1	3,022	. 5.0 /0	5,100	.5.170	200	0.1	(12)	(0.0)	5,400	/3
51	0.8%	230	3.1%	(179)	(2.3)	(247)	(3.2)	298	4.0%	NET INCOME (LOSS) FROM OPERATIONS	(787)	(2.1%)	(672)	(1.8%)	(115)	(0.3)	(395)	(1.0)	(392)	(1.1%)
	0.070	200	5.176	(1.73)	(2.0)	(1)	(0.2)	-50	7.070	1	(101)	(2.1.70)	(0,2)	(1.070)	(1.13)	(0.0)	(000)	(1.0)	(002)	(1.1.70)
8	0.1%	0	0.0%	8	0.1	(6)	(0.1)	14	0.2%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	13	0.0%	0	0.0%	13	0.0	(30)	(0.1)	43	0.1%
20	0.1%	17	0.0%	3	0.1	(7)	(0.1)	27	0.2%	Interest Income	125	0.0%	103	0.0%	22	0.0	(43)	(0.1)	168	0.1%
(56)	(0.9%)	(56)	(0.8%)	0	(0.1)	3	(0.1)	(59)	(0.8%)	Interest (Expense)	(339)	(0.9%)	(339)	(0.9%)	0	0.0	16	0.1	(355)	(1.0%)
0	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%
186	2.9%	186	2.5%	0	0.4	1	0.4	185	2.5%	Student Union Fee Income	1,113	3.0%	1,113	2.9%	0	0.1	3	0.0	1,110	3.0%
158	2.5%	147	2.0%	11	0.5	(9)	0.3	167	2.2%	TOTAL	912	2.5%	877	2.3%	35	0.2	(54)	(0.1)	966	2.6%
209	3.3%	377	5.1%	(168)	(1.8)	(256)	(3.0)	465	6.3%	NET INCOME (LOSS)	125	0.3%	205	0.5%	(80)	(0.2)	(449)	(1.3)	574	1.6%
* Without Be		v	273	()	()	()	(0.0)		3.0 70	(200)	0	2.073		3.0 ,3	(55)	(4.2)	()	()	ψ. /	,

Without Benefits

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JANUARY 2012 (\$000's) DIVISIONS FULLY ALLOCATED

	JANUARY (01/01/12 - 01/28/12)				1	FY 10	0-11	1	FISCAL YEAR 2011-2012						FY 1	0-11				
			CURRENT		,			**	•				YTD 6 MONTHS (07/31/11 - 01/28/12)						**	
ACT	JAL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	JAL	BUD	GET		VARI			LAST YE	AR ACT
	01	•	0.4	ACT/I		ACT/L	_	•	0.4					ACT/BU						
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,966		5,788		(822)	(14.2%)	(766)	(13.4%)	5,732		UCLA Store	27,945		29,364		(1,419)	(4.8%)	(585)	(2.1%)	28,530	
972 382		1,126 414		(154) (32)	(13.7%) (7.7%)	(220) (22)	(18.5%) (5.4%)	1,192 404		UCLA Restaurants Services Division	6,365 1,828		6,324 1,852		41 (24)	0.6% (1.3%)	266 104	4.4% 6.0%	6,099 1,724	
97		109		(12)	(11.0%)	(6)	(5.4%)	103		UCLA Student Union	676		680		(4)	(0.6%)	20	3.0%	656	
6.417		7.437		(1,020)	(13.7%)	(1,014)	(13.6%)	7,431		TOTAL	36.814		38,220		(1.406)	(3.7%)	(195)	(0.5%)	37,009	
-,		,		(/ /	, ,,	(/- /	,	,		00000 144 00111			,		(, ,		(/	, ,	,	
1,388	28.0%	1,591	27.5%	(203)	Pts. 0.5	(135)	Pts. 1.4	1,523	26.6%	GROSS MARGIN UCLA Store	8,094	29.0%	8,462	28.8%	(368)	Pts. 0.2	(149)	Pts. 0.1	8,243	28.9%
684	70.4%	796	70.7%	(112)	(0.3)	(148)	0.6	832		UCLA Restaurants	4,454	70.0%	4,481	70.9%	(27)	(0.9)	105	(1.3)	4,349	71.3%
381	99.7%	414	100.0%	(33)	(0.3)	(23)	(0.3)	404	100.0%	Services Division	1,826	99.9%	1,849	99.8%	(23)	0.1	105	0.1	1,721	99.8%
37	38.1%	46	42.2%	(9)	(4.1)	(1)	1.2	38	36.9%	UCLA Student Union	319	47.2%	328	48.2%	(9)	(1.0)	13	0.6	306	46.6%
2,490	38.8%	2,847	38.3%	(357)	0.5	(307)	1.2	2,797	37.6%	TOTAL	14,693	39.9%	15,120	39.6%	(427)	0.3	74	0.4	14,619	39.5%
										TOTAL CONTROLLABLES										
668	13.5%	713	12.3%	45	(1.2)	18	(1.5)	686	12.0%	UCLA Store	4,477	16.0%	4,547	15.5%	70	(0.5)	(90)	(0.6)	4,387	15.4%
626	64.4%	648	57.5%	22	(6.9)	11	(11.0)	637	53.4%	UCLA Restaurants	3,923	61.6%	3,932	62.2%	9	0.6	(222)	(0.9)	3,701	60.7%
150	39.3%	169	40.8%	19	1.5	23	3.5	173	42.8%	Services Division	911	49.8%	902	48.7%	(9)	(1.1)	(67)	(0.8)	844	49.0%
109	112.4%	117	107.3%	8	(5.1)	3	(3.7)	112	108.7%	UCLA Student Union	645	95.4%	660	97.1%	15	1.7	(15)	0.6	630	96.0%
1,553	24.2%	1,647	22.1%	94	(2.1)	55	(2.6)	1,608	21.6%	TOTAL	9,956	27.0%	10,041	26.3%	85	(0.7)	(394)	(1.2)	9,562	25.8%
										CONTRIBUTION										
720	14.5%	879	15.2%	(159)	(0.7)	(117)	(0.1)	837	14.6%	UCLA Store	3,616	12.9%	3,916	13.3%	(300)	(0.4)	(241)	(0.6)	3,857	13.5%
58	6.0%	148	13.1%	(90)	(7.1)	(137)	(10.4)	195	16.4%	UCLA Restaurants	530	8.3%	550	8.7%	(20)	(0.4)	(118)	(2.3)	648	10.6%
231	60.5%	245	59.2%	(14)	1.3	0	3.3	231	57.2%	Services Division	914	50.0%	948	51.2%	(34)	(1.2)	37	(0.9)	877	50.9%
(72) 937	(74.2%) 14.6%	(71) 1,201	(65.1%) 16.1%	(1) (264)	(9.1) (1.5)	2 (252)	(2.4) (1.4)	(74) 1,189		UCLA Student Union TOTAL	(325) 4,735	(48.1%) 12.9%	(331) 5,083	(48.7%) 13.3%	6 (348)	0.6 (0.4)	(1) (323)	1.3 (0.8)	(324) 5,058	(49.4%) 13.7%
931	14.076	1,201	10.176	(204)	(1.5)	(232)	(1.4)	1,109	10.0 /6	1	4,733	12.5/0	3,003	13.3 //	(340)	(0.4)	(323)	(0.0)	3,036	13.7 /6
	40 704	=			(0.0)		44.0	=00		ALLOCATED EXPENSES						(0.0)	(0.0)	(0.0)		44.40/
532 234	10.7% 24.1%	566 275	9.8% 24.4%	34 41	(0.9) 0.3	0 6	(1.4) (4.0)	532 240		UCLA Store UCLA Restaurants	3,184 1,571	11.4% 24.7%	3,265 1,714	11.1% 27.1%	81 143	(0.3) 2.4	(22) (32)	(0.3) 0.5	3,162 1,539	11.1% 25.2%
49	12.8%	51	12.3%	2	(0.5)	(2)	(4.0)	47		Services Division	293	16.0%	293	15.8%	0	(0.2)	(15)	0.5	278	16.1%
71	73.2%	79	72.5%	8	(0.7)	1	(3.3)	72	69.9%	UCLA Student Union	474	70.1%	483	71.0%	9	0.9	(3)	1.7	471	71.8%
886	13.8%	971	13.1%	85	(0.7)	5	(1.8)	891		TOTAL	5,522	15.0%	5,755	15.1%	233	0.1	(72)	(0.3)	5,450	14.7%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
188	2.9%	312	4.2%	(124)	(1.3)	(116)	(1.2)	304		UCLA Store	432	1.2%	651	1.7%	(219)	(0.5)	(264)	(0.7)	696	1.9%
(176) 182	(2.7%) 2.8%	(127) 194	(1.7%) 2.6%	(49) (12)	(1.0) 0.2	(131)	(2.1) 0.3	(45) 185	(0.6%) 2.5%	UCLA Restaurants Services Division	(1,041) 621	(2.8%) 1.7%	(1,164) 655	(3.0%) 1.7%	123 (34)	0.2 0.0	(149) 22	(0.4) 0.1	(892) 599	(2.4%) 1.6%
(143)	(2.2%)	(149)	(2.0%)	6	(0.2)	(3)	(0.2)	(146)	(2.0%)	UCLA Student Union	(799)	(2.2%)	(814)	(2.1%)	15	(0.1)	(4)	(0.1)	(795)	(2.1%)
51	0.8%	230	3.1%	(179)	(2.3)	(247)	(3.2)	298		TOTAL	(787)	(2.1%)	(672)	(1.8%)	(115)	(0.1)	(395)	(1.0)	(392)	(1.1%)
J.			2.1.70	(1.0)	(=.0)	ν,	(/			OTHER INC/(EXP)	(1.27)	(=: 70)	(-· - /	(/0)	(1.0)	(=10)	(230)	(1.0)	()	(,0)
8	0.1%	0	0.0%	8	0.1	(6)	(0.1)	14	0.2%	Non-Recurrent Inc/(Exp)	13	0.0%	0	0.0%	13	0.0	(30)	(0.1)	43	0.1%
20	0.1%	17	0.0%	3	0.1	(7)	(0.1)	27	0.4%	Interest Income	125	0.3%	103	0.3%	22	0.0	(43)	(0.1)	168	0.1%
(56)	(0.9%)	(56)	(0.8%)	0	(0.1)	3	(0.1)	(59)		Interest (Expense)	(339)	(0.9%)	(339)	(0.9%)	0	0.0	16	0.1	(355)	(1.0%)
0	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%
186	2.9%	186	2.5%	0	0.4	1	0.4	185	2.5%	Student Union Fee Income	1,113	3.0%	1,113	2.9%	0	0.1	3	0.0	1,110	3.0%
158	2.5%	147	2.0%	11	0.5	(9)	0.3	167	2.2%	TOTAL	912	2.5%	877	2.3%	35	0.2	(54)	(0.1)	966	2.6%
209	3.3%	377	5.1%	(168)	(1.8)	(256)	(3.0)	465	6.3%	NET INCOME (LOSS)	125	0.3%	205	0.5%	(80)	(0.2)	(449)	(1.3)	574	1.6%

ASUCLA P/L Reconciliation Jan-12

Jan-12	\$00						
Financial Analysis							
	Jan						
Budgeted Net Income/(Loss)		37					
UCLA Store							
Gross Margin:	+						
	(26)						
Bearwar gross income \$46K below plan due to reduced foot traffic mainly from relocating Pauley Pavilion events during the remodel	` 1						
Campus Photo Studio gross income \$23K below plan due to shift of deadline for yearbook photos from Jan/Feb to March/April	(21)						
Computer Store gross income \$351K below plan due to lower department and individual sales	(35)						
New Text gross income \$275K below plan due to less requisitions and titles requested in comparison to last year, and students are	(50)						
buying books elsewhere	(59)						
Used Text gross income \$146K above plan due to better availability of used textbook titles	42						
APS gross income \$101K below plan as the number of requisitions for course readers were lower than anticipated	(20)						
Luvalle Books gross margin below plan due to price match and a sale in trade books	(7)						
Luvalle Market gross income \$19K below plan due to larger sales reduction than anticipated due to school starting one week later	(9)						
HSS Books gross income \$31K below plan due to reduced traffic in January exacerbated by Winter rush starting one week later	(13)						
HSS Dental gross income \$43K below plan due to reduced store traffic and counter sales, and timing of dental kit merchandise arrival	(17)						
HSS South Campus and Kinross gross income \$34K below plan due to delay in opening	(15)						
Total Wages lower than plan	24						
Other	(3)						
Total Contribution	\longmapsto	(15					
UCLA Restaurants							
Gross Margin:							
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	9						
Northern Lights gross income \$8K below plan due to additional coffee areas opened in north campus	(7)						
North Campus Student Center gross income below plan due to aggressive budget for sales this fiscal year	(7)						
Court Science Stu Ctr., Subway and Yoshinoya gross income \$93K below plan due to delay in opening	(68)						
Luvalle Food Servery gross income \$23K below plan as budget didn't account for school starting one week later	(12)						
Jimmy's gross income \$13K below plan as budget didn't account for school starting one week later	(9)						
KH Coffeehouse gross income \$13K below plan as budget didn't account for school starting one week later	(5)						
Concessions gross income \$16K below plan due to second coffee cart budgeted but not opened, slow start to expected sales at the							
TFT coffee cart, and lower sales at Wooden Center athletics events	(12)						
Total Wages lower than plan, primarily student	17						
Other	4						
Total Contribution		(9					
Services							
Gross Margin:							
Licensing foreign income below plan due to non-renewal of Korean license, no over royalty earned in China and Europe, and							
discontinued programs in Japan and Australia	(27)						
Licensing domestic income above plan due to higher sales	6						
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(5)						
Photography income below plan due to timing as several large events budgeted in January have been booked for February	(8)						
Other, positive controllables mainly international agency fee and career wages	20						
Total Contribution	20	(1					
UCLA Student Union	† †	(1					
Gross Margin:	 						
Student Union Ops gross income \$11K below plan due to a decrease in advertising income and student events	(5)						
	(5)						
Recreation & Games gross income below plan due to lower than anticipated sales	(4)						
Other, positive controllables mostly student event expense and career wages	8						
Total Contribution	 	-					
Allocated Expenses and Other							
A&SS lower than plan mostly repairs and maintenance, total wages and employee benefits	21						
Maintenance lower than plan due to increased time spent on capital projects, which gets recharged directly to the capital projects, thus	1						
less labor and materials are spent on routine repairs, in addition to taking over PM drain cleaning from UCLA Facilities	22						
Utilities lower than plan due to reduced consumption caused partly by winter closure and the delay in opening CSSC	20						
Depreciation lower than plan due to timing of capital expenditures, mainly CSSC opening delay	22						
Other	11						
Total		ç					
Actual Net Income/(Loss)		20					

ASUCLA P/L Reconciliation Year-To-Date Through January 2012

Financial Analysis								
Budgeted Net Income/(Loss)	_	20:						
UCLA Store								
Gross Margin:	(120)							
Bearwear gross income \$196K below plan due to reduced fan enthusiasm in addition to the relocation of Pauley Pavilion events during the remodel	(139)							
Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs	(44)							
Computer store gross income \$824K below plan due to lower department and individual sales	(44)							
New Text gross income \$194K below plan due to less requisitions and titles requested in comparison to last year; also students shopping elsewhere	(64)							
Used Text gross income \$145K above plan due to better availability of used titles	36							
Bookzone gross income \$17K above plan due mostly to additional sales of UCLA History book and Wooden commemorative book	16							
Luvalle Books gross income \$110K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(42)							
Luvalle Essentials/Market gross income \$48K below plan due to a very difficult retail climate and aggressive sales plan	(30)							
Kinross and South Campus Stores' gross income \$134K below plan as they were budgeted to open in September but will now open in winter quarter	(58)							
Total Wages lower than plan	14							
Other, mostly positive controllables including employee benefits and bank card expense	55							
Total Contribution		(30						
UCLA Restaurants								
Gross Margin:								
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	52							
Greenhouse gross income \$50K above plan due to increased enrollment and delayed opening of CSSC	21							
No Campus Student Center gross margin below plan due to aggressive budget for sales this fiscal year	(26)							
Court Science Stu Ctr., Subway and Yoshinoya gross income \$436K below plan due to construction issues delaying opening	(314)							
KH Coffeehouse gross income \$55K above plan due to increased enrollment and delayed opening of CSSC	37							
Cooperage gross income \$98K above plan due to increased enrollment and delayed opening of CSSC	52							
Taco Bell gross income \$35K above plan due to increased enrollment and delayed opening of CSSC	26							
Catering gross income \$245K above plan due to athletics training table growth and multiple new client events throughout the year	144							
Concessions gross income \$73K below plan due to delay in opening second coffee cart in addition to lower sales than planned at Wooden Center athletics events	(46)							
Total Wages lower than plan, mainly student	24							
Other	10							
Total Contribution	10	(2)						
Services	+ +	(2						
Gross Margin:								
Licensing domestic income above plan due to better than anticipated results	23							
	23							
Licensing foreign income below plan due to non-renewal of Korean license, no over royalty earned in China and Europe, and discontinued programs in	(0)							
Japan and Australia	(8)							
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(35)							
Total Wages lower than plan, mainly career	23							
Other, mostly negative controllables mainly payments to UCLA and trademark	(37)							
Total Contribution		(3						
UCLA Student Union								
Gross Margin:								
Student Union Ops gross income \$21K above plan due to increased social business especially weddings, tenting for reception and strong parents weekend	8							
Recreation and Games gross income below plan due to sales much lower than prior year, which budget was based on	(17)							
Other, positive controllables mainly student event expense and waiver pool	15							
Total Contribution								
Allocated Expenses and Other								
A&SS lower than plan mostly repairs and maintenance, student wages and employee benefits	31							
M: 1 4 1 1 2 2 2 2 31 1 4 1 1 2 1 2 1 1 2 1 2 2 2 3 1 1 2 3 1 3 1								
Maintenance lower than plan due to more time spent on capital projects thus less labor and materials spent on repairs and maintenance and a/c maintenance,	44							
in addition to bringing pm drain cleaning service in-house	21							
in addition to bringing pm drain cleaning service in-house Utilities lower than plan due to lower consumption caused partly by delay in opening CSSC, in addition to later start to winter quarter	137							
in addition to bringing pm drain cleaning service in-house Utilities lower than plan due to lower consumption caused partly by delay in opening CSSC, in addition to later start to winter quarter Depreciation lower than plan due to timing of capitals, mainly CSSC opening delay	+ +							
in addition to bringing pm drain cleaning service in-house Utilities lower than plan due to lower consumption caused partly by delay in opening CSSC, in addition to later start to winter quarter	137	26						

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

CURRENT ASSETS: Cash and short term investments Accounts receivable Less: Allowance for doubtful accounts	\$10,356 3,249 (74) 3,174	\$9,126 3,287	July 2011
CURRENT ASSETS: Cash and short term investments Accounts receivable	3,249 (74)		¢40.000
Cash and short term investments Accounts receivable	3,249 (74)		¢40.000
Cash and short term investments Accounts receivable	3,249 (74)		¢40.000
Accounts receivable	3,249 (74)		
	(74)		\$10,888
	` '	(68)	3,154 (81)
Accounts receivable, net	J. 1 / T I	3,219	3,074
Student fees receivable	92	248	246
Inventories	6,978	8,525	6,644
Prepaid expenses and other current assets	153	149	233
Total current assets	20,753	21,268	21,085
. 5.5 5.5 5 5	20,1.00		
LONG TERM ASSETS			
Property, equipment and improvements	64,063	64,004	63,237
Less: Accumulated depreciation	(35,245)	(35,070)	(34,082)
Total Long Term Assets	28,818	28,934	29,155
TOTAL 1005T0			
TOTAL ASSETS	49,572	50,202	50,240
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,346	\$5,408	\$5,491
Wages and payroll taxes payable	2,486	2,251	2,630
Sales Tax Payable & Other Liabilities	1,123	669	851
Interest payable	139	425	143
Deferred Income	387	514	176
Funds Held for Others	116	166	101
Current portion of long term debt	673	673	673
Total current liabilities	9,270	10,106	10,065
LONG TERM DEBT:			
AU expansion loan	13,452	13,452	13,452
Total long term debt	13,452	13,452	13,452
TOTAL LIABILITIES	22,722	23,558	23,518
RETAINED EARNINGS:			
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	125	(78)	688
Ending Balance	26,849	26,644	26,722
•			
TOTAL LIABILITIES AND RETAINED EARNINGS	49,572	50,202	50,240

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

January 2012

(\$000's)

			Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:		*	^ (
Net income/(loss)	\$209	\$131	\$574
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	400	#4.400	4 04 4
Depreciation - PP&E	199	\$1,188	1,214
Loss on disposals of fixed assets	0	\$0 \$0	0
Depreciation - textbook rental equipment	0	\$0	0
(Increase)/decrease in current assets:	45	(#400)	(050)
Accounts receivable	45	(\$100)	(950)
Student fees receivable	156	\$152	149
Inventories	1,547	(\$334)	855
Prepaid expenses and other current assets	(4)	\$80	79
Increase/(decrease) in current liabilities:	(, , , , ,)		(5)
Accounts payable	(1,064)	(\$1,144)	(3)
Sales Tax Payable & Other Liabilities	453	\$272	375
Wages and payroll taxes payable	234	(\$146)	(145)
Interest payable	(286)	(\$6)	(3)
Deferred Income	(127)	\$210	166
Funds held for Others	(50)	\$15	34
Net cash provided/(used) by operating activities	\$1,313	\$319	\$2,345
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	3
Purchase of textbook rental equipment Purchase of property, equipment and improvements	(83)	(\$850)	(390)
Furchase of property, equipment and improvements	(63)	(\$650)	(390)
Net cash used in investing activities	(\$83)	(\$850)	(\$387)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	\$0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT	\$1,229	(\$532)	\$1,958
CASH AND SHORT TERM INVESTMENTS, Beginning	\$9,126	10,888	\$10,097
		·	
CASH AND SHORT TERM INVESTMENTS, Ending	\$10,356	\$10,356	\$12,055

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

January 2012

(\$000's)

CASH AND SHORT TERM INVESTMENTS Less: Committed Capital Projects	10,356
Court of Sciences Student Center	(164)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Union Space Store Redesign Study	(300)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,564)
Adjustment for Cash Overdraft Entry	(920)
Uncommitted Cash	5,872
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	4,746
RESERVE SURPLUS (DEFICIT)	1,126

ASUCLA SERVICES AND ENTERPRISES

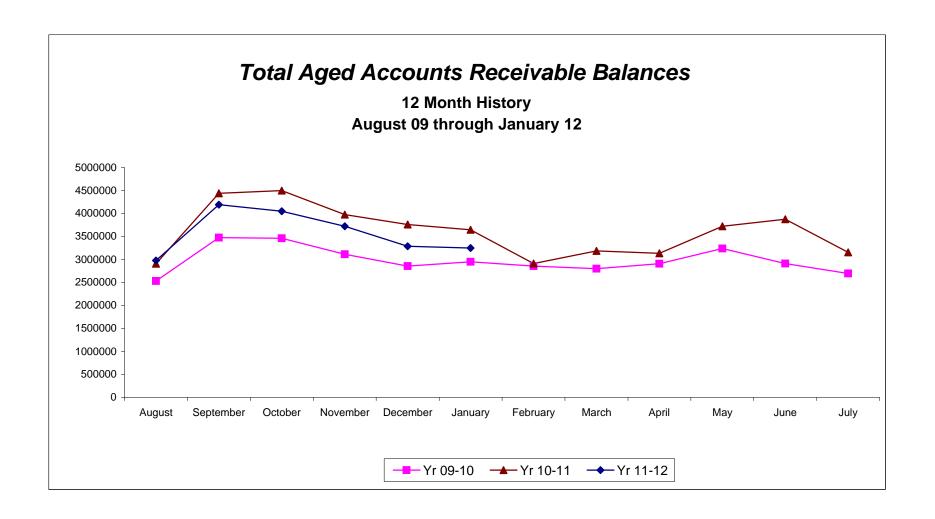
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012 January 2011

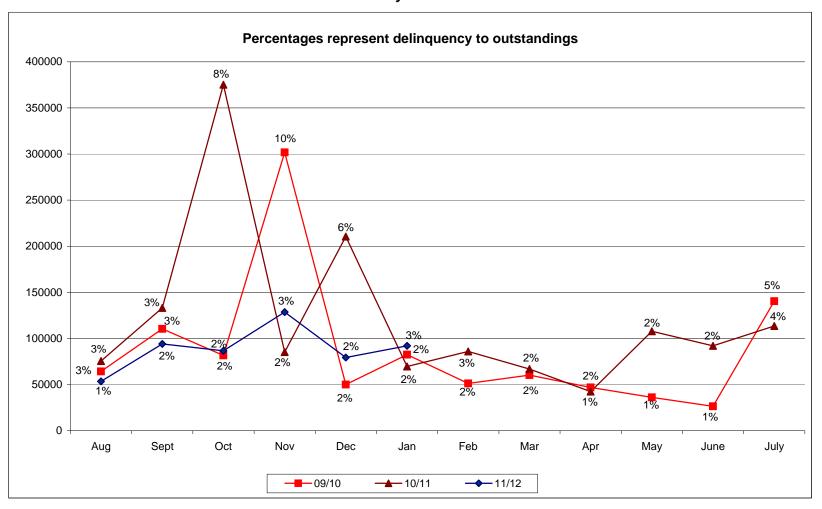
			U12 January					
PROJECT NAME	BUDGET				Remaining	- ''	Over	- 67. 7
Store/Services		Pavments Pavments	PO's	Total	<u>Balance</u>	Pendina	(Under)	Status
2011-S001 Store General Replacement	50.0	7.3	5.8	13.1	36.9		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	300.0	0.0	300.0	0.0	130.0	300.0	Completed
2011-S033 Text book Multi Store Fulfillment Modification	0.0	0.0	12.3	12.3	2.7		15.0	Pending
2011-S034 Kinross Grad Student Center	0.0	0.0	19.2	19.2	10.8		30.0	Pendina
Total Store/Services	2,210.0	307.3	37.3	344.6	50.4	2,160.0	345.0	rending
Food Service			01.0	0 1 110		2,,,,,,,	0.0.0	
2011-F005 FS Miscellaneous and Unanticipated	50.0	6.1	17.2	23.3	26.7		0.0	In Progress
2011-F006 FS Patio Furniture Upgrade	40.0	40.6	0.0	40.6	0.0		0.6	Completed
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	45.0 650.0	0.0	Pending
2011-F009 Fauley Favilion Remodel	15.0	3.7	0.0	3.7	11.3	030.0	0.0	In Progress
2011-F010 EVC Patio Awring 2011-F011 Office Carpet		0.0	0.0	0.0	0.0	40.0		
2011-F011 Office Carpet 2011-F012 Freezer	10.0					10.0	0.0	Pending
	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F031 Training Table	0.0	20.7	0.0	20.7	0.0		20.7	Completed
Total Food Services	970.0	71.1	17.2	88.3	38.0	865.0	21.3	
Technology								. 5
2011-T019 Network Infrastructure Upgrade	20.0	2.5	2.8	5.3	14.7		0.0	In Progress
2011-T020 Printer Replacement	10.0	3.8	0.0	3.8	6.2		0.0	In Progress
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-T022 Marketing Oversized HP Design Jet Printer	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
Total Technology	210.0	6.3	2.8	9.1	20.9	180.0	0.0	
Others	45.0	0.0	0.0	0.0	0.0	45.0	0.0	5
2011-O023 Custodial Replacements 2011-O024 Global Viewpoint Globe	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-0024 Global Viewpoint Globe 2011-0025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	10.0 25.0	0.0 0.0	0.0 0.0	0.0 0.0	0.0	10.0 25.0	0.0 0.0	Pending
2011-0025 Sound Barrier Reinforcement 2nd Fi Eng/AGB	25.0 25.0	0.0	0.0	0.0	0.0 0.0	25.0 25.0	0.0	Pending Pending
2011-0026 Fac. Misc. Remodels 2011-0027 KH Meeting Room Carpet	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending Pending
2011-0027 KH Meeting Room Carpet 2011-0028 Finance Misc. Replacements	15.0	9.3	26.5	35.8	0.0	- 5.0	20.8	Completed Awaiting Invoice
2011-0029 MCO Equipment	10.0	14.8	0.0	14.8	0.0		4.8	Completed Awaiting invoice Completed
2011-0030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
Total Others	200.0	24.1	26.5	50.6	0.0	175.0	25.6	1 Origing
Total Current Year Projects	3,590.0	408.8	83.8	492.6	109.3	3,380.0	391.9	
rotar ourrein real Flojects	J,J3U.U	400.0	00.0	マジム・リ	103.3	3,300.0	JJ 1.J	

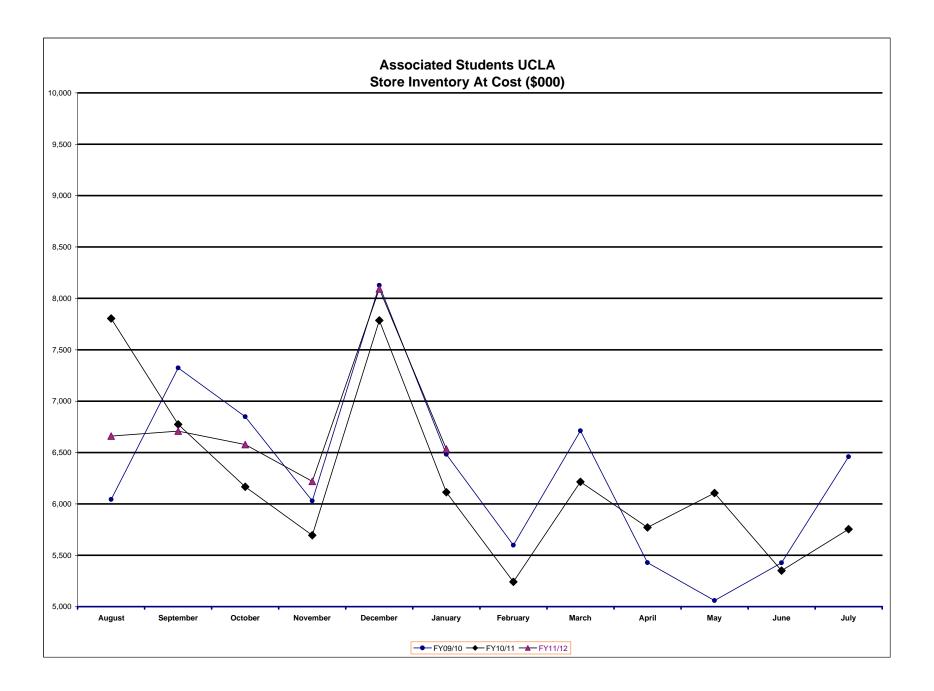
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

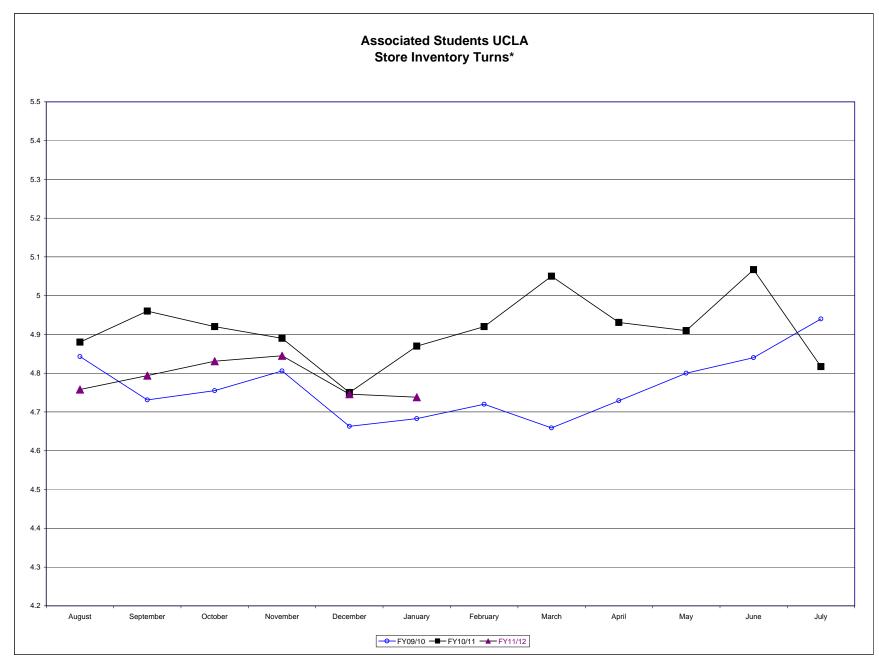
1/28/2012 January	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$612,760	21%	\$124,041	61%	\$28,453	54%	\$6,685	52%	\$9,093	79%	\$7,696	51%	\$788,728	25%
ASUCLA PUBLICATIONS	\$179,965	6%	\$1,686	1%	\$1,349	3%	\$0	0%	\$0	0%	\$0	0%	\$183,000	6%
ASUCLA USA/GSA	\$63,800	2%	\$6,905	3%	\$80	0%	\$0	0%	\$0	0%	\$0	0%	\$70,785	2%
DUE FROM VENDORS	\$212,596	7%	\$14,286	7%	\$9,303	18%	(\$166)	-1%	(\$111)	-1%	\$6,539	43%	\$242,447	7%
DENTAL KITS	\$326,414	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$326,414	10%
OTHER	\$1,558,219	53%	\$55,983	28%	\$13,300	25%	\$6,310	49%	\$2,561	22%	\$964	6%	\$1,637,337	50%
TOTAL CURRENT MONTH	\$2,953,754	100%	\$202,901	100%	\$52,485	100%	\$12,829	100%	\$11,543	100%	\$15,199	100%	\$3,248,711	100%
	92%		6%		2%		0%		0%		0%		100%	
12/31/2011 December	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$908,452	30%	\$143,296	71%	\$18,866	44%	\$9,213	44%	\$2,349	41%	\$6,356	66%	\$1,088,532	32%
ASUCLA PUBLICATIONS	\$93,168	3%	\$1,349	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,517	3%
ASUCLA USA/GSA	\$61,718	2%	\$2,193	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$63,911	2%
DUE FROM VENDORS	\$354,448	12%	\$11,659	6%	\$4,871	11%	\$3,907	19%	\$2,604	45%	\$1,921	20%	\$379,410	12%
DENTAL KITS	\$444,550	15%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$444,550	14%
OTHER	\$1,143,208	38%	\$43,298	21%	\$19,433	45%	\$7,642	37%	\$801	14%	\$1,314	14%	\$1,215,696	37%
TOTAL CURRENT MONTH	\$3,005,544	100%	\$201,795	100%	\$43,170	100%	\$20,762	100%	\$5,754	100%	\$9,591	100%	\$3,286,616	100%
	92%		6%		1%		1%		0%		0%		100%	
											. = -			
11/26/2011 November	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$718,972	22%	\$324,165	79%	\$28,537	31%	\$5,742	33%	\$4,204	42%	\$3,539	43%	\$1,085,159	29%
ASUCLA PUBLICATIONS	\$112,726	4%	\$492	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$113,218	3%
ASUCLA USA/GSA	\$85,528	3%	\$18,989	5%	\$315	0%	\$0	0%	\$0	0%	(\$985)	-12%	\$103,847	3%
DUE FROM VENDORS	\$705,835	22%	\$27,985	7%	\$3,922	4%	\$7,051	41%	\$4,700	47%	\$1,629	19%	\$751,122	20%
DENTAL KITS	\$516,728	16%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$516,728	14%
OTHER	\$1,046,714	33%	\$37,927	9%	\$60,129	65%	\$4,455	26%	\$1,129	11%	\$4,224	50%	\$1,154,578	31%
TOTAL CURRENT MONTH	\$3,186,503	100%	\$409,558	100%	\$92,903	100%	\$17,248	100%	\$10,033	100%	\$8,407	100%	\$3,724,652	100%
	86%		11%		2%		1%		0%		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.

IANI G	2/ (01/01/12 01/	20 /1 2)	Ī		ICCAL VEAD 11	12	EICCAL VI	-AD 10 11
	06(01/01/12-01/ CURRENT MONTI				ISCAL YEAR 11-1 MO(07/31/11-01		LAST YEA	EAR 10-11 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,200,095	2,453,245	<253.150>	TEXTBOOKS	6,673,669	6,847,319	<173,650>	2,370,948	6,835,308
112,509	125,200		GENERAL BOOKS	664,692	644,249	20,443	128,746	623,917
418,014	497,244		APPAREL & ACCESSORIES	5,064,686	5,326,941	<262,255>	501,682	5,187,184
1,142,590 592,669	1,522,900 610,221		SUPPLY DIVISION LU VALLE COMMONS STORE	9,598,571 1,953,926	10,366,600 2,116,449	<768,029> <162,523>	1,543,179 661,265	9,786,764 2,154,243
396,696	507,200		HEALTH SCIENCES STORE	3,382,053	3,565,150	<183,097>	468,890	3,390,693
4,862,573	5,716,010	<853,437>	TOTAL SALES	27,337,597	28,866,708	<1,529,111>	5,674,709	27,978,108
3,552,341	4,173,476	621,135	Less: Cost of Sales	19,732,959	20,789,978	1,057,019	4,178,629	20,164,240
			Less: Shrinkage					
11,434	9,870	<1,564>	TEXTBOOKS	33,327	28,530	<4,797>	13,607	36,074
1,707	2,000	293	GENERAL BOOKS	9,704	10,300	596	1,984	9,122
1,902 3,467	1,935 4,160	33 693	APPAREL & ACCESSORIES SUPPLY DIVISION	21,084 25,540	21,225 26,450	141 910	2,067 4,452	20,736 26,100
3,514	3,030		LU VALLE COMMONS STORE	11,688	11,150	<538>	4,432	12,585
3,936	2,320		HEALTH SCIENCES STORE	17,021	14,400	<2,621>	4,237	17,556
25,960	23,315	<2,645>		118,364	112,055	<6,309>	30,475	122,173
3,578,300	4,196,791	618,491	TOTAL COST OF SALES	19,851,323	20,902,033	1,050,710	4,209,104	20,286,413
73.1	73.0	<0.0>	COST OF SALES %	72.2	72.0	<0.2>	73.6	72.1
1,284,272	1,519,219	<234,947>	GROSS MARGIN GROSS MARGIN %	7,486,274	7,964,675	<478,401>	1,465,605	7,691,696
27.0 0.5	27.0 0.4	<0.0> <0.1>	SHRINKAGE %	27.8 0.4	28.0 0.4	<0.2> <0.0>	26.4 0.5	27.9 0.4
26.4	26.6	<0.2>	NET GROSS MARGIN %	27.4	27.6	<0.2>	25.8	27.5
24.9	24.8	0.1	TEXTBOOKS	25.0	24.8	0.1	23.8	24.5
28.9	30.7	<1.8>		31.7	30.7	1.0	30.0	30.8
52.4	55.2 20.9	<2.8>		50.5	52.0	<1.6>	53.3	52.1
23.5 24.6	20.9	2.6 <2.6>	SUPPLY DIVISION LU VALLE COMMONS STORE	18.7 26.9	18.3 28.4	0.4 <1.5>	21.8 24.6	18.7 26.5
17.8	22.5		HEALTH SCIENCES STORE	21.6	22.3	<0.7>	20.9	21.3
103,674	72,093	31,581	OTHER INCOME	607,274	497,696	109,578	57,767	551,778
1,387,946	1,591,312	<203,366>	GROSS MARGIN/OTHER	8,093,548	8,462,371	<368,823>	1,523,371	8,243,473
			Less: Controllable Exp					
278,051	280,686	2,635	Career Wages	1,662,470	1,660,128	<2,342>	273,440	1,637,558
0	0	0	Limited Appointment	1,709	0	<1,709>	0	0
116,872 394,923	138,019 418,705	21,147 23,782	Student Wages TOTAL WAGES	797,772 2,461,951	815,730 2,475,858	17,958 13,907	133,078 406,518	788,569 2,426,128
8.1	7.3	<0.8>	WAGE % TO SALES	9.0	8.6	<0.4>	7.2	8.7
130,114 6,650	135,914 6,832	5,800 182	Employee Benefits Office Supplies	740,172 62,174	787,416 55,632	47,244 <6,542>	114,064 7,464	689,621 61,350
12,356	13,971	1,615	Telephone	83,911	85,412	1,501	12,742	83,906
80	135	55	Telex	730	810	80	160	800
17 1,807	24 605	7 <1,202>	Postage Trav/Trips/Conference	129 8,273	139 5,155	10 <3,118>	29 2,695	177 5,934
1,275	1,225	<50>	Membership Fees	2,075	2,098	23	1,310	2,110
4,144	3,420	<724>	Operating Supplies	32,441	26,665	<5,776>	3,237	27,403
27,292	20,755	<6,537>	Freight Out	189,514	155,865	<33,649>	21,670	153,393
870 0	1,075 0	205 0	Transportation Replacements	5,589 681	6,450 0	861 <681>	841 0	4,623 171
29	0	<29>	Merchandise Losses	179	0	<179>	0	28
0	0	<0>	Postage Stamp O/S	<18>	0	18	<7>	<5>
0 9,633	58 11,320	58 1,687	Uniforms Advertising	111 119,514	272 125,258	161 5,744	58 9,805	272 119,654
<4,951>	<4,100>	851	Vendor Adv. Allowance	<7,825>	<10,756>	<2,931>	<2,980>	<9,428>
85	85	<0>	Direct Mail Adv.	235,107	235,510	403	76	228,125
4,118	4,630	512	Repairs & Maintenance	19,998	15,120	<4,878>	5,951	17,844
74,001	93,752	0 19,751	Janitorial Bank Card Expense	28 416,399	0 473,050	<28> 56,651	0 91,191	0 447,024
1,680	0	<1,680>	Overs/Shorts	7,551	0	<7,551>	552	12,883
752	0	<752>	Credit Card Adjustments	2,230	0	<2,230>	1,791	6,478
0	250 0	250 0	Textbook Rental Exp Rentals-Facilities	0 4,051	1,500 1,900	1,500 <2,151>	0	3,349 0
0	0	0	Rentals-Facilities Rentals-Truck	975	1,600	<2,151> 625	0	1,579
300	0	<300>	Taxes & Licenses	900	0	<900>	0	0
594	460	<134>	Professional Services	1,540	3,950	2,410	1,962	11,947
59 531	860 200	801 <331>	Temp Agency Service Commission Expense	4,054 4,432	3,960 3,200	<94> <1,232>	2,611 2,846	9,071 3,105
700	700	<0>	Concession Expense	39,320	39,300	<20>	441	33,182
0	0	0	Prior Period Adj	<53>	0	53	0	0
0 1,027	2 1,876	2 849	Alloc of Distr Cntr Payment to UCLA	0 40,947	8 51,196	8 10,249	0 950	0 45,809
273,166	294,049	20,883	TOTAL OTHER CONTROL.	2,015,129	2,070,710	55,581	279,461	1,960,406
668,089	712,754	44,665	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	4,477,080	4,546,568	69,488	685,979	4,386,534
719,857	878,558	<158,701>	SVCS AND ENTERPRISES	3,616,468	3,915,803	<299,335>	837,392	3,856,939
,,==-	,			,	,	,	,	,,
			Less: Allocated Exp					
25,546	28,819	3,273	Allocated ExpHR	150,304	153,839	3,535	23,804	146,082
154,875	165,809	10,934	Allocated Exp. Fin	891,076	936,260	45,184	154,452	887,216
64,009	68,436	4,427	Allocated ExpIS	370,601	386,054	15,453	64,947	355,705
35,215 101,469	37,076 99,401	1,861 <2,068>	Allocated Exp. Mktg Allocated Exp Othr SA	204,252 593,107	210,392 577,598	6,140 <15,509>	34,051 95,458	206,503 571,318
61,859	70,439	<2,068> 8,580	Maintenance	394,538	413,588	< 15,509> 19,051	95,458 64,049	389,544
19,328	26,494	7,166	Utilities	157,781	165,372	7,591	21,504	163,409
70,451	70,434	<17>	Depreciation	422,587	422,604	17	73,910	442,542
532,752	566,908	34,156	TOTAL ALLOCATED EXP	3,184,246	3,265,707	81,461	532,175	3,162,319
187,106	311,650	<124,544>	NET INCOME (LOSS)	432,222	650,096	<217,874>	305,217	694,620

Colling Coll	JAN. (06(01/01/12-01/2	8/12)	Ī	F	ISCAL YEAR 11-1	2 I	FISCAL YE	AR 10-11
124.847				<u> </u>					
1992 1992 1992 1992 1993	ACTUAL	BUDGET	VARIANCE					MONTH	YTD
1992 1992 1992 1992 1993				OFNITON DUMBER					
1410 1273 469,382 500TH DIVISION 271,194 670,376 405,162 42,731 271,520 171,533 276,100 44,775 1004E DIVISION 1,734,477 1,133,771 106,276 275,700 27									
195,103 224,200 -29097* UV PALE DIVISION 1,170-47									
271,255 716,110 <									
112-931 128-80 -13,000-5 PORTAC EVENTS DIVISION 998,075 885,480 174,580 556,219 288,903 3310,327 41,979 100,000		-							
\$4.500 \$94.188									
286.953 330.532 41.579 266.0 Cost of Sales 1,911.623 1,862.907 468.716- 360.131 1,750.195 341.3 331.1 331.3 310.6 cost of Sales 4.159 341.3 331.3 31				.					
34.2 33.3 < 1.50 Cor Sules 36.7 33.2 < 1.50 34.3 33.1 55.556	511,020	,	,		-,,	-,,	,	.,,	0,2,
	288,953	330,532	41,579	Less: Cost of Sales	1,911,623	1,842,907	<68,716>	360,131	1,750,195
6.6.8 6.6.8 -1.0	34.2	33.3	<1.0>	COST OF SALES %	34.7	33.2	<1.5>	34.3	33.1
66.1 66.0 -1.9 CENTRAL DIVISION 66.5 67.8 -1.3 67.0 67.3 63.0 64.2 -1.2 67.0 67.3 65.3 65.5 67				.				,	
6.5.4 67.3 - 1.9 SOUTH DISSIGN 6.8 6.8 6.5 - 0.5 - 0.7 - 67.0 68.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.8 6.8 6.5 - 0.5 - 0.7 - 67.0 68.2 72.4 67.9 - 2.5 LU NALE DIVISION 7.2 - 68.8 0.4 0.7 - 70.9 70.9 70.9 72.6 6.6 6.7 - 6.6 1.0 CORPERAGE OUTSION 6.5 6.6 6.3 - 0.5 - 6.6 0.4 6.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.5 6.5 6.6 3 - 0.5 - 6.6 0.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.5 6.5 6.6 3 - 0.5 - 6.6 0.2 72.5 6.6 6.2 6.2 6.2 6.2 6.2 6.2 6.2 6.2 6.2	65.8	66.8	<1.0>	GROSS MARGIN %	65.3	66.8	<1.5>	65.7	67.0
6.5.4 67.3 - 1.9 SOUTH DISSIGN 6.8 6.8 6.5 - 0.5 - 0.7 - 67.0 68.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.8 6.8 6.5 - 0.5 - 0.7 - 67.0 68.2 72.4 67.9 - 2.5 LU NALE DIVISION 7.2 - 68.8 0.4 0.7 - 70.9 70.9 70.9 72.6 6.6 6.7 - 6.6 1.0 CORPERAGE OUTSION 6.5 6.6 6.3 - 0.5 - 6.6 0.4 6.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.5 6.5 6.6 3 - 0.5 - 6.6 0.2 72.4 67.9 - 2.5 LU NALE DIVISION 6.5 6.5 6.6 3 - 0.5 - 6.6 0.2 72.5 6.6 6.2 6.2 6.2 6.2 6.2 6.2 6.2 6.2 6.2									
65.4 67.3 1-19- SOUTH DIVISION 6.6.8 67.5 6.0.7 6.0.7 6.0.7 6.0.7									
25									
6-9.8 6-9.9 -0.1									
127.941 123.242									
127,941 112,124									
Control Cont	30.7	02.5	\J.42	SI ESIME EVENTS BIVISION	00.5	03.0	(3.12	37.0	05.5
Less: Controllable Exp	127,941	132,124	<4,183>	OTHER INCOME	853,386	776,907	76,479	143,517	804,234
256,230 255,139 <1,091 Career Wages 1,567,433 1,572,051 4,618 242,461 1,485,570 1,161 0	683,507	795,780	<112,273>	GROSS MARGIN/OTHER	4,453,799	4,481,037	<27,238>	832,237	4,348,875
256,230 255,139 <1,091 Career Wages 1,567,433 1,572,051 4,618 242,461 1,485,570 1,161 0									
1,161				Less: Controllable Exp					
1,161									
151,177		-							
24,7715 226,799 1,9686 24600 246,897 248,912 241,710 2136,453 45,5 40,4 5,5 246,4 5,5 246,102 241,710 241,013 2278,465 48,5 48,5 48,5 48,6 241,002 41,3 2278,467 21,112 2,350 238 07160 500,000 21,73 21,112 2,350 238 07160 500,000 24,30 24,30 24,41 0.2 38,2 245,122 275,347 21,112 2,350 2,36 238 07160 20,000 2,350 4,099 27,574 4,40 4,31 321 7166,000 26,566 29,396 2,830 4,099 27,574 4,40 2,50 2,50 2,50 4,099 27,574 4,40 5,5 5,5 3,							· ·		
384.337				9					
45.5 40.4 < c.5.2 WAGE 9, TO SAIES 43.9 44.1 0.2 38.2 43.0									
141,429		-				, ,			
2,112	43.3	40.4	\J.Z>	WAGE 76 TO SALES	43.7	44.1	0.2	30.2	43.0
2,112	141,429	143.607	2.178	Employee Benefits	816.361	844.890	28.529	124,222	735.347
4,010							· ·		
44,968 50,667 7,699 Paper 70,591es 48,8 50,0 0.2 5.3 5.0	4,010	4,831	821	• • • • • • • • • • • • • • • • • • • •			2,830		
5.1 5.1 0.0 Paper % To Sales 4.8 5.0 0.2 5.3 5.0 2.572 3.387 815 Cleaning Supplies 19.988 19.987 <-51> 2.077 15.371 0 0 0 Preight Out 7 0 <.70	454	1,200	746	Training Programs	6,508	8,400	1,892	1,065	5,384
2,572 3,387 815 Cleaning Supplies 19,988 19,937 <51> 2,077 15,371 0 <7> 0 0 0 0 0 0 0 0 0 0	42,968	50,667	7,699	Paper	266,720	277,341	10,621	55,528	263,690
0 0 0 Freight Out 7 0 <7> 0 < 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 17.75 2.0 2.8 849 25.289 <11.799 5.210 2.8 849 17.75 17.76 7.76	5.1	5.1	0.0	Paper % To Sales	4.8	5.0	0.2	5.3	5.0
c7,333>	2,572	3,387	815		19,988	19,937	<51>	2,077	15,371
1.534				-		-			-
4,469				*					
1,905						-			
435				,					
0 100 100 100 Menu Development 0 600 600 100 108 18 1 58 57 Dorn Coupons Expense 27 343 316 20 93 5.314 3.466 <1,868									
1 5.8 5.7 Dorm Coupons Expense 27 3.43 31.6 20 9.3 5.314 3.446 <1.868> Repairs & Maintenance 40.243 24.741 1.5502> 6.596 29.409 26.233 18.864 <7.369> Bank Card Expense 140.868 103.072 <37.79e> 20.557 97.895 1.458 1.920 462 Sales Tax Expense 9.263 10.318 1.055 2.058 9.863 1.945 454 <1.4915									
5,314 3,446									
26,233									
1,458									
1,945									
0 0 0 Credit Card Adjustments 194 0 194> 0 3 3 0 0 6 66 5 66 6 6 7 21 6 6 6 7 22 6 6 7 10 6 7 10 6 6 7 10 6 6 7 10									
0 0 0 0 Rentals 1,314 500 814> 0 669 0 350 350 Rentals-Truck 1,745 2,100 355 387 2,549 480 200 <280> Taxes & Licenses 870 700 <170> 0 460 0 0 0 0 Tomp Agency Service 0 250 250 0 0 0 11,679 13,501 1,822 Commission Expense 83,292 76,137 <7,155> 22,644 138,798 241,664 246,947 5,283 TOTAL OTHER CONTROL. 626,001 648,199 22,198 TOTAL CONTROLLABLE EXP 626,001 648,199 22,198 61,193,194 637,073 3,194,194 647,641									
0 350 350 Rentals-Truck 1,745 2,100 355 387 2,549 480 200 <280≻ Taxes & Licenses 870 700 <170≻ 0 460 0 0 0 0 0 0 0 63 2,063 0 0 0 1 Temp Agency Service 0 0 250 250 0 0 0 1,16,79 13,501 1,222 Commission Expense 83,292 76,137 <7,155≻ 27,644 138,798 241,664 246,947 5,283 TOTAL OTHER CONTROL. 1,502,488 1,486,402 <16,086≻ 236,061 1,424,768 626,001 648,199 22,198 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 57,506 147,581 <90,075≻ 3VCS AND ENTERPRISES 530,327 32,265 1,938 Allocated Exp									
0 0 0 0 1 0 0 7 17,000 1 13,501 1,822 1 1,820	0	350	350	Rentals-Truck		2,100	355	387	2,549
Temp Agency Service	480	200	<280>	Taxes & Licenses	870	700	<170>	0	
11,679	0	0			0	0	0		
241,664 246,947 5,283 TOTAL OTHER CONTROL. 1,502,488 1,486,402 <16,086 236,061 1,424,768 (26,001 648,199 22,198 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 530,359 549,513 <19,154 195,163 647,641								-	
Contribution Cont									
GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 530,359 549,513 195,163 647,641 Less: Allocated Exp Less: Allocated Exp 24,861 27,618 27,618 2,757 Allocated ExpHR 147,828 151,671 3,843 23,481 137,095 30,327 32,265 1,938 Allocated Exp. Fin 231,017 228,934 2,083> 32,127 223,940 12,534 13,317 783 Allocated ExpIS 96,413 94,494 1,919> 13,509 91,040 6,896 7,215 319 Allocated Exp. Ohth SA 152,707 139,721 12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 277,494 333,962 426,648> TOTAL CUSTOMER COUNT 489,656 546,419 456,763> 97,092 492,231 195,602 229,438 433,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY ANG CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078				•					
ST,506	626,001	648,199	22,198	.	3,923,440	3,931,524	8,084	637,073	3,701,233
Less: Allocated Exp 24,861	E7 F04	1.47 E01	-00 07E		E20 2E0	E40 F10	×10.1E4.	105 143	647 441
24,861 27,618 2,757 Allocated ExpHR 147,828 151,671 3,843 23,481 137,095 30,327 32,265 1,938 Allocated Exp. Fin 231,017 228,934 <2,083> 32,127 223,940 12,534 13,317 783 Allocated ExpHS 96,413 94,494 <1,919> 13,509 91,040 6,896 7,215 319 Allocated Exp. Mktg 52,931 51,682 <1,249> 7,083 52,661 19,869 19,342 <527> Allocated Exp Othr SA 152,707 139,721 <12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <t< td=""><td>37,506</td><td>147,581</td><td>< 40,0/5></td><td>SACO WIND FINIEKLKIDED</td><td>530,359</td><td>547,513</td><td>< 17,154></td><td>170,103</td><td>047,041</td></t<>	37,506	147,581	< 40,0/5>	SACO WIND FINIEKLKIDED	530,359	547,513	< 17,154>	170,103	047,041
24,861 27,618 2,757 Allocated ExpHR 147,828 151,671 3,843 23,481 137,095 30,327 32,265 1,938 Allocated Exp. Fin 231,017 228,934 <2,083> 32,127 223,940 12,534 13,317 783 Allocated ExpHS 96,413 94,494 <1,919> 13,509 91,040 6,896 7,215 319 Allocated Exp. Mktg 52,931 51,682 <1,249> 7,083 52,661 19,869 19,342 <527> Allocated Exp Othr SA 152,707 139,721 <12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <t< td=""><td></td><td></td><td></td><td>Less: Allocated Exp</td><td></td><td></td><td></td><td></td><td></td></t<>				Less: Allocated Exp					
30,327 32,265 1,938 Allocated Exp. Fin 231,017 228,934 <2,083 32,127 223,940 12,534 13,317 783 Allocated ExpIS 96,413 94,494 <1,919 13,509 91,040 6,896 7,215 319 Allocated ExpIS 96,413 94,494 <1,919 13,509 91,040 19,869 19,342 <527 Allocated Exp. Othr SA 152,707 139,721 <12,986 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445 <126,986 <49,459 NET INCOME (LOSS) <1,040,575 <1,164,267 123,692 <44,644 <891,639 277,494 333,962 <56,468 TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137 342,175 1,681,432 81,892 104,524 <22,632 3RD PARTY CUST COUNT 489,656 546,419 <56,763 97,092 492,231 195,602 229,438 <33,836 ASUCIA CUSTOMER COUNT 1,186,203 1,265,577 <79,374 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5,84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08 ASUCIA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078				Enp					
30,327 32,265 1,938 Allocated Exp. Fin 231,017 228,934 <2,083 32,127 223,940 12,534 13,317 783 Allocated ExpIS 96,413 94,494 <1,919 13,509 91,040 6,896 7,215 319 Allocated ExpIS 96,413 94,494 <1,919 13,509 91,040 19,869 19,342 <527 Allocated Exp. Othr SA 152,707 139,721 <12,986 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445 <126,986 <49,459 NET INCOME (LOSS) <1,040,575 <1,164,267 123,692 <44,644 <891,639 277,494 333,962 <56,468 TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137 342,175 1,681,432 81,892 104,524 <22,632 3RD PARTY CUST COUNT 489,656 546,419 <56,763 97,092 492,231 195,602 229,438 <33,836 ASUCIA CUSTOMER COUNT 1,186,203 1,265,577 <79,374 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5,84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08 ASUCIA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	24,861	27,618	2,757	Allocated ExpHR	147,828	151,671	3,843	23,481	137,095
12,534 13,317 783 Allocated ExpIS 96,413 94,494 <1,919> 13,509 91,040 6,896 7,215 319 Allocated Exp. Mktg 52,931 51,682 <1,249> 7,083 52,661 19,869 19,342 <527> Allocated Exp. Othr SA 152,707 139,721 <12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104									
6,896 7,215 319 Allocated Exp. Mktg 52,931 51,682 <1,249> 7,083 52,661 19,869 19,342 <527> Allocated Exp Othr SA 152,707 139,721 <12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644					96,413				
19,869 19,342 <527> Allocated Exp Othr SA 152,707 139,721 <12,986> 19,855 142,142 52,148 59,268 7,120 Maintenance 332,595 348,623 16,028 53,993 328,383 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644> <891,639> 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201				Allocated Exp. Mktg					
16,295 22,334 6,039 Utilities 133,010 139,407 6,397 18,129 137,754 71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644> <891,639> 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28									
71,022 93,208 22,186 Depreciation 424,433 559,248 134,815 71,631 426,266 233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644> <891,639> 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85									
233,952 274,567 40,615 TOTAL ALLOCATED EXP 1,570,934 1,713,780 142,846 239,808 1,539,281 <176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644> <891,639> 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,4									
<176,445> <126,986> <49,459> NET INCOME (LOSS) <1,040,575> <1,164,267> 123,692 <44,644> <891,639> 277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078				. '					
277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	233,952	274,567	40,615	TOTAL ALLOCATED EXP	1,570,934	1,713,780	142,846	239,808	1,539,281
277,494 333,962 <56,468> TOTAL CUSTOMER COUNT 1,675,859 1,811,996 <136,137> 342,175 1,681,432 81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	~176 AAE-	2124 no4-	~10 1EO-	NET INCOME (LOSS)	~1 040 E7E-	~1 16A 247-	123 402	~AA 4AA-	∠901 420·
81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	<170,440>	< 12U,700>	<47,43 7 >	INC. INCOME (LUSS)	<1,U4U,373>	<1,104,20 <i>1</i> >	123,092	<44,044>	\071,03Y>
81,892 104,524 <22,632> 3RD PARTY CUST COUNT 489,656 546,419 <56,763> 97,092 492,231 195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	277 494	333 962	<56.468~	TOTAL CUSTOMER COUNT	1.675.859	1,811 996	<136 137 \	342 175	1,681 432
195,602 229,438 <33,836> ASUCLA CUSTOMER COUNT 1,186,203 1,265,577 <79,374> 245,083 1,189,201 4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078									
4.64 4.51 0.12 TOTAL AVERAGE CHECK 4.72 4.57 0.14 4.23 4.28 5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078									
5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078		,	,5-		,	,	.,	,	,
5.84 5.18 0.66 3RD PARTY AVG CHECK 5.99 5.68 0.31 5.72 5.85 4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078	4.64	4.51	0.12	TOTAL AVERAGE CHECK	4.72	4.57	0.14	4.23	4.28
4.13 4.21 <0.08> ASUCLA AVERAGE CHECK 4.19 4.09 0.10 4.10 4.11 24,467 26,609 2,142 EMPLOYEE HOURS 159,957 163,297 3,340 28,439 158,078									
	4.13		< 0.08>		4.19		0.10		
34.52 37.36 <2.85> SALES/LABOR HOUR 34.46 33.97 0.49 36.88 33.50									
	34.52	37.36	<2.85>	SALES/LABOR HOUR	34.46	33.97	0.49	36.88	33.50

SERVICES DIVISION INCOME STATEMENT

JAN. (06(01/01/12-01/28	8/12)]	F	ISCAL YEAR 11-1	12	FISCAL YE	AR 10-11
(CURRENT MONTH	•		YTD 6 I	MO(07/31/11-01	/28/12)	LAST YEAR	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
9,388	17,009	<7.621>	PHOTOGRAPHY	84,925	88,527	<3,602>	16,356	85,129
9,388	17,009		TOTAL SALES	84,925	88,527	<3,602>	16,356	85,129
394	108	~286×	Less: Cost of Sales	2,420	2,796	376	107	2,794
8,994	16,901		GROSS MARGIN	82,506	85,731	<3,225>	16,248	82,335
95.8	99.4		GROSS MARGIN %	97.2	96.8	0.3	99.3	96.7
70.0	,,,,	10.07	51.000 nm n.co.n. 70	77.2	70.0	0.0	77.10	70.7
95.8	99.4	<3.6>	PHOTOGRAPHY	97.2	96.8	0.3	99.3	96.7
291,085	311,675	<20,590>	TRADEMARKS AND LICENSING	1,262,939	1,248,350	14,589	305,195	1,178,755
81,201	85,782	<4,581>	LEASED OPS	480,100	515,305	<35,205>	82,638	459,947
372,287	397,457		OTHER INCOME	1,743,039	1,763,655	<20,616>	387,833	1,638,702
381,281	414,358	<33,077>	GROSS MARGIN/OTHER	1,825,544	1,849,386	<23,842>	404,081	1,721,037
			Less: Controllable Exp					
30,653	37,464		Career Wages	189,562	213,338	23,776	28,858	174,987
614	457		Student Wages	4,937	3,872	<1,065>	510	2,918
31,268	37,921	6,653	TOTAL WAGES WAGE % TO SALES	194,499	217,210	22,711	29,368	177,905
333.1	223.0	<110.1>	WAGE % TO SALES	229.0	245.4	16.3	179.6	209.0
13,621	17,217	3,596	Employee Benefits	80,770	94,740	13,970	11,827	70,961
979	1,302		Office Supplies	5,671	5,161	<510>	306	4,431
641	576		Telephone	4,248	3,591	<657>	657	4,323
27	105		Postage	319	630	311	74	440
486	0		Trav/Trips/Conference	10,168	10,000	<168>	1,400	8,300
0	0	0	Enforcement	7,805	8,000	195	0	7,282
0	0		Advertising	0	39	39	0	39
1,031	2,860		Business Promotion	15,278	17,160	1,882	2,456	25,188
0	305	305	Repairs & Maintenance	736	853	117	305	853
2,858	4,577	1,719	Professional Services	15,423	20,187	4,764	5,800	28,356
0	1,150	1,150	Legal	8,086	6,900	<1,186>	0	10,510
0	0	0	External Audit	0	0	0	0	5,000
57	3,500	3,443	Trademark	34,796	21,000	<13,796>	2,400	27,775
23,924	32,514	8,590	Intern'l Agnt Fee/Tax	62,468	64,637	2,169	30,976	66,219
15,221	14,800		Domestic Agency Fee	93,437	93,300	<137>	16,994	85,665
60,226	52,625	<7,601>	Payment to UCLA	377,783	338,183	<39,600>	70,500	320,650
119,069	131,531	12,462	TOTAL OTHER CONTROL.	716,989	684,381	<32,608>	143,695	665,992
150,337	169,452	19,115	TOTAL CONTROLLABLE EXP	911,489	901,591	<9,898>	173,062	843,897
220.042	244.007	12.0/2	GROSS CONTRIBUTION TO	014.057	047.705	.22.720	221 010	077 140
230,943	244,906	<13,963>	SVCS AND ENTERPRISES	914,056	947,795	<33,739>	231,018	877,140
			Less: Allocated Exp					
2,023	2,610	587	Allocated ExpHR	11,900	13,562	1,662	1,720	10,740
11,508	11,504		Allocated Exp. Fin	63,866	63,443	<423>	10,560	59,024
4,919	4,900		Allocated ExpIS	27,996	27,098	<898>	4,579	24,701
2,706	2,655		Allocated Exp. Mktg	15,160	14,805	<355>	2,401	14,341
7,798	7,118	<680>	Allocated Exp Othr SA	43,971	40,040	<3,931>	6,731	38,709
10,973	12,469	1,496	Maintenance	69,984	73,346	3,362	11,361	69,097
3,429	4,699		Utilities	27,988	29,334	1,346	3,815	28,986
5,363	5,277		Depreciation	31,748	31,662	<86>	5,345	32,055
48,719	51,232	2,513	TOTAL ALLOCATED EXP	292,613	293,290	677	46,512	277,653
182,224	193,674	<11,450>	NET INCOME (LOSS)	621,443	654,505	<33,062>	184,507	599,487

UCLA STUDENT UNION INCOME STATEMENT

JAN. 06(01/01/12-01/28/12)		FISCAL YEAR 11-12 FISCAL					YEAR 10-11	
CURRENT MONTH]	YTD 6 MO(07/31/11-01/28/12)		/28/12)	LAST YEAR	R ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
21,378	12,700	8,678	EVENT SERVICES OFFICE	234,091	193,890	40,201	10,833	195,769
1,627	3,463		RECREATION & GAMES	11,182	19,783	<8,601>	3,300	18,898 305,066
53,705 76,710	60,461 76,624	<6,756> 86	AU POST OFFICE TOTAL SALES	305,407 550,681	311,996 525,669	<6,589> 25,012	59,118 73,250	519,733
76,710	70,024	00	TOTAL SALES	330,061	525,009	25,012	73,250	519,/33
51,049	59,433	8,384	AU Post Office Cost	298,752	306,690	7,938	57,971	298,265
9,147	3,420		Facilities Costs	57,612	44,664	<12,948>	6,792	51,208
208	50	<158>		404	300	<104>	58	420
60,404	62,903	2,499	Less: Cost of Sales	356,768	351,654	<5,114>	64,822	349,894
78.7	82.1	3.4	COST OF SALES %	64.8	66.9	2.1	88.5	67.3
16,306	13,721	2,585	GROSS MARGIN	193,913	174,015	19,898	8,429	169,839
21.3	17.9	3.4	GROSS MARGIN %	35.2	33.1	2.1	11.5	32.7
57.0	70.4	45.0	EVENT OFFICE OFFICE	75.4	77.0		07.0	70.0
57.2	73.1		EVENT SERVICES OFFICE	75.4	77.0	<1.6>	37.3	73.8
87.2 5.0	98.6 1.7	<11.3> 3.3		96.4 2.2	98.5 1.7	<2.1> 0.5	98.2 1.9	97.8 2.2
5.0	1.7	3.3	AU POST OFFICE	2.2	1.7	0.5	1.9	2.2
9,674	17,603	<7 929S	STUDENT UNION OPS	60,134	79,727	<19,593>	15,256	63,432
1,346	3,664	-	RECREATION & GAMES	11,755	19,713	<7,958>	3,664	19,712
9,425	10,644		AU POST OFFICE	53,586	54,925	<1,339>	10,398	53,242
20,445	31,911		OTHER INCOME	125,475	154,365	<28,890>	29,319	136,386
36,750	45,632	<8,882>	GROSS MARGIN/OTHER	319,387	328,380	<8,993>	37,747	306,225
]					
			Less: Controllable Exp					
26,106	29,682	3,576	Career Wages	172,422	175,648	3,226	28,881	171,519
20,270	18,007		Student Wages	119,545	120,390	845	20,199	111,621
46,376	47,689	1,313	TOTAL WAGES	291,967	296,038	4,071	49,080	283,140
60.5	62.2	1.8	WAGE % TO SALES	53.0	56.3	3.3	67.0	54.5
13,226	13,626	400	Employee Benefits	79,286	80,636	1,350	12,309	72,793
1,085	844		Office Supplies	4,764	4,909	1,330	681	4,900
2,941	3,037	96	Telephone	19,770	20,652	882	3,035	20,432
626	0	<626>	Trav/Trips/Conference	684	1,250	566	0	1,198
0	0	0	24 Hour Study Lounge	1,979	2,274	295	0	2,475
232	232	0	Student Comm Art	1,835	928	<907>	232	929
0	0	0	Training Programs	5,261	4,111	<1,150>	0	4,705
885	614	<271>	Annual ASUCLA Events	19,762	17,734	<2,028>	191	18,617
6,975	10,920	3,945	Student Event Exp	30,176	39,618	9,442	10,557	39,538
285	340	55	Operating Supplies	3,684	2,055	<1,629>	323	4,286
0	165	165	Tournament Prizes	105	740	635	165	740
0	30	30	Replacements	687	337	<350>	0	256
1,200	1,200	0	Uniforms	1,267	1,200	<67>	0	103
0 537	310 476	310	Advertising Business Promotion	2,160 6,172	1,189 2.832	<971> <3.340>	23 420	630 2,569
1,687	2,288	601	Repairs & Maintenance	10,237	8,328	<1,909>	1,788	9,662
1,100	1,083		Repairs & Mtce-Equip	6,600	6,498	<102>	1,083	6,350
1,428	1,508	80	Bank Card Expense	7,447	7,899	452	1,438	7,738
<2>	36	38	Overs/Shorts	<23>	186	209	0	0
809	2,198	1,389	Commission Expense	7,303	11,828	4,525	2,400	12,185
0	0	0	Student Support Svcs	2,638	2,450	<188>	0	2,512
15,417	15,417	0	Interaction Fund	92,500	92,502	2	15,417	92,500
14,374	14,500	126	Waiver Pool	48,254	53,500	5,246	12,545	42,115
62,805	68,824	6,019	TOTAL OTHER CONTROL.	352,547	363,656	11,109	62,609	347,233
109,182	116,513	7,331	TOTAL CONTROLLABLE EXP	644,514	659,694	15,180	111,689	630,373
.70 404	.70.004	4 550	GROSS CONTRIBUTION TO	.205.407	.004.044	/ 407	.70.040	.204.446
<72,431>	<70,881>	<1,550>	SVCS AND ENTERPRISES	<325,127>	<331,314>	6,187	<73,942>	<324,148>
			Less: Allocated Exp					
			Less. Allocateu Exp					
3,000	3,282	282	Allocated ExpHR	17,785	18,370	585	2,874	17,039
2,929	3,012	83	Allocated Exp. Fin	24,012	23,956	<56>	2,680	23,322
1,252	1,283	31	Allocated ExpIS	10,357	10,220	<137>	1,162	9,735
689	695	6	Allocated Exp. Mktg	5,686	5,573	<113>	609	5,612
1,985	1,864	<121>	Allocated Exp Othr SA	16,423	15,118	<1,305>	1,708	15,439
32,599	37,054	4,455	Maintenance	207,913	217,956	10,043	33,753	205,282
10,186	13,961	3,775	Utilities	83,149	87,147	3,998	11,333	86,112
18,397	17,382		Depreciation	109,032	104,292	<4,740>	18,178	108,288
71,037	78,533	7,496	TOTAL ALLOCATED EXP	474,357	482,632	8,275	72,297	470,829
140.440	.440.444	F 044	NET INCOME (LOCC)	700 101	.010.011	44440	.44/ 000	.704.074
<143,468>	<149,414>	5,946	NET INCOME (LOSS)	<799,484>	<813,946>	14,462	<146,239>	<794,976>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

CTION DESCRIPT VARIANCE VARIANCE CTION DESCRIPT VARIANCE VARI	JAN. (06(01/01/12-01/2	8/12)	1	FI	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
293,789 298,062 4,273 Career Wages 1,759,316 1,764,237 4,921 290,567 1,731,111 200,567 2,029 2,0532 33,727 4,174 Sludefill Wages 167,738 1,960,07 14,229 30,004 192,387 337,019 8,747 101At WAGES 1,945,534 1,966,004 702,470 335,668 1,744,855 1,966,004 702,470 335,668 1,744,855 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,966,004 1,92,387 1,924,904	(· , , , , , , , , , , , , , , , , , , ,					/28/12)		
1.00 3.00 3.00 1.000	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
29,553 33,277 4,174 Student Wages 18,578 199,967 14,229 30,046 192,387 233,049 323,049 32,049 320,049 32,0470 325,066 1949,526 32,0470 325,066 1949,526 32,0470 325,066 1949,526 32,0470 325,066 1949,526 32,0470 325,066 34,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,067 32,0470 325,0470 32,0470 3				5			· ·		
1975 1975 1975 1976	-			''					
5.0				Ŭ					
0 1,000 1,		· ·		ł .					
121,301 126,002 4,791 8,006 9,373 1,277 1,006 9,375 1,007 1,008 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,009 1,007 1,007 1,009 1,007	5.0	4.5	<0.6>	WAGE % TO TOTAL SALES	5.3	5.1	<0.1>	4.4	5.3
121.301		· ·			·	·			
8,096 9,373 1,277 Office Supplies 44,177 47,011 3,764 8,974 43,935 8,875 9,662 7,9667 3,66 8,489 6,447 9,977 1,089 132 Postage 5,6,699 6,733 1,034 1,099 6,548 0 0 211 211 TravVirgo/Conference 2,6,602 2,070 <525 2,35 743 3,639 8,555 4,916 Expense Milwinders 6,279 13,810 7,531 445 5,846 0 7,6 7,6 Fingerprinting 741 7,22 <199 114 342 5,846 0 6,0 6,0 6,0 6,0 6,0 6,0 6,0 6,0 6,0	-			•			· ·		
8,782 9,662 880 Telephone 56,201 59,967 3,766 8,489 56,447 957 1,089 132 Prostage 5,699 6,733 1,034 1,099 6,548 30 40 40 Express Allowance 2,602 2,070 4532 35 743 3,034 3,555 4,916 Employee Relations 6,279 13,810 7,531 445 5,846 60 76 76 Employee Relations 740 2,025 1,285 1,100 3,500 69 620 551 0,967 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 551 0,967 550 1,285 1,100 1,200 1,200 0 Advertising 11,244 4,355 142 2,426 1,355 1,850 0,886 1,850 0 8 8 8 1,967 1,106 1,230 2,44 1,850 1,433 1,004 5,610 3,100 1,200 1,004 5,223 8 8 8 8 8 8 8 8 8				' '					
957 1.089 132 Postage		· ·					· ·		
0 211 211 Trav/Tips/Conference 2,602 2,070 		· ·		•			· ·	-	
0				3					
3,399	-			•					
0	-			' ·	-				
38	· ·	· ·							
69	-			- ' -					
246									
<2,073							· ·		
S67									
2,367		· ·					· ·	-	· ·
1,200									
1,850									
4,013				9			· ·		
5,021 10,244 5,223 Repairs & Micc-Equip 54,494 61,464 6,970 10,050 50,453 102 24 -785 Printing 286 307 21 24 308 0 80 80 Over/Shorts <55									
102		· ·		' ·		-	· ·		
7,880 7,880 0 Bruin One Card Exp 53,406 53,406 0 10,341 58,938 18,338 13,042 <5,996> Insurance Expense 110,028 78,252 <31,776> 11,341 68,046 2,602 2,858 257 Professional Services 17,488 18,706 1,218 2,646 19,141 814 813 <1> Legal 4,884 4,878 6,6> 1,031 6,186 9,828 9,828 0 Temp Agency Service 2,467 2,400 <67> 170 1,914 9,167 9,375 208 Internal Audit 55,413 56,250 837 9,375 56,250 0 0 0 0 Tax Consulting 3,250 0 0 0 3,250 0 0 0 0 0 0 0 0 0 0 0 0 14,000 4,250 5,221 971 Miss. Bank Charges 22,203 <							1		
0 80 80 80 0vers/Shorts <5> 480 485 120 <7> 18,338 13,042 <5,296 Insurance Expense 110,028 78,252 <31,776 11,341 68,046 60,466 12,48 14,481 14,48									
18,338		· ·			·	•	-		
2,602	-								
State				· ·			· ·	-	
9,828 9,828 0 External Audit 59,337 59,220 <117> 9,828 59,220 0 0 0 7 Temp Agency Service 2,467 2,400 <67> 170 1,914		· ·					· ·		
1,916				S					
9,167 9,375 208 Internal Audit 55,413 56,250 837 9,375 56,250 0 0 0 3,250 0 0 0 3,250 0 0 0 0 3,250 0 0 0 0 3,250 0 0 0 0 3,250 0 0 0 0 3,250 0 0 0 0 0 3,250 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		· ·							
0 0 0 0 Tax Consulting 3,250 3,250 0 0 0 3,250 10 0 0 0 0 0 0 0 0 0 0 0 0 143 11,915 10,000 <1,915> Board of Directors 60,705 60,000 <705> 8,685 51,804 0 0 0 0 0 0 0 0 0 4,000 4,250 5,221 971 Misc. Bank Charges 22,203 27,832 5,629 3,746 23,559 4,303 4,600 297 Armored Carrier Expense 26,728 27,600 872 4,152 24,825 15,498 13,516 <1,982> UCLA Recharge Expense 92,588 81,096 <11,492	-	-							
11,915	· ·	•						-	
11,915	-			3		-			
0 0 0 Special Projects 0 0 0 0 4,000 4,250 5,221 971 Misc. Bank Charges 22,203 27,832 5,629 3,746 23,559 4,303 4,600 297 Armored Carrier Expense 26,728 27,600 872 4,152 24,825 7,417 7,417 0 UCOP Payroll Services 44,500 44,502 2 7,417 44,500 660 500 <160> Special Events 92,588 81,096 <11,492> 11,850 71,100 660 500 <160> Special Events 16,239 19,700 3,461 535 15,354 248,845 259,525 10,680 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 572,188 591,614 19,427 TOTAL ACONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 4,161 5,703 1,542 Utilitites	-	-				-	-		
4,250 5,221 971 Misc. Bank Charges 22,203 27,832 5,629 3,746 23,559 4,303 4,600 297 Armored Carrier Expense 26,728 27,600 872 4,152 24,825 7,417 7,417 0 UCOP Payroll Services 44,500 44,502 2 7,417 44,500 660 500 <160> Special Events 16,239 19,700 3,461 535 15,354 248,845 259,525 10,680 TOTAL OTHER CONTROL. 1,505,957 1,507,302 1,345 230,850 1,385,259 572,188 591,614 19,427 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 Less: Allocated Exp Less: Allocated Exp 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
4,303 4,600 297 Armored Carrier Expense 26,728 27,600 872 4,152 24,825 7,417 7,417 0 UCOP Payroll Services 44,500 44,502 2 7,417 44,500 15,498 13,516 <1,982> UCLA Recharge Expense 92,588 81,096 <11,492> 11,850 71,100 248,845 259,525 10,680 TOTAL OTHER CONTROL. 1,505,957 1,507,302 1,345 230,850 1,385,259 572,188 591,614 19,427 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930	-	-		'	-	-	-		
7,417 7,417 0 UCOP Payroll Services 44,500 44,502 2 7,417 44,500 15,498 13,516 <1,982> UCLA Recharge Expense 92,588 81,096 <11,492> 11,850 71,100 660 500 <160> Special Events 16,239 19,700 3,461 535 15,354 248,845 259,525 10,680 TOTAL OTHER CONTROL. 1,505,957 1,507,302 1,345 230,850 1,385,259 572,188 591,614 19,427 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 Less: Allocated Exp Less: Allocated Exp 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142		· ·		_			· ·		
15,498		· ·		•					
Control Cont									
248,845 259,525 10,680 TOTAL OTHER CONTROL. 1,505,957 1,507,302 1,345 230,850 1,385,259 572,188 591,614 19,427 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 13,317 15,143 1,826 Maintenance 84,931 89,072 4,141 13,788 83,857 4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-USAC <144,146> 0 <23,298> <138,875									
572,188 591,614 19,427 TOTAL CONTROLLABLE EXP 3,451,491 3,473,306 21,815 556,515 3,334,785 13,317 15,143 1,826 Maintenance 84,931 89,072 4,141 13,788 83,857 4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> <24,280> <4,144,146> <144,146> <4,44,146> <4,44,146> <4,44,146> <4,529									
13,317 15,143 1,826 Maintenance 84,931 89,072 4,141 13,788 83,857 4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>									
4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <3702,798> <26,205> <592,714> <3,559,229> <td></td> <td></td> <td></td> <td>Less: Allocated Exp</td> <td></td> <td></td> <td></td> <td></td> <td></td>				Less: Allocated Exp					
4,161 5,703 1,542 Utilities 33,966 35,600 1,634 4,629 35,177 18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <3702,798> <26,205> <592,714> <3,559,229> <td>12 217</td> <td>15 1/12</td> <td>1 024</td> <td>Maintenance</td> <td>Q/I 021</td> <td>QQ 072</td> <td>A 1A1</td> <td>12 700</td> <td>Q2 0E7</td>	12 217	15 1/12	1 024	Maintenance	Q/I 021	QQ 072	A 1A1	12 700	Q2 0E7
18,123 17,470 <653> Depreciation 106,205 104,820 <1,385> 17,782 105,410 35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <370,798> <26,205> <592,714> <3,559,229>								-	
35,601 38,316 2,715 TOTAL ALLOCATED EXP 225,102 229,492 4,390 36,199 224,444 607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> 9,232 <62,041> <367,573> <607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>									
607,788 629,930 22,142 NET EXPENSE 3,676,593 3,702,798 26,205 592,714 3,559,229 <514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> 9,232 <62,041> <367,573> <607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>									·
<514,410> <538,222> <23,812> Allocated-Svs and Ent <3,127,394> <3,162,831> <35,437> <503,792> <3,032,367> <24,280> <24,280> 0 Allocated-USAC <144,146> <144,146> 0 <23,298> <138,875> <3,772> <3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> 9,232 <62,041> <367,573> <607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>									
<24,280 > <24,280 > 0 Allocated-USAC <144,146 > <144,146 > 0 <23,298 > <138,875 > <3,772 > <3,772 > 0 Allocated-GSA <20,751 > <20,751 > 0 <3,583 > <20,414 > <65,326 > <63,656 > 1,670 Allocated-Comm Board <384,302 > <375,070 > 9,232 <62,041 > <367,573 > <607,788 > <629,930 > <22,142 > TOTAL OTHER <3,676,593 > <3,702,798 > <26,205 > <592,714 > <3,559,229 >	337,700	527,750	•		0,070,070	0,102,170		J,Z,/17	
<3,772> <3,772> 0 Allocated-GSA <20,751> <20,751> 0 <3,583> <20,414> <65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> 9,232 <62,041> <367,573> <607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>							<35,437>		
<65,326> <63,656> 1,670 Allocated-Comm Board <384,302> <375,070> 9,232 <62,041> <367,573> <607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>	<24,280>	<24,280>	0	Allocated-USAC	<144,146>	<144,146>	0	<23,298>	<138,875>
<607,788> <629,930> <22,142> TOTAL OTHER <3,676,593> <3,702,798> <26,205> <592,714> <3,559,229>			0	Allocated-GSA			0		· ·
0 0 <0> TOTAL EXPENSE <0> 0 0 <0> 0	<607,788>	<629,930>	<22,142>	TOTAL OTHER	<3,676,593>	<3,702,798>	<26,205>	<592,714>	<3,559,229>
	0	0	<0>	TOTAL EXPENSE	<0>	0	0	<0>	0

MAINTENANCE DIVISION EXPENSE STATEMENT

JAN. (06(01/01/12-01/2	28/12)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
98,225	96,038	<2,187>	Career Wages
105	0	<105>	Limited Appointment
0	0	0	Labor Recharge
<4,868>	<3,601>	1,267	Billed Labor Costs
<7,155>	<3,000>	4,155	Capitalized Wages
86,308	89,437	3,129	TOTAL WAGES
54,440	E7 102	2 742	Employee Benefits
72	57,183 490	2,743 418	Office Supplies
1,042	490 981		'''
•		<61>	
294	30		Trav/Trips/Conference
4,552	4,544		Paper
4,714	4,732	18	Cleaning Supplies
1,063	573	<490>	- P
610	812	202	Laundry
784	15,600	14,816	Repairs & Maintenance
2,753	2,925	172	Repairs & Mtce-Elevator
0	100	100	Repairs & Mtce-Equip
207	210	4	Painting Program
0	250	250	Incidental Proj Exp
2,550	3,150	600	Air Conditioning-Maint
7,068	7,362	294	Rub Remvl/Hauling
2,836	3,219	384	Rodent & Pest Control
643 83.626	955 103,116	312 19,490	Rentals-Truck TOTAL OTHER CONTROL.
			TOTAL OTHER CONTROL.
169,934	192,553	22,619	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
15,975	17,078	1,103	Depreciation
15,975	17,078	1,103	TOTAL ALLOCATED EXP
185,909	209,631	23,722	NET EXPENSE
100,707	207,001	20,,22	2/11 2/102
<157,579>	<179,231>	<21,652>	Allocated-Svs and Ent
<6,059>	<6,059>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<6,658>	<6,902>		Allocated-Comm Board
<13,317>	<15,143>	<1,826>	Allocated-A & SS
<185,909>	<209,631>	<23,722>	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11			
	MO(07/31/11-01	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
AOTOAL	DODGET	VARIANCE	WONTH	110	
558,784	570,305	11,521	93,290	558,859	
6,329	0	<6,329>	1,817	6,134	
<9,652>	0	9,652	0	0,134	
<28,210>	<21,727>	6,483	<4,939>	<25,576>	
<31,080>	<18,000>	13,080	<1,400>	<26,083>	
496,172	530,578	34,406	88,768	513,335	
,	222/212	0.1,100	557.55	2.07222	
312,857	329,381	16,524	49,780	298,052	
992	1,315	323	387	1,009	
4,794	5,960	1,166	907	5,757	
768	180	<588>	0	0	
26,952	25,844	<1,108>	4,430	26,291	
30,567	28,751	<1,816>	4,989	29,154	
7,670	5,300	<2,370>	466	5,370	
3,273	4,915	1,642	788	4,422	
109,680	93,600	<16,080>	10,222	90,482	
17,686	17,550	<136>	2,754	16,317	
39	600	561	0	94	
1,867	1,260	<607>	35	788	
467	1,500	1,033	1,304	1,873	
15,422	16,400	978	1,384	11,098	
39,179	42,819	3,640	6,576	41,543	
17,038	19,032	1,994	3,121	18,723	
3,276	5,730	2,454	<335>	3,442	
592,527	600,137	7,610	86,808	554,417	
1,088,698	1,130,715	42,017	175,577	1,067,752	
93,853	102,468	8,615	16,372	99,006	
93,853	102,468	8,615	16,372	99,006	
1,182,552	1,233,183	50,632	191,948	1,166,758	
4 005 055	4.050.50		4/0.45:		
<1,005,030>	<1,053,514>	<48,485>	<163,156>	<992,306>	
<36,349>	<36,349>	0	<5,882>	<35,292>	
<13,776>	<13,776>	1 005	<2,229>	<13,374>	
<42,466>	<40,471>	1,995	<6,894>	<41,929>	
<84,931>	<89,072>	<4,141>	<13,788>	<83,857>	
<1,182,552>	<1,233,182>	<50,631>	<191,949>	<1,166,758>	
0	1	1	<1>	<0>	

UTILITIES EXPENSE STATEMENT

JAN. (06(01/01/12-01/2	28/12)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
4,859	8,768	3,909	Chiller Water
41,423	51,519	10,096	Elec-Non Air Cond.
4,818	6,863	2,045	Water-Non Air Cond.
6,248	9,479	3,231	Steam-Non Air Cond.
1,757	3,038	1,281	Gas
59,105	79,667	20,562	TOTAL OTHER CONTROL.
59,105	79,667	20,562	TOTAL CONTROLLABLE EXP
<49,238>	<67,488>	<18,250>	Allocated-Svs and Ent
<2,628>	<2,628>	0	Allocated-USAC
< 997 >	< 996 >	1	Allocated-GSA
<2,081>	<2,852>	<771>	Allocated-Comm Board
<4,161>	<5,703>	<1,542>	Allocated-A & SS
<59,105>	<79,667>	<20,562>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11		
YTD 6 I	MO(07/31/11-01/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
75,149	76,510	1,361	4,952	79,190
316,085	318,199	2,114	46,749	329,216
35,474	40,689	5,215	2,779	34,321
35,501	42,614	7,113	8,697	38,892
12,414	18,392	5,978	2,758	12,667
474,623	496,404	21,781	65,935	494,286
474,623	496,404	21,781	65,935	494,286
<401,928>	<421,260>	<19,332>	<54,781>	<416,261>
<15,768>	<15,768>	0	<3,053>	<18,318>
<5,977>	<5,976>	1	<1,157>	<6,942>
<16,984>	<17,800>	<816>	<2,315>	<17,588>
<33,966>	<35,600>	<1,634>	<4,629>	<35,177>
<474,623>	<496,404>	<21,781>	<65,935>	<494,286>
0	0	0	0	0