# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/27/13 - 02/23/13)

Prepared

March 11, 2013

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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# ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - FEBRUARY 2013 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		FEBR	UARY (01/	27/13 - 02/23	3/13)			FY 1	1-12	]			F	ISCAL YEA	R 2012-201	3			FY 1	1-12	
			CURREN	T MONTH				*1	•				YTD 7	MONTHS (0	7/29/12 - 02				**		
ACTU	JAL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT	
				ACT/I	BUD	ACT/LY	ACT									/BUD	ACT/L	Y ACT			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
2,563		2,815		(252)	(9.0%)	66	2.6%	2,497		UCLA Store	30,207		31,780		(1,573)	(4.9%)	(235)	(0.8%)	30,442		
1,485		1,536		(51)	(3.3%)	167	12.7%	1,318		UCLA Restaurants	8,665		8,504		161	1.9%	981	12.8%	7,684		
213		201		12	6.0%	58	37.4%	155		Services Division	2,163		2,253		(90)	(4.0%)	180	9.1%	1,983		
168		134		34	25.4%	21	14.3%	147		UCLA Student Union	867		822		45	5.5%	44	5.3%	823		
4,429		4,686		(257)	(5.5%)	312	7.6%	4,117		TOTAL	41,902		43,359		(1,457)	(3.4%)	970	2.4%	40,932		
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.			
838	32.7%	968	34.4%	(130)	(1.7)	(8)	(1.2)	846	33.9%	UCLA Store	9,116	30.2%	9,564	30.1%	(448)	0.1	177	0.8	8,939	29.4%	
1,049	70.6%	1,088	70.8%	(39)	(0.2)	132	1.0	917	69.6%	UCLA Restaurants	6,109	70.5%	6,008	70.6%	101	(0.1)	738	0.6	5,371	69.9%	
213	100.0%	200	99.5%	13	0.5	58	0.0	155	100.0%	Services Division	2,160	99.9%	2,251	99.9%	(91)	0.0	180	0.1	1,980	99.8%	
103	61.3%	72	53.7%	31	7.6	22	6.2	81	55.1%	UCLA Student Union	440	50.7%	400	48.7%	40	2.0	39	2.0	401	48.7%	
2,203	49.7%	2,328	49.7%	(125)	0.0	204	1.1	1,999	48.6%	TOTAL	17,825	42.5%	18,223	42.0%	(398)	0.5	1,134	1.7	16,691	40.8%	
										WAGES & BENEFITS											
504	19.7%	577	20.5%	73	8.0	12	1.0	516	20.7%	UCLA Store	3,678	12.2%	4,041	12.7%	363	0.5	40	0.0	3,718	12.2%	
603	40.6%	622	40.5%	19	(0.1)	(33)	2.6	570	43.2%	UCLA Restaurants	4,028	46.5%	4,135	48.6%	107	2.1	(221)	3.0	3,807	49.5%	
48	22.5%	52	25.9%	4	3.4	(4)	5.9	44	28.4%	Services Division	323	14.9%	350	15.5%	27	0.6	(3)	1.2	320	16.1%	
66	39.3%	68	50.7%	2	11.4	(1)	4.9	65	44.2%	UCLA Student Union	443	51.1%	463	56.3%	20	5.2	(7)	1.9	436	53.0%	
1,221	27.6%	1,319	28.1%	98	0.5	(26)	1.4	1,195	29.0%	TOTAL	8,472	20.2%	8,989	20.7%	517	0.5	(191)	0.0	8,281	20.2%	
										OTHER CONTROLLABLES *											
63	2.5%	69	2.5%	6	0.0	3	0.1	66	2.6%	UCLA Store	1,450	4.8%	1,372	4.3%	(78)	(0.5)	(109)	(0.4)	1,341	4.4%	
180	12.1%	182	11.8%	2	(0.3)	(45)	(1.9)	135	10.2%	UCLA Restaurants	1,006	11.6%	968	11.4%	(38)	(0.2)	(185)	(0.9)	821	10.7%	
59	27.7%	59	29.4%	0	1.7	(34)	(11.6)	25	16.1%	Services Division	743	34.4%	790	35.1%	47	0.7	(82)	(1.1)	661	33.3%	
90	53.6%	74	55.2%	(16)	1.6	(4)	4.9	86	58.5%	UCLA Student Union	386	44.5%	344	41.8%	(42)	(2.7)	(26)	(0.8)	360	43.7%	
392	8.9%	384	8.2%	(8)	(0.7)	(80)	(1.3)	312	7.6%	TOTAL	3,585	8.6%	3,474	8.0%	(111)	(0.6)	(402)	(8.0)	3,183	7.8%	
										CONTRIBUTION											
272	10.6%	321	11.4%	(49)	(8.0)	8	0.0	264	10.6%	UCLA Store	3,988	13.2%	4,151	13.1%	(163)	0.1	108	0.5	3,880	12.7%	
265	17.8%	284	18.5%	(19)	(0.7)	53	1.7	212		UCLA Restaurants	1,075	12.4%	906	10.7%	169	1.7	332	2.7	743	9.7%	
106	49.8%	89	44.3%	17	5.5	20	(5.7)	86		Services Division	1,094	50.6%	1,111	49.3%	(17)	1.3	94	0.2	1,000	50.4%	
(54)	(32.1%)	(71)	(53.0%)	17	20.9	16	15.5	(70)	(47.6%)	UCLA Student Union	(389)	(44.9%)	(407)	(49.5%)	18	4.6	6	3.1	(395)	(48.0%)	
589	13.3%	623	13.3%	(34)	0.0	97	1.3	492	12.0%	TOTAL	5,768	13.8%	5,761	13.3%	7	0.5	540	1.0	5,228	12.8%	
										ALLOCATED EXPENSES											
495	11.2%	531	11.3%	36	0.1	13	1.1	508		Admin&Support Services	3,454	8.2%	3,645	8.4%	191	0.2	(43)	0.1	3,411	8.3%	
170	3.8%	180	3.8%	10	0.0	(13)	0.0	157	3.8%	Maintenance Division	1,167	2.8%	1,253	2.9%	86	0.1	(14)	0.0	1,153	2.8%	
86	1.9%	69	1.5%	(17)	(0.4)	(30)	(0.5)	56	1.4%	Utilities	611	1.5%	549	1.3%	(62)	(0.2)	(119)	(0.3)	492	1.2%	
215	4.9%	237	5.1%	22	0.2	3	0.4	218	5.3%	Depreciation	1,571	3.7%	1,657	3.8%	86	0.1	(165)	(0.3)	1,406	3.4%	
966	21.8%	1,017	21.7%	51	(0.1)	(27)	1.0	939	22.8%	TOTAL	6,803	16.2%	7,104	16.4%	301	0.2	(341)	(0.4)	6,462	15.8%	
										NET INCOME (LOSS)											
(377)	(8.5%)	(394)	(8.4%)	17	(0.1)	70	2.4	(447)	(10.9%)	FROM OPERATIONS	(1,035)	(2.5%)	(1,343)	(3.1%)	308	0.6	199	0.5	(1,234)	(3.0%)	
										OTHER INC/(EXP)											
1	0.0%	0	0.0%	1	0.0	(11)	(0.3)	12		Non-Recurrent Inc/(Exp)	16	0.0%	0	0.0%	16	0.0	(9)	(0.1)	25	0.1%	
13	0.3%	15	0.3%	(2)	0.0	(5)	(0.1)	18	0.4%	Interest Income	139	0.3%	114	0.3%	25	0.0	(4)	0.0	143	0.3%	
(54)	(1.2%)	(54)	(1.2%)	0	0.0	2	0.2	(56)	(1.4%)	Interest (Expense)	(375)	(0.9%)	(375)	(0.9%)	0	0.0	20	0.1	(395)	(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%	
202	4.6%	202	4.3%	0	0.3	16	0.1	186	4.5%	Student Union Fee Income	1,417	3.4%	1,417	3.3%	0	0.1	118	0.2	1,299	3.2%	
162	3.7%	163	3.5%	(1)	0.2	2	(0.2)	160	3.9%	TOTAL	1,197	2.9%	1,156	2.7%	41	0.2	125	0.3	1,072	2.6%	
(215)	(4.9%)	(231)	(4.9%)	16	0.0	72	2.1	(287)	(7.0%)	NET INCOME (LOSS)	162	0.4%	(187)	(0.4%)	349	0.8	324	0.8	(162)	(0.4%)	
* Without Be	nefits																				

Without Benefits

## ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - FEBRUARY 2013 (\$000's) DIVISIONS FULLY ALLOCATED

		I LDIV		27/13 - 02/23	/13)			FY 1	1-12		FISCAL YEAR 2012-2013						FY 11-12			
			CURRENT	MONTH				*1	•				YTD 7 MONTHS (07/29/12 - 02/23/13)				**			
ACTU	JAL	BUDO	SET		VARIA			LAST YE	AR ACT		ACTU	JAL	BUD	GET		VARI			LAST YE	AR ACT
			•	ACT/E		ACT/LY			•							/BUD	ACT/L		_	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,563		2,815		(252)	(9.0%)	66	2.6%	2,497		UCLA Store	30,207		31,780		(1,573)	(4.9%)	(235)	(0.8%)	30,442	
1,485		1,536		(51)	(3.3%)	167	12.7%	1,318		UCLA Restaurants	8,665		8,504		161	1.9%	981	12.8%	7,684	
213		201		12	6.0%	58	37.4%	155		Services Division	2,163		2,253		(90)	(4.0%)	180	9.1%	1,983	
168		134		34	25.4%	21	14.3%	147		UCLA Student Union	867		822		45	5.5%	44	5.3%	823	
4,429		4,686		(257)	(5.5%)	312	7.6%	4,117		TOTAL	41,902		43,359		(1,457)	(3.4%)	970	2.4%	40,932	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
838	32.7%	968	34.4%	(130)	(1.7)	(8)	(1.2)	846	33.9%	UCLA Store	9,116	30.2%	9,564	30.1%	(448)	0.1	177	8.0	8,939	29.4%
1,049	70.6%	1,088	70.8%	(39)	(0.2)	132	1.0	917	69.6%	UCLA Restaurants	6,109	70.5%	6,008	70.6%	101	(0.1)	738	0.6	5,371	69.9%
213	100.0%	200	99.5%	13	0.5	58	0.0	155	100.0%	Services Division	2,160	99.9%	2,251	99.9%	(91)	0.0	180	0.1	1,980	99.8%
103	61.3%	72	53.7%	31	7.6 <b>0.0</b>	22 <b>204</b>	6.2	81	55.1%	UCLA Student Union	440	50.7%	400	48.7%	40	2.0	39	2.0	401	48.7%
2,203	49.7%	2,328	49.7%	(125)	0.0	204	1.1	1,999	48.6%	TOTAL	17,825	42.5%	18,223	42.0%	(398)	0.5	1,134	1.7	16,691	40.8%
										TOTAL CONTROLLABLES										
566	22.1%	646	22.9%	80	0.8	16	1.2	582		UCLA Store	5,128	17.0%	5,413	17.0%	285	0.0	(69)	(0.4)	5,059	16.6%
783	52.7%	804 111	52.3%	21	(0.4)	(79)	0.7	704 69	53.4%	UCLA Restaurants	5,034	58.1%	5,102	60.0%	68 74	1.9	(406)	2.1	4,628	60.2% 49.5%
107 157	50.2% 93.5%	143	55.2% 106.7%	4 (14)	5.0 13.2	(38)	(5.7) 9.2	151	44.5% 102.7%	Services Division UCLA Student Union	1,066 828	49.3% 95.5%	1,140 807	50.6% 98.2%	(21)	1.3 2.7	(85) (32)	0.2 1.2	981 796	49.5% 96.7%
1,613	36.4%	1,704	36.4%	91	0.0	(107)	0.2	1,506		TOTAL	12,056	28.8%	12,462	28.7%	406	(0.1)	(52) (592)	(0.8)	11,464	28.0%
1,013	30.4%	1,704	30.4%	91	0.0	(107)	0.2	1,506	30.0%	TOTAL	12,036	20.0%	12,402	20.170	400	(0.1)	(592)	(0.0)	11,404	20.0%
										CONTRIBUTION										
272	10.6%	321	11.4%	(49)	(8.0)	8	0.0	264	10.6%	UCLA Store	3,988	13.2%	4,151	13.1%	(163)	0.1	108	0.5	3,880	12.7%
265	17.8%	284	18.5%	(19)	(0.7)	53	1.7	212	16.1%	UCLA Restaurants	1,075	12.4%	906	10.7%	169	1.7	332	2.7	743	9.7%
106	49.8%	89	44.3%	17	5.5	20	(5.7)	86	55.5%	Services Division	1,094	50.6%	1,111	49.3%	(17)	1.3	94	0.2	1,000	50.4%
(54) <b>589</b>	(32.1%) 13.3%	(71) <b>623</b>	(53.0%) <b>13.3%</b>	17 (34)	20.9	16 <b>97</b>	15.5 <b>1.3</b>	(70) <b>492</b>	(47.6%)	UCLA Student Union TOTAL	(389) <b>5.768</b>	(44.9%) <b>13.8%</b>	(407) <b>5.761</b>	(49.5%) <b>13.3%</b>	18 <b>7</b>	4.6 <b>0.5</b>	6 <b>540</b>	3.1 <b>1.0</b>	(395) <b>5.228</b>	(48.0%) <b>12.8%</b>
309	13.3 /6	023	13.3 /6	(34)	0.0	31	1.3	432	12.0 /6		3,700	13.0 /	3,701	13.370		0.5	340	1.0	3,220	12.0 /6
										ALLOCATED EXPENSES										,
461	18.0%	495	17.6%	34	(0.4)	5	0.7	466		UCLA Store	3,661	12.1%	3,846	12.1%	185	0.0	(9)	(0.1)	3,652	12.0%
368	24.8%	391	25.5%	23	0.7	(16)	1.9	352 40	26.7%	UCLA Restaurants	2,215	25.6%	2,325 357	27.3%	110 9	1.7	(293)	(0.6) 0.7	1,922 333	25.0%
48 89	22.5% 53.0%	46 85	22.9% 63.4%	(2) (4)	0.4 10.4	(8) (8)	3.3 2.1	40 81	25.8% 55.1%	Services Division UCLA Student Union	348 579	16.1% 66.8%	576	15.8% 70.1%	(3)	(0.3) 3.3	(15)	0.7	555	16.8% 67.4%
966	21.8%	1.017	21.7%	51	(0.1)	(27)	1.0	939	22.8%	TOTAL	6.803	16.2%	7.104	16.4%	(S) 301	0.2	(24) (341)	(0.4)	6.462	15.8%
900	21.0%	1,017	21.770	31	(0.1)	(21)	1.0	939	22.0%	TOTAL	0,003	10.2%	7,104	10.4%	301	0.2	(341)	(0.4)	0,462	13.0%
										NET INCOME (LOSS)										
(400)	(4.00()	(474)	(0.70()	(4.5)	(0.0)	45	0.7	(004)	(5.00()	FROM OPERATIONS	000	0.00/	000	0.70/	00	0.4	00	0.0	000	0.00/
(189)	(4.3%)	(174)	(3.7%)	(15) 4	(0.6)	15	0.7	(204) (139)		UCLA Store	328	0.8%	306	0.7%	22	0.1	99	0.2	229	0.6%
(103) 58	(2.3%) 1.3%	(107) 43	(2.3%) 0.9%	15	0.0 0.4	36 12	1.1 0.2	(139)	(3.4%)	UCLA Restaurants Services Division	(1,140) 745	(2.7%) 1.8%	(1,419) 753	(3.3%) 1.7%	279 (8)	0.6 0.1	40 78	0.2 0.2	(1,180) 667	(2.9%) 1.6%
(143)	(3.2%)	(156)	(3.3%)	13	0.4	7	0.2	(150)	(3.6%)	UCLA Student Union	(968)	(2.3%)	(983)	(2.3%)	(8) 15	0.1	(18)	0.2	(950)	(2.3%)
(377)	(8.5%)	(394)	(8.4%)	17	(0.1)	70	2.4	(447)	. ,	TOTAL	(1.035)	(2.5%)	(1,343)	(3.1%)	308	0.6	199	0.5	(1,234)	(3.0%)
(0.7)	(0.078)	(004)	(0.470)	.,,	(0.1)		2.7	(447)	(10.070)		(1,000)	(2.070)	(1,040)	(0.170)	000	0.0	133	0.0	(1,204)	(0.0 /0)
1	0.0%	0	0.0%	1	0.0	(11)	(0.3)	12	U 30%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	16	0.0%	0	0.0%	16	0.0	(9)	(0.1)	25	0.1%
13	0.3%	15	0.3%	(2)	0.0	(5)	(0.3)	18	0.4%	Interest Income	139	0.3%	114	0.3%	25	0.0	(4)	0.0	143	0.1%
(54)	(1.2%)	(54)	(1.2%)	0	0.0	2	0.2	(56)	(1.4%)	Interest (Expense)	(375)	(0.9%)	(375)	(0.9%)	0	0.0	20	0.1	(395)	(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%
202	4.6%	202	4.3%	0	0.3	16	0.1	186	4.5%	Student Union Fee Income	1,417	3.4%	1,417	3.3%	0	0.1	118	0.2	1,299	3.2%
162	3.7%	163	3.5%	(1)	0.2	2	(0.2)	160	3.9%	TOTAL	1,197	2.9%	1,156	2.7%	41	0.2	125	0.3	1,072	2.6%
(215)	(4.9%)	(231)	(4.9%)	16	0.0	72	2.1	(287)	(7.0%)	NET INCOME (LOSS)	162	0.4%	(187)	(0.4%)	349	0.8	324	0.8	(162)	(0.4%)

#### P/L Reconciliation Feb-13

Financial Analysis	\$00	)0's
·	Feb	-13
Budgeted Net Income/(Loss)		(23
•		
UCLA Store		
Gross Margin:		
Bearwear gross income \$28K below plan due to one less Home Basketball Game than budgeted	(19)	
Fast Track gross margin below plan due to change in product assortments, markdowns are higher than anticipated due to continued	( )	
liquidation of discontinued categories, and sales below plan due to cool weather negatively impacting activewear and sandal sales,		
and lack of rain reduced umbrella sales	(7)	
Bearwear MTW gross margin below plan due to aggressive budget, transition to flat fee shipping rate, and a decrease in Pauley chair sales	(6)	
Graduation Center gross income \$14K below plan primarily due to timing (sales should be recovered in future months)	(6)	
Campus Photo Studio gross income \$15K below plan primarily due to timing (sales should be recovered in future months)	(14)	
Computer Store gross income \$167K below plan due to continued declining sales trend in individual sales and no Apple bonus	(44)	
Bookzone gross income \$34K below plan due to lower library sales, less customer traffic at One Day Sale, and overall competition trend	(14)	
HSS Essentials/Market gross income \$11K below plan due to the opening of City Target in Westwood and cannibalization of sales	(-1)	
from Court of Science Store	(7)	
Total Wages lower than plan primarily career	46	
Other, positive controllables mainly employee benefits	22	
Total Contribution		(4
UCLA Restaurants		
Gross Margin:		
Rubio's gross income above plan due to increase in sales over the last year even with budgeted CSSC cannibalization	6	
Greenhouse gross income \$12K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	6	
Northern Lights gross income \$10K below plan due mainly to pending launch for Panini sandwich program	(9)	
North Campus Student Ctr. gross margin below plan due to continuing decline in customer count (new management in place and new	(2)	
menus roll out Spring Quarter)	(8)	
Café Synapse gross margin below plan due to continued sales decline, higher than anticipated cannibalization from CSSC (new menus	(0)	
roll out in a few weeks to attempt to recover customer base), food loss from refrigeration problem, and payment of prior month invoices	(11)	
Luvalle Food Servery gross income \$22K below plan due to aggressive sales budget for new sales program which has not gone into effect	(15)	
Catering gross income \$38K above plan mainly due to continuing growth in new events, and additional events and enhanced orders	(15)	
for Athletics	29	
Concessions gross income \$58K below plan due to six Men's basketball games budgeted but only three occurred	(39)	
Other, positive controllables mainly employee benefits and commission expense	22	
Total Contribution	- 22	(1
Services		
Gross Margin:		
Licensing domestic income above plan mainly due to timing (slight recovery from last two months' negative variances)	7	
Licensing foreign income above plan due to timing (late January income higher than accrued)	6	
Leased Ops income below plan due to correction for Hair on Campus rent	(3)	
Photography gross margin above plan due mainly to timing (events for Anderson School shoots occurred later than planned), and three	(3)	
large jobs for the Law School	4	
Other, positive controllables mainly in Licensing	3	
Total Contribution	,	1
UCLA Student Union		
Gross Margin:		
Student Union Ops gross margin above plan due to unbudgeted student event income for Dance Marathon, and some under accrued		
January income recognized in February, while costs remained in January	31	
Other, negative controllables mainly student event expense as a result of higher student event income	(14)	
Total Contribution	(17)	1
Allocated Expenses and Other		
A&SS lower than plan mainly total wages and employee benefits	36	
Utilities higher than plan mainly due mainly to higher electricity and water: under-budgeted the usage, underestimated the impact of CSSC,	30	
overestimated the savings impact of the solar panels, and did not anticipate leaving lights on 24 hrs/day for Wolfgang Puck construction	(17)	
Maintenance lower than plan due to positive wages and employee benefits (unfilled position) partially offset by unexpected repairs,	(17)	
timing for capitalized project labor postponed to March, and underestimating cost of the monthly maintenance of CSSC hoods	10	
	22	
Depreciation lower than plan due to timing of capital projects and reduced expenditures		
Other	(1)	
Total (T. )	$\vdash$	5
Actual Net Income/(Loss)	1 1	(21

# ASUCLA P/L Reconciliation Year-To-Date Through February 2013

UCLA Store  Gross Margin:  Bearwear gross income \$206K above plan due mostly to fan enthusiasm after victory over USC at the Rose Bowl in November  Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors  negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetics  Campus Photo Studio gross income \$26K below plan primarily due to timing (some sales will be recovered in future months)  Bearwear MTW gross income \$217K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing  The Market gross income \$87K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in  October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack  Essentials/Photo gross income \$40K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline  in sales of office supplies due to the opening of City Target in Westwood  Computer Store gross income \$1.6M below plan due to continued lower department and individual sales  New Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock  Course Reader Solutions gross income \$102K above plan due mostly to additional of campus sales not budgeted, and higher adoptions than prior year  Luvalle Essentials/Market gross income \$51K below plan due to carryover deficit from a weak first quarter  HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items  Kinross gross income \$54K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies)  Total Contribut	(34) (24) (86) (19) (254) (70) (89) (59) (22) (36) (29)	(187
UCLA Store  Gross Margin:  Bearwear gross income \$206K above plan due mostly to fan enthusiasm after victory over USC at the Rose Bowl in November  Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetic Campus Photo Studio gross income \$26K below plan primarily due to timing (some sales will be recovered in future months)  Bearwear MTW gross income \$217K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing  The Market gross income \$87K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in  October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack  Essentials/Photo gross income \$40K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline in sales of office supplies due to the opening of City Target in Westwood  Computer Store gross income \$1.6M below plan due to continued lower department and individual sales  New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing  Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock  Course Reader Solutions gross income \$102K above plan due mostly to additional of campus sales not budgeted, and higher adoptions than prior year  Luvalle Essentials/Market gross income \$51K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February  HSS Destal gross margin below plan due to higher cost of goods as the Fall kits contained a greater amou	(34) (24) 86 (19) (20) (254) (70) (89) 59 (22) (36) (29)	(187
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HSS Essentials/Market gross income \$74K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items Kinross gross income \$54K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies)  Total Wages lower than plan Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA)  Total Contribution	(36)	
HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items  Kinross gross income \$54K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies)  Total Wages lower than plan  Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA)  Total Contribution	(29)	<b>—</b>
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Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA)  Total Contribution	(24)	
Total Contribution	220	
	50	
IICLA Restaurants		(163
C CASA A ADDITION WAS WAS CO.		
Gross Margin:		
Rubio's gross income above plan due to less cannibalization from CSSC than anticipated	28	
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	16	
Greenhouse gross income \$61K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	31	
Northern Lights gross income \$38K below plan due mainly to pending launch of new Panini sandwich program	(33)	
North Campus Student Ctr. gross income \$67K below plan due to continuing decline in customer count, with new operating plan still in development	(41)	
Café Synapse gross income \$86K below plan due to continued drop in sales and higher loss of sales to CSSC (working on new menu and operations plan)	(67)	
Luvalle Food Servery gross income \$56K below plan due to aggressive budget for new sales program which has not started yet	(45)	
Catering gross income \$221K above plan due to football training table during winter break, higher Athletic Department sales including a Hall of Fame event, and		
Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers	182	
Concessions gross income \$35K above plan due mainly to strong sales at grand opening men's basketball game and better attendance at men's basketball games and		
other sporting events in Pauley	24	
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and bank card expense)	74	
Total Contribution		169
Services		
Gross Margin:		
Licensing domestic income below plan due to timing	(31)	
Licensing foreign income below plan due to delay in launching new program in Brazil and not realizing any over-royalty above the guarantees in Europe and China	(57)	
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics	(3)	
Total Wages lower than plan	18	
Other, positive controllables mainly in Licensing	56	
Total Contribution		(17
UCLA Student Union		
Gross Margin:		
Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency		
gained by using rentals for multiple events that were closely grouped together	43	
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(4)	
Total Wages lower than plan	13	
Other, negative controllables mainly student event expense due to increased sales, and repairs and maintenance	(34)	
Total Contribution	(37)	18
Allocated Expenses and Other		10
A&SS lower than plan mainly total wages and employee benefits	191	
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	86	
	80	
Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer	(62)	
weather in early months (partially offset by lower reported steam consumption)	(62)	<del>                                     </del>
Depreciation lower than plan due to timing of capitals and reduced expenditures	86	<del>                                     </del>
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash	41	
Total		34:
Actual Net Income/(Loss)		

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

	Current Month	Prior Month	Prior Year
	February 2013	January 2013	July 2012
ASSETS			
OLIDDENIT ACCETO			
CURRENT ASSETS:	<b>#40.007</b>	<b>044.054</b>	<b>#40.054</b>
Cash and cash equivalents	\$10,837	\$11,054	\$10,251
Accounts receivable  Less: Allowance for doubtful accounts	3,741	3,625	3,471
Accounts receivable, net	(117) 3,624	(126) 3,499	(114) 3,357
Student fees receivable	223	20	256
Inventories	5,993	7,047	7,324
Prepaid expenses and other current assets	138	151	265
Total current assets	20,814	21,771	21,453
Total outfork assets	20,014	21,771	21,400
LONG TERM ASSETS			
Property, equipment and improvements	64,743	64,723	64,048
Less: Accumulated depreciation	(37,772)	(37,557)	(36,215)
Total Long Term Assets	26,970	27,166	27,834
-			
TOTAL ASSETS	47,785	48,938	49,286
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$3,266	\$4,334	\$5,681
Wages and payroll taxes payable	2,673	2,390	2,427
Sales Tax Payable & Other Liabilities	1,117	1,276	824
Interest payable	185	132	136
Deferred Income	333	368	184
Funds Held for Others	135	149	124
Current portion of long term debt	705	705	705
Total current liabilities	8,415	9,353	10,080
		·	
LONG TERM DEBT:			
AU expansion loan	12,747	12,747	12,747
Total long term debt	12,747	12,747	12,747
TOTAL LIABILITIES	21,162	22,100	22,827
RETAINED EARNINGS:			
Beginning Balance	26,459	26,459	26,722
Year-to-date net income/(loss)	162	377	(263)
Ending Balance	26,623	26,838	26,459
TOTAL LIADILITIES AND DETAINED FARMINGS	47 705	40.000	40.000
TOTAL LIABILITIES AND RETAINED EARNINGS	47,785	48,938	49,286

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

February 2013 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:	( <b>\$</b> 04 <b>5</b> )	\$162	(4460)
Net income/(loss) Adjustments to reconcile net income/(loss) to net	(\$215)	\$162	(\$162)
cash provided/(used) by operating activities:			
Depreciation - PP&E	215	1,571	1,309
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	97
(Increase)/decrease in current assets:	(405)	(000)	0
Accounts receivable	(125)	(266)	(417)
Student fees receivable Inventories	(202) 1,055	36 1,332	(34) 565
Prepaid expenses and other current assets	1,035	1,332	85
Increase/(decrease) in current liabilities:	17	120	00
Accounts payable	(1,068)	(2,418)	(1,707)
Sales Tax payable & other liabilities	(158)	292	(220)
Wages and payroll taxes payable	283	246	(321)
Interest payable	54	51	50
Deferred Income	(35)	150	219
Funds held for others	(13)	13	11
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	(\$198)	\$1,295	(\$524)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(19)	(708)	(903)
Net cash used in investing activities	(\$19)	(\$708)	(\$903)
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 CASH EQUIVALENTS	(\$217)	\$587	(\$1,426)
CASH AND CASH EQUIVALENTS, Beginning	\$11,054	10,251	10,888
CASH AND CASH EQUIVALENTS, Ending	\$10,837	\$10,837	\$9,462

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

### February 2013 (\$000's)

		(4000 3

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	10,837
HTS Renovation	(137)
Casual Dining	(750)
Pauley Pavillion Remodel	(318)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	(4,305)
Adjustment for Cash Overdraft Entry	(37)
Uncommitted Cash	6,496
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	5,857
RESERVE SURPLUS (DEFICIT)	639

#### ASUCLA SERVICES AND ENTERPRISES

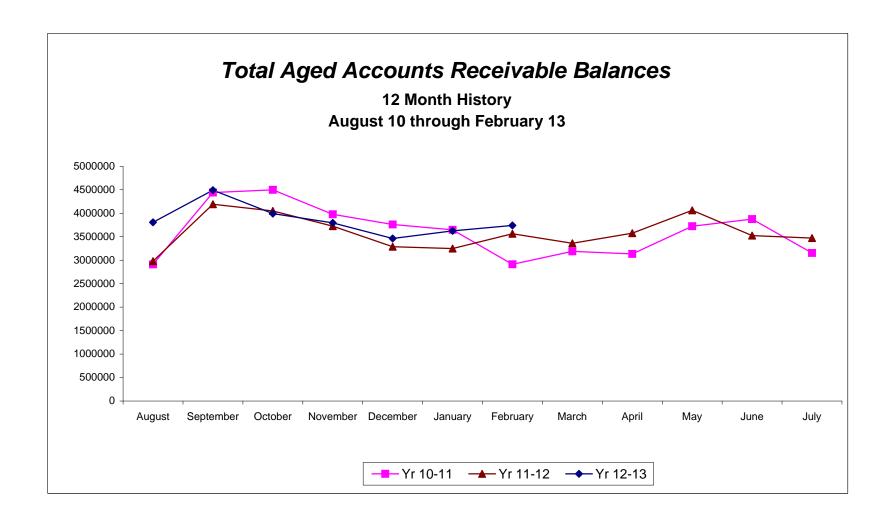
Capital Expenditures - Current Year Projects (\$000's)

FY 2012-2013 February 2013

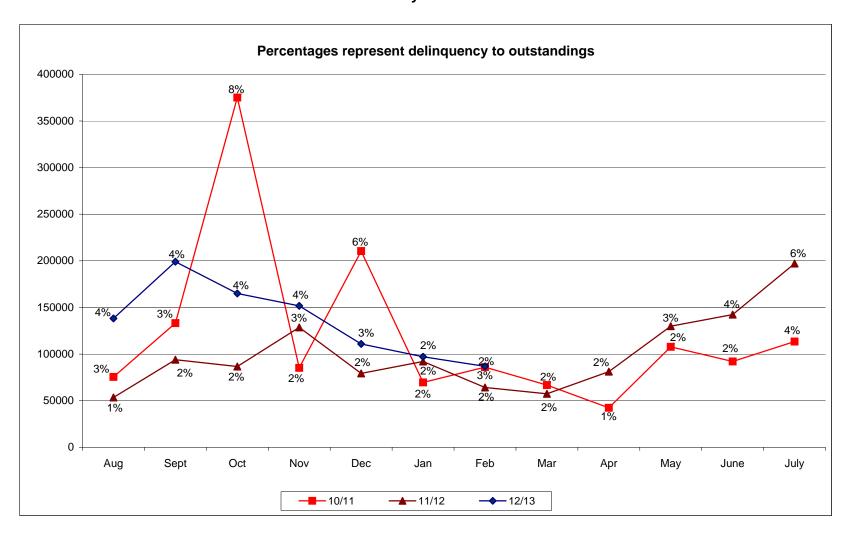
		1 1 2012-2	2013 February	2013	PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	_
PROJECT NAME	BODGET	Payments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services		Tavillente		rotar	Dalarice	CHAINE	TOTIGOTA	Otatus
2012-S001 Store General Replacement	50.0	6.1	6.7	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	1.3	2.6	3.9	36.1		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	0.0	3.3	3.3	6.7	2,000.0	0.0	In Progress
2012-S032 Bearwear Remodel	0.0	23.8	3.0	26.8	13.2		40.0	In Progress
2012-S032 Bearwear Remodel 2012-S034 HSS Design	0.0	5.5	12.3	17.8	2.2		20.0	In Progress
Total Store/Services	2.140.0	62.9	27.9	90.8	109.2	2,000.0	60.0	III Progress
Food Service	2,140.0	UZ.3	£1.5	30.0	103.2	2,000.0	00.0	
2012-F006 FS Miscellaneous and Unanticipated	50.0	26.9	4.0	30.9	19.1		0.0	In Progress
			4.0			20.0		•
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0		(15.0)	Cancel
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	0.0	7.6	7.6	2.4		0.0	In Progress
Total Food Services	655.0	26.9	11.6	38.5	21.5	580.0	(15.0)	
<u>Technology</u>								
2012-T015 Network Infrastructure Upgrade	20.0	0.0	12.3	12.3	7.7		0.0	In Progress
2012-T016 Printer Replacement	10.0	6.4	0.0	6.4	3.6		0.0	In Progress
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	88.1	12.3	100.4	11.3	172.0	(8.3)	
<u>Others</u>								
2012-O022 Custodial Replacements	10.0	6.2	0.0	6.2	3.8		0.0	In Progress
2012-O023 SUO General Replacement	25.0	4.6	8.8	13.4	11.6		0.0	In Progress
2012-O024 Information Technology Upgrades	5.0	5.8	0.0	5.8	0.0		8.0	Completed
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	4.6	9.2	13.8	11.2		0.0	In Progress
2012-O028 Finance Photocopier	15.0	3.5	0.0	3.5	11.5		0.0	In Progress
2012-O029 Finance Misc. Replacements	15.0	7.3	0.0	7.3	7.7		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	30.0	10.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-O031 Licensing Office Remodel	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O033 A2L Training Table/Meeting Room	0.0	28.1	19.9	48.0	22.0		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	24.2	24.2	0.0	4450	24.2	In Progress
Total Others	550.0	90.1	72.1	162.2	67.8	415.0	95.0	
Total Current Year Projects	3,637.0	268.0	123.9	391.9	209.8	3,167.0	131.7	

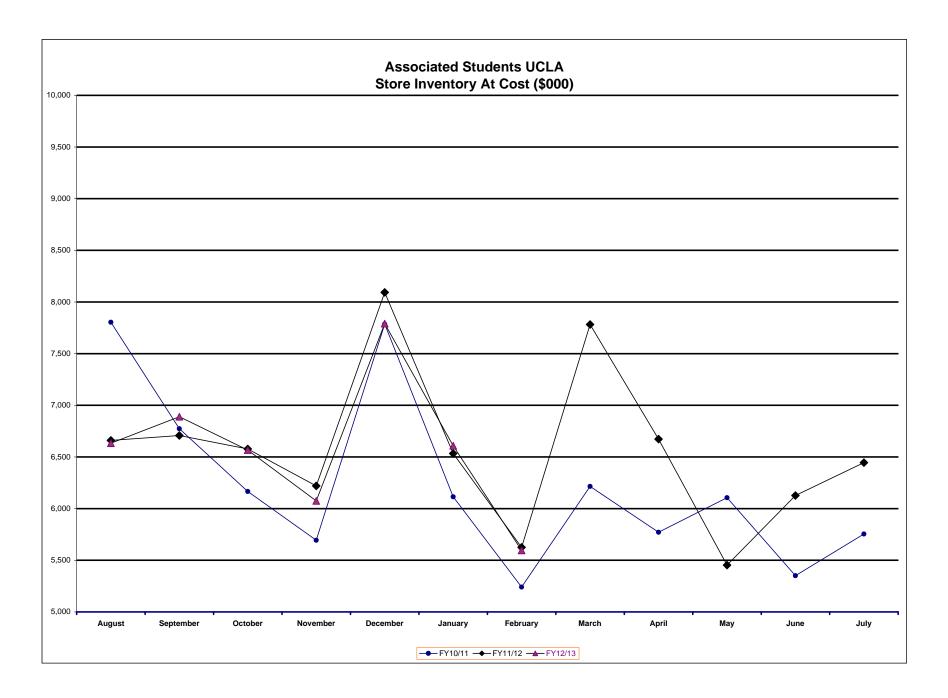
# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

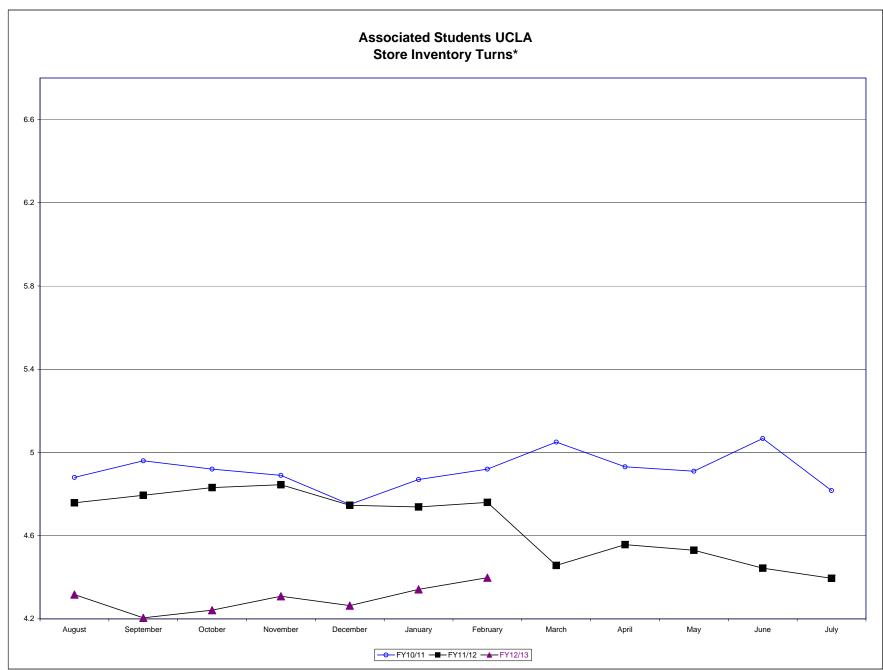
2/23/2013 February	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$565,610	17%	\$137,552	60%	\$31,730	68%	\$2,692	8%	\$2,042	85%	\$3,036	77%	\$742,662	20%
ASUCLA PUBLICATIONS	\$120,477	4%	\$0	0%	\$0	0%	(\$340)	-1%	\$0	0%	\$0	0%	\$120,137	3%
ASUCLA USA/GSA	\$68,610	2%	\$816	0%	\$0	0%	\$212	1%	\$0	0%	\$370	9%	\$70,008	2%
DUE FROM VENDORS	\$962,213	28%	\$437	0%	\$6,316	14%	\$4,891	14%	\$3,261	136%	\$767	20%	\$977,885	26%
DENTAL KITS	\$182,705	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$182,705	5%
OTHER	\$1,521,193	44%	\$94,113	40%	\$8,349	18%	\$26,685	78%	(\$2,908)	-121%	(\$240)	-6%	\$1,647,192	44%
TOTAL CURRENT MONTH	\$3,420,808	100%	\$232,918	100%	\$46,395	100%	\$34,140	100%	\$2,395	100%	\$3,933	100%	\$3,740,589	100%
	92%		6%		1%		1%		0%		0%		100%	
01/26/2013 January	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$832,452	24%	\$68,325	54%	\$32,036	47%	\$9,144	63%	\$1,291	19%	\$6,196	87%	\$949,444	26%
ASUCLA PUBLICATIONS	\$105,709	3%	\$3,203	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$108,912	3%
ASUCLA USA/GSA	\$64,757	2%	\$182	0%	\$212	0%	\$0	0%	\$370	5%	\$0	0%	\$65,521	2%
DUE FROM VENDORS	\$227,824	7%	\$10,397	8%	(\$6,361)	-9%	\$7,176	50%	\$4,784	69%	\$1,595	23%	\$245,415	7%
DENTAL KITS	\$244,439	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$244,439	7%
OTHER	\$1,922,977	57%	\$47,100	36%	\$42,858	62%	(\$1,894)	-13%	\$466	7%	(\$707)	-10%	\$2,010,800	55%
TOTAL CURRENT MONTH	\$3,398,158	100%	\$129,207	100%	\$68,745	100%	\$14,426	100%	\$6,911	100%	\$7,084	100%	\$3,624,531	100%
	94%		4%		2%		0%		0%		0%		100%	
12/29/2012 December	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$805,870	26%	\$209,168	88%	\$31,068	46%	\$16,867	79%	(\$731)	-12%	\$9,621	56%	\$1,071,863	31%
ASUCLA PUBLICATIONS	\$107,635	3%	\$174	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$107,809	3%
ASUCLA USA/GSA	\$60,607	2%	\$786	0%	\$5,245	8%	\$370	2%	\$0	0%	\$0	0%	\$67,008	2%
DUE FROM VENDORS	\$404,938	13%	(\$5,947)	-2%	\$7,682	12%	\$2,125	10%	\$1,416	24%	\$7,067	42%	\$417,281	12%
DENTAL KITS	\$347,153	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$347,153	10%
OTHER	\$1,387,031	45%	\$33,959	14%	\$22,683	34%	\$1,978	9%	\$5,181	88%	\$289	2%	\$1,451,121	42%
TOTAL CURRENT MONTH	\$3,113,234	100%	\$238,140	100%	\$66,678	100%	\$21,340	100%	\$5,866	100%	\$16,977	100%	\$3,462,235	100%
	90%		7%		2%		1%		0%		0%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







<sup>\*</sup>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.

	07/04/07/40 00/	20 (4.0)	Ī	-	10041 VEAD 40 4		F10041 \/	-10 44 40
	07(01/27/13-02/2 CURRENT MONTI				ISCAL YEAR 12-1 MO(07/29/12-02		FISCAL YE LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
164,309	131,325	32,984	TEXTBOOKS	6,516,919	6,542,041	<25,122>	170,049	6,843,718
84,693	117,217		GENERAL BOOKS	676,795	762,014	<85,122>	117,696	782,388
696,636	762,000	<65,364>	APPAREL & ACCESSORIES	5,930,503	5,800,902	129,601	618,670	5,068,054
1,141,431	1,304,200		SUPPLY DIVISION	9,720,085	11,452,800	<1,732,715>	1,146,780	10,745,350
144,044 42,947	166,423 45,000		LU VALLE COMMONS STORE E-COMMERCE	2,118,451 1,012,170	1,998,943 786,000	119,508 226,170	175,073 29,579	2,128,999 644,881
251,929	216,326	35,603	HEALTH SCIENCES STORE	3,680,844	3,802,170	<121,326>	172,766	3,554,820
2,525,989	2,742,491	<216,502>	TOTAL SALES	29,655,766	31,144,870	<1,489,104>	2,430,613	29,768,210
1.709.597	1.836.264	126,667	Less: Cost of Sales	20,960,819	22,094,092	1,133,273	1,639,235	21,372,194
1,707,377	1,030,204	120,007	Less. Cost of Sales	20,700,617	22,094,092	1,133,273	1,037,233	21,372,174
			Less: Shrinkage					
050	500	070	TEVEDOOMS	00.400	00.000		4 000	04.000
859 1,215	580 1,810	<279> 595	TEXTBOOKS GENERAL BOOKS	33,480 9,852	28,820 11,720	<4,660> 1,868	1,003 1,842	34,330 11,546
3,054	3,070	16	APPAREL & ACCESSORIES	24,905	23,720	<1,185>	2,591	21,403
3,522	3,850	328	SUPPLY DIVISION	26,917	30,280	3,363	3,585	29,125
913 172	890 160		LU VALLE COMMONS STORE E-COMMERCE	12,493 3,820	10,370 2,740	<2,123> <1,080>	1,098 123	12,786 2,396
4,798	1,090		HEALTH SCIENCES STORE	18,639	14,830	<3,809>	1,415	18,436
14,533	11,450	<3,083>	SHRINKAGE	130,106	122,480	<7,626>	11,658	130,022
1,724,129	1,847,714	123,585	TOTAL COST OF SALES	21,090,925	22,216,572	1,125,647	1,650,893	21,502,216
67.7	67.0	<0.7>	COST OF SALES %	70.7	70.9	0.3	67.4	71.8
801,860	894,777	<92,917>	GROSS MARGIN	8,564,841	8,928,298	<363,457>	779,720	8,265,994
32.3	33.0			29.3	29.1	0.3	32.6	28.2
0.6	0.4	<0.2>	SHRINKAGE %	0.4	0.4	<0.1>	0.5	0.4
31.7	32.6	<0.9>	NET GROSS MARGIN %	28.9	28.7	0.2	32.1	27.8
20.8	23.0		TEXTBOOKS	24.1	25.1	<1.0>	19.9	24.8
27.5 48.4	30.7 50.3		GENERAL BOOKS APPAREL & ACCESSORIES	32.2 49.5	32.2 51.0	0.1 <1.5>	30.0 49.3	31.4 50.2
23.2	21.9	1.4	SUPPLY DIVISION	19.6	19.0	0.7	24.0	19.3
36.6	37.5		LU VALLE COMMONS STORE	27.5	29.1	<1.6>	35.1	27.6
51.2 26.8	52.9		E-COMMERCE HEALTH SCIENCES STORE	50.0	52.2	<2.2>	52.2 30.9	51.8
20.8	34.4	<7.5>	HEALTH SCIENCES STORE	22.9	24.1	<1.2>	30.9	22.1
36,574	72,748	<36,174>	OTHER INCOME	551,478	635,226	<83,748>	66,124	673,398
838,434	967,525	<129,091>	GROSS MARGIN/OTHER	9,116,320	9,563,524	<447,204>	845,844	8,939,392
			Less: Controllable Exp					
			Ecss. controllable Exp					
252,560	291,787	39,227	Career Wages	1,837,231	2,016,919	179,688	271,864	1,934,334
122.245	120.207	0	Limited Appointment	6,221	0	<6,221>	0	1,709
123,365 375,925	130,386 422,173	7,021 46,248	Student Wages TOTAL WAGES	923,152	969,760 2,986,679	46,608 220,075	119,856 391,720	917,628 2,853,671
14.9	15.4	0.5	WAGE % TO SALES	9.3	9.6	0.3	16.1	9.6
407.757	454 (40	0,,000	5 1 5 5	044 (00	4 05 4 000	440,700	404.050	0/4 400
127,757 10,892	154,640 8,880	26,883 <2,012>	Employee Benefits Office Supplies	911,688 72,400	1,054,288 67,435	142,600 <4,965>	124,258 5,923	864,430 68,097
12,839	14,025	1,186	Telephone	97,572	99,395	1,823	14,199	98,110
0	125	125	Telex	652	875	223	80	810
27 3,113	25 1,900	<2> <1,213>	Postage Trav/Trips/Conference	310 10,436	135 8,880	<175> <1,556>	21 3,211	150 11,483
0	0	0	Membership Fees	2,000	2,025	25	0	2,075
4,520	4,850	330	Operating Supplies	36,907	37,820	913	4,452	36,893
13,066	14,230	1,164	Freight Out	222,719	228,090	5,371	12,996	202,510
896 0	900 0	4	Transportation Replacements	6,342 0	6,650 0	308 0	871 0	6,460 681
0	0	0	Merchandise Losses	0	0	0	0	179
<0>	0	0	Postage Stamp O/S	<2>	0	2	1	<16>
0 13,872	0 17,350	0 3,478	Uniforms Advertising	0 141,815	100 137,135	100 <4,680>	66 13,059	177 132,573
<49,163>	<49,600>	<437>		<52,083>	<59,231>	<7,148>	<50,502>	<58,326>
41	75	34	Direct Mail Adv.	239,904	240,525	621	3,229	238,336
3,077	1,530	<1,547>	Repairs & Maintenance	28,990	20,665	<8,325>	1,515	21,514
0	0	0	Interior Maintenance Janitorial	0 <19>	0	0 19	175 0	175 28
46,335	50,133	3,798	Bank Card Expense	461,080	488,669	27,589	47,016	463,415
<796>	0	796	Overs/Shorts	7,342	0	<7,342>	389	7,940
162 <4>	0	<162>	Credit Card Adjustments Textbook Rental Exp	6,681 76	0	<6,681> <76>	2,047 0	4,277 0
1,150	0	<1,150>		1,150	1,900	750	0	4,051
0	400	400	Rentals-Truck	1,109	1,300	191	546	1,521
703	0 250	0 <453>	Taxes & Licenses Professional Services	300 36 700	300	23 048 ×	0 252	900 1 702
703	250	<453> <0>	Temp Agency Service	36,790 8,363	2,842 300	<33,948> <8,063>	252 0	1,792 4,054
0	0	0	Commission Expense	3,600	4,000	400	0	4,432
81	140	59	Concession Expense	38,918	38,580	<338>	2,140	41,460
0	0	0	Prior Period Adj Alloc of Distr Cntr	53 0	0	<53>	0	<53> 0
1,891	4,090	2,199	Payment to UCLA	76,722	43,630	<33,092>	4,196	45,143
190,458	223,943	33,485	TOTAL OTHER CONTROL.	2,361,818	2,426,317	64,499	190,140	2,205,269
566,383	646,116	79,733	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	5,128,422	5,412,996	284,574	581,860	5,058,940
272,051	321,409	<49,358>	SVCS AND ENTERPRISES	3,987,898	4,150,528	<162,630>	263,984	3,880,452
·								
1			Less: Allocated Exp					
23,278	26,548	3,270	Allocated ExpHR	179,463	196,025	16,562	28,391	178,695
122,830	130,910	8,080	Allocated Exp. Fin	1,016,934	1,063,667	46,733	122,016	1,013,092
51,471	56,236	4,765	Allocated ExpIS	425,349	455,443	30,094	52,804	423,405
26,194 74,097	26,692 87,106	498 13,009	Allocated Exp. Mktg Allocated Exp Othr SA	227,791 643,438	247,695 687,688	19,904 44,250	28,446 84,490	232,698 677,597
67,009	69,346	2,337	Maintenance	462,720	483,736	21,016	62,336	456,874
31,274	23,908	<7,366>	Utilities	221,249	191,172	<30,077>	20,305	178,086
65,967 462,120	69,375 490,121	3,408 28,001	Depreciation TOTAL ALLOCATED EXP	483,232 3,660,176	485,625 3,811,051	2,393 150,875	68,612 467,400	491,199 3,651,646
402,120	490,121	20,001	TOTAL ALLOCATED EAP	3,000,170	3,011,031	130,073		3,031,040
<190,069>	<168,712>	<21,357>	NET INCOME (LOSS)	327,722	339,477	<11,755>	<203,416>	228,806

ACTUAL   BUDGET   VARIANCE   MONTH   YTD	FEB. (	07(01/27/13-02/2	23/13)	]	F	ISCAL YEAR 12-1	3	FISCAL YEAR 11-12				
195,546	(	CURRENT MONTH	1	]	YTD 7	MO(07/29/12-02	/23/13)	LAST YEA	R ACTUAL			
974.02 9710.375 (13.975) SIGNET MEMBER DIVISION   1.096.371   1.188.351   4.92.200   20.049   1.274.461   1.274.16	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
974.02 9710.375 (13.975) SIGNET MEMBER DIVISION   1.096.371   1.188.351   4.92.200   20.049   1.274.461   1.274.16	155 505	144 404	10.071	CENTRAL DIVISION	900 300	010 022	71 070	154 415	000.042			
119-77 147-207 1-5-220-SOUTH DIVISION 14-02-99 1-302-05 - 5-91-102 - 27-3-33 3-46-77 29-93-77 20-94-102 1-21-102 1-41-102-20-94-102-20-20-20-20-20-20-20-20-20-20-20-20-2												
299.247   278.296												
244-949   256-649   211-2515   CODEPRISE DIVISION   1-477-79   1-477-79   1-41-79												
1277-994   1340.083												
436,000 448,576 111,667 test: Cost of Sales 32,56,810 2,496,985 <60,825 401,337 2,312,379 333 407 505 505 505 505 505 505 505 505 505 5	279,493	310,881	<31,388>	SPECIAL EVENTS DIVISION	1,623,590		141,393	156,404				
34.2   33.3   -0.9   -0.5	1,277,994	1,348,083	<70,089>	TOTAL SALES	7,394,691	7,385,397	9,294	1,154,931	6,666,966			
34.2   33.3   -0.9   -0.5												
891-005   896-507   <-68.422-0   CROSS MAGNIN												
66.6   66.7   -0.9-3   GOSS MARGEN W   66.4   66.2   -0.8-3   66.3   66.3												
07.3												
6-10	65.8	66.7	<0.9>	GRUSS MARGIN %	65.4	00.2	<0.8>	65.3	65.3			
6-10	67.3	69.1	<1.8>	CENTRAL DIVISION	67.5	68.7	<1.2>	66.3	66.4			
6-93 68-9 0-4 LUYALE DIVISION 69-1 69-7 - 0-7 - 0-7 - 0-8 70-7 6-7 6-5 - 0-6-6 8 0-2 SPECIAL EVENTS DIVISION 64-6 65-5 - 1-0 64-0 65-3 - 0-1 58-2 66-0 1-0-6 6-6 8 0-2 SPECIAL EVENTS DIVISION 64-6 65-5 - 1-0 64-0 65-3 - 0-1 58-2 66-0 1-0-6 6-6 8-1 - 1-0-6												
6.71 6.5.5 0.8 DODEPARCE DIVISION 6.0 6.5.9 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 6.70 0.1 58.2 6.0.1 58.2	64.5	66.7	<2.1>	SOUTH DIVISION	64.7	66.9	<2.2>	66.6	66.8			
277.476	69.3	68.9	0.4	LU VALLE DIVISION	69.1	69.7	< 0.7 >	69.8	70.1			
207.476												
1.081.560   1.087.648	67.0	66.8	0.2	SPECIAL EVENTS DIVISION	64.0	63.9	0.1	58.2	60.1			
1.081.560   1.087.648												
Less: Controllable Exp												
276.096	1,048,560	1,087,648	<39,088>	GROSS MARGIN/OTHER	6,108,666	6,008,472	100,194	916,750	5,370,549			
276.096				Less: Controllable Evn								
1,624				Less. Controllable Exp								
1,624	276,096	271,231	<4,865>	Career Wages	1,913,031	1,929,343	16,313	270,491	1,837,923			
27,886   219,737   1,901   Student Wages   1,316,123   1,289,573   -22,590   -22,3486   -1,464   Labor Recharge   -222,491   -213,240   -2,717												
459,647   459,547   < 1,090   TOTAL WACES   3,016,276   3,017,356   < 1,470   32,71   42,77   143,349   163,703   20,354   Employee Benefits   1,009,152   1,117,370   106,218   140,810   957,717   1,268   1,360   102   Office Supplies   11,392   10,875   < 1,577   2,033   13,69   3,742   4,608   66,791   4,608   66,791   4,608   66,791   4,608   66,791   4,608   66,791   4,608   66,791   4,608   67,209   4,320   2,909   4,909   5,000   4,370   2,000   8,508   6,609   4,409   5,00   1,790   2,000   8,508   6,618   3,761   6,709	217,836	219,737	1,901	Student Wages	1,316,123	1,289,573	<26,550>	188,943	1,176,897			
143,349									<178,771>			
143,349												
1,288   13,60   102   Office Supplies   11,392   10,875   4,508   5,195   31,751   1,097   1,500   403   Training Programs   9,530   11,500   3,0653   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   3,293   3,293   3,3781   3,240   23,225   3,203   3,3781   3,781   3,240   23,225   3,203   3,3781   3,2781   3,293   3,240   23,225   3,203   3,3781   3,293   3,240   23,225   3,203   3,203   3,203   23,203   3,203   23,203   3,203   3,203   23,203   3,203	36.0	34.0	<2.0>	WAGE % TO SALES	40.8	40.9	0.0	37.1	42.7			
1,288   13,60   102   Office Supplies   11,392   10,875   4,508   5,195   31,751   1,097   1,500   403   Training Programs   9,530   11,500   3,0653   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   2,033   31,751   3,293   3,293   3,3781   3,240   23,225   3,203   3,3781   3,781   3,240   23,225   3,203   3,3781   3,2781   3,293   3,240   23,225   3,203   3,3781   3,293   3,240   23,225   3,203   3,203   3,203   23,203   3,203   23,203   3,203   3,203   23,203   3,203	142 240	142 702	20.254	Employoo Panafita	1 000 153	1 117 270	100 010	140.010	057 174			
3,742			.,									
1,097												
6.26-61   66,981   4,320   Paper   338,889   366,449   27,960   56,210   322,931   4.9   5.0   0.1   Paper 9 for Sales   4.6   5.0   0.4   4.9   6.183   3,781   <2,402   Cleaning Supplies   32,682   26,569   <6,113   32,201   7.170   0.157   1.013   2.014   1.014   1.014   7.170   0.157   1.013   2.014   1.014   7.170   0.157   1.013   2.014   1.014   7.170   0.157   1.013   2.014   7.170   0.157   1.013   2.014   7.170   0.157   1.013   2.014   7.170   0.157   1.013   2.014   7.170   0.157   1.013   2.014   7.170   0.157   1.013   7.180   1.024   1.014   7.195   2.995   2.010   1.02   1.02   7.195   2.010   1.00   1.				'								
4.9 5.0 0.1 Paper % To Sales 4.6 5.0 0.4 4.9 4.8 6.183 3.781 3.240 25.229 0 0 0 0 Freight Out 0 0 Freight Out 0 0 0 0 7 7 7 7 7 8 7 8 9 9 9 9 9 9 9 9 9 9 9 9												
6,183   3,781   <2,402   Cleaning Supplies   32,682   26,569   <6,113   3,240   23,229     0												
4,898   -9,450   -1,552   Purchasing Rebates   -54,945   -63,150   -8,205   -8,193   -54,634   -4,646   -2,437   -2,207   -1,170   -6,157   -1,013   Laundry   -43,556   39,216   -4,340   -7,497   -44,464   -2,339   1,365   -3,974   Uniforms   13,917   -9,915   -4,002   -2,094   11,880   -2,975   -2,810   -1,835   -3,404   -1,836   -4,650   -6,070   -6,050   -2,603   -5,569   -6,4340   -7,497   -44,464   -4,010   -1,180   -4,002   -2,004   -1,180   -4,002   -2,004   -1,838   -3,30   -4,002   -2,004   -1,180   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -1,181   -4,002   -2,004   -2,002   -2,004   -2,002   -2,004   -2,004   -2,002   -2,004   -2,002   -2,004   -2,002   -2,004   -2,004   -2,002   -2,004   -2,002   -2,004   -2,002   -2,004   -2,004   -2,002   -2,004	6,183	3,781	<2,402>		32,682	26,569	<6,113>	3,240	23,229			
4,753	0	0	0	Freight Out	0	0	0	0	7			
7,170									<54,634>			
2,339												
2.995												
0 100 100 Menu Development 1,401 700 <7015 0 0 0 0 4 3 1 27 Dorm Coupons Expense 38 176 138 3 3 0 14,131 5,632 <8,499 Repairs & Maintenance 64,172 35,793 <28,379 6,721 46,964 38,428 36,790 <1,638 Bank Card Expense 202,747 192,620 <10,127 55,889 176,758 10 0 0 0 190 Sales Tax Expense 10,992 12,555 1,663 1,851 11,113 911 915 4 Overs/Shorts 5,095 5,250 155 842 4,614 0 0 0 0 Credit Card Adjustments 0 0 0 0 0 3 196 11,157 Rentals 11,199 3,100 <8,8099 0 1 3,134 0 0 0 0 0 0 Credit Card Adjustments 1 0 0 0 0 0 3 196 1,157 Rentals 11,199 3,100 <8,8099 0 1 1,314 0 0 0 0 0 0 0 Taxes & Ucenses 10,261 5,900 <43,361 0 80,763 0 0 0 0 0 748 2,493 0 0 0 0 0 0 748 2,493 0 0 0 0 0 0 7400 0 0 0 7400 0 0 0 0 7400 0 0 0												
14   31												
14,131								-				
38,428		_						-				
2,010												
0 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 1,1577 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0												
1,157   0			4									
0 400 400 Rentals-Truck 1,030 2,650 1,620 748 2,493 0 0 0 0 Taxes & Licenses 10,261 5,900 < 4,361> 0 870 870 0 0 0 0 Professional Services 600 0 0 < 600> 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0	0	Credit Card Adjustments	0	0	0	3	196			
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		-										
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0												
Section   Sect												
39,531   54,043   14,512   Commission Expense   191,684   197,224   5,540   13,713   97,004   323,763   345,216   21,453   TOTAL OTHER CONTROL.   2,015,121   2,085,097   69,976   275,591   1,778,079   783,400   803,763   20,363   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES   1,074,919   906,219   168,700   212,413   742,772   742,												
323,763   345,216   21,453   TOTAL OTHER CONTROL.   2,015,121   2,085,097   69,976   275,591   1,778,079   783,400   803,763   20,363   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES   1,074,919   906,219   168,700   212,413   742,772   1,074,919   906,219   168,700   212,413   742,772   1,074,919   1,074,91								-				
783,400 803,763 20,363 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SUCS AND ENTERPRISES Less: Allocated Exp Less: Allocated E				'								
Company												
265,161         283,885         <18,724>         SVCS AND ENTERPRISES         1,074,919         906,219         168,700         212,413         742,772           28,461         28,835         374         Allocated ExpHR         195,705         197,833         2,128         31,074         178,902           71,203         73,780         2,577         Allocated ExpHR         195,705         197,833         2,128         31,074         178,902           29,838         30,687         849         Allocated ExpIS         136,310         135,381         < 929>         27,877         124,290           15,184         14,565         <619>         Allocated ExpIS         136,310         135,381         < 929>         27,877         124,290           42,953         47,532         4,579         Allocated Exp. Mktg         72,114         71,855         < 259>         15,018         67,949           42,953         47,532         4,579         Allocated Exp. Whtg         72,114         71,855         < 259>         15,018         67,949           42,953         47,532         4,579         Allocated Exp. Whtg         72,114         71,855         < 259>         15,018         67,949           42,953         40,640 </td <td>,</td> <td> ,</td> <td>.,</td> <td></td> <td>, ,</td> <td>, , ,===</td> <td> ,</td> <td></td> <td></td>	,	,	.,		, ,	, , ,===	,					
28,461 28,835 374 Allocated ExpHR 195,705 197,833 2,128 31,074 178,902 71,203 73,780 2,577 Allocated Exp. Fin 324,271 325,981 1,710 64,417 295,434 29,838 30,687 849 Allocated ExpIS 136,310 135,381 <929 27,877 124,290 15,184 14,565 <619 Allocated Exp. Mktg 72,114 71,855 <259 15,018 67,949 42,953 47,532 4,579 Allocated Exp. Othr SA 202,976 203,362 386 44,605 197,312 56,488 66,184 9,696 Maintenance 390,071 461,683 71,612 52,548 385,143 26,363 22,820 <3,543 Depreciation 707,418 746,298 38,880 98,893 523,326 367,667 391,017 23,350 TOTAL ALLOCATED EXP 2,215,379 2,324,859 109,480 351,549 1,922,483 <a 10.1001="" <="" doi.org="" href="https://doi.org/10.1001/j.stps://&lt;/td&gt;&lt;td&gt;265,161&lt;/td&gt;&lt;td&gt;283,885&lt;/td&gt;&lt;td&gt;&lt;18,724&gt;&lt;/td&gt;&lt;td&gt;SVCS AND ENTERPRISES&lt;/td&gt;&lt;td&gt;1,074,919&lt;/td&gt;&lt;td&gt;906,219&lt;/td&gt;&lt;td&gt;168,700&lt;/td&gt;&lt;td&gt;212,413&lt;/td&gt;&lt;td&gt;742,772&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;28,461 28,835 374 Allocated ExpHR 195,705 197,833 2,128 31,074 178,902 71,203 73,780 2,577 Allocated Exp. Fin 324,271 325,981 1,710 64,417 295,434 29,838 30,687 849 Allocated ExpIS 136,310 135,381 &lt;929 27,877 124,290 15,184 14,565 &lt;619 Allocated Exp. Mktg 72,114 71,855 &lt;259 15,018 67,949 42,953 47,532 4,579 Allocated Exp. Othr SA 202,976 203,362 386 44,605 197,312 56,488 66,184 9,696 Maintenance 390,071 461,683 71,612 52,548 385,143 26,363 22,820 &lt;3,543 Depreciation 707,418 746,298 38,880 98,893 523,326 367,667 391,017 23,350 TOTAL ALLOCATED EXP 2,215,379 2,324,859 109,480 351,549 1,922,483 &lt;a href=" https:="" j.stps:="" td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></a>												
71,203         73,780         2,577         Allocated Exp. Fin         324,271         325,981         1,710         64,417         295,434           29,838         30,687         849         Allocated ExpIS         136,310         135,381         <929>         27,877         124,290           42,953         47,532         4,579         Allocated Exp. Othr SA         202,976         203,362         386         44,605         197,312           56,488         66,184         9,696         Maintenance         390,071         461,683         71,612         52,548         385,143           26,363         22,820         <3,543>         Utilities         186,514         182,466         <4,048>         17,117         150,127           97,177         106,614         9,437         Depreciation         707,418         746,298         38,880         98,893         523,326           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <102,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:				Less: Allocated Exp								
71,203         73,780         2,577         Allocated Exp. Fin         324,271         325,981         1,710         64,417         295,434           29,838         30,687         849         Allocated ExpIS         136,310         135,381         <929>         27,877         124,290           42,953         47,532         4,579         Allocated Exp. Othr SA         202,976         203,362         386         44,605         197,312           56,488         66,184         9,696         Maintenance         390,071         461,683         71,612         52,548         385,143           26,363         22,820         <3,543>         Utilities         186,514         182,466         <4,048>         17,117         150,127           97,177         106,614         9,437         Depreciation         707,418         746,298         38,880         98,893         523,326           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <102,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:												
29,838 30,687 849 Allocated ExpIS 136,310 135,381 <929> 27,877 124,290 15,184 14,565 <619> Allocated Exp. Mktg 72,114 71,855 <259> 15,018 67,949 42,953 47,532 4,579 Allocated Exp. Othr SA 202,976 203,362 386 44,605 197,312 56,488 66,184 9,696 Maintenance 390,071 461,683 71,612 52,548 385,143 26,363 22,820 <3,543> Utilities 186,514 182,466 <4,048> 17,117 150,127 97,177 106,614 9,437 Depreciation 707,418 746,298 38,880 98,893 523,326 367,667 391,017 23,350 TOTAL ALLOCATED EXP 2,215,379 2,324,859 109,480 351,549 1,922,483												
15,184         14,565         <619> Allocated Exp. Mktg         72,114         71,855         <259>         15,018         67,949           42,953         47,532         4,579         Allocated Exp Othr SA         202,976         203,362         386         44,605         197,312           56,488         66,184         9,696         Maintenance         390,071         461,683         71,612         52,548         385,143           26,363         22,820         <3,543>         Utilities         186,514         182,466         <4,048>         17,117         150,127           97,177         106,614         9,437         Depreciation         707,418         746,298         38,880         98,893         523,326           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <020,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:				'								
42,953         47,532         4,579         Allocated Exp Othr SA         202,976         203,362         386         44,605         197,312           56,488         66,184         9,696         Maintenance         390,071         461,683         71,612         52,548         385,143           26,363         22,820         <3,543					· ·							
56,488         66,184         9,696         Maintenance         390,071         461,683         71,612         52,548         385,143           26,363         22,820         <3,543>         Utilities         186,514         182,466         <4,048>         17,117         150,127           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <102,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:												
26,363         22,820         <3,543>         Utilities         186,514         182,466         <4,048>         17,117         150,127           97,177         106,614         9,437         Depreciation         707,418         746,298         38,880         98,893         523,326           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <102,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:												
97,177         106,614         9,437         Depreciation         707,418         746,298         38,880         98,893         523,326           367,667         391,017         23,350         TOTAL ALLOCATED EXP         2,215,379         2,324,859         109,480         351,549         1,922,483           <102,506>         <107,132>         4,626         NET INCOME (LOSS)         <1,140,461>         <1,418,640>         278,180         <139,136>         <1,179,711:												
367,667 391,017 23,350 TOTAL ALLOCATED EXP 2,215,379 2,324,859 109,480 351,549 1,922,483												
400,279         415,162         <14,883 > TOTAL CUSTOMER COUNT         2,278,795         2,291,887         <13,092 > 371,096         2,046,955           130,506         128,795         1,711         3RD PARTY CUST COUNT         771,535         769,235         2,300         105,850         595,506           269,773         286,367         <16,594 > ASUCLA CUSTOMER COUNT         1,507,260         1,522,652         <15,392 > 265,246         1,451,449           5.00         4.94         0.06         TOTAL AVERAGE CHECK         5.05         4.98         0.07         4.64         4.70           6.20         6.01         0.19         3RD PARTY AVG CHECK         6.22         6.05         0.16         5.95         5.98           4.41         4.46         <0.04 > ASUCLA AVERAGE CHECK         4.45         4.44         0.01         4.11         4.18           31,251         32,224         973         EMPLOYEE HOURS         197,413         201,057         3,644         29,324         189,280												
400,279         415,162         <14,883 > TOTAL CUSTOMER COUNT         2,278,795         2,291,887         <13,092 > 371,096         2,046,955           130,506         128,795         1,711         3RD PARTY CUST COUNT         771,535         769,235         2,300         105,850         595,506           269,773         286,367         <16,594 > ASUCLA CUSTOMER COUNT         1,507,260         1,522,652         <15,392 > 265,246         1,451,449           5.00         4.94         0.06         TOTAL AVERAGE CHECK         5.05         4.98         0.07         4.64         4.70           6.20         6.01         0.19         3RD PARTY AVG CHECK         6.22         6.05         0.16         5.95         5.98           4.41         4.46         <0.04 > ASUCLA AVERAGE CHECK         4.45         4.44         0.01         4.11         4.18           31,251         32,224         973         EMPLOYEE HOURS         197,413         201,057         3,644         29,324         189,280				NET INCOME (1 cost)								
130,506         128,795         1,711         3RD PARTY CUST COUNT         771,535         769,235         2,300         105,850         595,506           269,773         286,367         <16,594>         ASUCLA CUSTOMER COUNT         1,507,260         1,522,652         <15,392>         265,246         1,451,449           5.00         4.94         0.06         TOTAL AVERAGE CHECK         5.05         4.98         0.07         4.64         4.70           6.20         6.01         0.19         3RD PARTY AVG CHECK         6.22         6.05         0.16         5.95         5.98           4.41         4.46         <0.04>         ASUCLA AVERAGE CHECK         4.45         4.44         0.01         4.11         4.18           31,251         32,224         973         EMPLOYEE HOURS         197,413         201,057         3,644         29,324         189,280	<102,506>	<107,132>	4,626	INET INCOME (LOSS)	<1,140,461>	<1,418,640>	2/8,180	<139,136>	<1,1/9,711>			
130,506         128,795         1,711         3RD PARTY CUST COUNT         771,535         769,235         2,300         105,850         595,506           269,773         286,367         <16,594>         ASUCLA CUSTOMER COUNT         1,507,260         1,522,652         <15,392>         265,246         1,451,449           5.00         4.94         0.06         TOTAL AVERAGE CHECK         5.05         4.98         0.07         4.64         4.70           6.20         6.01         0.19         3RD PARTY AVG CHECK         6.22         6.05         0.16         5.95         5.98           4.41         4.46         <0.04>         ASUCLA AVERAGE CHECK         4.45         4.44         0.01         4.11         4.18           31,251         32,224         973         EMPLOYEE HOURS         197,413         201,057         3,644         29,324         189,280	400 270	415 1/0	-14 000	TOTAL CUSTOMED COUNT	2 270 705	2 201 007	-12 000	271.007	2.044.055			
269,773     286,367     <16,594>     ASUCLA CUSTOMER COUNT     1,507,260     1,522,652     <15,392>     265,246     1,451,449       5.00     4.94     0.06     TOTAL AVERAGE CHECK     5.05     4.98     0.07     4.64     4.70       6.20     6.01     0.19     3RD PARTY AVG CHECK     6.22     6.05     0.16     5.95     5.98       4.41     4.46     <0.04>     ASUCLA AVERAGE CHECK     4.45     4.44     0.01     4.11     4.18       31,251     32,224     973     EMPLOYEE HOURS     197,413     201,057     3,644     29,324     189,280												
5.00     4.94     0.06     TOTAL AVERAGE CHECK     5.05     4.98     0.07     4.64     4.70       6.20     6.01     0.19     3RD PARTY AVG CHECK     6.22     6.05     0.16     5.95     5.98       4.41     4.46     <0.04 > ASUCLA AVERAGE CHECK     4.45     4.44     0.01     4.11     4.18       31,251     32,224     973     EMPLOYEE HOURS     197,413     201,057     3,644     29,324     189,280												
6.20 6.01 0.19 3RD PARTY AVG CHECK 6.22 6.05 0.16 5.95 5.98 4.41 4.46 <0.04> ASUCLA AVERAGE CHECK 4.45 4.44 0.01 4.11 4.18 4.18 31,251 32,224 973 EMPLOYEE HOURS 197,413 201,057 3,644 29,324 189,280	209,113	200,307	< 10,394>	ASUCEA CUSTOWER COUNT	1,307,200	1,522,052	< 10,392>	200,240	1,451,449			
6.20 6.01 0.19 3RD PARTY AVG CHECK 6.22 6.05 0.16 5.95 5.98 4.41 4.46 <0.04> ASUCLA AVERAGE CHECK 4.45 4.44 0.01 4.11 4.18 4.18 31,251 32,224 973 EMPLOYEE HOURS 197,413 201,057 3,644 29,324 189,280	5.00	4.94	0.06	TOTAL AVERAGE CHECK	5.05	4.98	0.07	4.64	4.70			
4.41     4.46     <0.04> ASUCLA AVERAGE CHECK     4.45     4.44     0.01     4.11     4.18       31,251     32,224     973     EMPLOYEE HOURS     197,413     201,057     3,644     29,324     189,280												
31,251 32,224 973 EMPLOYEE HOURS 197,413 201,057 3,644 29,324 189,280												
40.90   41.83   <0.93> SALES/LABOR HOUR   37.46   36.73   0.73   39.39   35.22												
	40.90	41.83	<0.93>	SALES/LABOR HOUR	37.46	36.73	0.73	39.39	35.22			

## SERVICES DIVISION INCOME STATEMENT

FEB. 0	)7(01/27/13-02/2	3/13)	1	F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
CURRENT MONTH		1	YTD 7 MO(07/29/12-02/23/13)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,786	15,459	3,327	PHOTOGRAPHY	101,863	104,611	<2,748>	7,850	92,776
18,786	15,459	3,327	TOTAL SALES	101,863	104,611	<2,748>	7,850	92,776
407		100		0.040	0.405			0.700
126 18,660	309 15,150	183 3,510	Less: Cost of Sales GROSS MARGIN	3,243 98,619	2,685 101,926	<558> <3,307>	288 7,562	2,708 90,067
99.3	98.0	1.3	GROSS MARGIN %	96.8	97.4	<0.6>	96.3	97.1
99.3	98.0	1.3	PHOTOGRAPHY	96.8	97.4	<0.6>	96.3	97.1
112,334	100,000	12,334	TRADEMARKS AND LICENSING	1,463,868	1,552,350	<88,482>	68,702	1,331,641
81,988	85,335	<3,347>	LEASED OPS	597,059	596,477	582	78,629	558,729
194,322	185,335	8,987	OTHER INCOME	2,060,927	2,148,827	<87,900>	147,331	1,890,370
212,982	200,485	12,497	GROSS MARGIN/OTHER	2,159,546	2,250,753	<91,207>	154,893	1,980,437
212,702	200,403	12,777	Less: Controllable Exp	2,137,340	2,230,133	V/1,20/>	134,073	1,700,437
32,310	33,775	1,465	Career Wages	216,881	226,821	9,940	30,052	219,615
1,123	1,681	558	Student Wages	4,342	12,314	7,972	986	5,923
33,433	35,456	2,023	TOTAL WAGES	221,222	239,135	17,913	31,038	225,537
178.0	229.4	51.4	WAGE % TO SALES	217.2	228.6	11.4	395.4	243.1
14,851	16,317	1,466	Employee Benefits	101,424	110,832	9,408	13,297	94,067
137	950	813	Office Supplies	6,009	5,864	<145>	356	6,028
635	735	100	Telephone	4,646	5,089	443	743	4,990
31	105	74	Postage	635	735	100	195	514
<0>	0	0	Trav/Trips/Conference	10,680	9,000	<1,680>	0	10,168
0	0	0	Enforcement	8,000	8,000	0	184	7,989
0	4,400	4,400	Business Promotion	18,170	31,400	13,230	3,447	18,724
0	214	214	Repairs & Maintenance	4,736	929	<3,807>	1,021	1,757
2,083	2,083	0	Professional Services	15,206	17,506	2,300	2,083	17,506
0	1,150	1,150	Legal	2,300	8,050	5,750	0	8,086
0	4,150	4,150	Trademark	17,605	29,050	11,445	430	35,226
4,176	0	<4,176>	Intern'l Agnt Fee/Tax	144,177	153,618	9,441	0	62,468
10,663	10,000		=	103,629	107,000	3,371	6,799	100,236
0	0	0	Misc. Bank Charges	128	0 0	<128>	0,777	0
40,914	35,709	<5,205>	Payment to UCLA	407,011	413,908	6,897	9,681	387,464
73,489	75,813	2,324	TOTAL OTHER CONTROL.	844,356	900,981	56,625	38,236	755,225
106,922	111,269	4,347	TOTAL CONTROLLABLE EXP	1,065,578	1,140,116	74,538	69,274	980,762
106,060	89,216	16,844	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,093,968	1,110,637	<16,669>	85,619	999,675
			Less: Allocated Exp					
2,070	2,229	159	Allocated ExpHR	14,342	15,720	1,378	2,250	14,150
9,888	9,336		Allocated Exp. Fin	74,184	79,156	4,972	7,340	71,206
4,280	4,011		Allocated ExpIS	32,205	34,011	1,806	3,282	31,278
2,178	1,903		Allocated Exp. Mktg	17,116	18,217	1,101	1,768	16,928
6,162	6,213	51	Allocated Exp. Whitig	48,160	50,699	2,539	5,251	49,222
11,886	12,301	415	Maintenance	82,079	85,806	3,727	11,057	81,041
5,547	4,240			39,246	33,903	<5,343>	3,602	31,590
5,785	5,695	<90>	Depreciation	41,162	39,865	<1,297>	5,363	37,111
47,796	45,928	<1,868>	TOTAL ALLOCATED EXP	348,494	357,377	8,882	39,913	332,526
58,265	43,288	14,977	NET INCOME (LOSS)	745,474	753,260	<7,786>	45,706	667,148

### UCLA STUDENT UNION INCOME STATEMENT

FEB. 07(01/27/13-02/23/13)			F	ISCAL YEAR 12-1	FISCAL YEAR 11-12			
C	URRENT MONTH	ł		YTD 7 I	YTD 7 MO(07/29/12-02/23/13)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
00.045	40.055	40.0/0	5/5/17 05D/4050 055105	070.400	0.40 5.40	00.505	00.470	05.4.530
30,315	19,955	10,360	EVENT SERVICES OFFICE	272,108	249,513	22,595	20,478	254,570
2,978	2,628	350	RECREATION & GAMES	15,807 380,083	17,723	<1,916>	2,407	13,589
62,047 95,340	58,340 80,923	3,707 14,417	AU POST OFFICE TOTAL SALES	667,998	367,625 634,861	12,458 33,137	57,293 80,178	362,700 630,859
75,540	00,723	14,417	TOTAL SALES	007,770	034,001	33,137	80,176	030,037
61,186	57,056	<4 130>	AU Post Office Cost	373,475	359,538	<13,937>	57,395	356,148
3,838	5,116	1,278	Facilities Costs	53,529	61,889	8,360	7,920	65,532
0	100	100	Cost of Sales GM RM	414	400	<14>	39	443
65,024	62,272	<2,752>	Less: Cost of Sales	427,418	421,827	<5,591>	65,355	422,123
68.2	77.0	8.8	COST OF SALES %	64.0	66.4	2.5	81.5	66.9
30,316	18,651	11,665	GROSS MARGIN	240,580	213,034	27,546	14,824	208,736
31.8	23.1	8.8	GROSS MARGIN %	36.0	33.6	2.5	18.5	33.1
07.0	74.4	100	EVENT CERVICES OFFICE	00.0	75.0	F 4	(1.0	74.0
87.3 100.0	74.4 96.2	13.0 3.8	EVENT SERVICES OFFICE RECREATION & GAMES	80.3 97.4	75.2 97.7	5.1 <0.4>	61.3 98.4	74.3
1.4	2.2	3.6 <0.8>	AU POST OFFICE	1.7	2.2	<0.4>	96.4 <0.2>	96.7 1.8
1.4	2.2	<0.6>	AU POST OFFICE	1.7	2.2	<0.5>	<0.2>	1.0
60,410	40,751	19,659	STUDENT UNION OPS	120,494	108,520	11,974	53,328	113,462
1,053	1,959		RECREATION & GAMES	11,926	13,715	<1,789>	3,476	15,231
10,953	10,270	683	AU POST OFFICE	66,802	64,717	2,085	9,870	63,456
72,415	52,980	19,435	OTHER INCOME	199,222	186,952	12,270	66,674	192,149
102,731	71,631	31,100	GROSS MARGIN/OTHER	439,801	399,986	39,815	81,498	400,885
			Less: Controllable Exp					
22.22	22.45		0	007.705	044.04		66.757	000 17-
30,097	30,648	551	Career Wages	207,799	211,864	4,066	29,756	202,178
21,268	21,863	595 1,147	Student Wages TOTAL WAGES	132,797	141,976	9,179	20,644	140,189
51,364 53.9	52,511 64.9	1,147	WAGE % TO SALES	340,596 51.0	353,840 55.7	13,244 4.8	50,400 62.9	342,367 54.3
33.7	04.7	11.0	WAGE 70 TO SALES	31.0	33.7	4.0	02.7	54.5
15,108	15,973	865	Employee Benefits	102,193	109,063	6,870	14,291	93,577
698	754	56	Office Supplies	9,995	5,639	<4,356>	236	5,000
2,860	3,376	516	Telephone	22,699	23,327	628	3,693	23,463
1,110	0	<1,110>	Trav/Trips/Conference	1,844	1,150	<694>	0	684
0	0	0	24 Hour Study Lounge	2,731	2,474	<257>	0	1,979
4,567	4,567	0	Student Comm Art	5,495	5,495	<0>	4,567	6,401
0	0	0	Training Programs	3,896	5,158	1,262	0	5,261
868	89		Annual ASUCLA Events	20,939	18,123	<2,816>	907	20,669
45,900	27,862	<18,038>	Student Union Brog	79,202	58,595	<20,607>	37,843	68,019
0 522	0 240	0 <282>	Student Union Prog Operating Supplies	0 3,134	0 2,295	0 <839>	200 522	200 4,206
0	110	110	Tournament Prizes	3,134	2,2 <del>9</del> 5 850	830	0	105
0	110	110	Replacements	608	447	<161>	110	797
0	0	0	Uniforms	500	600	101	0	1,267
52	50		Advertising	828	1,364	536	255	2,415
528	595	67	Business Promotion	3,762	4,177	415	513	6,685
247	350		Repairs & Maintenance	19,749	7,928	<11,821>	845	11,082
1,466	1,083		Repairs & Mtce-Equip	10,261	7,581	<2,680>	2,183	8,783
1,626	1,475		Bank Card Expense	9,663	9,311	<352>	1,564	9,011
0	35	35	Overs/Shorts	<3>	222	225	<0>	<24>
784	1,175	391	Commission Expense	7,697	8,229	532	2,220	9,523
0 15 417	0 15 417	0	Student Support Svcs	2,769	2,637	<132>	0 15 417	2,638
15,417 13,483	15,417 17,000	0 3,517	Interaction Fund Waiver Pool	107,917 71,866	107,919 70,500	2 <1,366>	15,417 15,336	107,917 63,590
105,235	90,261	<14,974>	TOTAL OTHER CONTROL.	487,763	453,084	<34,679>	100,702	453,249
156,599	142,772	<13.827>	TOTAL CONTROLLABLE EXP	828,359	806,924	<21,435>	151,102	795,617
	,2	,02.,>	GROSS CONTRIBUTION TO		//-	,	,	
<53,868>	<71,141>	17,273	SVCS AND ENTERPRISES	<388,557>	<406,938>	18,381	<69,605>	<394,732>
			Less: Allocated Exp					
3,182	3,302	120	Allocated ExpHR	22,059	23,196	1,137	3,653	21,438
7,784	6,226		Allocated Exp. Fin	31,954	30,385	<1,569>	6,946	30,958
3,369	2,674		Allocated ExpIS	13,841	13,018	<823>	3,106	13,463
1,715 4,851	1,269 4,143		Allocated Exp. Mktg Allocated Exp Othr SA	7,323 20,484	6,955 19,575	<368> <909>	1,673 4,970	7,359 21,393
4,851 35,312	4,143 36,534	< 708> 1,222	Maintenance	20,484	19,575 254,856	<909> 11,012	4,970 32,849	21,393 240,762
16,480	12,599	<3,881>		116,594	100,742	<15,852>	10,701	93,850
16,612	18,125	1,513	Depreciation	123,029	126,875	3,846	16,775	125,806
89,305	84,872	<4,433>	TOTAL ALLOCATED EXP	579,128	575,602	<3,526>	80,673	555,029
<143,173>	<156,013>	12,840	NET INCOME (LOSS)	<967,685>	<982,540>	14,855	<150,278>	<949,761>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

FFR 0	7(01/27/13-02/2	3/13)		F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
	URRENT MONTH			YTD 7 MO(07/29/12-02/23/13)		LAST YEA		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
289,719	295,530	5,811	Career Wages	2,019,897	2,066,679	46,782	292,401	2,051,717
209,719	300	300	Limited Appointment	2,019,897 1,257	2,066,679	843	292,401	480
30,045	35,371	5,326	Student Wages	193,664	231,088	37,424	32,416	218,154
319,764	331,201	11,437	TOTAL WAGES	2,214,818	2,299,867	85,049	324,817	2,270,351
7.2	7.1	<0.2>	WAGE % TO TOTAL SALES	5.3	5.3	0.0	7.9	5.6
0	1,000	1,000	Emp Awards, Profess.	9,770	7,000	<2,770>	0	11,667
2,000	833	•	Emp Awards, Students	2,000	5,831	3,831	0	861
130,979 7,076	139,207 7,901	8,228 825	Employee Benefits Office Supplies	893,643 51,479	951,006 55,368	57,363 3,889	120,108 8,630	827,997 52,757
7,076	9,993	2,012	Telephone	62,942	68,589	5,647	9,319	65,521
1,053	1,157	105	Postage	6,559	7,752	1,193	942	6,641
482	2,196	1,714	Trav/Trips/Conference	14,795	14,126	<669>	12,370	14,972
0	40	40	Expense Allowance	0	280	280	0	0
231	338	107	Employee Relations	9,432	17,073	7,641	839	7,118
0	52	52	Tuition Assistance	0	52	52	0	0
0	855	855	Fingerprinting	1,784	5,985	4,201	0	741
840	652		Recruitment	2,125	2,682	557	115	855
53	620	567	Operating Supplies	1,631	3,620	1,989	427	2,982
14 307	0 337	<14>	Freight Out Uniforms	14 1,781	0 2,359	<14> 578	0 246	0 2,317
<450>	<1,500>		Security Expense	<5,532>	<10,500>	<4,968>	<2,194>	<21,838>
0	50	50	Security Expense Security Equipment	1,275	350	<925>	54	896
2,619	2,482		Alarm Monitoring	18,089	17,374	<715>	4,735	18,948
<38>	100	138	Advertising	4,531	11,100	6,569	1,363	12,659
2,572	1,906	<666>	Benefits U Adv	14,008	13,198	<810>	1,850	12,866
4,210	5,130	920	Repairs & Maintenance	37,897	37,791	<106>	7,508	30,298
11,481	10,244		Repairs & Mtce-Equip	65,653	71,708	6,055	12,542	67,036
37	12		Printing	697	224	<473>	13	299
11,023	11,023	0	Bruin One Card Exp	63,031	64,531	1,500	10,702	64,108
<4>	80	84	Overs/Shorts	142,000	560 147,000	473 3,920	<15> 18,338	<20> 128,366
20,440 2,749	21,000 4,607	560 1,858	Insurance Expense Professional Services	143,080 21,542	24,249	3,920 2,707	2,602	20,090
773	796	23	Legal	5,408	5,434	26	814	5,697
10,123	10,123	0	External Audit	70,860	71,242	382	9,828	69,165
1,031	1,200	169	Temp Agency Service	6,028	3,668	<2,360>	1,275	3,742
9,167	9,442	275	Internal Audit	64,167	66,518	2,351	9,167	64,579
0	0	0	Tax Consulting	3,275	3,250	<25>	0	3,250
11,178	10,300		Board of Directors	72,048	72,100	52	10,003	70,708
990	10,200	9,210	Special Projects	12,787	11,400	<1,387>	10,000	10,000
3,845	5,665	1,820	Misc. Bank Charges	23,663	30,034	6,371	3,030	25,233
3,268	3,255		Armored Carrier Expense	21,175	22,010	835	<4>	26,725
7,417 15,498	7,640 15,929		UCOP Payroll Services UCLA Recharge Expense	51,918 108,486	53,480 111,503	1,562 3,017	7,417 15,498	51,917 108,086
15,496	500	437	Special Events	17,464	20,200	2,736	797	17,036
269,006	295,365	26,359	TOTAL OTHER CONTROL.	1,879,592	1,990,147	110,555	278,318	1,784,275
588,771	626,566	37,795	TOTAL CONTROLLABLE EXP	4,094,410	4,290,014	195,604	603,134	4,054,626
			Less: Allocated Exp					
14,425	14,928	503	Maintenance	99,609	104,137	4,528	13,419	98,350
6,733	5,149	<1,584>		47,629	41,170	<6,459>	4,371	38,337
14,530 35,688	17,273 37,350	2,743	Depreciation TOTAL ALLOCATED EXP	105,156 252,394	120,911 266,218	15,755 13,824	13,218 31,008	119,422
624,459	663,916	1,662 39,457	NET EXPENSE	4,346,804	4,556,232	209,428	634,142	256,109 4,310,735
024,437	003,710	37,431	IVET ENLEWOL	7,340,004	7,000,202	207,420	054,142	7,310,733
<530,987>	<568,504>	<37,517>	Allocated-Svs and Ent	<3,706,018>	<3,910,809>	<204,791>	<539,377>	<3,666,771>
<26,144>	<26,144>	0	Allocated-USAC	<177,131>	<177,131>	0	<24,983>	<169,129>
<3,732>	<3,732>	0	Allocated-GSA	<24,246>	<24,246>	0	<3,772>	<24,523>
<63,596>	<65,536>		Allocated-Comm Board	<439,409>	<444,046>	<4,637>	<66,010>	<450,312>
<624,459>	<663,916>	<39,457>	TOTAL OTHER	<4,346,804>	<4,556,232>	<209,428>	<634,142>	<4,310,735>
<0>	0	0	TOTAL EXPENSE	<0>	0	0	<0>	<0>

## MAINTENANCE DIVISION EXPENSE STATEMENT

FEB. (	07(01/27/13-02/2	23/13)	
(	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
87,125	96,723	9,598	Career Wages
5,594	0	<5,594>	Limited Appointment
<280>	0	280	Labor Recharge
<4,011>	<3,939>	72	Billed Labor Costs
0	<3,000>	<3,000>	Capitalized Wages
88,428	89,784	1,356	TOTAL WAGES
49,513	62,404	12,891	Employee Benefits
135	165	30	Office Supplies
618	954	336	Telephone
0	180	180	Trav/Trips/Conference
4,039	4,308	269	Paper
4,755	3,931		Cleaning Supplies
1,487	1,245	<242>	Replacements
305	787	482	Laundry
13,893	13,725	<168>	Repairs & Maintenance
2,752	2,925	173	Repairs & Mtce-Elevator
86	200	114	Repairs & Mtce-Equip
277	275	<2>	Painting Program
0	225	225	Incidental Proj Exp
5,417	2,450	<2,967>	Air Conditioning-Maint
8,784	7,451	<1,333>	Rub Remvl/Hauling
4,043	3,219	<824>	Rodent & Pest Control
821	480	<341>	
96,925	104,924	7,999	TOTAL OTHER CONTROL.
185,353	194,708	9,355	TOTAL CONTROLLABLE EXP
			Lance Allered at Free
			Less: Allocated Exp
15,332	19,665	4,333	Depreciation
15,332	19,665	4,333	TOTAL ALLOCATED EXP
200,685	214,373	13,688	NET EXPENSE
<170,695>	<184,365>	<13,670>	Allocated-Svs and Ent
<6,058>	<6,058>	0	Allocated-USAC
<2,295>	<2,295>	0	Allocated-GSA
<7,212>	<6,727>	485	Allocated-Comm Board
<14,425>	<14,928>	<503>	Allocated-A & SS
<200,685>	<214,373>	<13,688>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE
107	Ū		1 = 2, 2,

FISCAL YEAR 12-13 FISCAL YEAR 11-12								
		LAST YEAR ACTUAL						
	MO(07/29/12-02							
ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
(07.044	/02.020	F/ 000	00.057	/ 40 740				
627,011	683,939	56,928	90,956	649,740				
21,523	0	<21,523>	2,131	8,460				
<1,210>	0	1,210	<540>	<10,192>				
<29,813>	<29,386>	427	<4,248>	<32,458>				
<35,543>	<21,000>	14,543	<4,423>	<35,502>				
581,968	633,553	51,585	83,876	580,048				
270.050	407.447	55.004	50.704	2/2/52				
370,252	426,146	55,894	50,794	363,652				
1,807	1,405	<402>	656	1,648				
4,602	6,194	1,592	910	5,703				
0	1,260	1,260	183	951				
30,880	30,152	<728>	3,682	30,634				
32,233	29,884	<2,349>	4,771	35,338				
8,549	6,905	<1,644>	1,185	8,855				
4,820	5,682	862	783	4,056				
106,313	97,575	<8,738>	8,787	118,466				
21,477	20,475	<1,002>	2,783	20,469				
290	600	310	297	336				
1,163	1,925	762	145	2,011				
277 27,009	1,575 17,650	1,298	0	467				
53,575	•	<9,359> <3,305>	1,335	16,758 46,783				
25,275	50,270 22,533	<3,305 <i>&gt;</i> <2,742>	7,603 3,198	20,236				
4,666	4,160	<2,742 <i>&gt;</i> <506>	1,110	4,386				
693,188	724,391	31,203	88,221	680,747				
1,275,156	1,357,944	82,788	172,096	1,260,795				
1,273,130	1,557,744	02,700	172,070	1,200,773				
111,442	137,655	26,213	15,177	109,030				
111,442	137,655	26,213	15,177	109,030				
1,386,599	1,495,599	109,000	187,273	1,369,825				
<1,178,714>	<1,286,080>	<107,366>	<158,790>	<1,163,820>				
<42,406>	<42,406>	0	<6,059>	<42,408>				
<16,065>	<16,065>	0	<2,296>	<16,072>				
<49,804>	<46,910>	2,894	<6,709>	<49,175>				
<99,609>	<104,137>	<4,528>	<13,419>	<98,350>				
<1,386,598>	<1,495,598>	<109,000>	<187,273>	<1,369,825>				
1	1	0	0	0				

### UTILITIES EXPENSE STATEMENT

FEB. (	07(01/27/13-02/2			
(	CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE		
<101>	7,306	7,407	Chiller Water	
71,786	47,862	<23,924>	Elec-Non Air Cond.	
10,351	6,713	<3,638>	Water-Non Air Cond.	
9,022	9,353	331	Steam-Non Air Cond.	
2,348	3,698	1,350	Gas	
93,406	74,932	<18,474>	TOTAL OTHER CONTROL.	
93,406	74,932	<18,474>	TOTAL CONTROLLABLE EXP	
<79,665>	<63,567>	16,098	Allocated-Svs and Ent	
<2,642>	<2,642>	0	Allocated-USAC	
<1,001>	<1,001>	0	Allocated-GSA	
<3,366>	<2,573>	793	Allocated-Comm Board	
<6,732>	<5,149>	1,583	Allocated-A & SS	
<93,406>	<74,932>	18,474	TOTAL OTHER	
0	0	0	TOTAL EXPENSE	

F	ISCAL YEAR 12-1	FISCAL YEAR 11-12			
YTD 7 I	MO(07/29/12-02/	/23/13)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
119,227	96,081	<23,146>	5,161	80,310	
439,720	377,928	<61,792>	40,526	356,611	
60,983	46,508	<14,475>	4,777	40,251	
25,996	53,999	28,003	8,670	44,171	
14,622	21,012	6,390	2,772	15,186	
660,548	595,528	<65,020>	61,906	536,529	
660,548	595,528	<65,020>	61,906	536,529	
<563,604>	<508,281>	55,323	<51,725>	<453,653>	
<18,494>	<18,494>	0	<2,628>	<18,396>	
<7,007>	<7,007>	0	<996>	<6,973>	
<23,815>	<20,576>	3,239	<2,186>	<19,170>	
<47,628>	<41,170>	6,458	<4,371>	<38,337>	
<660,548>	<595,528>	65,020	<61,906>	<536,529>	
0	0	<0>	0	0	
0	U	<0>	U	U	