ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

February (01/26/14 - 02/22/14)

Prepared

March 10, 2014

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| | | FEBF | RUARY (01/ | 26/14 - 02/22 | 2/14) | | | FY 1: | 2-13 |] | | | F | ISCAL YEA | R 2013-2014 | 4 | | | FY 1: | 2-13 |
|--------------|---------|-------|------------|---------------|---------|-------|---------|---------|---------|----------------------------------|---------|---------|---------|-----------|--------------|---------|---------|--------|---------|---------|
| | | | CURREN | T MONTH | | | | *1 | * | 1 | | | YTD 7 I | MONTHS (0 | 7/28/13 - 02 | /22/14) | | | * | * |
| ACT | JAL | BUD | GET | | VARIA | ANCE | | LAST YE | AR ACT | 1 | ACT | UAL | BUD | GET | | VARIA | ANCE | | LAST YE | AR ACT |
| | | | | ACT/ | BUD | ACT/L | Y ACT | | | | | | | | ACT/ | BUD | ACT/L | Y ACT | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 2,721 | | 2,847 | | (126) | (4.4%) | 158 | 6.2% | 2,563 | | UCLA Store | 28,324 | | 30,296 | | (1,972) | (6.5%) | (1,883) | (6.2%) | 30,207 | |
| 1,470 | | 1,576 | | (106) | (6.7%) | (15) | (1.0%) | 1,485 | | UCLA Restaurants | 8,677 | | 8,770 | | (93) | (1.1%) | 12 | 0.1% | 8,665 | |
| 177 | | 272 | | (95) | (34.9%) | (36) | (16.9%) | 213 | | Services Division | 2,183 | | 2,326 | | (143) | (6.1%) | 20 | 0.9% | 2,163 | |
| 120 | | 149 | | (29) | (19.5%) | (48) | (28.6%) | 168 | | UCLA Student Union | 852 | | 832 | | 20 | 2.4% | (15) | (1.7%) | 867 | |
| 4,488 | | 4,844 | | (356) | (7.3%) | 59 | 1.3% | 4,429 | | TOTAL | 40,036 | | 42,224 | | (2,188) | (5.2%) | (1,866) | (4.5%) | 41,902 | |
| | | | | | Pts. | | Pts. | | | GROSS MARGIN | | | | | | Pts. | | Pts. | | |
| 909 | 33.4% | 940 | 33.0% | (31) | 0.4 | 71 | 0.7 | 838 | 32.7% | UCLA Store | 8.733 | 30.8% | 9,287 | 30.7% | (554) | 0.1 | (383) | 0.6 | 9,116 | 30.2% |
| 1.048 | 71.3% | 1.117 | 70.9% | (69) | 0.4 | (1) | 0.7 | 1.049 | | UCLA Restaurants | 6.137 | 70.7% | 6,218 | 70.9% | (81) | (0.2) | 28 | 0.2 | 6,109 | 70.5% |
| 177 | 100.0% | 272 | 100.0% | (95) | 0.0 | (36) | 0.0 | 213 | 100.0% | Services Division | 2,181 | 99.9% | 2,322 | 99.8% | (141) | 0.1 | 21 | 0.0 | 2,160 | 99.9% |
| 65 | 54.2% | 90 | 60.4% | (25) | (6.2) | (38) | (7.1) | 103 | 61.3% | UCLA Student Union | 425 | 49.9% | 407 | 48.9% | 18 | 1.0 | (15) | (0.8) | 440 | 50.7% |
| 2,199 | 49.0% | 2,419 | 49.9% | (220) | (0.9) | (4) | (0.7) | 2,203 | | TOTAL | 17,476 | 43.7% | 18,234 | 43.2% | (758) | 0.5 | (349) | 1.2 | 17,825 | 42.5% |
| | | | | | | | | | | WAGES & BENEFITS | | | | | | | | | | |
| 513 | 18.9% | 542 | 19.0% | 29 | 0.1 | (9) | 0.8 | 504 | 19.7% | UCLA Store | 3,683 | 13.0% | 3,843 | 12.7% | 160 | (0.3) | (5) | (0.8) | 3,678 | 12.2% |
| 596 | 40.5% | 625 | 39.7% | 29 | (0.8) | 7 | 0.0 | 603 | 40.6% | UCLA Restaurants | 4,099 | 47.2% | 4,236 | 48.3% | 137 | 1.1 | (71) | (0.7) | 4,028 | 46.5% |
| 48 | 27.1% | 49 | 18.0% | 1 | (9.1) | 0 | (4.6) | 48 | 22.5% | Services Division | 343 | 15.7% | 343 | 14.7% | 0 | (1.0) | (20) | (0.8) | 323 | 14.9% |
| 62 | 51.7% | 67 | 45.0% | 5 | (6.7) | 4 | (12.4) | 66 | 39.3% | UCLA Student Union | 439 | 51.5% | 456 | 54.8% | 17 | 3.3 | (20) | (0.4) | 443 | 51.1% |
| 1,219 | 27.2% | 1.283 | 26.5% | 64 | (0.7) | 2 | 0.4 | 1,221 | | | 8.564 | 21.4% | 8,878 | 21.0% | 314 | (0.4) | (92) | (1.2) | 8,472 | 20.2% |
| | | , | | | (- /1 | | | , | | 1 | ,,,,,, | | | | | (- /1 | (- / | | - / | |
| 76 | 2.8% | 79 | 2.8% | 3 | 0.0 | (40) | (0.0) | 63 | 2.5% | OTHER CONTROLLABLES * UCLA Store | 1.483 | 5.2% | 1,444 | 4.8% | (00) | (0.4) | (00) | (0.4) | 4 450 | 4.8% |
| _ | | - | | _ | | (13) | (0.3) | | | | , | | , | | (39) | (0.4) | (33) | (0.4) | 1,450 | |
| 164 | 11.2% | 177 | 11.2% | 13 | 0.0 | 16 | 0.9 | 180 | 12.1% | UCLA Restaurants | 984 | 11.3% | 966 | 11.0% | (18) | (0.3) | 22 | 0.3 | 1,006 | 11.6% |
| 51 | 28.8% | 90 | 33.1% | 39 | 4.3 | 8 | (1.1) | 59 | 27.7% | Services Division | 777 | 35.6% | 832 | 35.8% | 55 | 0.2 | (34) | (1.2) | 743 | 34.4% |
| 58 | 48.3% | 84 | 56.4% | 26 | 8.1 | 32 | 5.3 | 90 | 53.6% | UCLA Student Union | 323 | 37.9% | 351 | 42.2% | 28 | 4.3 | 63 | 6.6 | 386 | 44.5% |
| 349 | 7.8% | 430 | 8.9% | 81 | 1.1 | 43 | 1.1 | 392 | 8.9% | TOTAL | 3,567 | 8.9% | 3,593 | 8.5% | 26 | (0.4) | 18 | (0.3) | 3,585 | 8.6% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| 320 | 11.8% | 319 | 11.2% | 1 | 0.6 | 48 | 1.2 | 272 | 10.6% | UCLA Store | 3,567 | 12.6% | 3,999 | 13.2% | (432) | (0.6) | (421) | (0.6) | 3,988 | 13.2% |
| 288 | 19.6% | 316 | 20.1% | (28) | (0.5) | 23 | 1.8 | 265 | 17.8% | UCLA Restaurants | 1,053 | 12.1% | 1,015 | 11.6% | 38 | 0.5 | (22) | (0.3) | 1,075 | 12.4% |
| 77 | 43.5% | 134 | 49.3% | (57) | (5.8) | (29) | (6.3) | 106 | 49.8% | Services Division | 1,060 | 48.6% | 1,147 | 49.3% | (87) | (0.7) | (34) | (2.0) | 1,094 | 50.6% |
| (55) | (45.8%) | (61) | (40.9%) | 6 | (4.9) | (1) | (13.7) | (54) | (32.1%) | UCLA Student Union | (336) | (39.4%) | (400) | (48.1%) | 64 | 8.7 | 53 | 5.5 | (389) | (44.9%) |
| 630 | 14.0% | 708 | 14.6% | (78) | (0.6) | 41 | 0.7 | 589 | 13.3% | TOTAL | 5,344 | 13.3% | 5,761 | 13.6% | (417) | (0.3) | (424) | (0.5) | 5,768 | 13.8% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| 507 | 11.3% | 539 | 11.1% | 32 | (0.2) | (12) | (0.1) | 495 | 11.2% | Admin&Support Services | 3,586 | 9.0% | 3,751 | 8.9% | 165 | (0.1) | (132) | (0.8) | 3,454 | 8.2% |
| 187 | 4.2% | 184 | 3.8% | (3) | (0.4) | (17) | (0.4) | 170 | 3.8% | Maintenance Division | 1,237 | 3.1% | 1,296 | 3.1% | 59 | 0.0 | (70) | (0.3) | 1,167 | 2.8% |
| 91 | 2.0% | 85 | 1.8% | (6) | (0.2) | (5) | (0.1) | 86 | 1.9% | Utilities | 712 | 1.8% | 642 | 1.5% | (70) | (0.3) | (101) | (0.3) | 611 | 1.5% |
| 209 | 4.7% | 233 | 4.8% | 24 | 0.1 | 6 | 0.2 | 215 | 4.9% | Depreciation | 1,527 | 3.8% | 1,631 | 3.9% | 104 | 0.1 | 44 | (0.1) | 1,571 | 3.7% |
| 994 | 22.1% | 1,041 | 21.5% | 47 | (0.6) | (28) | (0.3) | 966 | 21.8% | TOTAL | 7,062 | 17.6% | 7,320 | 17.3% | 258 | (0.3) | (259) | (1.4) | 6,803 | 16.2% |
| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| (364) | (8.1%) | (333) | (6.9%) | (31) | (1.2) | 13 | 0.4 | (377) | (8.5%) | FROM OPERATIONS | (1,718) | (4.3%) | (1,559) | (3.7%) | (159) | (0.6) | (683) | (1.8) | (1,035) | (2.5%) |
| | | | | _ | _ | _ | | | | OTHER INC/(EXP) | | | | | | _ | _ | | | |
| 22 | 0.5% | 0 | 0.0% | 22 | 0.5 | 21 | 0.5 | 1 | | Non-Recurrent Inc/(Exp) | 105 | 0.3% | 0 | 0.0% | 105 | 0.3 | 89 | 0.3 | 16 | 0.0% |
| 11 | 0.2% | 17 | 0.4% | (6) | (0.2) | (2) | (0.1) | 13 | 0.3% | Interest Income | 114 | 0.3% | 124 | 0.3% | (10) | 0.0 | (25) | 0.0 | 139 | 0.3% |
| (47) | (1.0%) | (46) | (0.9%) | (1) | (0.1) | 7 | 0.2 | (54) | | Interest (Expense) | (328) | (0.8%) | (325) | (0.8%) | (3) | 0.0 | 47 | 0.1 | (375) | (0.9%) |
| 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% |
| 211 | 4.7% | 211 | 4.4% | 0 | 0.3 | 9 | 0.1 | 202 | 4.6% | Student Union Fee Income | 1,478 | 3.7% | 1,478 | 3.5% | · | 0.2 | 61 | 0.3 | 1,417 | 3.4% |
| 197 | 4.4% | 182 | 3.8% | 15 | 0.6 | 35 | 0.7 | 162 | 3.7% | TOTAL | 1,369 | 3.4% | 1,277 | 3.0% | 92 | 0.4 | 172 | 0.5 | 1,197 | 2.9% |
| (167) | (3.7%) | (151) | (3.1%) | (16) | (0.6) | 48 | 1.2 | (215) | (4.9%) | NET INCOME (LOSS) | (349) | (0.9%) | (282) | (0.7%) | (67) | (0.2) | (511) | (1.3) | 162 | 0.4% |
| * Without Be | enefits | | | | | | | | | | | | | | | | | | | |

Without Benefits

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

| FEBRUARY (01/26/14 - 02/22/14) FY 12-13 | | | | 2-13 | 1 | | | F | ISCAL YEA | R 2013-2014 | 1 | | | FY 1: | 2-13 | | | | | |
|-----------------------------------------|-----------------------|--------------------|-----------------------|---------------|----------------|-------------|----------------|---------------------|-----------------------|------------------------------------|----------------------|-----------------------|----------------------|-----------------------|--------------------|-------------------|---------------|---------------------|----------------------|-----------------------|
| | | | - (| T MONTH | , | | | ** | | 1 | | | | | 7/28/13 - 02 | | | | *1 | |
| ACTU | JAL | BUD | GET | | VARIA | NCE | | LAST YE | AR ACT | 1 | ACTU | JAL | BUD | GET | | VARIA | ANCE | | LAST YE | AR ACT |
| | | | | ACT/ | | ACT/LY | | | | | | | | | ACT/ | | | Y ACT | | |
| \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 2,721 | | 2,847 | | (126) | (4.4%) | 158 | 6.2% | 2,563 | | UCLA Store | 28,324 | | 30,296 | | (1,972) | (6.5%) | (1,883) | (6.2%) | 30,207 | |
| 1,470 | | 1,576 | | (106) | (6.7%) | (15) | (1.0%) | 1,485 | | UCLA Restaurants | 8,677 | | 8,770 | | (93) | (1.1%) | 12 | 0.1% | 8,665 | |
| 177 | | 272 | | (95) | (34.9%) | (36) | (16.9%) | 213 | | Services Division | 2,183 | | 2,326 | | (143) | (6.1%) | 20 | 0.9% | 2,163 | |
| 120 | | 149 | | (29) | (19.5%) | (48) | (28.6%) | 168 | | UCLA Student Union | 852 | | 832 | | 20 | 2.4% | (15) | (1.7%) | 867 | |
| 4,488 | | 4,844 | | (356) | (7.3%) | 59 | 1.3% | 4,429 | | TOTAL | 40,036 | | 42,224 | | (2,188) | (5.2%) | (1,866) | (4.5%) | 41,902 | |
| | | | | | Pts. | | Pts. | | | GROSS MARGIN | | | | | | Pts. | | Pts. | | |
| 909 | 33.4% | 940 | 33.0% | (31) | 0.4 | 71 | 0.7 | 838 | | UCLA Store | 8,733 | 30.8% | 9,287 | 30.7% | (554) | 0.1 | (383) | 0.6 | 9,116 | 30.2% |
| 1,048 | 71.3% | 1,117 | 70.9% | (69) | 0.4 | (1) | 0.7 | 1,049 | 70.6% | UCLA Restaurants | 6,137 | 70.7% | 6,218 | 70.9% | (81) | (0.2) | 28 | 0.2 | 6,109 | 70.5% |
| 177 | 100.0% | 272 | 100.0% | (95) | 0.0 | (36) | 0.0 | 213 | 100.0% | Services Division | 2,181 | 99.9% | 2,322 | 99.8% | (141) | 0.1 | 21 | 0.0 | 2,160 | 99.9% |
| 65 2,199 | 54.2% 49.0% | 90 2,419 | 60.4% 49.9% | (25) (220) | (6.2) (0.9) | (38) (4) | (7.1) (0.7) | 103 2,203 | 61.3% 49.7% | UCLA Student Union TOTAL | 425 17,476 | 49.9% 43.7% | 407 18,234 | 48.9% 43.2% | 18 (758) | 1.0 0.5 | (15) (349) | (0.8) 1.2 | 440 17,825 | 50.7% 42.5% |
| 2,199 | 49.0% | 2,419 | 49.9% | (220) | (0.9) | (4) | (0.7) | 2,203 | 49.1% | | 17,470 | 43.1% | 10,234 | 4J.Z% | (758) | 0.0 | (349) | 1.2 | 17,823 | 42.5% |
| | | | | | | | | | | TOTAL CONTROLLABLES | | | | | | 4 | | 41 | | |
| 589 760 | 21.6% 51.7% | 621 801 | 21.8% 50.8% | 32 41 | 0.2 (0.9) | (23) 23 | 0.5 1.0 | 566 783 | 22.1% 52.7% | UCLA Store UCLA Restaurants | 5,166 5.083 | 18.2% 58.6% | 5,287 5,202 | 17.5% 59.3% | 121 119 | (0.7) 0.7 | (38) (49) | (1.2) (0.5) | 5,128 5.034 | 17.0% 58.1% |
| 100 | 56.5% | 139 | 50.8% | 39 | (5.4) | 7 | (6.3) | 107 | 52.7% | Services Division | 1,121 | 51.4% | 1,176 | 59.3% | 55 | (0.8) | (55) | (2.1) | 1,066 | 49.3% |
| 120 | 100.0% | 151 | 101.3% | 39 | 1.3 | 37 | (6.5) | 157 | 93.5% | UCLA Student Union | 762 | 89.4% | 807 | 97.0% | 45 | 7.6 | 66 | (2.1) 6.1 | 828 | 95.5% |
| 1.569 | 35.0% | 1,712 | 35.3% | 143 | 0.3 | 44 | 1.4 | 1,613 | | TOTAL | 12,132 | 30.3% | 12,472 | 29.5% | 340 | (0.8) | (76) | (1.5) | 12,056 | 28.8% |
| ., | | -, | | | | | | ., | | | , | | , | | | (0.0) | () | (110) | 12,000 | |
| 320 | 11.8% | 319 | 11.2% | 1 | 0.0 | 48 | 4.0 | 272 | 10.6% | CONTRIBUTION UCLA Store | 3,567 | 12.6% | 3,999 | 13.2% | (432) | (0.0) | (404) | (0.0) | 3,988 | 13.2% |
| 288 | 19.6% | 319 | 20.1% | (28) | 0.6 (0.5) | 23 | 1.2 1.8 | 265 | 17.8% | UCLA Store UCLA Restaurants | 1,053 | 12.0% | 1,015 | 13.2% | 38 | (0.6) 0.5 | (421) (22) | (0.6) (0.3) | 1,075 | 12.4% |
| 77 | 43.5% | 134 | 49.3% | (57) | (5.8) | (29) | (6.3) | 106 | 49.8% | Services Division | 1,053 | 48.6% | 1,015 | 49.3% | (87) | (0.7) | (34) | (2.0) | 1,075 | 50.6% |
| (55) | (45.8%) | (61) | (40.9%) | 6 | (4.9) | (1) | (13.7) | (54) | | UCLA Student Union | (336) | (39.4%) | (400) | (48.1%) | 64 | 8.7 | 53 | 5.5 | (389) | (44.9%) |
| 630 | 14.0% | 708 | 14.6% | (78) | (0.6) | 41 | 0.7 | 589 | . , | TOTAL | 5,344 | 13.3% | 5,761 | 13.6% | (417) | (0.3) | (424) | (0.5) | 5,768 | 13.8% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| 490 | 18.0% | 497 | 17.5% | 7 | (0.5) | (29) | 0.0 | 461 | 18.0% | UCLA Store | 3,772 | 13.3% | 3,893 | 12.8% | 121 | (0.5) | (111) | (1.2) | 3,661 | 12.1% |
| 372 | 25.3% | 391 | 24.8% | 19 | (0.5) | (4) | (0.5) | 368 | 24.8% | UCLA Restaurants | 2,316 | 26.7% | 2,375 | 27.1% | 59 | 0.4 | (101) | (1.1) | 2,215 | 25.6% |
| 46 | 26.0% | 65 | 23.9% | 19 | (2.1) | 2 | (3.5) | 48 | 22.5% | Services Division | 381 | 17.5% | 461 | 19.8% | 80 | 2.3 | (33) | (1.4) | 348 | 16.1% |
| 86 | 71.7% | 88 | 59.1% | 2 | (12.6) | 3 | (18.7) | 89 | 53.0% | UCLA Student Union | 593 | 69.6% | 591 | 71.0% | (2) | 1.4 | (14) | (2.8) | 579 | 66.8% |
| 994 | 22.1% | 1,041 | 21.5% | 47 | (0.6) | (28) | (0.3) | 966 | 21.8% | TOTAL | 7,062 | 17.6% | 7,320 | 17.3% | 258 | (0.3) | (259) | (1.4) | 6,803 | 16.2% |
| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| | | | | | | | | | | FROM OPERATIONS | | | | | | | | | | |
| (170) | (3.8%) | (177) | (3.7%) | 7 | (0.1) | 19 | 0.5 | (189) | (/ | UCLA Store | (206) | (0.5%) | 106 | 0.3% | (312) | (0.8) | (534) | (1.3) | 328 | 0.8% |
| (84) | (1.9%) | (76) | (1.6%) | (8) | (0.3) | 19 | 0.4 | (103) | (2.3%) | UCLA Restaurants | (1,263) | (3.2%) | (1,360) | (3.2%) | 97 | 0.0 | (123) | (0.5) | (1,140) | (2.7%) |
| 31 | 0.7% | 69 | 1.4% | (38) | (0.7) | (27) | (0.6) | 58 | 1.3% | Services Division | 680 | 1.7% | 686 | 1.6% | (6) | 0.1 | (65) | (0.1) | 745 | 1.8% |
| (141) | (3.1%) | (149) | (3.1%) | 8 | 0.0 | 2 | 0.1 | (143) | | UCLA Student Union | (929) | (2.3%) | (991) | (2.3%) | 62 | 0.0 | 39 | 0.0 | (968) | (2.3%) |
| (364) | (8.1%) | (333) | (6.9%) | (31) | (1.2) | 13 | 0.4 | (377) | (8.5%) | TOTAL | (1,718) | (4.3%) | (1,559) | (3.7%) | (159) | (0.6) | (683) | (1.8) | (1,035) | (2.5%) |
| | | | | | | | | | | OTHER INC/(EXP) | | | | | | | | | | |
| 22 | 0.5% | 0 | 0.0% | 22 | 0.5 | 21 | 0.5 | 1 | 0.0% | Non-Recurrent Inc/(Exp) | 105 | 0.3% | 0 | 0.0% | 105 | 0.3 | 89 | 0.3 | 16 | 0.0% |
| 11 (47) | 0.2% (1.0%) | 17 (46) | 0.4% | (6) | (0.2) | (2) 7 | (0.1) 0.2 | 13 (54) | 0.3% (1.2%) | Interest Income Interest (Expense) | 114 (328) | 0.3% (0.8%) | 124 (325) | 0.3% | (10) | 0.0 | (25) 47 | 0.0 0.1 | 139 (375) | 0.3% (0.9%) |
| (47) | 0.0% | (46) | (0.9%) 0.0% | (1) 0 | 0.0 | 0 | 0.2 | (54) | (1.2%) | Income Taxes | (328) | 0.8%) | (325) | (0.8%) 0.0% | (3) 0 | 0.0 | 47 0 | 0.1 | (375) | 0.9%) |
| 211 | 4.7% | 211 | 4.4% | 0 | 0.0 | 9 | 0.0 | 202 | 4.6% | Student Union Fee Income | 1,478 | 3.7% | 1,478 | 3.5% | 0 | 0.0 | 61 | 0.0 | 1,417 | 3.4% |
| 197 | 4.4% | 182 | 3.8% | 15 | 0.6 | 35 | 0.7 | 162 | 3.7% | TOTAL | 1,369 | 3.4% | 1,277 | 3.0% | 92 | 0.4 | 172 | 0.5 | 1,197 | 2.9% |
| (167) | (3.7%) | (151) | (3.1%) | (16) | (0.6) | 48 | 1.2 | (215) | | NET INCOME (LOSS) | (349) | (0.9%) | (282) | (0.7%) | (67) | (0.2) | (511) | (1.3) | 162 | 0.4% |
| (107) | (0.1 /0) | (101) | (3.170) | (10) | (0.0) | 70 | 1.2 | (2.0) | (4.570) | | (0+3) | (0.070) | (202) | (0.1 /0) | (01) | (0.2) | (0.1) | (1.3) | 102 | J. 70 |

P/L Reconciliation Feb-14

| Financial Analysis | | | | | | | |
|----------------------------------------------------------------------------------------------------------------------------------------|------|-------|--|--|--|--|--|
| | Fe | b-14 | | | | | |
| Budgeted Net Income/(Loss) | | (151 | | | | | |
| | | | | | | | |
| UCLA Store | | | | | | | |
| Gross Margin: | | | | | | | |
| Market gross income \$40K below plan due to internal and external construction and the cannibalization of sales from South Campus | (15) | | | | | | |
| E-Commerce gross income \$12K below plan due to aggressive sales plan as compared to actual last year | (6) | | | | | | |
| New Text gross income \$45K below plan due to continued decline in sales from competition, student usage and student purchasing habits | (13) | | | | | | |
| Used Text gross margin below plan due to higher returns | (7) | | | | | | |
| Course Reader gross income \$24K above plan due to late department sales higher; timing which partially offsets January | 7 | | | | | | |
| Computer Store gross margin above plan mainly due to timing for Apple Bonus budgeted in January, offset by negative sales due to | | | | | | | |
| competition and shift to lower priced tablets. | 31 | | | | | | |
| Luvalle General MDSE gross margin below plan due to the decision to take very aggressive markdowns for the February sale in order | | | | | | | |
| to address the overstock position in Bearwear. | (10) | | | | | | |
| Hilltop gross income \$9K below plan due to lower than anticipated customer traffic due to competition in Westwood and University | | | | | | | |
| Food Service on the hill | (6) | | | | | | |
| Total Wages lower than plan | 8 | | | | | | |
| Other, positive controllables mainly employees benefits | 12 | | | | | | |
| Total Contribution | | 1 | | | | | |
| UCLA Restaurants | | | | | | | |
| Gross Margin: | | | | | | | |
| Wetzels/RX gross income \$5K below plan due to some customer traffic and/or purchasing patterns shifting; these sales seem to be | | | | | | | |
| trending lower in the last few months | (4) | | | | | | |
| No Campus Student CTR gross income \$12K below plan mostly due to aggressive budget for Winter quarter | (8) | | | | | | |
| Café Synapse gross income \$7K below plan due to ongoing decline in sales trend, slight negative variance each day | (4) | | | | | | |
| Luvalle Food Servery gross income \$27K below plan due to new sales programs not started and continued erosion of northern campus | | | | | | | |
| customer demographics | (18) | | | | | | |
| YRL gross income \$6K below plan due to ongoing declining coffee house sales trend, and particularly soft Winter quarter trending | (4) | | | | | | |
| Jimmy's gross income \$6K below plan due to ongoing declining coffeehouse sales trend and particularly soft Winter quarter trending | (4) | | | | | | |
| Jamba Juice gross income \$4K below plan as store closed for 9 days for small remodel project in beginning of February | (4) | | | | | | |
| Terasaki Café gross income \$8K below plan as budget was not based on any history, much less demand in this location than anticipated | (5) | | | | | | |
| Catering gross income \$11K above plan as more events than usual ordered extra other income items such as china rentals, linen and | | | | | | | |
| action stations, and an increase in Athletics sales, mostly in snack bags and Women's Basketball pre-game meals | 9 | | | | | | |
| Concessions gross income \$37K below plan due to 5 men's basketball games budgeted in February but only 3 actual | (22) | | | | | | |
| Total Wages lower than plan | 7 | | | | | | |
| Other, positive controllables mainly employees benefits and commission expense | 29 | | | | | | |
| Total Contribution | | (28) | | | | | |
| Services | | | | | | | |
| Gross Margin: | | | | | | | |
| Licensing domestic income below plan due to less than anticipated/budgeted performance (not timing related) | (24) | | | | | | |
| Licensing foreign income below plan due to the non-performance of the S. Korean apparel licensee and thus the inability to collect | | | | | | | |
| their minimum guarantee | (55) | | | | | | |
| Photography gross income below plan due to aggressive budget, timing for Law School events and less shoots overall | (14) | | | | | | |
| Other, positive controllables mainly in Licensing | 36 | | | | | | |
| Total Contribution | | (57) | | | | | |
| UCLA Student Union | | | | | | | |
| Gross Margin: | | | | | | | |
| Student Union Ops gross income \$31K below plan due to the move of Dance Marathon to Pauley Pavilion this year. | (28) | | | | | | |
| Post Office gross margin above plan due to a postal rate increase and a large volume of "Forever" stamps | 5 | | | | | | |
| Other, positive controllables mainly student event expense (move of Dance Marathon to Pauley Pavilion) | 29 | | | | | | |
| Total Contribution | | 6 | | | | | |
| Allocated Expenses and Other | | | | | | | |
| A&SS lower than plan mostly employees benefits and various other controllables | 32 | | | | | | |
| Utilities higher than plan due to higher consumption mostly in chilled water and steam, and higher rates for water-non air cond. | (6) | | | | | | |
| Depreciation lower than plan due to timing of capitals | 24 | | | | | | |
| Other, mostly positive non-recurring | 12 | | | | | | |
| Total | | 62 | | | | | |
| Actual Net Income/(Loss) | 1 | (167) | | | | | |

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

| CAN Show Gross Margin: Beaves are gross income \$45K below plan doe mostly to reduced foot iraffic during baskeholf games, aggressive sales plan as compared to prior year actuals with the footbull vicency over 15%, and reduced sales in these, controllers and outcreaves these to surrestly venetive Fastrack priors income \$45K below plan to the change in produced in the accommodate compared for the produced which was done after the budges was completed The Morder gross income \$45K below plan due to declining sales in office suppless and baskers due to large inferior below prices and colors. Commerce Steep in some \$45K below plan due to declining sales in office suppless and baskers due to Tappet offering bower prices and lower stale in colendars Commerce Steep issue some \$15K below plan due to occurrent and an actual on Second Buy principles on the controller of the complete sales in colendars provides, and combit. Compared Steep issue some \$25K below plan due to continued disserted and individual CPU sales, tablet sales in toner proteing price promises, and important and interest to the steep in the protein controller and tone protein protein tone of the steep in the protein football and the Second Buy principles on the controller and the steep in the protein protein tone of the steep in the protein football and the Second Buy principles in the protein protein steep in the protein protein tone of the the protein protei | Financial Analysis | \$00 |)0's |
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| CAN Show Gross Margin: Beaves are gross income \$45K below plan doe mostly to reduced foot iraffic during baskeholf games, aggressive sales plan as compared to prior year actuals with the footbull vicency over 15%, and reduced sales in these, controllers and outcreaves these to surrestly venetive Fastrack priors income \$45K below plan to the change in produced in the accommodate compared for the produced which was done after the budges was completed The Morder gross income \$45K below plan due to declining sales in office suppless and baskers due to large inferior below prices and colors. Commerce Steep in some \$45K below plan due to declining sales in office suppless and baskers due to Tappet offering bower prices and lower stale in colendars Commerce Steep issue some \$15K below plan due to occurrent and an actual on Second Buy principles on the controller of the complete sales in colendars provides, and combit. Compared Steep issue some \$25K below plan due to continued disserted and individual CPU sales, tablet sales in toner proteing price promises, and important and interest to the steep in the protein controller and tone protein protein tone of the steep in the protein football and the Second Buy principles on the controller and the steep in the protein protein tone of the steep in the protein football and the Second Buy principles in the protein protein steep in the protein protein tone of the the protein protei | | | |
| Goos Margin: | Budgeted Net Income/(Loss) | _ | (28 |
| Goos Margin: | ICI A Store | - | |
| Bostare gross isconos SMK Novo elian des motifs in sociocal floot fulffs, desing balached jamos, agenesive sales plan as compared to the foodball viscony wet USC. and reduced asked in floors, underball, and contervar due to avairably worked. Features \$735 Novo plan due to change jar product mix to accommediate Computer Store emudel which was done after the budget was completed. The Market gross incomes \$135 Novo plan due to declining usles in office supplies and butteries due to Target offering lower prices and lower sales in calendary. Extending your since \$150 Not lower plan due to declining usles in office supplies and butteries due to Target offering lower prices and lower sales in calendary. Extending your since and comain. Compare Store pross income \$200 Nik slove plan due to opositive impact from football and the Score Big promotions, successful LA Midnight limited obtion. Journal of comments of the sales and comments of the price of the pr | | + 1 | |
| Formation Strong Cover USC, and relocate alse in floces, underlates and outcrever die to watership weather Featured, person toor SSER below plan to change in produced of the control of | | 1 1 | |
| Features gross income STAR below gate networking in product mix to a commodate Computer Store transled which was done after the budge was completed The Market gross income STAR below gate networking in resultant from continued impact of diminished foot traffic due to Lusinia Conference Center construction, and sales decline in Health Beauty products Excental gross income STAR below gate due to declining uside in office supprise and batteres due to Tarquet effering lower process and rower sales in calculant Excentage or some stores STAR below gate due to excentinued downward sales trend in individual CPU sales, substitutes at lower average price gains, and impact from continued sales stored in individual CPU sales, substitutes at viewer average price gains, and impact from continued sales for many and in individual CPU sales, substitutes at viewer average price gains, and impact from continued sales for many and in individual CPU sales, substitutes at viewer average price gains, and impact from continued and the continued downward sales trend in individual CPU sales, substitutes at viewer average price gains, and impact from continued sales for many and in individual CPU sales, substitutes at lower average price gains, and impact from continued and sales for many and in individual CPU sales, substitutes and individual CPU sales, substitu | | (55) | |
| The Market gross income \$14 K below plan resulting from continued impact of disminished for traffic due to Lukin Conference Coates construction, and sales decline in Endoth Rental gross income \$41 K below plan due to declining sales in affice supplies and furnities due to Trayer afforing lower prices and lower sales in calendary. (2) Excriments gross income \$104 K below plan due to positive impact from floorfull and the Score Rig promotions, successful LA Midnight limited edition prices and small s | · | | |
| decision in Health/Returns products Executable gross in secones 541 K-below plan due to decidining subes in office supplies and butteries due to Turget officing lower prices and fower seles in calendam 2.2. E. Communes goos income 510K by how plan due to positive impact from bordeall and the Score Rig promotions, successful LA Midnight limited edition 2.5. Supplies Store gross income 520K by how plan due to positive impact from bordeall and the Score Rig promotions, successful LA Midnight limited edition 2.5. Supplies Store gross income 520K by how plan due to recention of downward sales trend in individual CPU sales, tablet sales at lower average price points, and 2.5. Supplies Store gross income 520K by how plan due to continued downward sales trend in tenthors, dasts and lower were sales recentlying lineary postage income 2.6. Level Test gross income 521K by bloop plan due to continued downward sales trend in tenthors, dasts and lower were sales for the income 521K by bloop plan due to continued downward sales trend in tenthors, dasts and lower were sales in post and plan to the continued for the sales decide in supplies and the Adortion, School dat not more an appart web promotion 2.6. Levell General MIDS gross income 52K by bloop plan due to continued contribution from the Court of Science ware 2.6. Levell General MIDS gross income 52K by bloop plan due to continued contribution from the Court of Science ware 2.6. Levell General MIDS gross income 52K by bloop plan due to first year operation, sales much higher than anticipated 2.6. Levell General MIDS gross income 52K by bloop plan due to first year operation, sales much higher than anticipated 3.6. Levell General MIDS gross income 52K by bloop plan due to first year operation, sales much higher than anticipated 3.6. Levell General MIDS gross income 52K by bloop plan due to more decided of plan and plan decided of the plan and plan decided of | | (==) | |
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| E. Commerce gross incomes 1900x Above plan due to positive impact from foodball and the Score Rig promotions, successful LA Midnight limited edition | | | |
| spersy valos and e-mails Computer Sump iss income \$2000 Khe below plan due to continued downward sales irread in individual CPU asles, tablet sales and lower average price paints, and impact from customer response to remodeling (113) Level Text goes income \$2100 Khe below plan due to continued downward sales irread in texthook sales and lower web sales resulting in lower postage income (113) Level Text goes income \$210 Khe below plan due to compedition, I are acted in texthooks lower than articipated and while in retail almound due to program change Levalus General DMSE gross income \$210 Khe below plan due to compedition. I are acted in texthooks lower than articipated and plan to reverse an appear web program change Levalus General DMSE gross income \$210 Khe below plan due to subse decline an unpulsation from the Court of Sections. While the Court of the Court of Sections where the | | (==/ | |
| Computer Stone gross income SDAR below plan due to continued downward sales trend in individual CPU sales, tubles takes at lower average price points, and impact from customer response to remodeling New Text gross income S246K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower portage income (113) Used Text gross income S246K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower portage income (183) Levalle Doke gross income S246K below plan due to used to sales decline in supples and the Anderson School dale not reaw an appeal web promotion (28) Levalle General MDSE gross income S24K below plan due to abset decline in supples and the Anderson School dale not reaw an appeal web promotion (29) HSS Rooks gross income S34K below plan due to downward trend in medical books for classon, more bring not railine (10) HSS General MDSE gross income S38K below plan due to continued cannubalization from the Control Science aton (20) Total Wages lower than plan Total Committion (21) CLA Restaurants (22) Wolfang Pack gross income show plan due to first year operation, sales much higher than anticipated Well-offer, gross income S48K below plan due to first year operation, sales much higher than anticipated Well-offer, gross income S48K below plan due to first year operation, sales much higher than anticipated Well-offer, gross income S48K below plan due to first year operation, sales much higher than anticipated Well-offer, gross income S48K below plan due to first year operation, sales much higher than anticipated Well-offer, gross income S48K below plan due to redefining collections sales. (10) No-chart Light gross income S48K below plan due to redefining collections sales. (10) No-chart Light gross income S48K below plan due to redefining collections sales than anticipated and ongoing fine truting of recipies, waste, portioning and purchases (24) No-chart Light gross income S48K below plan | | 53 | |
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| New Text grass income \$216k below plan due to continued drownward alse trand in resthook askes and lower web alse resulting in lower postage income Liberal Text grass income \$216k below plan due to continued drownward asked sortings, competition, underst usage and per to speer selling Levalue General MDSE gross income \$216k below plan due to competition. Law school setabooks lower than anticipated and \$81t in restal income due to program change Levalue General MDSE gross income \$218k below plan due to use descende them a supples and the Anderson School due not renew an apposed web promotion (80) Levalue General MDSE gross income \$28k below plan due to downward eard in medical books for closes, more being not enline (11) HSS General MDSE gross income \$28k below plan due to downward eard in medical books for closes, income being not enline (12) Total Wages lower than plan Total Contribution (24) CLA Restaurants (25) Wolfang Puck gross income above plan due to first year operation, sales much higher than anticipated Wolfang Puck gross income SDK below plan due to remodeling sales program that has been deferred, and some construct traffic and/or purchasing patterns shifting Wolfang Puck gross income \$28k below plan due to remodeling sales program than than been deferred, and some construct traffic and/or purchasing patterns shifting No Lamps Studiest Cri gross margin below plan due to remodeling sales program than than been deferred, and some constructive and participated Wolfang Puck gross income \$28k below plan due to remodeling sales program than than been deferred, and some constructive and participated and participated and engoling fine tuning of recipes, wasts, portioning and purchases (10) Northern Liptin gross income \$28k below plan due to remodeling sales program than than been deferred, and some tourists of recipes, wasts, portioning and purchases (26) Carle Synapse gross income \$38k below plan due to continued drop in sales and a few departments have moved out of the building (24) | | (115) | |
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| Other, mostly positive non-recurring 92 | | | |
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| 10121 | | 92 | |
| | 10811 | + | 350 |
| | | | |

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

| ASSETS | February 2014 | January 2014 | 1.1.1.2042 |
|-------------------------------------------|--------------------|--------------------|--------------------|
| ASSETS | | | July 2013 |
| | | | |
| | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$10,496 | \$11,629 | \$11,541 |
| Accounts receivable | 4,586 | 3,947 | 3,369 |
| Less: Allowance for doubtful accounts | (160) | (159) | (131) |
| Accounts receivable, net | 4,426 | 3,788 | 3,239 |
| Student fees receivable | 206 | 306 | 389 |
| Inventories | 5,480 | 7,063 | 6,379 |
| Prepaid expenses and other current assets | 182 | 176 | 243 |
| Total current assets | 20,790 | 22,962 | 21,791 |
| LONG TERM ASSETS | | | |
| Property, equipment and improvements | 66,595 | 66,492 | 65,205 |
| Less: Accumulated depreciation | · · | · · | · |
| Total Long Term Assets | (40,396) 26,199 | (40,187) 26,305 | (38,869) 26,336 |
| Total Long Term Assets | 20,199 | 20,303 | 20,330 |
| TOTAL ASSETS | 46,989 | 49,268 | 48,128 |
| | | 2, 22 | -, - |
| | | | |
| LIABILITIES AND RETAINED EARNINGS | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$3,742 | \$5,441 | \$4,921 |
| Wages and payroll taxes payable | 2,907 | 2,910 | 3,085 |
| Sales Tax Payable & Other Liabilities | 1,141 | 1,182 | 837 |
| Interest payable | 162 | 427 | 146 |
| Deferred Income | 415 | 504 | 182 |
| Funds Held for Others | 153 | 168 | 139 |
| Current portion of long term debt | 708 | 708 | 708 |
| Total current liabilities | 9,228 | 11,341 | 10,018 |
| | | | |
| LONG TERM DEBT: | | | |
| AU expansion loan | 11,591 | 11,591 | 11,591 |
| Total long term debt | 11,591 | 11,591 | 11,591 |
| TOTAL LIABILITIES | 20,819 | 22,932 | 21,609 |
| | | | |
| RETAINED EARNINGS: | | | |
| Beginning Balance | 26,518 | 26,518 | 26,459 |
| Year-to-date net income/(loss) | (349) | (183) | 59 |
| Ending Balance | 26,170 | 26,335 | 26,518 |
| TOTAL LIABILITIES AND RETAINED EARNINGS | 46,989 | 49,268 | 48,128 |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

February 2014 (\$000's)

| | | | Prior |
|--------------------------------------------------------|-----------|----------------|--------------|
| | Current | Year to | Year to |
| | Month | Date | Date |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | | |
| Net income/(loss) | (\$167) | (\$349) | \$162 |
| Adjustments to reconcile net income/(loss) to net | (Φ101) | (ψο 10) | Ψ102 |
| cash provided/(used) by operating activities: | | | |
| Depreciation - PP&E | 209 | 1,527 | 1,571 |
| Depreciation - textbook rental equipment | 0 | 0 | 0 |
| Loss (Gain) on disposals of fixed assets | 0 | 0 | 0 |
| (Gain) Loss on long-term debt refinancing | 0 | 0 | 0 |
| (Increase)/decrease in current assets: | 0 | 0 | 0 |
| Accounts receivable | (638) | (1,187) | (266) |
| Student fees receivable | 100 | 184 | 36 |
| Inventories | 1,583 | 898 | 1,332 |
| Prepaid expenses and other current assets | (5) | 62 | 128 |
| Increase/(decrease) in current liabilities: | ` ' | | 0 |
| Accounts payable | (1,699) | (1,181) | (2,418) |
| Sales Tax payable & other liabilities | (40) | 306 | 292 |
| Wages and payroll taxes payable | (3) | (177) | 246 |
| Interest payable | (265) | 17 | 51 |
| Deferred Income | (89) | 232 | 150 |
| Funds held for others | (16) | 14 | 13 |
| Other Current Liabilities (Current Portion of LT Debt) | 0 | 0 | 0 |
| | | | |
| Net cash provided/(used) by operating activities | (\$1,030) | \$346 | \$1,295 |
| CASH BROWDED/HISED) BY INVESTING ACTIVITIES. | | | |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: | 0 | Φ0 | |
| Purchase of textbook rental equipment | (403) | \$0 (4.300) | (700) |
| Purchase of property, equipment and improvements | (103) | (1,390) | (708) |
| Net cash used in investing activities | (\$103) | (\$1,390) | (\$708) |
| CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: | | | |
| Principal payments on AU expansion loan | 0 | 0 | 0 |
| Fillicipal payments on AO expansion loan | U | 0 | 0 |
| Net cash provided/(used) by financing activities | \$0 | \$0 | \$0 |
| NET INODE AGE//DEODE AGE/ IN GAGU AND GAGU EQUIVALENTO | (\$4.400) | (04.044) | \$507 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | (\$1,133) | (\$1,044) | \$587 |
| CASH AND CASH EQUIVALENTS, Beginning | \$11,629 | 11,541 | 10,251 |
| CASH AND CASH EQUIVALENTS, Ending | \$10,496 | \$10,496 | \$10,837 |
| , . | , -, -, | , | , |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

February 2014

(\$000's)

| CASH AND CASH EQUIVALENTS Less: Committed Capital Projects | 10,496 |
|-------------------------------------------------------------|---------|
| Ackerman B & A Level Remodel | (1,833) |
| Store POS | (150) |
| Student Service Center | (300) |
| Subtotal | (2,283) |
| Adjustment for Cash Overdraft Entry | (345) |
| Uncommitted Cash | 7,867 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 8,490 |
| RESERVE SURPLUS (DEFICIT) | (623) |

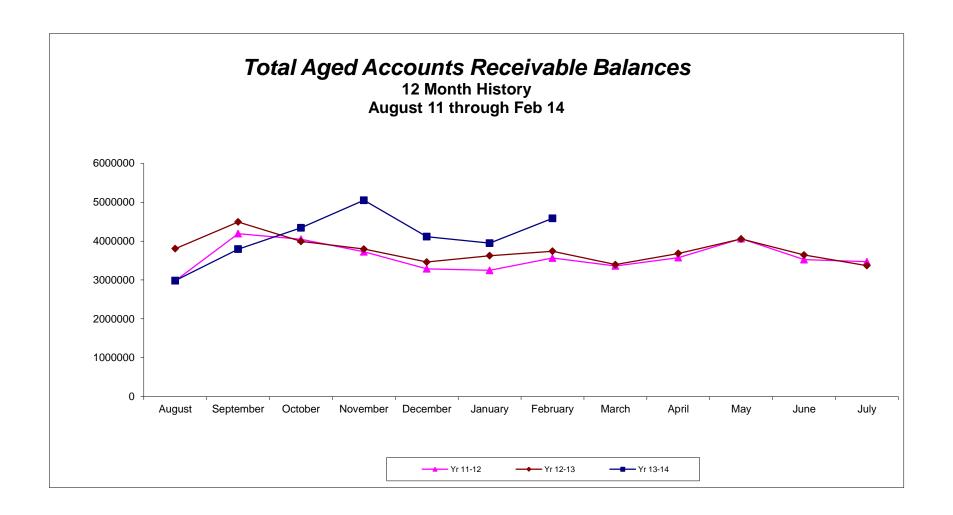
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 February 2014

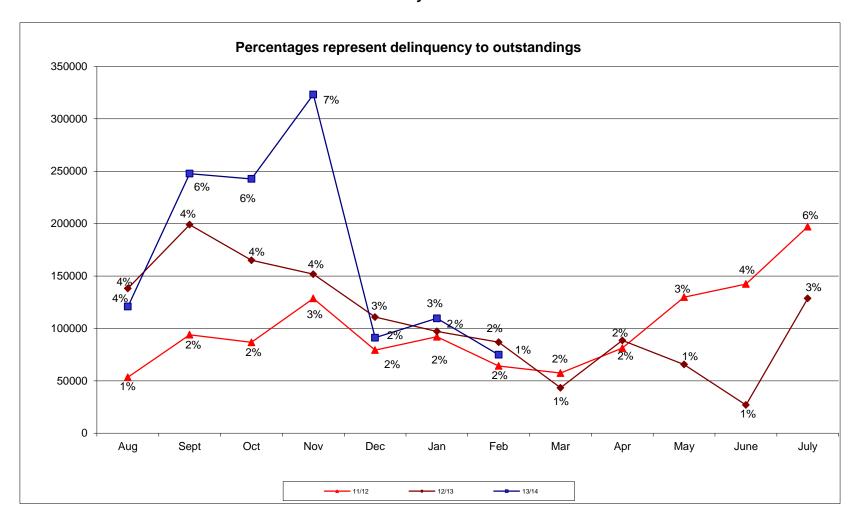
| | | 1120132 | 014 February | 2014 | PROJECTED | | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|-------------------------------------------------------|------------------------------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|---------|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| PROJECT NAME | BUDGET | _ | | | Remaining | | Over | _ |
| Store/Services | | Payments Payments | PO's | Total | Balance | Pendina | (Under) | Status |
| 2013-S001 Store General Replacement | 50.0 | 26.7 | 5.7 | 32.4 | 17.6 | | 0.0 | In Progress |
| 2013-S002 Informal Photo Equipment | 6.0 | 0.0 | 0.0 | 0.0 | 0.0 | 6.0 | 0.0 | Pending |
| 2013-S003 HSS Remodel | 50.0 | 49.4 | 9.5 | 58.9 | 0.0 | 0.0 | 8.9 | Awaioting Invoice |
| 2013-S004 Hilltop Shop Remodel | 50.0 | 19.5 | 1.8 | 21.3 | 28.7 | | 0.0 | 9 |
| | 25.0 | 19.5 | | 25.4 | | | 0.0 | In Progress |
| 2013-S005 Concession Kiosks Replacement | | | 13.3 | | 0.0 | | | Awaioting Invoice |
| 2013-S006 LuValle Store Renovation | 30.0 | 0.0 | 8.8 | 8.8 | 21.2 | 15.0 | 0.0 | In Progress |
| 2013-S007 NC Shop Renovation | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | (10.0) | Pending |
| 2013-S044 Essential Fixture Replacement | 0.0 | 32.2 | 0.0 | 32.2 | 0.0 | | 32.2 | Completed |
| 2013-S045 Market-Cards Reconfiguration Total Store/Services | 0.0 236.0 | 20.0 159.9 | 3.9 43.0 | 23.9 202.9 | 6.1 73.6 | 21.0 | 30.0 61.5 | Pending |
| Food Service | 230.0 | 107,7 | 50.0 | 202.7 | 73.0 | 21.0 | 01.0 | |
| 2013-F008 FS Miscellaneous and Unanticipated | 50.0 | 8.4 | 3.9 | 12.3 | 37.7 | | 0.0 | In Progress |
| 2013-F009 Patio Furniture Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (20.0) | Cancel |
| | | 0.0 | | | | | | |
| 2013-F010 Commissary Dish Room Remodel | 75.0 | | 0.0 | 0.0 | 0.0 | 10.0 | (75.0) | Cancel |
| 2013-F011 Commissary Ice Machine | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2013-F012 Commissary Kitchen Equipment | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2013-F013 KCH Dining Room Finish Replacement | 50.0 | 0.0 | 23.0 | 23.0 | 0.0 | | (27.0) | Cancel |
| 2013-F014 Infrastucture & Equiptment-Drake Concessions | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (20.0) | Cancel |
| 2013-F015 Cooperage Ice Machine | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (10.0) | Cancel |
| 2013-F016 Relaxtation Image Renovation | 10.0 | 0.0 | 1.8 | 1.8 | 8.2 | | 0.0 | In Progress |
| 2013-F017 Wetzels Upgrade | 6.0 | 0.0 | 0.0 | 0.0 | 0.0 | 6.0 | 0.0 | Pending |
| 2013-F018 Greenhouse Refrigeration | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (10.0) | Cancel |
| 2013-F019 Lu Valle Refrigerator | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2013-F020 Relocate Tsunami | 75.0 | 0.0 | 0.0 | 0.0 | 0.0 | 75.0 | 0.0 | Pending |
| 2013-F041 Food Carts | 0.0 | 13.3 | 13.5 | 26.8 | 3.2 | | 30.0 | In Progress |
| Total Food Services | 356.0 | 21.7 | 42.2 | 63.9 | 49.1 | 111.0 | (132.0) | |
| Technology 2012 T021 Notwork Infractructure Upgrade | 20.0 | 3.8 | 17.2 | 21.0 | 0.0 | | 1.0 | Completed |
| 2013-T021 Network Infrastructure Upgrade | | | | | | | | Completed |
| 2013-T022 Printer Replacement | 10.0 | 0.0 | 2.3 | 2.3 | 7.7 | 00.0 | 0.0 | In Progress |
| 2013-T023 VM server/SAN replacement | 90.0 | 0.0 | 0.0 | 0.0 | 0.0 | 90.0 | 0.0 | Pending |
| 2013-T024 AU Expansion of UCLA Wireless Network | 8.0 | 1.1 | 2.6 | 3.7 | 4.3 | | 0.0 | In Progress |
| 2013-T025 Catering Software | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2013-T026 Marketing Hardware Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (20.0) | Cancel |
| 2013-T027 Marketing Software Upgrade | 7.5 | 5.5 | 0.0 | 5.5 | 0.0 | | (2.0) | Completed |
| 2013-T028 Marketing Color Laser Printer Total Technology | 6.0 171.5 | 0.0 10.4 | 0.0 22.1 | 0.0 32.5 | 0.0 12.0 | 100.0 | (6.0) (27.0) | Cancel |
| | 171.0 | 1 10.4 | 22.1 | 32.0 | 12.0 | 100.0 | (27.0) | |
| Others | 10.0 | 0.0 | 1 / | 1 / | 10.4 | | 0.0 | In December |
| 2013-O029 Game Center Technical Upgrades | 12.0 15.0 | 0.0 | 1.6 0.0 | 1.6 0.0 | 10.4 0.0 | 15.0 | 0.0 | In Progress |
| 2013-0030 SUO General Replacement | | 19.0 | | 19.0 | | 15.0 | 0.0 | Pending |
| 2013-O031 Custodial Replacements | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | | 9.0 (40.0) | Awaioting Invoice |
| | | | | 0.0 | | | | Cancel |
| 2013-0032 KH Patio Outdoor Lounge | 40.0 | | | 0.0 | 0.0 | 120 | \cap | Donding |
| 2013-O033 SUO Digital Ad Screen Expansion | 12.0 | 0.0 | 0.0 | 0.0 | 0.0 | 12.0 | 0.0 | Pending |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans | 12.0 7.2 | 0.0 | 0.0 9.1 | 9.1 | 0.0 | 12.0 | 1.9 | Awaioting Invoice |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center | 12.0 7.2 300.0 | 0.0 0.0 0.0 | 0.0 9.1 39.3 | 9.1 39.3 | 0.0 260.7 | 12.0 | 1.9 0.0 | Awaioting Invoice In Progress |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels | 12.0 7.2 300.0 25.0 | 0.0 0.0 0.0 13.5 | 0.0 9.1 39.3 10.7 | 9.1 39.3 24.2 | 0.0 260.7 0.8 | 12.0 | 1.9 0.0 0.0 | Awaioting Invoice In Progress In Progress |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane | 12.0 7.2 300.0 25.0 75.0 | 0.0 0.0 0.0 0.0 13.5 2.3 | 0.0 9.1 39.3 10.7 37.6 | 9.1 39.3 24.2 39.9 | 0.0 260.7 0.8 35.1 | 12.0 | 1.9 0.0 0.0 0.0 | Awaioting Invoice In Progress In Progress In Progress |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane 2013-0038 Energy/utilities Efficiency Project | 12.0 7.2 300.0 25.0 75.0 75.0 | 0.0 0.0 0.0 0.0 13.5 2.3 3.7 | 0.0 9.1 39.3 10.7 37.6 16.1 | 9.1 39.3 24.2 39.9 19.8 | 0.0 260.7 0.8 35.1 55.2 | 12.0 | 1.9 0.0 0.0 0.0 0.0 | Awaioting Invoice In Progress In Progress In Progress In Progress |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane 2013-0038 Energy/utilitites Efficiency Project 2013-0039 Finance Misc. Replacements | 12.0 7.2 300.0 25.0 75.0 75.0 15.0 | 0.0 0.0 0.0 13.5 2.3 3.7 0.6 | 0.0 9.1 39.3 10.7 37.6 16.1 0.0 | 9.1 39.3 24.2 39.9 19.8 0.6 | 0.0 260.7 0.8 35.1 55.2 14.4 | 12.0 | 1.9 0.0 0.0 0.0 0.0 0.0 | Awaioting Invoice In Progress In Progress In Progress In Progress In Progress |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane 2013-0038 Energy/utilities Efficiency Project 2013-0039 Finance Misc. Replacements 2013-0040 General Replacements | 12.0 7.2 300.0 25.0 75.0 75.0 15.0 50.0 | 0.0 0.0 0.0 13.5 2.3 3.7 0.6 0.0 | 0.0 9.1 39.3 10.7 37.6 16.1 0.0 0.0 | 9.1 39.3 24.2 39.9 19.8 0.6 0.0 | 0.0 260.7 0.8 35.1 55.2 14.4 0.0 | 12.0 | 1.9 0.0 0.0 0.0 0.0 0.0 0.0 (50.0) | Awaioting Invoice In Progress In Progress In Progress In Progress In Progress Cancel |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane 2013-0038 Energy/utilities Efficiency Project 2013-0039 Finance Misc. Replacements 2013-0040 General Replacements 2013-0042 Daily Bruin Flooring | 12.0 7.2 300.0 25.0 75.0 75.0 15.0 50.0 | 0.0 0.0 0.0 13.5 2.3 3.7 0.6 0.0 | 0.0 9.1 39.3 10.7 37.6 16.1 0.0 0.0 48.4 | 9.1 39.3 24.2 39.9 19.8 0.6 0.0 48.4 | 0.0 260.7 0.8 35.1 55.2 14.4 0.0 0.0 | 12.0 | 1.9 0.0 0.0 0.0 0.0 0.0 (50.0) 48.4 | Awaioting Invoice In Progress In Progress In Progress In Progress In Progress Cancel Awaioting Invoice |
| 2013-0033 SUO Digital Ad Screen Expansion 2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center 2013-0036 Fac. Misc. Remodels 2013-0037 Lu Valle Roof Membrane 2013-0038 Energy/utilities Efficiency Project 2013-0039 Finance Misc. Replacements 2013-0040 General Replacements | 12.0 7.2 300.0 25.0 75.0 75.0 15.0 50.0 | 0.0 0.0 0.0 13.5 2.3 3.7 0.6 0.0 | 0.0 9.1 39.3 10.7 37.6 16.1 0.0 0.0 | 9.1 39.3 24.2 39.9 19.8 0.6 0.0 | 0.0 260.7 0.8 35.1 55.2 14.4 0.0 | 12.0 | 1.9 0.0 0.0 0.0 0.0 0.0 0.0 (50.0) | Awaioting Invoice In Progress In Progress In Progress In Progress In Progress Cancel |

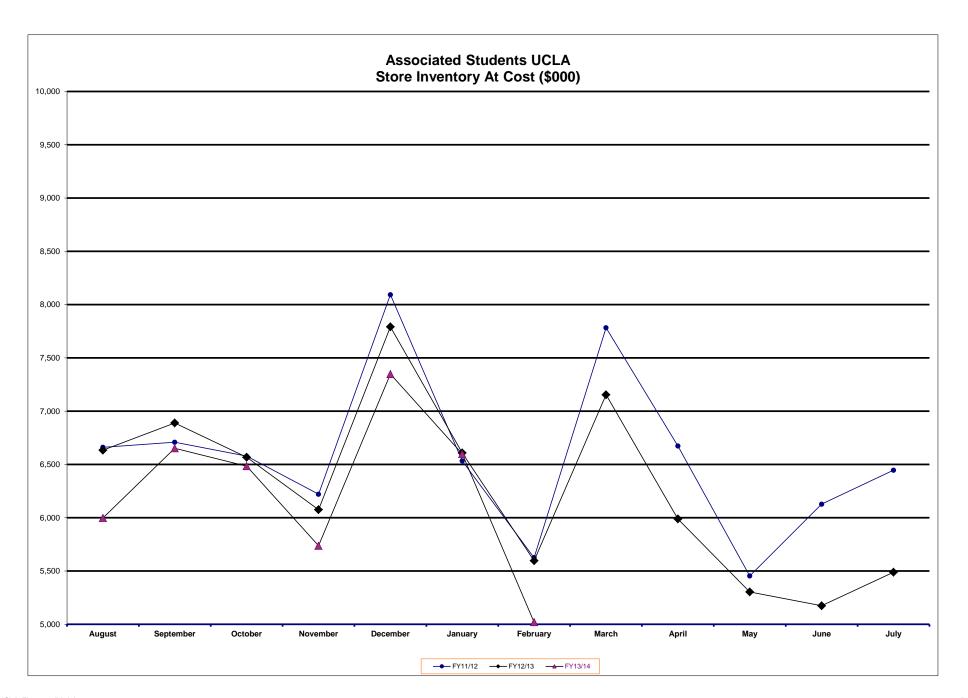
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

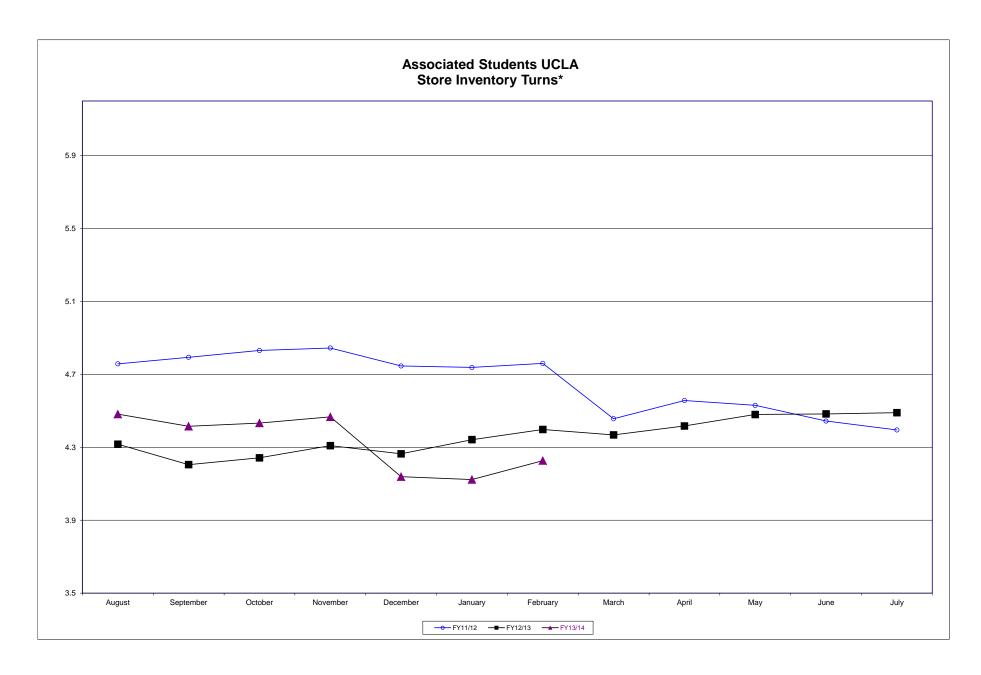
| 2/22/2014 Feb | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|---------------------|-------------|------|-----------|------|-----------|------|----------|------|----------|------|----------|------|-------------|------|
| UNIVERSITY | \$764,439 | 18% | \$138,852 | 75% | \$5,642 | 17% | \$10,766 | 74% | \$106 | 1% | \$4,550 | 29% | \$924,355 | 20% |
| ASUCLA PUBLICATIONS | \$265,427 | 6% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$265,427 | 6% |
| ASUCLA USA/GSA | \$83,723 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$83,723 | 2% |
| DUE FROM VENDORS | \$1,246,389 | 29% | (\$4,750) | -3% | (\$2,644) | -8% | \$2,620 | 18% | \$1,747 | 17% | \$8,451 | 52% | \$1,251,813 | 27% |
| DENTAL KITS | \$217,340 | 5% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$217,340 | 5% |
| OTHER | \$1,745,972 | 40% | \$53,316 | 28% | \$30,773 | 91% | \$1,165 | 8% | \$8,567 | 82% | \$3,108 | 19% | \$1,842,901 | 40% |
| TOTAL CURRENT MONTH | \$4,323,290 | 100% | \$187,418 | 100% | \$33,771 | 100% | \$14,551 | 100% | \$10,420 | 100% | \$16,109 | 100% | \$4,585,559 | 100% |
| | 94% | | 4% | | 1% | | 0% | | 0% | | 0% | | 100% | |
| | | 0/ | | 0/ | | 0/ | 22 | 0.4 | 400 | 0.1 | 450 | 0.1 | | 0/ |
| 1/25/2014 Jan | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | \$649,486 | 15% | \$103,931 | 72% | \$24,122 | 71% | \$1,757 | 6% | \$4,751 | 46% | \$3,960 | 25% | \$788,007 | 17% |
| ASUCLA PUBLICATIONS | \$198,551 | 5% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$198,551 | 4% |
| ASUCLA USA/GSA | \$94,808 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$94,808 | 2% |
| DUE FROM VENDORS | \$248,498 | 6% | (\$1,872) | -1% | \$8,593 | 25% | \$5,155 | 35% | \$3,796 | 36% | \$18,826 | 117% | \$282,996 | 6% |
| DENTAL KITS | \$277,550 | 6% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$277,550 | 6% |
| OTHER | \$2,225,188 | 59% | \$41,273 | 22% | \$9,677 | 29% | \$23,345 | 160% | \$1,561 | 15% | \$4,025 | 25% | \$2,305,069 | 59% |
| TOTAL CURRENT MONTH | \$3,694,081 | 100% | \$143,332 | 100% | \$42,392 | 100% | \$30,257 | 100% | \$10,108 | 100% | \$26,811 | 100% | \$3,946,981 | 100% |
| | 93% | | 4% | | 1% | | 1% | | 0% | | 1% | | 100% | |
| | C | 0/ | 20. | 0/ | <u> </u> | 0/ | 00. | 0/ | 400. | % | 450. | 0/ | Tatal | 0/ |
| 12/28/2013 Dec | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | | 150+ | % | Total | % |
| UNIVERSITY | \$750,543 | 19% | \$41,492 | 39% | \$9,223 | 19% | \$5,920 | 80% | \$1,598 | 23% | \$2,535 | 16% | \$811,311 | 21% |
| ASUCLA PUBLICATIONS | \$153,747 | 4% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$153,747 | 4% |
| ASUCLA USA/GSA | \$96,366 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$96,366 | 2% |
| DUE FROM VENDORS | \$792,062 | 20% | \$9,022 | 8% | \$10,390 | 21% | (\$101) | -1% | (\$67) | -1% | \$20,338 | 74% | \$831,644 | 21% |
| DENTAL KITS | \$379,710 | 10% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$379,710 | 10% |
| OTHER | \$1,744,172 | 45% | \$56,951 | 53% | \$29,446 | 60% | \$1,562 | 21% | \$5,496 | 78% | \$4,788 | 17% | \$1,842,415 | 47% |
| TOTAL CURRENT MONTH | \$3,916,600 | 100% | \$107,465 | 100% | \$49,059 | 100% | \$7,381 | 100% | \$7,027 | 100% | \$27,661 | 100% | \$4,115,193 | 100% |
| | 95% | | 3% | | 1% | | 0% | | 0% | | 1% | | 100% | |



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.

| | 07/04/06/44 00/0 | 244 | T' | | 70041 1/545 43 4 | | F70041 \V | -10.10.10 |
|--------------------|-----------------------------------|----------------------|-------------------------------------------------|----------------------|------------------------------------|-----------------------|----------------------|-----------------------|
| | 07(01/26/14-02/2 CURRENT MONTH | | | | ISCAL YEAR 13-1 MO(07/28/13-02) | | LAST YEA | EAR 12-13 R ACTUAL |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 1,055,201 | 1,106,532 | <51,331> <81,764> | ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION | 12,744,427 | 14,240,508 | <1,496,081> | 963,258 | 14,308,832 |
| 999,490 106,142 | 1,081,254 115,000 | | HILLTOP SHOP | 7,628,432 570,713 | 7,949,021 604,300 | <320,589> <33,587> | 1,017,546 106,265 | 7,955,656 579,814 |
| 165,307 | 183,738 | , | LU VALLE COMMONS STORE | 1,869,723 | 2,236,066 | <366,343> | 144,044 | 2,118,451 |
| 43,873 | 56,000 | <12,127> | E-COMMERCE DIVISION | 1,122,034 | 1,028,000 | 94,034 | 42,947 | 1,012,170 |
| 242,743 | 256,383 | <13,640> | HEALTH SCIENCES STORE | 3,728,294 | 3,649,863 | 78,431 | 251,929 | 3,680,844 |
| 2,612,757 | 2,798,907 | <186,150> | TOTAL SALES | 27,663,623 | 29,707,758 | <2,044,135> | 2,525,989 | 29,655,766 |
| 1,800,187 | 1,896,058 | 95,871 | Less: Cost of Sales | 19,467,557 | 20,891,336 | 1,423,779 | 1,709,597 | 20,960,819 |
| 1,000,107 | 1,030,030 | 33,071 | Least of Sules | 15, 107,557 | 20,031,330 | 1,123,773 | 1,705,557 | 20,300,013 |
| | | | Less: Shrinkage | | | | | |
| | | | | | | | | |
| 3,703 | 3,870 | 167 | ACADEMIC SUPPORT DIV | 53,576 | 52,500 | <1,076> | 3,662 | 58,391 |
| 4,419 511 | 4,500 540 | 81 29 | GENERAL MDSE DIVISION HILLTOP SHOP | 32,662 | 33,570 | 908 145 | 4,478 509 | 34,035 2,727 |
| 1,056 | 970 | <86> | LU VALLE COMMONS STORE | 2,695 11,278 | 2,840 11,290 | 145 | 913 | 12,493 |
| 172 | 200 | 28 | E-COMMERCE DIVISION | 4,206 | 3,660 | <546> | 172 | 3,820 |
| 1,868 | 1,240 | <628> | HEALTH SCIENCES STORE | 18,707 | 14,240 | <4,467> | 4,798 | 18,639 |
| 11,728 | 11,320 | <408> | SHRINKAGE | 123,123 | 118,100 | <5,023> | 14,533 | 130,106 |
| 1,811,916 | 1,907,378 | 95,462 | TOTAL COST OF SALES | 19,590,680 | 21,009,436 | 1,418,756 | 1,724,129 | 21,090,925 |
| 68.9 | 67.7 | <1.2> | COST OF SALES % | 70.4 | 70.3 | <0.1> | 67.7 | 70.7 |
| 800,841 | 891,529 | <90,688> | GROSS MARGIN | 8,072,943 | 8,698,322 | <625,379> | 801,860 | 8,564,841 |
| 31.1 | 32.3 | <1.2> | GROSS MARGIN % | 29.6 | 29.7 | <0.1> | 32.3 | 29.3 |
| 0.5 | 0.4 | <0.1> | SHRINKAGE % | 0.5 | 0.4 | <0.1> | 0.6 | 0.4 |
| | | | NET ODOG | | | | | |
| 30.7 | 31.9 | <1.2> | NET GROSS MARGIN % | 29.2 | 29.3 | <0.1> | 31.7 | 28.9 |
| 12.9 | 14.9 | <2.0> | ACADEMIC SUPPORT DIV | 17.4 | 18.1 | <0.8> | 14.9 | 18.0 |
| 47.6 | 47.1 | 0.6 | GENERAL MDSE DIVISION | 48.7 | 48.8 | <0.1> | 46.7 | 48.1 |
| 37.6 | 40.0 | <2.4> | | 39.3 | 39.7 | <0.4> | 38.2 | 39.8 |
| 32.4 | 35.8 | <3.4> | LU VALLE COMMONS STORE | 28.2 | 28.0 | 0.1 | 36.6 | 27.5 |
| 51.1 | 52.1 | <1.0> | | 49.9 | 50.3 | <0.4> | 51.2 | 50.0 |
| 30.0 | 29.8 | 0.2 | HEALTH SCIENCES STORE | 22.4 | 23.5 | <1.1> | 26.8 | 22.9 |
| 108,493 | 48,381 | 60,112 | OTHER INCOME | 660,128 | 588,270 | 71,858 | 36,574 | 551,478 |
| 909,334 | 939,910 | <30,576> | GROSS MARGIN/OTHER | 8,733,070 | 9,286,592 | <553,522> | 838,434 | 9,116,320 |
| | | | | | | | | |
| | | | Less: Controllable Exp | | | | | |
| 356,000 | 262 570 | F F00 | Caraar Wagaa | 1 704 040 | 1 057 214 | 62.466 | 252 560 | 1 027 221 |
| 256,990 0 | 262,578 2,435 | 5,588 2,435 | Career Wages Limited Appointment | 1,794,848 0 | 1,857,314 18,263 | 62,466 18,263 | 252,560 0 | 1,837,231 6,221 |
| 128,090 | 128,462 | 372 | Student Wages | 981,252 | 942,051 | <39,201> | 123,365 | 923,152 |
| 385,079 | 393,475 | 8,396 | TOTAL WAGES | 2,776,100 | 2,817,628 | 41,528 | 375,925 | 2,766,604 |
| 14.7 | 14.1 | <0.7> | WAGE % TO SALES | 10.0 | 9.5 | <0.6> | 14.9 | 9.3 |
| 427 506 | 440.550 | 24.072 | 5 1 5 6 | 205 252 | 4 025 045 | 440047 | 407.757 | 044 600 |
| 127,586 | 148,659 | 21,073 <3,706> | Employee Benefits | 906,868 | 1,025,815 64,763 | 118,947 <9,746> | 127,757 10,892 | 911,688 |
| 10,031 12,178 | 6,325 14,498 | 2,320 | Office Supplies Telephone | 74,509 92,097 | 99,123 | 7,026 | 12,839 | 72,400 97,572 |
| 80 | 110 | 30 | Telex | 560 | 770 | 210 | 0 | 652 |
| <3,762> | 40 | 3,802 | Postage | 141 | 280 | 139 | 27 | 310 |
| 6,526 | 5,000 | <1,526> | Trav/Trips/Conference | 15,392 | 11,547 | <3,845> | 3,113 | 10,436 |
| 0 | 0 | 0 | Membership Fees | 1,900 | 2,100 | 200 | 0 | 2,000 |
| 5,495 16,150 | 4,175 13,660 | <1,320> <2,490> | Operating Supplies Freight Out | 41,413 225,047 | 39,105 222,225 | <2,308> <2,822> | 4,520 13,066 | 36,907 222,719 |
| 815 | 900 | 85 | Transportation | 6,190 | 6,400 | 210 | 896 | 6,342 |
| <59> | 0 | 59 | Postage Stamp O/S | 14 | 0 | <14> | <0> | <2> |
| 0 | 0 | 0 | Uniforms | 248 | 0 | <248> | 0 | 0 |
| 17,635 | 16,830 | <805> | Advertising | 171,983 | 150,762 | <21,221> | 13,872 | 141,815 |
| <54,965> | <53,000> | 1,965 | Vendor Adv. Allowance | <78,960> | <58,106> | 20,854 | <49,163> | <52,083> |
| 26 5,604 | 55 1,990 | 29 <3,614> | Direct Mail Adv. Repairs & Maintenance | 254,674 40,136 | 252,385 24,905 | <2,289> <15,231> | 41 3,077 | 239,904 28,990 |
| 0 | 0 | 0 | Janitorial | 0 | 0 | 0 | 0 | <19> |
| 47,261 | 56,567 | 9,306 | Bank Card Expense | 441,601 | 476,599 | 34,998 | 46,335 | 461,080 |
| <180> | 0 | 180 | Overs/Shorts | 11,427 | 0 | <11,427> | <796> | 7,342 |
| 1,936 | 0 | <1,936> 0 | | 3,343 | 0 | <3,343> | 162 | 6,681 |
| 0 502 | 0 | 0 <502> | Textbook Rental Exp Rentals-Facilities | 571 1,240 | 0 | <571> <1,240> | <4> 1,150 | 76 1,150 |
| 794 | 400 | <394> | | 2,198 | 1,300 | <898> | 1,130 | 1,130 |
| 0 | 0 | 0 | Taxes & Licenses | 300 | 300 | 0 | 0 | 300 |
| 8,039 | 6,350 | <1,689> | Professional Services | 67,088 | 46,150 | <20,938> | 703 | 36,790 |
| 0 | 0 | 0 | Temp Agency Service | 1,672 | 350 | <1,322> | 0 | 8,363 |
| 0 140 | 0 140 | 0 | Commission Expense Concession Expense | 2,640 34,579 | 3,600 33,148 | 960 <1,431> | 0 81 | 3,600 38,918 |
| 0 | 0 | 0 | Prior Period Adj | 34,379 | 33,146 | <1,431> | 0 | 53 |
| 0 | 0 | ő | Alloc of Distr Cntr | 0 | 10 | 10 | 0 | 0 |
| 2,240 | 4,570 | 2,330 | Payment to UCLA | 70,659 | 66,015 | <4,644> | 1,891 | 76,722 |
| 204,075 | 227,269 | 23,194 | TOTAL CONTROLLARIE EVA | 2,389,531 | 2,469,546 | 80,015 | 190,458 | 2,361,818 |
| 589,154 | 620,744 | 31,590 | TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO | 5,165,630 | 5,287,174 | 121,544 | 566,383 | 5,128,422 |
| 320,180 | 319,166 | 1,014 | SVCS AND ENTERPRISES | 3,567,440 | 3,999,418 | <431,978> | 272,051 | 3,987,898 |
| 323,200 | 223,200 | 2/021 | | =,=0.7.10 | -,, 120 | | _, _,001 | -,-0,,000 |
| | | | Less: Allocated Exp | [| | | | |
| | | | | | | | | |
| 26,643 131,651 | 26,754 134,794 | 111 3,143 | Allocated ExpHR Allocated Exp. Fin | 193,984 1,040,280 | 196,746 1,102,540 | 2,762 62,260 | 23,278 122,830 | 179,463 1,016,934 |
| 53,834 | 134,794 55,972 | 2,138 | Allocated ExpIS | 1,040,280 445,710 | 458,232 | 12,522 | 122,830 51,471 | 425,349 |
| 26,238 | 29,937 | 3,699 | Allocated Exp. Mktg | 205,480 | 245,132 | 39,652 | 26,194 | 227,791 |
| 78,042 | 82,512 | 4,470 | Allocated Exp Othr SA | 667,559 | 704,797 | 37,238 | 74,097 | 643,438 |
| 72,726 | 68,901 | <3,825> | | 489,204 | 485,657 | <3,547> | 67,009 | 462,720 |
| 32,841 | 29,396 | <3,445> | Utilities | 257,754 | 221,242 | <36,512> | 31,274 | 221,249 |
| 67,753 489,728 | 68,324 496,590 | 571 6,862 | Depreciation TOTAL ALLOCATED EXP | 472,419 3,772,390 | 478,268 3,892,614 | 5,849 120,224 | 65,967 462,120 | 483,232 3,660,176 |
| 103,720 | 130,330 | 0,002 | TO THE RELOCATED EAT | 3,772,330 | 3,032,014 | 120,224 | 102,120 | 3,000,170 |
| <169,548> | <177,424> | 7,876 | NET INCOME (LOSS) | <204,950> | 106,804 | <311,754> | <190,069> | 327,722 |

| PESCA VIRIALIZATION | EED (| 77/01/26/14 02/2 | 12/14) | 1 | - | ISCAL VEAD 12 1 | 4 | ETCCAL VI | ΔD 12-12 |
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| ACTUAL BOGGET WARDINGS MATERIAL BOGGET WARDINGS WARDINGS MATERIAL MATE | | | | | | | | | |
| 206,643 217,785 c11,1515 600H (APMS DIVISION 1,150,699 1,197,989 c11,399 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1 | | | | | | | | | |
| 206,643 217,785 c11,1515 600H (APMS DIVISION 1,150,699 1,197,989 c11,399 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1,167,970 1 | | | | | | | | | |
| 15.570 | | | | | | | | | |
| 25.697 28.5697 29.9990 UVALE DIVISION 1.392,769 1.352,659 1.919,988 29.93,70 1.462,999 27.2110 27.2110 1.779,987 1.462,999 27.2110 27.2110 1.279,987 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.632,999 1.6 | | | | | | | | | |
| 27,110 28,195 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,085 <17,08 | | | | | | | | | |
| 266-66 279,955 < <p></p> | | | | | | | | | |
| 471,646 456,537 36,686 csc. Coli of Seles 7,546,684 2,557,322 11,638 416,590 2,556,810 65.0 66.8 66.8 60.1 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 60.5 | | | <33,490> | SPECIAL EVENTS DIVISION | | | | | |
| 33.5 33.8 33.8 33.8 30.70 34.2 34.6 | 1,258,460 | 1,372,931 | <114,471> | TOTAL SALES | 7,357,414 | 7,541,762 | <184,348> | 1,277,994 | 7,394,691 |
| 33.5 33.8 33.8 33.8 30.70 34.2 34.6 | 424.040 | 450.007 | 26.000 | Lanni Cook of Color | 2 540 504 | 2 552 222 | 44.500 | 400.000 | 3.556.010 |
| \$8.512 913,991 | | | • | | | | | | |
| 66.5 66.5 Col. | | | | | | | | | |
| 66.5 66.2 0.47 NORTH CAMPUS DIVISION 66.0 66.2 0.1.2 | | | | | | | | | , , |
| 66.5 66.2 0.47 NORTH CAMPUS DIVISION 66.0 66.2 0.1.2 | | | | | | | | | |
| 66.2 66.2 0.4 SOUTH DIVISION 64.7 65.4 -0.7 64.5 64.7 | | | | | | | | | |
| 69.3 69.2 0.1 MALE DIVISION 69.3 69.2 0.1 69.3 69.1 | | | | | | | | | |
| 65.0 64.7 0.4 COOPERAGE DIVISION 64.1 64.6 4.05.5 64.7 64.6 | | | | | | | - | | |
| Second Color | | | | | | | - | | |
| 1,047,933 | | 65.1 | 0.5 | | | | | | 64.0 |
| 1,047,933 | | | 2 | OTUE 1105: | | | | | , |
| Less: Controllable Exp | | | | | | | . , | | |
| 271,733 286,126 8,393 Career Wages 1,952,188 1,997,417 45,229 276,096 1,913,031 1,907 992 85 Limited Appointment 4,664 7,072 2,408 1,624 1,2413 2,1736 2,2738 3,1738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4 | 1,047,933 | 1,116,893 | <68,960> | UKUSS MAKGIN/UTHEK | 0,130,508 | 0,217,582 | <81,0/4> | 1,048,560 | 0,108,666 |
| 271,733 286,126 8,393 Career Wages 1,952,188 1,997,417 45,229 276,096 1,913,031 1,907 992 85 Limited Appointment 4,664 7,072 2,408 1,624 1,2413 2,1736 2,2738 3,1738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4,2738 4 | | | | Less: Controllable Exp | | | | | |
| 907 992 85 Umited Apploinment 4,664 7,072 2,408 1,624 12,413 217,959 127,818 412 Labor Recharge 233,278 1,228,450 10,879 217,818 131,132 130,570 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,575 12,5 | | | | | | | | | |
| 217,986 215,713 < | | | | | | | | ., | |
| 437,550 437,138 412 Jabor Recharge 423,278 429,0702 2,76 435,967 30,168,276 330,00 33.5 42,55 WAGE 51,000 41,420 45,967 30,168,276 41,6 41,1 40,5 36,0 40,8 41,421 164,840 1,420 43,84 193 193 194,969 11,570 11,410 43,84 193 194,969 195,000 1,200 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 700 | | | | | | | | | |
| 459,076 | | | | | | | | | |
| 36.0 33.5 <2.5 WAGE % TO SALES 41.6 41.1 <0.5 > 36.0 40.8 | | | | | | | | | |
| 143,241 | , | , | | | | | | , | |
| 1,504 | | | | | | | | | |
| 4,191 | | | , | | | | | , | |
| 500 1,200 700 Training Programs 9,616 14,200 4,584 1,097 9,530 58,866 64,621 4,77 4,7 0.0 Paper % To Sales 4,7 4,7 0.0 4,9 4,6 6,521 4,457 2,064 Colleging Supplies 33,200 9,954 <3,266 | | , | | | | , | | | |
| S8,968 | | | | • | | | | , | |
| 4.7 | | | | | | | | , | |
| <pre><9,376b <9,500b <2,245b <268b <2,650b <2,430c <4,868 <68,595 <4,130d <4,141 <4,130d <4,141 <4,141</pre> | | | • | • | | | , | , | , |
| 2,550 | | | | | | | | | |
| 4,364 5,498 | | | | | | | | | |
| 887 | | | | | | | | | , |
| 488 | | | • | • | | | | | , |
| 0 | | | | | | | | | |
| 8,610 | 0 | | | Menu Development | 0 | 700 | 700 | | |
| 44,845 | | | | | - | | | - | |
| 1,984 | | | | | | | | | |
| 2,903 | | | | | | | | | |
| 0 0 0 0 Credit Card Adjustments 102 0 102 0 102 0 0 0 0 0 0 0 0 0 0 0 0 | | | | | | | | | |
| 47 | | | | | | | | | , |
| 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | | | | | | | <296> | | |
| 0 0 0 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | | | | | | | | | |
| Temp Agency Service | | | | | | | | - | |
| 34,713 \$0,576 15,863 Commission Expense 177,386 195,212 17,826 39,531 191,684 306,859 341,617 34,758 TOTAL OTHER CONTROL. 759,935 801,310 41,375 TOTAL COMTROLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,053,338 1,015,215 38,123 265,161 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,074,919 1,0 | | | | | | | | | |
| 306,859 341,617 34,758 TOTAL OTHER CONTROL. 759,935 801,310 41,375 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 287,998 315,583 <27,585> SOURCE STATE OF STATE | | | | | | | | | |
| CROSS CONTRIBUTION TO 1,053,338 1,015,215 38,123 265,161 1,074,919 | 306,859 | 341,617 | 34,758 | | 2,020,268 | 2,100,130 | 79,862 | | |
| 287,998 315,583 <27,585 SVCS AND ENTERPRISES 1,053,338 1,015,215 38,123 265,161 1,074,919 | 759,935 | 801,310 | 41,375 | | 5,083,170 | 5,202,367 | 119,197 | 783,400 | 5,033,747 |
| Less: Allocated Exp 31,347 31,257 <90> Allocated Exp. +IR 214,160 216,365 2,205 28,461 195,705 71,112 74,602 3,490 Allocated Exp. Fin 345,766 351,300 5,534 71,203 324,271 29,079 30,978 1,899 Allocated ExpIS 146,748 145,646 <1,102> 29,838 136,310 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. White 61,307 59,444 <1,863> Maintenance 218,687 221,077 2,390 42,953 202,976 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 | 207.000 | 215 502 | 277 FOF: | | 1 052 220 | 1.015.215 | 20 122 | 265 161 | 1 074 010 |
| 31,347 31,257 <90 Allocated Exp. +IR 214,160 216,365 2,205 28,461 195,705 71,112 74,602 3,490 Allocated Exp. Fin 345,766 351,300 5,534 71,203 324,271 29,079 30,978 1,899 Allocated Exp. +IS 146,748 145,646 <1,102 29,838 136,310 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. Othr SA 218,687 221,077 2,390 42,953 202,976 413,075 59,444 <1,863 Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324 Utilities 217,286 190,875 <26,411 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130 <75,878 <8,252 NET INCOME (LOSS) <1,262,567 <1,360,112 97,545 <102,506 <1,140,461 31,042 134,871 <3,829 3RD PARTY CUST COUNT 778,855 796,670 <17,815 130,506 771,535 253,975 280,988 <27,013 ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013 269,773 1,388,260 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,816 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,412 30,412 31,251 31,7412 30,816 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,412 30,412 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,41 | 287,998 | 315,583 | <2/,585> | SVO AND ENTERPRISES | 1,053,338 | 1,015,215 | 38,123 | 265,161 | 1,0/4,919 |
| 31,347 31,257 <90 Allocated Exp. +IR 214,160 216,365 2,205 28,461 195,705 71,112 74,602 3,490 Allocated Exp. Fin 345,766 351,300 5,534 71,203 324,271 29,079 30,978 1,899 Allocated Exp. +IS 146,748 145,646 <1,102 29,838 136,310 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. Othr SA 218,687 221,077 2,390 42,953 202,976 413,075 59,444 <1,863 Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324 Utilities 217,286 190,875 <26,411 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130 <75,878 <8,252 NET INCOME (LOSS) <1,262,567 <1,360,112 97,545 <102,506 <1,140,461 31,042 134,871 <3,829 3RD PARTY CUST COUNT 778,855 796,670 <17,815 130,506 771,535 253,975 280,988 <27,013 ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013 269,773 1,388,260 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,816 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,412 30,412 31,251 31,7412 30,816 30,394 <422 EMPLOYEE HOURS 198,393 196,932 <1,461 31,251 197,412 30,412 30,412 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,414 30,41 | | | | Less: Allocated Exp | | | | | |
| 71,112 74,602 3,490 Allocated Exp. Fin 345,766 351,300 5,534 71,203 324,271 29,079 30,978 1,899 Allocated Exp. HS 146,748 145,646 <1,102> 29,838 136,310 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. Othr SA 218,687 221,077 2,390 42,953 202,976 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 484,130> <75,878> </td <td> </td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> | | | | | | | | | |
| 29,079 30,978 1,899 Allocated ExpIS 146,748 145,646 <1,102> 29,838 136,310 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. Othr SA 218,687 221,077 2,390 42,953 202,976 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 | | | | | | | | | |
| 14,173 16,569 2,396 Allocated Exp. Mktg 68,380 77,977 9,597 15,184 72,114 42,154 45,666 3,512 Allocated Exp. Othr SA 218,687 221,077 2,390 42,953 202,976 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324+ | | | | | | | | | |
| 42,154 45,666 3,512 Allocated Exp Othr SA 218,687 221,077 2,390 42,953 202,976 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 | | | | | | | | | |
| 61,307 59,444 <1,863> Maintenance 412,397 418,999 6,602 56,488 390,071 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 TOTAL ALLOCATED EXP 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260< | | | | | | | | | |
| 27,685 25,361 <2,324> Utilities 217,286 190,875 <26,411> 26,363 186,514 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 | | | | | | | | | |
| 95,272 107,584 12,312 Depreciation 692,481 753,088 60,607 97,177 707,418 372,129 391,461 19,332 TOTAL ALLOCATED EXP 2,315,904 2,375,327 59,423 367,667 2,215,379 <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCLA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 | | | | | | | | | 186,514 |
| <84,130> <75,878> <8,252> NET INCOME (LOSS) <1,262,567> <1,360,112> 97,545 <102,506> <1,140,461> 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | 95,272 | 107,584 | 12,312 | Depreciation | 692,481 | 753,088 | 60,607 | 97,177 | 707,418 |
| 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCLA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCLA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | 372,129 | 391,461 | 19,332 | TOTAL ALLOCATED EXP | 2,315,904 | 2,375,327 | 59,423 | 367,667 | 2,215,379 |
| 385,017 415,859 <30,842> TOTAL CUSTOMER COUNT 2,212,094 2,336,922 <124,828> 400,279 2,159,795 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCLA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCLA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | -84 120× | ∠75 070× | √Q 7E7× | NET INCOME (LOSS) | <1 262 567 | <1 360 112× | 07 5/15 | <102 EUR | <1 140 461× |
| 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | \ст,130> | \1J,010> | \U,ZJZ> | THE THOUSE (LUSS) | \1,ZUZ,3U/> | \1,JUU,112> | 31,3 4 3 | \1UZ,3UU> | \1,1TU,9U1> |
| 131,042 134,871 <3,829> 3RD PARTY CUST COUNT 778,855 796,670 <17,815> 130,506 771,535 253,975 280,988 <27,013> ASUCIA CUSTOMER COUNT 1,433,239 1,540,252 <107,013> 269,773 1,388,260 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | 385,017 | 415,859 | <30,842> | TOTAL CUSTOMER COUNT | 2,212,094 | 2,336,922 | <124,828> | 400,279 | 2,159,795 |
| 5.42 5.22 0.19 TOTAL AVERAGE CHECK 5.38 5.17 0.21 5.00 5.05 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCLA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | 131,042 | 134,871 | <3,829> | 3RD PARTY CUST COUNT | 778,855 | | <17,815> | 130,506 | |
| 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | 253,975 | 280,988 | <27,013> | ASUCLA CUSTOMER COUNT | 1,433,239 | 1,540,252 | <107,013> | 269,773 | 1,388,260 |
| 6.99 6.50 0.49 3RD PARTY AVG CHECK 6.08 5.71 0.37 6.20 6.22 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | [| F 33 | 0.10 | TOTAL AVERAGE GUECK | F 30 | F 47 | 0.24 | F 00 | - ^- |
| 4.60 4.61 0.00 ASUCIA AVERAGE CHECK 4.57 4.52 0.06 4.41 4.45 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | | | | | | | | | |
| 30,816 30,394 <422> EMPLOYEE HOURS 198,393 196,932 <1,461> 31,251 197,412 | | | | | | | | | |
| | 1.00 | 1.01 | 0.00 | | 1.5, | 1.52 | 5.00 | 1.12 | 1.13 |
| 40.84 45.17 <4.33> SALES/LABOR HOUR 37.09 38.30 <1.21> 40.89 37.46 | | | | | | | | | |
| | 40.84 | 45.17 | <4.33> | SALES/LABOR HOUR | 37.09 | 38.30 | <1.21> | 40.89 | 37.46 |

SERVICES DIVISION INCOME STATEMENT

| FEB. 0 | 07(01/26/14-02/2 | 2/14) |] | F. | ISCAL YEAR 13-1 | 4 | FISCAL YE | AR 12-13 |
|------------------|-------------------|-----------------|----------------------------------------------|--------------------|---------------------|----------------------|------------------|--------------------|
| (| CURRENT MONTH | · · | | YTD 7 I | MO(07/28/13-02/ | (22/14) | LAST YEAR | R ACTUAL |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 2.455 | 1F 766 | ×12 211s | | 90 779 | 102 764 | 412 006 > | 10 706 | 101 963 |
| 2,455 2,455 | 15,766 15,766 | | PHOTOGRAPHY TOTAL SALES | 89,778 89,778 | 103,764 103,764 | <13,986> <13,986> | 18,786 18,786 | 101,863 101,863 |
| 2,133 | 13,700 | (13,311) | TO THE SHEES | 05,770 | 103//01 | (13/300) | 10,700 | 101,003 |
| 745 | 0 | | Less: Cost of Sales | 2,403 | 3,199 | 796 | 126 | 3,243 |
| 1,710 | 15,766 | | GROSS MARGIN | 87,375 | 100,565 | <13,190> | 18,660 | 98,619 |
| 69.7 | 100.0 | <30.3> | GROSS MARGIN % | 97.3 | 96.9 | 0.4 | 99.3 | 96.8 |
| 69.7 | 100.0 | <30.3> | PHOTOGRAPHY | 97.3 | 96.9 | 0.4 | 99.3 | 96.8 |
| 91,488 | 170,000 | <78 512> | TRADEMARKS AND LICENSING | 1,461,318 | 1,583,417 | <122,099> | 112,334 | 1,463,868 |
| 83,435 | 86,597 | - / - | LEASED OPS | 632,282 | 638,350 | <6,068> | 81,988 | 597,059 |
| 174,923 | 256,597 | | OTHER INCOME | 2,093,600 | 2,221,767 | <128,167> | 194,322 | 2,060,927 |
| 176,633 | 272,363 | | GROSS MARGIN/OTHER | 2,180,975 | 2,322,332 | <141,357> | 212,982 | 2,159,546 |
| | | | Less: Controllable Exp | | | | | |
| 32,009 | 31,512 | | Career Wages | 225,965 | 222,016 | <3,949> | 32,310 | 216,881 |
| 1,483 | 1,681 | | Student Wages | 11,225 | 12,314 | 1,089 | 1,123 | 4,342 |
| 33,492 | 33,193 | | TOTAL WAGES | 237,190 | 234,330 | <2,860> | 33,433 | 221,222 |
| 1,364.4 | 210.5 | <1,153.8> | Wage % to sales | 264.2 | 225.8 | <38.4> | 178.0 | 217.2 |
| 14,800 | 15,635 | 835 | Employee Benefits | 106,169 | 109,149 | 2,980 | 14,851 | 101,424 |
| 344 | 950 | | Office Supplies | 4,272 | 6,003 | 1,731 | 137 | 6,009 |
| 609 | 741 | 132 | Telephone | 4,562 | 5,078 | 516 | 635 | 4,646 |
| 0 | 105 | | Postage | 662 | 735 | 73 | 31 | 635 |
| 0 | 0 | 0 | Trav/Trips/Conference | 7,608 | 9,000 | 1,393 | <0> | 10,680 |
| 0 | 0 | 0 | Enforcement | 6,000 | 8,000 | 2,000 | 0 | 8,000 |
| 433 | 4,000 | 3,567 | Business Promotion | 23,473 | 28,600 | 5,127 | 0 | 18,170 |
| 120 | 214 | 94 | Repairs & Maintenance | 1,098 | 1,154 | 56 | 0 | 4,736 |
| 2,083 | 2,083 | 0 | Professional Services | 21,231 | 15,175 | <6,056> | 2,083 | 15,206 |
| 1,150 | 1,150 | 0 | Legal | 5,446 | 8,050 | 2,604 | 0 | 2,300 |
| 4,070 | 4,150 | 80 | Trademark | 24,677 | 29,050 | 4,373 | 0 | 17,605 |
| 3,758 | 24,510 | 20,752 | Intern'l Agnt Fee/Tax | 159,016 | 182,798 | 23,782 | 4,176 | 144,177 |
| 7,797 | 11,000 | • | Domestic Agency Fee | 100,956 | 109,600 | 8,644 | 10,663 | 103,629 |
| 0 | 0 | 0 051 | Misc. Bank Charges | 419.150 | 420.015 | 10.665 | 0 | 128 |
| 31,073 | 41,024 105,562 | 9,951 39,326 | Payment to UCLA TOTAL OTHER CONTROL. | 418,150 883,320 | 428,815 941,207 | 10,665 57,887 | 40,914 73,489 | 407,011 844,356 |
| 66,236 99,728 | 138,755 | 39,326 | TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP | 1,120,510 | 1,175,537 | 57,887 | 106,922 | 1,065,578 |
| 99,720 | 130,733 | 39,027 | GROSS CONTRIBUTION TO | 1,120,310 | 1,173,337 | 33,027 | 100,922 | 1,005,576 |
| 76,905 | 133,608 | <56,703> | SVCS AND ENTERPRISES | 1,060,465 | 1,146,795 | <86,330> | 106,060 | 1,093,968 |
| | | | Less: Allocated Exp | | | | | |
| 2,317 | 2,257 | <60> | Allocated ExpHR | 16,622 | 16,375 | <247> | 2,070 | 14,342 |
| 8,314 | 12,490 | | Allocated Exp. Fin | 82,504 | 87,545 | 5,041 | 9,888 | 74,184 |
| 3,509 | 5,354 | 1,845 | Allocated ExpIS | 36,373 | 37, 44 5 | 1,072 | 4,280 | 32,205 |
| 1,710 | 2,864 | 1,154 | Allocated Exp. Mktg | 16,831 | 20,051 | 3,220 | 2,178 | 17,116 |
| 5,087 | 7,893 | 2,806 | Allocated Exp Othr SA | 54,187 | 57,001 | 2,814 | 6,162 | 48,160 |
| 12,900 | 19,231 | 6,331 | Maintenance | 86,776 | 135,554 | 48,778 | 11,886 | 82,079 |
| 5,825 | 8,204 | 2,379 | Utilities | 45,721 | 61,748 | 16,027 | 5,547 | 39,246 |
| 5,865 45,528 | 6,431 64,724 | 566 19,197 | Depreciation TOTAL ALLOCATED EXP | 41,595 380,610 | 45,017 460,736 | 3,422 80,126 | 5,785 47,796 | 41,162 348,494 |
| , | | • | | · | , | · | | · |
| 31,378 | 68,884 | <37,506> | NET INCOME (LOSS) | 679,855 | 686,059 | <6,204> | 58,265 | 745,474 |

UCLA STUDENT UNION INCOME STATEMENT

| FEB. 07(01/26/14-02/22/14) | | 1 | F | ISCAL YEAR 13-1 | FISCAL YEAR 12-13 | | | |
|----------------------------|--------------------|------------------|-----------------------------------------------|-----------------------------|--------------------|------------------|--------------------|--------------------|
| (| CURRENT MONTH | | | YTD 7 MO(07/28/13-02/22/14) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE |] | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 18,743 | 20,955 | • | EVENT SERVICES OFFICE | 287,102 | 245,035 | 42,067 | 30,315 | 272,108 |
| 6 | 100 56,255 | <94> 3,041 | RECREATION & GAMES AU POST OFFICE | 1,684 | 928 | 756 781 | 2,978 | 15,807 |
| 59,296 78,045 | 77,310 | 735 | TOTAL SALES | 379,110 667,897 | 378,329 624,292 | 43,605 | 62,047 95,340 | 380,083 667,998 |
| 70,043 | 77,510 | 733 | TOTAL SALES | 007,037 | 024,232 | 43,003 | 95,540 | 007,550 |
| 53,963 | 55,018 | 1,055 | AU Post Office Cost | 370,274 | 370,008 | <266> | 61,186 | 373,475 |
| 1,141 | 4,010 | 2,869 | Facilities Costs | 56,414 | 54,668 | <1,746> | 3,838 | 53,529 |
| 0 | 0 | 0 | Cost of Sales GM RM | 25 | 0 | <25> | 0 | 414 |
| 55,104 | 59,028 | 3,924 | Less: Cost of Sales | 426,713 | 424,676 | <2,037> | 65,024 | 427,418 |
| 70.6 | 76.4 | 5.7 | COST OF SALES % | 63.9 | 68.0 | 4.1 | 68.2 | 64.0 |
| 22,941 29.4 | 18,282 23.7 | 4,659 5.7 | GROSS MARGIN GROSS MARGIN % | 241,184 36.1 | 199,616 32.0 | 41,568 4.1 | 30,316 31.8 | 240,580 36.0 |
| 29.4 | 23.7 | 5.7 | GROSS MARGIN 70 | 30.1 | 32.0 | 4.1 | 31.0 | 30.0 |
| 93.9 | 80.9 | 13.1 | EVENT SERVICES OFFICE | 80.4 | 77.7 | 2.7 | 87.3 | 80.3 |
| 100.0 | 100.0 | 0.0 | RECREATION & GAMES | 98.5 | 100.0 | <1.5> | 100.0 | 97.4 |
| 9.0 | 2.2 | 6.8 | AU POST OFFICE | 2.3 | 2.2 | 0.1 | 1.4 | 1.7 |
| | | | | | | | | |
| 30,598 | 59,843 | | STUDENT UNION OPS | 105,910 | 128,613 | <22,703> | 60,410 | 120,494 |
| 1,246 | 1,500 9,903 | <254> 410 | RECREATION & GAMES AU POST OFFICE | 11,132 67,260 | 12,221 66,602 | <1,089> 658 | 1,053 | 11,926 |
| 10,313 42,157 | 71,246 | <29,089> | 4 | 67,260 184,303 | 207,436 | <23,133> | 10,953 72,415 | 66,802 199,222 |
| 65,098 | 89,528 | <24,430> | GROSS MARGIN/OTHER | 425,486 | 407,052 | 18,434 | 102,731 | 439,801 |
| 55/555 | 55,522 | | | | , | ==, == | | , |
| | | | Less: Controllable Exp | | | | | |
| [] | | | L | | | | | |
| 31,254 | 31,002 | | Career Wages | 218,012 | 217,014 | <998> | 30,097 | 207,799 |
| 15,111 46,364 | 19,002 50,004 | 3,891 3,640 | Student Wages TOTAL WAGES | 110,817 328,830 | 123,868 340,882 | 13,051 12,052 | 21,268 51,364 | 132,797 340,596 |
| 59.4 | 64.7 | 5.3 | WAGE % TO SALES | 49.2 | 54.6 | 5.4 | 53.9 | 51.0 |
| 33.1 | 01.7 | 3.3 | WAGE 70 TO SALES | 15.2 | 31.0 | 3.1 | 55.5 | 31.0 |
| 15,911 | 16,852 | 941 | Employee Benefits | 109,821 | 115,303 | 5,482 | 15,108 | 102,193 |
| 906 | 611 | <295> | Office Supplies | 13,873 | 8,301 | <5,572> | 698 | 9,995 |
| 3,191 | 3,320 | 129 | Telephone | 22,344 | 22,980 | 636 | 2,860 | 22,699 |
| 375 | 0 | <375> | | 687 | 1,150 | 463 | 1,110 | 1,844 |
| 0 | 0 | 0 | 24 Hour Study Lounge | 2,474 | 2,474 | 0 | 0 | 2,731 |
| 4,567 13 | 4,567 0 | 0 | Student Comm Art Training Programs | 5,393 2,520 | 5,495 5,108 | 102 2,588 | 4,567 0 | 5,495 3,896 |
| 1,081 | 89 | | Annual ASUCLA Events | 20,477 | 18,123 | <2,354> | 868 | 20,939 |
| 17,432 | 42,592 | 25,160 | Student Event Exp | 51,528 | 73,325 | 21,797 | 45,900 | 79,202 |
| 1,059 | 240 | | Operating Supplies | 1,962 | 1,995 | 33 | 522 | 3,134 |
| 0 | 0 | 0 | Tournament Prizes | 0 | 0 | 0 | 0 | 20 |
| 0 | 110 | 110 | Replacements | 0 | 447 | 447 | 0 | 608 |
| 0 | 0 | 0 | Uniforms | 838 | 600 | <238> | 0 | 500 |
| 291 | 50 | | Advertising | 938 | 804 | <134> | 52 | 828 |
| 539 | 595 | | Business Promotion | 3,295 | 4,177 | 882 | 528 | 3,762 |
| 684 0 | 350 0 | | Repairs & Maintenance Repairs & Mtce-Equip | 7,014 0 | 8,474 0 | 1,460 0 | 247 1,466 | 19,749 10,261 |
| 1,355 | 1,322 | | Bank Card Expense | 8,817 | 8,891 | 74 | 1,626 | 9,663 |
| 32 | 34 | | Overs/Shorts | 124 | 226 | 103 | 0 | <3> |
| 770 | 900 | 130 | Commission Expense | 6,515 | 7,332 | 817 | 784 | 7,697 |
| 0 | 0 | 0 | Student Support Svcs | 2,908 | 2,625 | <283> | 0 | 2,769 |
| 15,417 | 15,417 | 0 | Interaction Fund | 107,917 | 107,919 | 2 | 15,417 | 107,917 |
| 9,932 | 13,500 | 3,568 | STUDENT UNION EVENT F | 63,627 | 70,500 | 6,873 | 13,483 | 71,866 |
| 73,554 119,918 | 100,549 150,553 | 26,995 30,635 | TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP | 433,069 761,899 | 466,249 807,131 | 33,180 45,232 | 105,235 156,599 | 487,763 828,359 |
| 119,910 | 130,333 | 30,033 | GROSS CONTRIBUTION TO | 701,033 | 007,131 | 73,434 | 130,333 | 020,333 |
| <54,820> | <61,025> | 6,205 | SVCS AND ENTERPRISES | <336,413> | <400,079> | 63,666 | <53,868> | <388,557> |
| | | | | | | | | |
| | | | Less: Allocated Exp | | | | | |
| 3,209 | 3,400 | 191 | Allocated ExpHR | 22,994 | 23,793 | 799 | 3,182 | 22,059 |
| 5,634 | 6,813 | 1,179 | Allocated Exp. Fin | 33,249 | 32,126 | <1,123> | 7,784 | 31,954 |
| 2,378 | 2,920 | | Allocated ExpIS | 14,494 | 13,774 | <720> | 3,369 | 13,841 |
| 1,159 | 1,562 | 403 | Allocated Exp. Mktg | 6,781 | 7,370 | 589 | 1,715 | 7,323 |
| 3,447 | 4,305 | 858 | Allocated Exp Othr SA | 21,842 | 20,949 | <893> | 4,851 | 20,484 |
| 38,325 | 36,260 | • | Maintenance | 257,801 | 255,584 | <2,217> | 35,312 | 243,844 |
| 17,307 | 15,470 | <1,837> | | 135,831 | 116,432 | <19,399> | 16,480 | 116,594 |
| 14,418 | 17,290 | 2,872 | Depreciation | 99,875 | 121,030 | 21,155 | 16,612 | 123,029 |
| 85,876 | 88,020 | 2,144 | TOTAL ALLOCATED EXP | 592,866 | 591,058 | <1,808> | 89,305 | 579,128 |
| <140,696> | <149,045> | 8,349 | NET INCOME (LOSS) | <929,279> | <991,137> | 61,858 | <143,173> | <967,685> |
| | V: | , | . ′ | | , | , | , - | , |

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| ACTUAL BUDGET VARIANCE 284,286 290,207 5,921 6,332 300 <6,032> 28,948 30,524 1,576 319,566 321,031 1,465 7.1 6.6 <0.5> 0 0 0 0 2,000 2,000 121,488 140,552 19,064 11,358 7,679 <3,679> 7,989 9,910 1,921 1,024 1,118 94 1,024 1,118 94 0 20 20 20 20 Employee Relations 0 20 20 Employee Relations 7,012 59,42 1,369 773 2,142 1,369 70 20 Employee Relations 61 319 258 Employee Relations 7,012 61 319 258 Fingerprinting 6 < | 15 14,100 204,055 4 2,303,143 | 2/22/14) VARIANCE 31,192 <8,405> 14,772 | FISCAL YE LAST YEAF MONTH 289,719 0 | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------|-----------------------------------------|-------------------------------------|--------------------------|
| ACTUAL BUDGET VARIANCE | BUDGET 2,084,988 15 14,100 204,055 4 2,303,143 | 31,192 <8,405> 14,772 | MONTH 289,719 | |
| 6,332 300 <6,032> Limited Appointment 22,503 28,948 30,524 1,576 Student Wages 189,283 319,566 321,031 1,465 TOTAL WAGES 2,265,588 7.1 6.6 <0.5> WAGE % TO TOTAL SALES 5. 0 0 0 Emp Awards, Profess. 11,683 0 2,000 2,000 Emp Awards, Students 4,000 121,488 140,552 19,064 Employee Benefits 906,11- 11,358 7,679 <3,679> Office Supplies 70,34- 7,989 9,910 1,921 Telephone 59,42- 1,024 1,118 94 Postage 6,85- 773 2,142 1,369 Trav/Trips/Conference 4,35- 61 319 258 Employee Relations 7,01- 9 65 855 Fingerprinting 6 383 336 <47> Recruitment 2,76- 365 620 <td>15 14,100 204,055 4 2,303,143</td> <td><8,405> 14,772</td> <td>· ·</td> <td></td> | 15 14,100 204,055 4 2,303,143 | <8,405> 14,772 | · · | |
| 6,332 300 <6,032> Limited Appointment 22,503 28,948 30,524 1,576 Student Wages 189,283 319,566 321,031 1,465 TOTAL WAGES 2,265,588 7.1 6.6 <0.5> WAGE % TO TOTAL SALES 5. 0 0 0 Emp Awards, Profess. 11,683 0 2,000 2,000 Emp Awards, Students 4,000 121,488 140,552 19,064 Employee Benefits 906,11- 11,358 7,679 <3,679> Office Supplies 70,34- 7,989 9,910 1,921 Telephone 59,42- 1,024 1,118 94 Postage 6,85- 773 2,142 1,369 Trav/Trips/Conference 4,35- 61 319 258 Employee Relations 7,01- 9 65 855 Fingerprinting 6 383 336 <47> Recruitment 2,76- 365 620 <td>15 14,100 204,055 4 2,303,143</td> <td><8,405> 14,772</td> <td>· ·</td> <td></td> | 15 14,100 204,055 4 2,303,143 | <8,405> 14,772 | · · | |
| 28,948 30,524 1,576 Student Wages 189,28 319,566 321,031 1,465 TOTAL WAGES 2,265,58 7.1 6.6 <0.5> WAGE % TO TOTAL SALES 5.5 0 0 0 Emp Awards, Profess. 11,68 0 2,000 2,000 Emp Awards, Students 4,00 121,488 140,552 19,064 Employee Benefits 906,11 11,358 7,679 <3,679> Office Supplies 70,34 7,989 9,910 1,921 Telephone 59,42 1,024 1,118 94 Postage 6,85 773 2,142 1,369 Trav/Trips/Conference 4,35 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,01 383 336 <47> Recruitment 2,76 365 620 255 Operating Supplies 97 0 0 0 | 204,055 4 2,303,143 | 14,772 | () | 2,019,897 |
| 319,566 321,031 1,465 7.1 6.6 <0.5> WAGE % TO TOTAL SALES 5.5 | 2,303,143 | | - | 1,257 |
| 7.1 6.6 <0.5> WAGE % TO TOTAL SALES 5.5 0 0 0 Emp Awards, Profess. 11,68:6 0 2,000 2,000 Emp Awards, Students 4,00:0 121,488 140,552 19,064 Employee Benefits 906,11:4 11,358 7,679 <3,679> Office Supplies 70,34 7,989 9,910 1,921 Telephone 59,42:4 1,024 1,118 94 Postage 6,85:4 773 2,142 1,369 Trav/Trips/Conference 4,35:4 0 20 20 Expense Allowance 6.85:4 1 319 258 Employee Relations 7,01:3 0 855 855 Fingerprinting 6.85:4 383 336 <47> Recruitment 2,76:3 365 620 255 Operating Supplies 97:5 0 0 0 Freight Out 6.85:4 0 0 47.5 Security Expense <59:4 <td></td> <td>27 550</td> <td>30,045 319,764</td> <td>193,664 2,214,818</td> | | 27 550 | 30,045 319,764 | 193,664 2,214,818 |
| 0 0 0 Emp Awards, Profess. 11,683 0 2,000 2,000 Emp Awards, Students 4,000 121,488 140,552 19,064 Employee Benefits 906,114 11,358 7,679 <3,679> Office Supplies 70,344 7,989 9,910 1,921 Telephone 59,426 1,024 1,118 94 Postage 6,856 773 2,142 1,369 Trav/Trips/Conference 4,352 0 20 20 Expense Allowance 6,856 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,766 365 620 255 Operating Supplies 97 0 0 Freight Out 6 0 0 Freight Out 6 <t< td=""><td>5.5</td><td>37,559 <0.2></td><td>7.2</td><td>5.3</td></t<> | 5.5 | 37,559 <0.2> | 7.2 | 5.3 |
| 0 2,000 2,000 Emp Awards, Students 4,000 121,488 140,552 19,064 Employee Benefits 906,11- 11,358 7,679 <3,679> Office Supplies 70,34- 7,989 9,910 1,921 Telephone 59,42- 1,024 1,118 94 Postage 6,85- 773 2,142 1,369 Trav/Trips/Conference 4,35- 61 319 258 Employee Relations 7,01- 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,76- 365 620 255 Operating Supplies 97- 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94- <327> <1,000> <673> Security Equipment 78 2,613 2,658 45 Alarm Monitoring 19,40- 1,005 1,000 <5> A | I | V0.22 | 7.2 | 5.5 |
| 121,488 140,552 19,064 Employee Benefits 906,11-10,100 11,358 7,679 <3,679> Office Supplies 70,34-10,34-10 7,989 9,910 1,921 Telephone 59,42-10 1,024 1,118 94 Postage 6,85-10 773 2,142 1,369 Trav/Trips/Conference 4,35-10 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,01-10 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,76-10 365 620 255 Operating Supplies 97-10 307 300 <7> Uniforms 1,94-10 <327> <1,000> <673> Security Expense <59-10 | 2 10,200 | <1,482> | 0 | 9,770 |
| 11,358 7,679 <3,679> Office Supplies 70,34 7,989 9,910 1,921 Telephone 59,426 1,024 1,118 94 Postage 6,856 773 2,142 1,369 Trav/Trips/Conference 4,359 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,766 365 620 255 Operating Supplies 97 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <596 | 0 4,000 | 0 | 2,000 | 2,000 |
| 7,989 9,910 1,921 Telephone 59,426 1,024 1,118 94 Postage 6,856 773 2,142 1,369 Trav/Trips/Conference 4,359 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,766 365 620 255 Operating Supplies 97 0 0 0 Freight Out 6 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <59 | | 82,727 | 130,979 | 893,643 |
| 1,024 1,118 94 Postage 6,856 773 2,142 1,369 Trav/Trips/Conference 4,359 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,76 365 620 255 Operating Supplies 97 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <59 | | <14,219> | 7,076 | 51,479 |
| 773 2,142 1,369 Trav/Trips/Conference 4,353 0 20 20 Expense Allowance 6 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,763 365 620 255 Operating Supplies 97 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <59 | | 8,841 | 7,981 | 62,942 |
| 0 20 20 Expense Allowance 0 61 319 258 Employee Relations 7,013 0 855 855 Fingerprinting 6 383 336 <47> Recruitment 2,763 365 620 255 Operating Supplies 974 0 0 0 Freight Out 6 307 300 <7> Uniforms 1,943 <327> <1,000> <673> Security Expense <594 | | 814 | 1,053 | 6,559 |
| 61 319 258 Employee Relations 7,01: 0 855 855 Fingerprinting 0 383 336 <47> Recruitment 2,76: 365 620 255 Operating Supplies 97: 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94: <327> <1,000> <673> Security Expense <59: | 5 16,397 0 140 | 12,042 140 | 482 0 | 14,795 0 |
| 0 855 855 Fingerprinting 0 383 336 <47> Recruitment 2,76 365 620 255 Operating Supplies 97- 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <59 | | 75 | 231 | 9,432 |
| 383 336 <47> Recruitment 2,76 365 620 255 Operating Supplies 97 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <59 | 0 5,985 | 5,985 | 0 | 1,784 |
| 365 620 255 Operating Supplies 974 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <598 | | 277 | 840 | 2,125 |
| 0 0 0 Freight Out 0 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <598 | | 2,646 | 53 | 1,631 |
| 307 300 <7> Uniforms 1,94 <327> <1,000> <673> Security Expense <598 | 0 0 | 0 | 14 | 14 |
| 384 50 <334> Security Equipment 78. 2,613 2,658 45 Alarm Monitoring 19,40 1,005 1,000 <5> Advertising 7,46 2,225 2,100 <125> Benefits U Adv 14,82 4,446 5,318 872 Repairs & Maintenance 33,61 0 0 0 Repair-Mtce Computer 5,20 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | 7 2,100 | 153 | 307 | 1,781 |
| 2,613 2,658 45 Alarm Monitoring 19,408 1,005 1,000 <5> Advertising 7,468 2,225 2,100 <125> Benefits U Adv 14,829 4,446 5,318 872 Repairs & Maintenance 33,618 0 0 Repairs & Maintenance 5,200 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | | <450> | <5,532> |
| 1,005 1,000 <5> Advertising 7,46 2,225 2,100 <125> Benefits U Adv 14,82 4,446 5,318 872 Repairs & Maintenance 33,61 0 0 0 Repair-Mtce Computer 5,20 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | <433> | 0 | 1,275 |
| 2,225 2,100 <125> Benefits U Adv 14,829 4,446 5,318 872 Repairs & Maintenance 33,619 0 0 0 Repair-Mtce Computer 5,200 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | <802> | 2,619 | 18,089 |
| 4,446 5,318 872 Repairs & Maintenance 33,618 0 0 0 Repair-Mtce Computer 5,200 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | <465> | <38> | 4,531 |
| 0 0 0 Repair-Mtce Computer 5,200 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | <125> | 2,572 | 14,008 |
| 8,624 10,320 1,696 Repairs & Mtce-Equip 70,799 | | 4,138 <5,200> | 4,210 0 | 37,897 0 |
| | | 1,441 | 11,481 | 65,653 |
| o o riming | | 18 | 37 | 697 |
| 10,823 10,823 0 Bruin One Card Exp 67,293 | | 0 | 11,023 | 63,031 |
| <16> 82 98 Overs/Shorts <12 | | 187 | <4> | 87 |
| 18,041 22,484 4,443 Insurance Expense 126,28 | 7 157,388 | 31,101 | 20,440 | 143,080 |
| 2,869 4,713 1,844 Professional Services 21,19 | 7 25,558 | 4,361 | 2,749 | 21,542 |
| 917 928 11 Legal 6,41 | | <29> | 773 | 5,408 |
| 9,733 10,427 694 External Audit 68,63 | | 4,358 | 10,123 | 70,860 |
| 1,103 1,200 98 Temp Agency Service 4,75. | | 48 | 1,031 | 6,028 |
| 9,583 9,442 <141> Internal Audit 67,08 | | <989> | 9,167 | 64,167 |
| 488 0 <488> Tax Consulting 3,839 9,664 10,300 636 Board of Directors 66,500 | | <462> | 11 179 | 3,275 |
| 9,664 10,300 636 Board of Directors 66,500 20 0 <20> Special Projects 3,380 | | 5,300 6,614 | 11,178 990 | 72,048 12,787 |
| 3,550 5,202 1,652 Misc. Bank Charges 22,546 | | 3,068 | 3,845 | 23,663 |
| 6,316 3,074 <3,242> Armored Carrier Expense 24,179 | | <2,660> | 3,268 | 21,175 |
| 7,417 7,635 218 UCOP Payroll Services 51,91 | | 1,528 | 7,417 | 51,918 |
| 15,929 15,929 0 UCLA Recharge Expense 111,500 | | 0 | 15,498 | 108,486 |
| 505 300 <205> Special Events 18,28 | 18,000 | <281> | 63 | 17,464 |
| 259,659 288,842 29,183 TOTAL OTHER CONTROL. 1,891,24- | | 142,313 | 269,006 | 1,879,592 |
| 579,226 609,873 30,647 TOTAL CONTROLLABLE EXP 4,156,826 | 8 4,336,700 | 179,872 | 588,771 | 4,094,410 |
| Less: Allocated Exp | | | | |
| | | | | _ |
| 15,656 16,081 425 Maintenance 105,31 | | 8,038 | 14,425 | 99,609 |
| 7,070 6,861 <209> Utilities 55,48 | | <3,849> | 6,733 | 47,629 |
| 11,539 17,225 5,686 Depreciation 105,863 34,265 40,167 5,902 TOTAL ALLOCATED EXP 266,664 | | 14,708 18,898 | 14,530 35,688 | 105,156 252,394 |
| 613,490 650,040 36,550 NET EXPENSE 4,423,493 | | 198,770 | 624,459 | 4,346,804 |
| 013,130 030,040 30,330 NET EAFLINGE 4,423,435 | 7,022,202 | 130,770 | 027,733 | 7,570,007 |
| <541,037> <578,900> <37,863> Allocated-Svs and Ent <3,852,630 | <4,036,236> | <183,606> | <530,987> | <3,706,018> |
| <26,661> <26,661> 0 Allocated-USAC <182,713 | | | <26,144> | <177,131> |
| <3,732> <3,732> 0 Allocated-GSA <24,240 | | | | <24,246> |
| <42,060> <40,747> 1,313 Allocated-Comm Board <363,903 | 6> <24,246> | . 0 | <3,732> | |
| <613,490> <650,040> <36,550> TOTAL OTHER <4,423,493 | | | <3,/32> <63,596> | <439,409> |
| A TOTAL PROPERTY | 3> <379,065> | <15,162> | | <439,409> <4,346,804> |
| 0 0 0 TOTAL EXPENSE | 3> <379,065> | <15,162> | <63,596> | |

MAINTENANCE DIVISION EXPENSE STATEMENT

| FEB. (| 07(01/26/14-02/2 | 22/14) | |
|-----------|------------------|----------|-------------------------|
| | CURRENT MONTH | | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 94,602 | 99,684 | 5,082 | Career Wages |
| 4,019 | , 0 | <4,019> | Limited Appointment |
| 295 | 540 | 245 | Student Wages |
| <120> | <80> | 40 | Labor Recharge |
| <4,483> | <4,139> | 344 | Billed Labor Costs |
| <5,890> | <4,500> | 1,390 | Capitalized Wages |
| 88,423 | 91,505 | 3,082 | TOTAL WAGES |
| | , | 7 | |
| 58,417 | 61,659 | 3,242 | Employee Benefits |
| 248 | 145 | | Office Supplies |
| 743 | 741 | | Telephone |
| 0 | 30 | 30 | Trav/Trips/Conference |
| 5,987 | 4,605 | <1,382> | |
| 4,247 | 4,265 | 18 | Cleaning Supplies |
| 1,282 | 1,469 | 187 | Replacements |
| 364 | 649 | 285 | Laundry |
| 21,326 | 14,905 | | Repairs & Maintenance |
| 2,932 | 2,925 | | Repairs & Mtce-Elevator |
| 0 | 50 | 50 | Repairs & Mtce-Equip |
| 343 | 200 | | Painting Program |
| 0 | 100 | 100 | Incidental Proj Exp |
| 2,628 | 3,750 | | Air Conditioning-Maint |
| 10,912 | 8,107 | , | Rub Remvl/Hauling |
| 3,746 | 3,573 | , | Rodent & Pest Control |
| 1,929 | 615 | | Rentals-Truck |
| 0 | 0 | . 0 | Janitorial |
| 115,103 | 107,788 | <7,315> | TOTAL OTHER CONTROL. |
| 203,526 | 199,293 | <4,233> | TOTAL CONTROLLABLE EXP |
| , | , | , | |
| | | | Less: Allocated Exp |
| | | | - |
| 13,860 | 16,138 | 2,278 | Depreciation |
| 13,860 | 16,138 | 2,278 | TOTAL ALLOCATED EXP |
| 217,386 | 215,431 | <1,955> | NET EXPENSE |
| | | | |
| <185,258> | <183,836> | 1,422 | Allocated-Svs and Ent |
| <6,001> | <6,001> | 0 | Allocated-USAC |
| <2,644> | <2,644> | 0 | Allocated-GSA |
| <7,828> | <6,869> | 959 | Allocated-Comm Board |
| <15,656> | <16,081> | <425> | Allocated-A & SS |
| <217,386> | <215,431> | 1,955 | TOTAL OTHER |
| · | | | |
| 0 | 0 | <0> | TOTAL EXPENSE |

| FISCAL YEAR 13-14 FISCAL YEAR 12 | | | | | | |
|----------------------------------|-----------------|------------------|-----------|-------------|--|--|
| | MO(07/28/13-02/ | LAST YEAR ACTUAL | | | | |
| | | | | | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD | | |
| | | | | | | |
| 667,902 | 709,003 | 41,101 | 87,125 | 627,011 | | |
| 15,915 | 0 | <15,915> | 5,594 | 21,523 | | |
| 295 | 3,780 | 3,485 | 0 | 0 | | |
| <4,360> | <560> | 3,800 | <280> | <1,210> | | |
| <30,346> | <29,986> | 360 | <4,011> | <29,813> | | |
| <62,658> | <31,500> | 31,158 | 0 | <35,543> | | |
| 586,749 | 650,737 | 63,988 | 88,428 | 581,968 | | |
| · | | | | | | |
| 404,591 | 429,836 | 25,245 | 49,513 | 370,252 | | |
| 939 | 1,435 | 496 | 135 | 1,807 | | |
| 4,828 | 4,807 | <21> | 618 | 4,602 | | |
| 168 | 1,110 | 942 | 0 | 0 | | |
| 31,756 | 32,232 | 476 | 4,039 | 30,880 | | |
| 31,283 | 32,424 | 1,141 | 4,755 | 32,233 | | |
| | · | | • | • | | |
| 9,267 | 8,148 | <1,119> | 1,487 | 8,549 | | |
| 2,677 | 4,591 | 1,914 | 305 | 4,820 | | |
| 138,311 | 104,335 | <33,976> | 13,893 | 106,313 | | |
| 20,776 | 22,550 | 1,774 | 2,752 | 21,477 | | |
| 0 | 350 | 350 | 86 | 290 | | |
| 1,639 | 1,400 | <239> | 277 | 1,163 | | |
| 0 | 700 | 700 | 0 | 277 | | |
| 25,582 | 26,250 | 668 | 5,417 | 27,009 | | |
| 55,870 | 54,693 | <1,177> | 8,784 | 53,575 | | |
| 24,820 | 25,013 | 193 | 4,043 | 25,275 | | |
| 8,082 | 4,530 | <3,552> | 821 | 4,666 | | |
| 2,592 | 0 | <2,592> | 0 | 0 | | |
| 763,181 | 754,404 | <8,777> | 96,925 | 693,188 | | |
| 1,349,930 | 1,405,141 | 55,211 | 185,353 | 1,275,156 | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 114,730 | 112,966 | <1,764> | 15,332 | 111,442 | | |
| 114,730 | 112,966 | <1,764> | 15,332 | 111,442 | | |
| 1,464,660 | 1,518,107 | 53,447 | 200,685 | 1,386,599 | | |
| | | | | | | |
| <1,246,179> | <1,295,795> | <49,616> | <170,695> | <1,178,714> | | |
| <42,007> | <42,007> | 0 | <6,058> | <42,406> | | |
| <18,508> | <18,508> | 0 | <2,295> | <16,065> | | |
| <52,655> | <48,448> | 4,207 | <7,212> | <49,804> | | |
| <105,311> | <113,349> | <8,038> | <14,425> | <99,609> | | |
| <1,464,660> | <1,518,107> | <53,447> | <200,685> | <1,386,598> | | |
| | . , | , | , | | | |
| 0 | 0 | <0> | <0> | 1 | | |

UTILITIES EXPENSE STATEMENT

| FEB. (| 07(01/26/14-02/2 | 22/14) | |
|----------|------------------|----------|------------------------|
| | Current Month | 1 | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 11,008 | 8,404 | <2,604> | Chiller Water |
| 53,810 | 60,064 | 6,254 | Elec-Non Air Cond. |
| 14,113 | 11,022 | <3,091> | Water-Non Air Cond. |
| 15,101 | 10,437 | <4,664> | Steam-Non Air Cond. |
| 4,549 | 2,873 | <1,676> | Gas |
| 98,581 | 92,800 | <5,781> | TOTAL OTHER CONTROL. |
| 98,581 | 92,800 | <5,781> | TOTAL CONTROLLABLE EXP |
| | | | |
| <83,658> | <78,432> | 5,226 | Allocated-Svs and Ent |
| <2,998> | <2,998> | 0 | Allocated-USAC |
| <1,321> | <1,321> | 0 | Allocated-GSA |
| <3,535> | <3,188> | 347 | Allocated-Comm Board |
| <7,070> | <6,861> | 209 | Allocated-A & SS |
| <98,581> | <92,800> | 5,781 | TOTAL OTHER |
| | | | 1 |
| 0 | 0 | 0 | TOTAL EXPENSE |

| F. | ISCAL YEAR 13-1 | FISCAL YEAR 12-13 | | |
|-----------|-----------------|-------------------|----------|-----------|
| YTD 7 | MO(07/28/13-02/ | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET VARIANCE | | MONTH | YTD |
| | | | | |
| 134,087 | 112,741 | <21,346> | <101> | 119,227 |
| 459,299 | 437,378 | <21,921> | 71,786 | 439,720 |
| 62,865 | 68,850 | 5,985 | 10,351 | 60,983 |
| 93,727 | 59,813 | <33,914> | 9,022 | 25,996 |
| 20,071 | 17,382 | <2,689> | 2,348 | 14,622 |
| 770,049 | 696,164 | <73,885> | 93,406 | 660,548 |
| 770,049 | 696,164 | <73,885> | 93,406 | 660,548 |
| | | | | |
| <656,592> | <590,307> | 66,285 | <79,665> | <563,604> |
| <20,980> | <20,980> | 0 | <2,642> | <18,494> |
| <9,247> | <9,247> | 0 | <1,001> | <7,007> |
| <27,743> | <23,994> | 3,749 | <3,366> | <23,815> |
| <55,487> | <51,638> | 3,849 | <6,732> | <47,628> |
| <770,049> | <696,166> | 73,883 | <93,406> | <660,548> |
| <0> | <2> | <2> | 0 | 0 |