ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/24/13 - 03/30/13)

Prepared

April 15, 2013

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		MA	RCH (02/24	/13 - 03/30/1	3)			FY 1	1-12]	FISCAL YEAR 2012-2013					FY 1	1-12			
			CURREN	T MONTH				**	•				YTD 8	MONTHS (0	7/29/12 - 03				*1	•
ACTU	JAL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YEAR ACT	
				ACT/	BUD	ACT/LY	/ ACT									/BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,524		3,614		(90)	(2.5%)	343	10.8%	3,181		UCLA Store	33,731		35,394		(1,663)	(4.7%)	109	0.3%	33,622	
1,607		1,434		173	12.1%	131	8.9%	1,476		UCLA Restaurants	10,273		9,939		334	3.4%	1,113	12.2%	9,160	
240		214		26	12.1%	47	24.4%	193		Services Division	2,402		2,467		(65)	(2.6%)	226	10.4%	2,176	
152		131		21	16.0%	0	0.0%	152		UCLA Student Union	1,019		952		67	7.0%	44	4.5%	975	
5,523		5,393		130	2.4%	521	10.4%	5,002		TOTAL	47,425		48,752		(1,327)	(2.7%)	1,492	3.2%	45,933	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,120	31.8%	1,172	32.4%	(52)	(0.6)	58	(1.6)	1,062	33.4%	UCLA Store	10,237	30.3%	10,735	30.3%	(498)	0.0	235	0.6	10,002	29.7%
1,138	70.8%	1,015	70.8%	123	0.0	113	1.4	1,025	69.4%	UCLA Restaurants	7,246	70.5%	7,024	70.7%	222	(0.2)	850	0.7	6,396	69.8%
237	98.8%	213	99.5%	24	(0.7)	45	(0.7)	192	99.5%	Services Division	2,397	99.8%	2,464	99.9%	(67)	(0.1)	225	0.0	2,172	99.8%
77	50.7%	72	55.0%	5	(4.3)	(1)	(0.6)	78	51.3%	UCLA Student Union	517	50.7%	472	49.6%	45	1.1	38	1.6	479	49.1%
2,572	46.6%	2,472	45.8%	100	8.0	215	(0.5)	2,357	47.1%	TOTAL	20,397	43.0%	20,695	42.4%	(298)	0.6	1,348	1.5	19,049	41.5%
										WAGES & BENEFITS										
540	15.3%	610	16.9%	70	1.6	9	2.0	549	17.3%	UCLA Store	4,218	12.5%	4,651	13.1%	433	0.6	49	0.2	4,267	12.7%
697	43.4%	664	46.3%	(33)	2.9	(51)	0.4	646	43.8%	UCLA Restaurants	4,725	46.0%	4,799	48.3%	74	2.3	(273)	2.6	4,452	48.6%
50	20.8%	52	24.3%	2	3.5	(6)	2.0	44	22.8%	Services Division	373	15.5%	402	16.3%	29	0.8	(10)	1.2	363	16.7%
69	45.4%	71	54.2%	2	8.8	0	0.0	69	45.4%	UCLA Student Union	512	50.2%	534	56.1%	22	5.9	(7)	1.6	505	51.8%
1,356	24.6%	1,397	25.9%	41	1.3	(48)	1.5	1,308	26.1%	TOTAL	9,828	20.7%	10,386	21.3%	558	0.6	(241)	0.2	9,587	20.9%
										OTHER CONTROLLABLES *										
206	5.8%	164	4.5%	(42)	(1.3)	(54)	(1.0)	152	4.8%	UCLA Store	1,656	4.9%	1,536	4.3%	(120)	(0.6)	(163)	(0.5)	1,493	4.4%
171	10.6%	139	9.7%	(32)	(0.9)	(28)	(0.9)	143	9.7%	UCLA Restaurants	1,177	11.5%	1,107	11.1%	(70)	(0.4)	(213)	(1.0)	964	10.5%
73	30.4%	72	33.6%	(1)	3.2	(22)	(4.0)	51	26.4%	Services Division	816	34.0%	862	34.9%	46	0.9	(103)	(1.2)	713	32.8%
57	37.5%	46	35.1%	(11)	(2.4)	5	3.3	62	40.8%	UCLA Student Union	443	43.5%	390	41.0%	(53)	(2.5)	(21)	(0.2)	422	43.3%
507	9.2%	421	7.8%	(86)	(1.4)	(99)	(1.0)	408	8.2%	TOTAL	4,092	8.6%	3,895	8.0%	(197)	(0.6)	(500)	(8.0)	3,592	7.8%
										CONTRIBUTION										
375	10.6%	398	11.0%	(23)	(0.4)	13	(0.8)	362	11.4%	UCLA Store	4,363	12.9%	4,549	12.9%	(186)	0.0	121	0.3	4,242	12.6%
270	16.8%	211	14.7%	59	2.1	33	0.7	237	16.1%	UCLA Restaurants	1,344	13.1%	1,118	11.2%	226	1.9	364	2.4	980	10.7%
115	47.9%	89	41.6%	26	6.3	18	(2.4)	97		Services Division	1,209	50.3%	1,200	48.6%	9	1.7	113	(0.1)	1,096	50.4%
(50)	(32.9%)	(44)	(33.6%)	(6)	0.7	3	2.0	(53)	(34.9%)	UCLA Student Union	(438)	(43.0%)	(451)	(47.4%)	13	4.4	10	2.9	(448)	(45.9%)
710	12.9%	654	12.1%	56	8.0	67	0.0	643	12.9%	TOTAL	6,478	13.7%	6,416	13.2%	62	0.5	608	0.9	5,870	12.8%
										ALLOCATED EXPENSES										
544	9.8%	524	9.7%	(20)	(0.1)	(52)	0.0	492		Admin&Support Services	3,998	8.4%	4,168	8.5%	170	0.1	(95)	0.1	3,903	8.5%
211	3.8%	183	3.4%	(28)	(0.4)	(39)	(0.4)	172	3.4%	Maintenance Division	1,378	2.9%	1,435	2.9%	57	0.0	(53)	0.0	1,325	2.9%
87	1.6%	85	1.6%	(2)	0.0	4	0.2	91	1.8%	Utilities	698	1.5%	634	1.3%	(64)	(0.2)	(115)	(0.2)	583	1.3%
216	3.9%	237	4.4%	21	0.5	2	0.5	218	4.4%	Depreciation	1,787	3.8%	1,894	3.9%	107	0.1	(163)	(0.3)	1,624	3.5%
1,058	19.2%	1,029	19.1%	(29)	(0.1)	(85)	0.3	973	19.5%	TOTAL	7,861	16.6%	8,131	16.7%	270	0.1	(426)	(0.4)	7,435	16.2%
										NET INCOME (LOSS)										
(348)	(6.3%)	(375)	(7.0%)	27	0.7	(18)	0.3	(330)	(6.6%)	FROM OPERATIONS	(1,383)	(2.9%)	(1,715)	(3.5%)	332	0.6	182	0.5	(1,565)	(3.4%)
										OTHER INC/(EXP)										
24	0.4%	0	0.0%	24	0.4	11	0.1	13		Non-Recurrent Inc/(Exp)	41	0.1%	0	0.0%	41	0.1	2	0.0	39	0.1%
15	0.3%	14	0.3%	1	0.0	(3)	(0.1)	18	0.4%	Interest Income	155	0.3%	128	0.3%	27	0.0	(6)	(0.1)	161	0.4%
(54)	(1.0%)	(54)	(1.0%)	0	0.0	2	0.1	(56)	(1.1%)	Interest (Expense)	(429)	(0.9%)	(429)	(0.9%)	0	0.0	22	0.1	(451)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
202	3.7%	202	3.7%	0	0.0	16	0.0	186	3.7%	Student Union Fee Income	1,619	3.4%	1,619	3.3%	0	0.1	135	0.2	1,484	3.2%
187	3.4%	162	3.0%	25	0.4	26	0.2	161	3.2%	TOTAL	1,386	2.9%	1,318	2.7%	68	0.2	153	0.2	1,233	2.7%
(161)	(2.9%)	(213)	(3.9%)	52	1.0	8	0.5	(169)	(3.4%)	NET INCOME (LOSS)	3	0.0%	(397)	(0.8%)	400	0.8	335	0.7	(332)	(0.7%)
* Without Be	nefits																			

Without Benefits

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

MARCH (02/24/13 - 03/30/13)						FY 1	1-12	FISCAL YEAR 2012-2013						FY 1	1-12					
			CURREN	T MONTH				*1	•					MONTHS (0	7/29/12 - 03				*	*
ACT	UAL	BUDO	SET		VARIA			LAST YE	AR ACT		ACTU	JAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY		_			_				ACT/BUD				. 0/	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,524		3,614		(90)	(2.5%)	343	10.8%	3,181		UCLA Store	33,731		35,394		(1,663)	(4.7%)	109	0.3%	33,622	
1,607		1,434		173	12.1%	131	8.9%	1,476		UCLA Restaurants	10,273		9,939		334	3.4%	1,113	12.2%	9,160	
240		214		26	12.1%	47	24.4%	193		Services Division	2,402		2,467		(65)	(2.6%)	226	10.4%	2,176	
152		131		21	16.0%	0	0.0%	152		UCLA Student Union	1,019		952		67	7.0%	44	4.5%	975	
5,523		5,393		130	2.4%	521	10.4%	5,002		TOTAL	47,425		48,752		(1,327)	(2.7%)	1,492	3.2%	45,933	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,120	31.8%	1,172	32.4%	(52)	(0.6)	58	(1.6)	1,062		UCLA Store	10,237	30.3%	10,735	30.3%	(498)	0.0	235	0.6	10,002	29.7%
1,138	70.8%	1,015	70.8%	123	0.0	113	1.4	1,025		UCLA Restaurants	7,246	70.5%	7,024	70.7%	222	(0.2)	850	0.7	6,396	69.8%
237	98.8%	213	99.5%	24	(0.7)	45	(0.7)	192	99.5%	Services Division	2,397	99.8%	2,464	99.9%	(67)	(0.1)	225	0.0	2,172	99.8%
77	50.7%	72	55.0%	5	(4.3)	(1)	(0.6)	78	51.3%	UCLA Student Union	517	50.7%	472	49.6%	45	1.1	38	1.6	479	49.1%
2,572	46.6%	2,472	45.8%	100	8.0	215	(0.5)	2,357	47.1%	TOTAL	20,397	43.0%	20,695	42.4%	(298)	0.6	1,348	1.5	19,049	41.5%
										TOTAL CONTROLLABLES										
746	21.2%	774	21.4%	28	0.2	(45)	0.8	701		UCLA Store	5,874	17.4%	6,187	17.5%	313	0.1	(114)	(0.3)	5,760	17.1%
868	54.0%	804	56.1%	(64)	2.1	(80)	(0.6)	788	53.4%	UCLA Restaurants	5,902	57.5%	5,906	59.4%	4	1.9	(486)	1.6	5,416	59.1%
123	51.3%	124	57.9%	1	6.6	(28)	(2.1)	95	49.2%	Services Division	1,188	49.5%	1,264	51.2%	76	1.7	(112)	(0.1)	1,076	49.4%
127	83.6%	117	89.3%	(10)	5.7	4	2.6	131	86.2%	UCLA Student Union	955	93.7%	924	97.1%	(31)	3.4	(28)	1.4	927	95.1%
1,864	33.7%	1,819	33.7%	(45)	0.0	(149)	0.6	1,715	34.3%	TOTAL	13,919	29.3%	14,281	29.3%	362	0.0	(740)	(0.6)	13,179	28.7%
										CONTRIBUTION										
375	10.6%	398	11.0%	(23)	(0.4)	13	(0.8)	362	11.4%	UCLA Store	4,363	12.9%	4,549	12.9%	(186)	0.0	121	0.3	4,242	12.6%
270	16.8%	211	14.7%	59	2.1	33	0.7	237	16.1%	UCLA Restaurants	1,344	13.1%	1,118	11.2%	226	1.9	364	2.4	980	10.7%
115	47.9%	89	41.6%	26	6.3	18	(2.4)	97	50.3%	Services Division	1,209	50.3%	1,200	48.6%	9	1.7	113	(0.1)	1,096	50.4%
(50)	(32.9%)	(44)	(33.6%)	(6)	0.7	3	2.0	(53)	(34.9%)		(438)	(43.0%)	(451)	(47.4%)	13	4.4	10	2.9	(448)	(45.9%)
710	12.9%	654	12.1%	56	8.0	67	0.0	643	12.9%	TOTAL	6,478	13.7%	6,416	13.2%	62	0.5	608	0.9	5,870	12.8%
										ALLOCATED EXPENSES										
535	15.2%	534	14.8%	(1)	(0.4)	(44)	0.2	491		UCLA Store	4,194	12.4%	4,378	12.4%	184	0.0	(50)	(0.1)	4,144	12.3%
378	23.5%	364	25.4%	(14)	1.9	(26)	0.3	352	23.8%	UCLA Restaurants	2,594	25.3%	2,689	27.1%	95	1.8	(320)	(0.5)	2,274	24.8%
51	21.3%	45	21.0%	(6)	(0.3)	(8)	1.0	43	22.3%	Services Division	400	16.7%	402	16.3%	2	(0.4)	(25)	0.5	375	17.2%
94	61.8%	86	65.6%	(8)	3.8	(7)	(4.6)	87	57.2%	UCLA Student Union	673	66.0%	662	69.5%	(11)	3.5	(31)	(0.2)	642	65.8%
1,058	19.2%	1,029	19.1%	(29)	(0.1)	(85)	0.3	973	19.5%	TOTAL	7,861	16.6%	8,131	16.7%	270	0.1	(426)	(0.4)	7,435	16.2%
										NET INCOME (LOSS)										
										FROM OPERATIONS					4-1					
(158)	(2.9%)	(136)	(2.5%)	(22)	(0.4)	(29)	(0.3)	(129)	, ,	UCLA Store	169	0.4%	172	0.4%	(3)	0.0	70	0.2	99	0.2%
(109)	(2.0%)	(153)	(2.8%)	44	8.0	6	0.3	(115)	, ,	UCLA Restaurants	(1,249)	(2.6%)	(1,572)	(3.2%)	323	0.6	46	0.2	(1,295)	(2.8%)
63	1.1%	(130)	0.8%	19	0.3	9	0.0	54	1.1%	Services Division	809	1.7%	798	1.6%	11 1	0.1	88	0.1 0.1	721	1.6%
(144) (348)	(2.6%) (6.3%)	(130) (375)	(2.4%) (7.0%)	(14) 27	(0.2) 0.7	(4) (18)	0.2 0.3	(140) (330)	(2.8%)	UCLA Student Union TOTAL	(1,112) (1.383)	(2.3%) (2.9%)	(1,113) (1,715)	(2.3%) (3.5%)	332	0.0 0.6	(22) 182	0.1	(1,090) (1,565)	(2.4%)
(348)	(0.3%)	(3/3)	(1.0%)	21	0.7	(18)	0.3	(330)	(0.0%)		(1,383)	(2.9%)	(1,/15)	(3.5%)	332	0.0	182	0.0	(1,505)	(3.4%)
0.4	0.407		0.0%	2.1		4.4	0.4	40	0.007	OTHER INC/(EXP)	4	0.1%	0	0.0%	,,	0.1	_	0.0	20	0.1%
24 15	0.4% 0.3%	0 14	0.0%	24	0.4	11 (3)	0.1 (0.1)	13 18	0.3%	Non-Recurrent Inc/(Exp) Interest Income	41 155	0.1%	128	0.0%	41 27	0.1 0.0	2 (6)	0.0 (0.1)	39 161	0.1%
(54)	(1.0%)	(54)	(1.0%)	0	0.0	(3)	0.1)	(56)	(1.1%)	Interest (Expense)	(429)	(0.9%)	(429)	(0.9%)	0	0.0	(6) 22	0.1)	(451)	(1.0%)
(54)	0.0%	(54)	0.0%	0	0.0	0	0.1	(56)	0.0%	Income Taxes	(429)	0.9%)	(429)	0.9%)	0	0.0	0	0.0	(451)	0.0%
202	3.7%	202	3.7%	0	0.0	16	0.0	186	3.7%	Student Union Fee Income	1,619	3.4%	1,619	3.3%	0	0.0	135	0.0	1,484	3.2%
187	3.4%	162	3.0%	25	0.4	26	0.2	161	3.2%	TOTAL	1,386	2.9%	1,318	2.7%	68	0.1	153	0.2	1,233	2.7%
(161)	(2.9%)	(213)	(3.9%)	52	1.0	8	0.5	(169)		NET INCOME (LOSS)	3	0.0%	(397)	(0.8%)	400	0.8	335	0.7	(332)	(0.7%)
(101)	(2.5%)	(213)	(3.9%)	52	1.0	0	0.5	(109)	(3.4%)	INC INCOME (LUSS)	3	0.0%	(397)	(0.0%)	400	0.8	აამ	U. <i>1</i>	(332)	(0.7%)

P/L Reconciliation Mar-13

Financial Analysis	\$00	00's
·	Ma	r-13
Budgeted Net Income/(Loss)		(213
UCLA Store		
Gross Margin:		
Bearwear gross income \$31K above plan due to timing; shift from April to March for Easter which is one week earlier than prior year	12	
Graduation Center gross income \$27K above plan primarily due to seasonal shift in business; this year Law School graduates were		
late in placing orders	10	
Computer Store gross income \$141K below plan due to continued downward sales trend for hardware purchases from individuals	(25)	
New Text gross income \$112K above plan due to new editions and bundles	15	
Used Text gross income \$94K below plan as used textbooks continue to get harder to obtain due to competition and rental	(27)	
Luvalle Books gross margin below plan due mostly to high Amazon sales which led to a large number of markouts	(6)	
Luvalle Essentials/Market gross margin below plan due mostly to lower sales from slow traffic and higher than budgeted cost of sales	(14)	
HSS Essentials/Market gross income \$12K below plan due to the opening of City Target in Westwood and cannibalization of sales		
from Court of Science Store	(7)	
Total Wages lower than plan primarily career	44	
Other, mostly negative controllables including payment to UCLA, direct mail advertising and repairs and maintenance	(25)	
Total Contribution	(20)	(23
UCLA Restaurants	$\overline{}$	(23
Gross Margin:		
Rubio's gross income above plan: budgeted for some CSSC cannibalization but customers have increased slightly in addition to a significant		
increase in their average check	8	
Panda gross income above plan due to slight increase in customer base and significant increase in average check	6	
	- 0	
Northern Lights gross income \$12K below plan due mainly to new sales program pending launch, and decrease in customer base due to surrounding competition	(9)	
North Campus Student Ctr. Gross income below plan due to continuing decline in customer count, and lost sales during Spring Break	(9)	
closure for new menu renovations	(20)	
	(20)	
Café Synapse gross margin below plan due to continued sales decline, higher than anticipated cannibalization from CSSC, and some waste	(11)	
from new menu testing and training, (management is working on continuing cost of sales inefficiencies)	(11)	
Cooperage gross income \$12K above plan as one week in budget very soft, and most of positive variance occurred at that time Catering gross income \$56K above plan mainly due to increased Athletic sales and several large unanticipated events. Additionally,		
increase in sales resulted in increased service fees and additional bar setups and china & action stations	44	
Concessions gross income \$113K above plan due to two unbudgeted MBB games, several other unanticipated high volume Athletic		
	90	
events, and consignment commission from the 3rd parties that were open for some of the unbudgeted events Total Wesses higher than plan primarily student	(38)	
Total Wages higher than plan primarily student Other, negative controllables mainly commission expense and repairs & maintenance	` ′	
Total Contribution	(16)	59
Services		39
Gross Margin: Licensing domestic income above plan mainly due to timing, one factor being royalty income associated with the spike in sales in the		
Store last December that are now being reported	12	
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours and rate corrections to prior	12	
period invoices for Blood Donor Center and Events	14	
Photography gross margin below plan due mostly to higher non-inventory cost of sales as several large-scale prints needed to be sent out	14	
to an external lab for processing	(3)	
Other	3	
		26
Total Contribution UCLA Student Union		∠0
Gross Margin: Post Office gross income \$21K above plan due to much higher sales trend than planned	5	
Other, negative controllables mainly student event expense as a result of higher student event income	(11)	
Total Contribution	(11)	14
Allocated Expenses and Other	$\overline{}$	(6
•	(20)	
A&SS higher than plan mainly office supplies, employee relations and timing for wages of hourly employees now on biweekly pay Maintanages higher than plan meetly due to timing for pay higher than plan meetly due to the pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than plan meetly due to timing for pay higher than the pay higher than plan meetly due to timing for pay higher t	(20)	
Maintenance higher than plan mostly due to timing for new biweekly pay of hourly employees	(28)	
Depreciation lower than plan due to timing of capital projects and reduced expenditures	21	
Other, mainly non-recurring due to acceptance of TGIF funding for 2 solar docks	23	
Total		(4
Actual Net Income/(Loss)		(16

ASUCLA P/L Reconciliation Year-To-Date Through March 2013

Financial Analysis						
Dudget J Net Learney (Lanc)		(205				
Budgeted Net Income/(Loss)		(39'				
UCLA Store						
Gross Margin:						
Bearwar gross income \$236K above plan due to fan enthusiasm after victory over USC at the Rose Bowl in November and timing for shift of Easter sales to March	55					
Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors	(20)					
negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetics Campus Photo Studio gross income \$27K below plan primarily due to timing (some sales will be recovered in future months)	(38)					
Bearwear MTW gross income \$220K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing	89					
The Market gross income \$98K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in						
October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack	(18)					
Essentials/Photo gross income \$46K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline						
in sales of office supplies due to the opening of City Target in Westwood	(22)					
Computer Store gross income \$1.75M below plan due to continued lower department and individual sales New Text gross program helow plan due to web and contal calculations to outside competition and student charges.	(279)					
New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock	(116)					
Course Reader Solutions gross income \$100K above plan due mostly to additional off campus sales not budgeted, and higher adoptions than prior year	58					
Luvalle Essentials/Market gross income \$68K below plan due to carryover deficit from a weak first quarter; traffic is slower than planned	(36)					
HSS Essentials/Market gross income \$86K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February	(42)					
HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items	(26)					
Kinross gross income \$64K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies)	(28)					
Total Wages lower than plan, mainly career	264					
Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA)	34	/10				
Total Contribution UCLA Restaurants		(186				
Gross Margin:						
Rubio's gross income above plan due to slight increase in customers, significant increase in average check and less cannibalizsyion from CSSC than planned	37					
Panda gross income above plan due to increase in customer base and increase in individual average consumption	16					
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	20					
Greenhouse gross income \$67K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	34					
Northern Lights gross income \$49K below plan due mainly to pending launch of new Panini sandwich program	(42)					
North Campus Student Ctr. gross income \$95K below plan due to continuing decline in customer count, with new operating plan still in development	(60)					
Café Synapse gross income \$100K below plan due to continued drop in sales and higher loss of sales to CSSC (working on new menu and operations plan)	(78)					
Luvalle Food Servery gross income \$63K below plan due to aggressive budget for new sales program which has not started yet Catering gross income \$277K above plan due to football training table during winter break, higher Athletic Department sales including a Hall of Fame event, and	(31)					
Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers	226					
Concessions gross income \$113K above plan due to several unanticipated high volume Athletic events, better attendance at men's basketball games, and other						
unbudgeted non-Athletic events that generated sales and consignment commission	114					
Total Wages higher than plan mainly student	(40)					
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and commission expense)	50					
Total Contribution		22				
Services Gross Margin:						
Licensing domestic income below plan due to timing	(20)					
Licensing foreign income below plan due to delay in launching new program in Brazil and not realizing any over-royalty above the guarantees in Europe and China	(55)					
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours, and rate corrections to prior period invoices for Blood						
Donor Center and Events	14					
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics	(6)					
Total Wages lower than plan	18					
Other, positive controllables mainly in Licensing Total Contribution	58					
Total Contribution						
UCLA Student Union						
UCLA Student Union Gross Margin:						
	43					
Gross Margin:	7.5					
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency	5					
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	5 (4)					
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan	5 (4) 14					
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance	5 (4)					
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution	5 (4) 14	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution Allocated Expenses and Other	5 (4) 14 (45)	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution	5 (4) 14	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution Allocated Expenses and Other A&SS lower than plan mainly total wages and employee benefits	5 (4) 14 (45)	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution Allocated Expenses and Other A&SS lower than plan mainly total wages and employee benefits Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	5 (4) 14 (45)	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution Allocated Expenses and Other A&SS lower than plan mainly total wages and employee benefits Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer	5 (4) 14 (45) 170 57	1				
Gross Margin: Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together Post Office gross income \$35K above plan due higher sales trend than planned Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market Total Wages lower than plan Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance Total Contribution Allocated Expenses and Other A&SS lower than plan mainly total wages and employee benefits Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer weather in early months (partially offset by lower reported steam consumption)	5 (4) 14 (45) 170 57 (64)	33				

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

	Current Month March 2013	Prior Month February 2013	Prior Year July 2012
ASSETS	Mai dii 2010	1 cordary 2010	001y 2012
CURRENT ACCETO			
CURRENT ASSETS: Cash and cash equivalents	\$10,027	\$10,837	\$10,251
Accounts receivable	3,396	3,741	3,471
Less: Allowance for doubtful accounts	(119)	(117)	(114)
Accounts receivable, net	3,277	3,624	3,357
Student fees receivable	425	223	256
Inventories	7,563	5,993	7,324
Prepaid expenses and other current assets	119	138	265
Total current assets	21,411	20,814	21,453
LONG TERM ASSETS			
Property, equipment and improvements	64,841	64,743	64,048
Less: Accumulated depreciation	(37,988)	(37,772)	(36,215)
Total Long Term Assets	26,853	26,970	27,834
TOTAL ASSETS	48,264	47,785	49,286
		,	,
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,293	\$3,266	\$5,681
Wages and payroll taxes payable	2,568	2,673	2,427
Sales Tax Payable & Other Liabilities	762	1,117	824
Interest payable	239	185	136
Deferred Income	287	333	184
Funds Held for Others Current portion of long term debt	200 705	135 705	124 705
Total current liabilities	9,053	8,415	10,080
Total ballon llabilities	0,000	0,110	10,000
LONG TERM DEBT:			
AU expansion loan	12,747	12,747	12,747
Total long term debt	12,747	12,747	12,747
TOTAL LIABILITIES	21,800	21,162	22,827
DETAINED EADNINGS.			
RETAINED EARNINGS:	26.450	26,459	26,722
Beginning Balance Year-to-date net income/(loss)	26,459 3	26,459 162	(263)
, ,			,
Ending Balance	26,464	26,623	26,459
TOTAL LIABILITIES AND RETAINED EARNINGS	48,264	47,785	49,286

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

March 2013

(\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$161)	\$3	(\$332)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	242	4 =0=	4.700
Depreciation - PP&E	216	1,787	1,529
Depreciation - textbook rental equipment	0	0	0 97
Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets:	U	0	97
Accounts receivable	347	81	(214)
Student fees receivable	(202)	(166)	(220)
Inventories	(1,570)	(238)	(1,648)
Prepaid expenses and other current assets	19	147	54
Increase/(decrease) in current liabilities:			0
Accounts payable	1,027	(1,392)	180
Sales Tax payable & other liabilities	(354)	(63)	(160)
Wages and payroll taxes payable	(105)	139	(277)
Interest payable	54	105	106
Deferred Income	(47)	103	118
Funds held for others	64	77	63
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	(\$713)	\$583	(\$704)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(98)	(806)	(942)
Net cash used in investing activities	(\$98)	(\$806)	(\$942)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(\$811)	(\$223)	(\$1,647)
CASH AND CASH EQUIVALENTS, Beginning	\$10,837	10,251	10,888
CASH AND CASH EQUIVALENTS, Ending	\$10,027	\$10,027	\$9,241

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

March 2013 (\$000's)

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	10,027
HTS Renovation	(137)
Casual Dining	(750)
Pauley Pavillion Remodel	(318)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	(4,305)
Adjustment for Cash Overdraft Entry	(344)
Uncommitted Cash	5,378
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	5,975
RESERVE SURPLUS (DEFICIT)	(597)

ASUCLA SERVICES AND ENTERPRISES

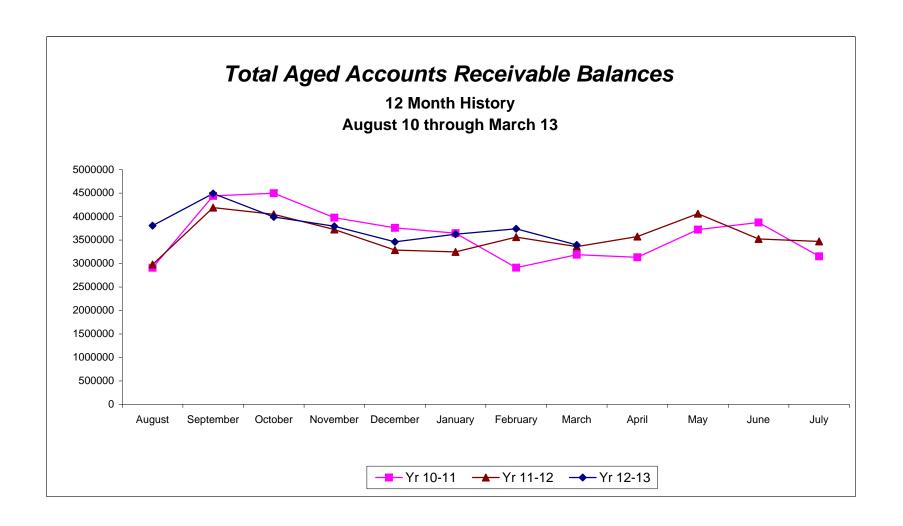
Capital Expenditures - Current Year Projects (\$000's)

FY 2012-2013 March 2013

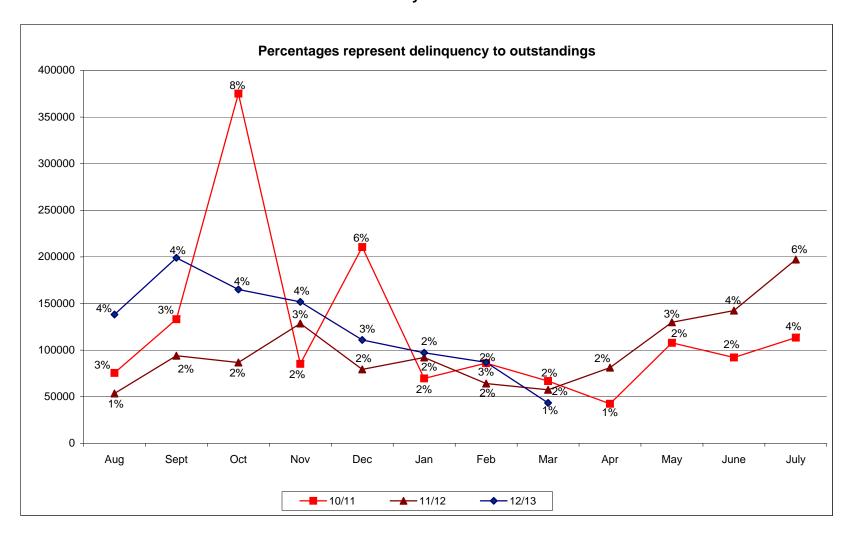
			ZUTS Match.		PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	
		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services	50.0	40.5	0.0	40.0	07.0		0.0	
2012-S001 Store General Replacement	50.0	10.5	2.3	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	11.3	2.6	13.9	26.1		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	0.0	10.9	10.9	0.0		0.9	In Progress
2012-S032 Bearwear Remodel	0.0	23.8	3.0	26.8	13.2		40.0	In Progress
2012-S034 HSS Design	0.0	5.5	12.3	17.8	2.2		20.0	In Progress
Total Store/Services	2,140.0	77.3	31.1	108.4	92.5	2,000.0	60.9	
Food Service								
2012-F006 FS Miscellaneous and Unanticipated	50.0	26.9	13.8	40.7	9.3		0.0	In Progress
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0	. 0.0	(15.0)	Cancel
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	0.0	12.1	12.1	12.9	250.0	0.0	In Progress
2012-F013 Ostin Music Café						200.0		S .
	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	0.7	7.6	8.3	1.7		0.0	In Progress
2012-O036 NCSC Equipment Upgrade	0.0	0.0	42.7	42.7	6.3		49.0	In Progress
2012-O037 NCSC Marketing & Signage	0.0	0.0	6.4	6.4	11.6		18.0	In Progress
2012-O038 NCSC Facility Improvement	0.0	0.0	4.9	4.9	17.1		22.0	In Progress
Total Food Services	655.0	27.6	87.5	115.1	58.9	555.0	74.0	
<u>Technology</u>								
2012-T015 Network Infrastructure Upgrade	20.0	2.7	9.6	12.3	7.7		0.0	In Progress
2012-T016 Printer Replacement	10.0	6.4	0.0	6.4	3.6		0.0	In Progress
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	90.8	9.6	100.4	11.3	172.0	(8.3)	<u> </u>
Others								
2012-O022 Custodial Replacements	10.0	6.2	0.0	6.2	3.8		0.0	In Progress
2012-O023 SUO General Replacement	25.0	16.6	8.8	25.4	0.0		0.4	Completed Awaiting Invoice
2012-O024 Information Technology Upgrades	5.0	5.8	0.0	5.8	0.0		0.8	Completed
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	6.7	6.8	13.5	11.5		0.0	In Progress
2012-O028 Finance Photocopier	15.0	3.5	0.0	3.5	11.5		0.0	In Progress
2012-O029 Finance Misc. Replacements	15.0	7.3	1.1	8.4	6.6		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	30.0	10.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-O031 Licensing Office Remodel	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O033 A2L Training Table/Meeting Room	0.0	48.1	5.7	53.8	16.2		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	26.4	26.4	0.0		26.4	Completed Awaiting Invoice
Total Others	550.0	124.2	58.8	183.0	49.6	415.0	97.6	
Total Current Year Projects	3,637.0	319.9	187.0	506.9	212.3	3,142.0	224.2	

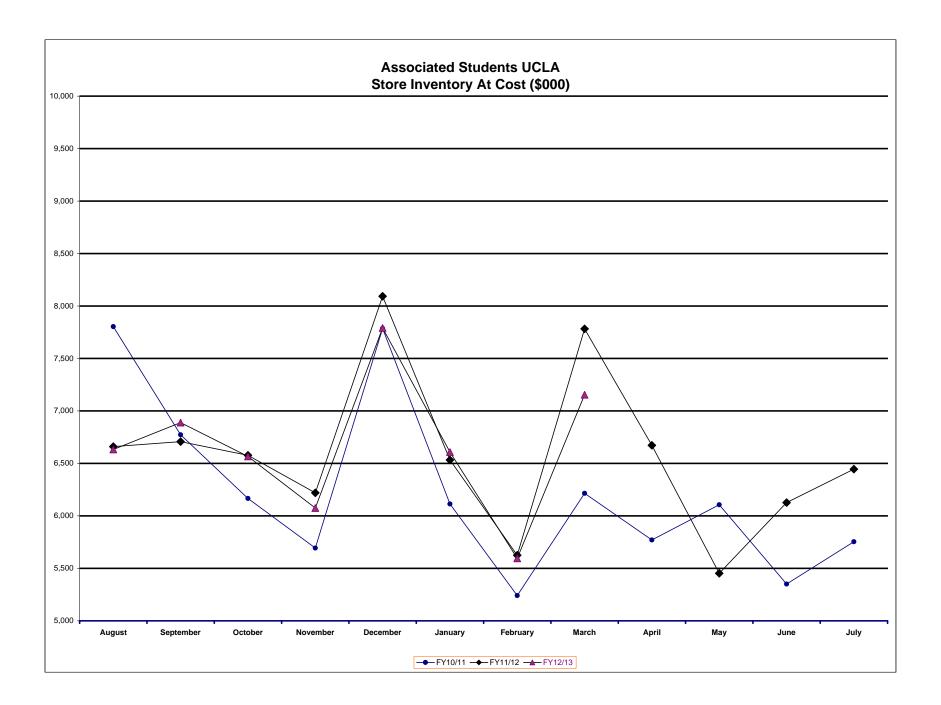
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

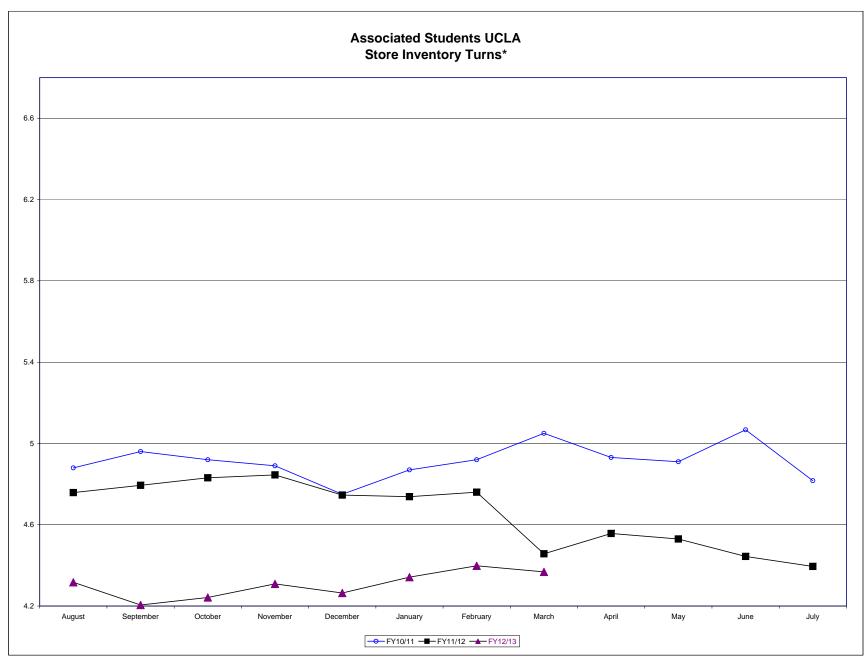
3/30/2013 March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$712,494	21%	\$60,971	57%	\$31,299	152%	\$9,197	96%	\$2,195	20%	\$3,008	137%	\$819,164	25%
ASUCLA PUBLICATIONS	\$118,398	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,398	3%
ASUCLA USA/GSA	\$233,356	7%	\$0	0%	\$137	1%	\$0	0%	\$0	0%	\$0	0%	\$233,493	7%
DUE FROM VENDORS	\$518,572	16%	\$1,063	1%	\$1,408	7%	\$4,678	49%	\$3,118	28%	\$1,795	82%	\$530,634	16%
DENTAL KITS	\$150,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$150,706	4%
OTHER	\$1,512,725	47%	\$44,614	42%	(\$12,273)	-60%	(\$4,296)	-45%	\$5,703	52%	(\$2,610)	-119%	\$1,543,863	45%
TOTAL CURRENT MONTH	\$3,246,251	100%	\$106,648	100%	\$20,571	100%	\$9,579	100%	\$11,016	100%	\$2,193	100%	\$3,396,258	100%
	96%		3%		1%		0%		0%		0%		100%	
2/23/2013 February	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$565,610	17%	\$137,552	60%	\$31,730	68%	\$2,692	8%	\$2,042	85%	\$3,036	77%	\$742,662	20%
ASUCLA PUBLICATIONS	\$120,477	4%	\$0	0%	\$0	0%	(\$340)	-1%	\$0	0%	\$0	0%	\$120,137	3%
ASUCLA USA/GSA	\$68,610	2%	\$816	0%	\$0	0%	\$212	1%	\$0	0%	\$370	9%	\$70,008	2%
DUE FROM VENDORS	\$962,213	28%	\$437	0%	\$6,316	14%	\$4,891	14%	\$3,261	136%	\$767	20%	\$977,885	26%
DENTAL KITS	\$182,705	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$182,705	5%
OTHER	\$1,521,193	44%	\$94,113	40%	\$8,349	18%	\$26,685	78%	(\$2,908)	-121%	(\$240)	-6%	\$1,647,192	44%
TOTAL CURRENT MONTH	\$3,420,808	100%	\$232,918	100%	\$46,395	100%	\$34,140	100%	\$2,395	100%	\$3,933	100%	\$3,740,589	100%
	92%		6%		1%		1%		0%		0%		100%	
01/26/2013 January	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$832,452	24%	\$68,325	54%	\$32,036	47%	\$9,144	63%	\$1,291	19%	\$6,196	87%	\$949,444	26%
ASUCLA PUBLICATIONS	\$105,709	3%	\$3,203	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$108,912	3%
ASUCLA USA/GSA	\$64,757	2%	\$182	0%	\$212	0%	\$0	0%	\$370	5%	\$0	0%	\$65,521	2%
DUE FROM VENDORS	\$227,824	7%	\$10,397	8%	(\$6,361)	-9%	\$7,176	50%	\$4,784	69%	\$1,595	23%	\$245,415	7%
DENTAL KITS	\$244,439	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$244,439	7%
OTHER	\$1,922,977	57%	\$47,100	36%	\$42,858	62%	(\$1,894)	-13%	\$466	7%	(\$707)	-10%	\$2,010,800	55%
TOTAL CURRENT MONTH	\$3,398,158	100%	\$129,207	100%	\$68,745	100%	\$14,426	100%	\$6,911	100%	\$7,084	100%	\$3,624,531	100%
	94%		4%		2%		0%		0%		0%		100%	



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.

			_					
	08(02/24/13-03/ CURRENT MONTH				ISCAL YEAR 12-1 MO(07/29/12-03		FISCAL YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
204.040	074.405	40.0/0	TEVTDOOMS			5.040	00/ 005	7.040.400
394,048 125,819	374,185 122,264	19,863 3,555	TEXTBOOKS GENERAL BOOKS	6,910,966 802,614	6,916,226 884,278	<5,260> <81,664>	396,385 135,080	7,240,103 917,468
883,733	831,000	52,733	APPAREL & ACCESSORIES	6,814,235	6,631,902	182,333	756,005	5,824,058
1,537,255 229,483	1,701,700 227,993	<164,445> 1,490	SUPPLY DIVISION LU VALLE COMMONS STORE	11,257,340 2,347,934	13,154,500 2,226,936	<1,897,160> 120,998	1,325,290 245,321	12,070,641 2,374,320
69,005	65,000	4,005	E-COMMERCE	1,081,176	851,000	230,176	47,160	692,042
220,375	229,717	<9,342>	HEALTH SCIENCES STORE	3,901,219	4,031,887	<130,668>	227,059	3,781,879
3,459,717	3,551,859	<92,142>	TOTAL SALES	33,115,484	34,696,729	<1,581,245>	3,132,300	32,900,510
2,387,902	2,427,906	40,004	Less: Cost of Sales	23,348,720	24,521,998	1,173,278	2,104,816	23,477,010
			Less: Shrinkage					
2,181	1,930	<251>	TEXTBOOKS	35,660	30,750	<4,910>	1,873	36,204
1,879	1,900	21	GENERAL BOOKS	11,731	13,620	1,889	1,794	13,340
3,232 4,216	3,080 4,590	<152> 374	APPAREL & ACCESSORIES SUPPLY DIVISION	28,136 31,133	26,800 34,870	<1,336> 3,737	2,744 3,906	24,148 33,030
1,316	1,190		LU VALLE COMMONS STORE	13,810	11,560	<2,250>	1,369	14,155
266	230		E-COMMERCE	4,086	2,970	<1,116>	180	2,576
2,518 15,608	1,330 14,250	<1,188>	HEALTH SCIENCES STORE SHRINKAGE	21,157 145,714	16,160 136,730	<4,997> <8,984>	1,746 13,613	20,182 143,635
2,403,510	2,442,156	38,646	TOTAL COST OF SALES	23,494,434	24,658,728	1,164,294	2,118,429	23,620,645
69.0	68.4	<0.7×	COST OF SALES %	70.5	70.7	0.2	67.2	71.4
1,056,208	1,109,703	<53,495>		9,621,049	10,038,001	<416,952>	1,013,871	9,279,865
31.0	31.6	<0.7>		29.5	29.3	0.2	32.8	28.6
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.1>	0.4	0.4
30.5	31.2	<0.7>	NET GROSS MARGIN %	29.1	28.9	0.1	32.4	28.2
247	20.5	.10	TEXTBOOKS	24.1	25.2	.1.0	20.4	25.0
24.6 30.0	28.5 32.2		GENERAL BOOKS	24.1 31.9	25.3 32.2	<1.2> <0.3>	28.4 31.1	25.0 31.4
51.7	53.1		APPAREL & ACCESSORIES	49.8	51.3	<1.5>	52.4	50.5
19.0	19.2		SUPPLY DIVISION	19.6	19.0	0.5	21.6	19.5
26.8 52.0	33.7 51.3	<6.9> 0.7	LU VALLE COMMONS STORE E-COMMERCE	27.5 50.2	29.6 52.2	<2.1> <2.0>	31.6 50.6	28.0 51.7
34.2	37.1	<2.9>	HEALTH SCIENCES STORE	23.5	24.8	<1.3>	33.5	22.8
64,242	62,080	2,162	OTHER INCOME	615,720	697,306	<81,586>	48,579	721,977
1,120,450	1,171,783	<51,333>		10,236,769	10,735,307	<498,538>	1,062,450	10,001,842
			Less: Controllable Exp					
256,947	291,787	34,840	Career Wages	2,094,178	2,308,706	214,528	270,907	2,205,241
0	0	0	Limited Appointment	6,221	0	<6,221>	0	1,709
152,089 409,036	161,308 453,095	9,219 44,059	Student Wages TOTAL WAGES	1,075,241 3,175,640	1,131,068 3,439,774	55,827 264,134	149,446 420,353	1,067,074 3,274,024
11.8	12.8	0.9	WAGE % TO SALES	9.6	9.9	0.3	13.4	10.0
130,951	156,838	25,887	F	1,042,640	1 211 127	1/0 40/	128,735	993,164
9,985	6,145	25,887 <3,840>	Employee Benefits Office Supplies	82,386	1,211,126 73,580	168,486 <8,806>	128,735	78,275
13,980	14,200	220	Telephone	111,552	113,595	2,043	14,732	112,842
80	125	45	Telex	732	1,000	268	131	941
21 7,780	24 9,900	2,120	Postage Trav/Trips/Conference	331 18,216	159 18,780	<172> 564	22 5,834	171 17,317
100	0	<100>	Membership Fees	2,100	2,025	<75>	0	2,075
6,072	4,450	<1,622>	Operating Supplies	42,979	42,270	<709>	5,685	42,578
16,116 864	23,075 900	6,959 36	Freight Out Transportation	238,835 7,206	251,165 7,550	12,330 344	14,984 1,013	217,494 7,473
0	0	0	Replacements	0	0	0	0	681
0	0	0	Merchandise Losses	0	0	0	0	179
<0> 733	0	0 <733>	Postage Stamp O/S Uniforms	<2> 733	0 100	2 <633>	0	<16>
22,135	18,165		Advertising	163,949	155,300	<8,649>	9,681	142,254
<2,300>	<900>	1,400	Vendor Adv. Allowance	<54,383>	<60,131>	<5,748>	<2,725>	<61,051>
8,331 7,960	75 1,865	<8,256>	Direct Mail Adv. Repairs & Maintenance	248,235 36,950	240,600 22,530	<7,635> <14,420>	3,924 1,608	242,259 23,122
0	0	0,073>	Interior Maintenance	30,730	22,530	0	0	175
0	0	0	Janitorial	<19>	0	19	0	28
53,156 <355>	49,514 0	<3,642> 355	Bank Card Expense Overs/Shorts	514,236 6,987	538,183 0	23,947 <6,987>	49,741 2,314	513,156 10,254
556	0	<556>	Credit Card Adjustments	7,238	0	<7,238>	<780>	3,497
24	0	<24>	Textbook Rental Exp	100	0	<100>	0	0
0 337	150 0	150 <337>	Rentals-Facilities Rentals-Truck	1,150 1,446	2,050 1,300	900 <146>	120 0	4,171 1,521
0	0	0	Taxes & Licenses	300	300	0	0	900
4,684	250	<4,434>	Professional Services	41,475	3,092	<38,383>	201	1,993
265 34,761	0 33,000	<265> <1,761>	Temp Agency Service Commission Expense	8,628 38,362	300 37,000	<8,328> <1,362>	500 32,757	4,554 37,188
34,761	140	<1,761> 126	Concession Expense	38,362	37,000	<1,362> <212>	140	41,600
0	0	0	Prior Period Adj	53	0	<53>	0	<53>
0 20,257	<420> 3,040	<420> <17,217>	Alloc of Distr Cntr Payment to UCLA	0 96,979	<411> 46,670	<411> <50,309>	0 1,679	0 46,822
336,506	320,536	<15,970>	TOTAL OTHER CONTROL.	2,698,324	2,746,853	48,529	280,472	2,485,741
745,542	773,631	28,089	TOTAL CONTROLLABLE EXP	5,873,964	6,186,627	312,663	700,826	5,759,766
374,907	398,152	<23,245>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	4,362,805	4,548,680	<185,875>	361,625	4,242,076
	•							
			Less: Allocated Exp					
27,918	26,776		Allocated ExpHR	207,381	222,801	15,420	25,289	203,984
145,075	147,851	2,776	Allocated Exp. Fin	1,162,009	1,211,518	49,509	130,841	1,143,933
59,096 29,602	62,942 29,962	3,846 360	Allocated ExpIS Allocated Exp. Mktg	484,445 257,393	518,385 277,657	33,940 20,264	52,966 30,325	476,371 263,023
93,270	90,745	<2,525>	Allocated Exp Othr SA	736,708	778,433	41,725	82,817	760,414
81,921	70,371	<11,550>		544,641	554,107	9,466	67,810	524,684
31,423 66,148	29,455 69,375	<1,968> 3,227	Utilities Depreciation	252,672 549,380	220,627 555,000	<32,045> 5,620	33,095 68,625	211,181 559,825
534,453	527,477	<6,976>		4,194,629	4,338,528	143,899	491,768	4,143,414
<159,546>	<129,325>	<30 221×	NET INCOME (LOSS)	168,176	210,152	<41,976>	<130,144>	98,662
137,3402	- 12/,323>	~JU,ZZ1>	1	100,170	210,102	\T1,7/U>	- 130,1442	70,002

MAD	08(02/24/13-03/	30/13)	1	г	ISCAL YEAR 12-1	3	FISCAL YE	ΔΡ 11-12
	CURRENT MONTH				MO(07/29/12-03		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
164,708	157,324		CENTRAL DIVISION	1,054,908	976,246	78,662	140,151	1,050,092
187,319	223,296		NORTH CAMPUS DIVISION	1,282,851	1,411,647	<128,796>	223,132	1,447,595
152,891	160,916		SOUTH DIVISION	998,474	1,057,672	<59,198>	169,824	514,401
273,642	268,681	4,961	LU VALLE DIVISION	1,736,592	1,770,732	<34,140>	268,500	1,710,130
270,439 330,293	252,480 190,155	17,959 140,138	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	1,747,277 1,953,883	1,749,600 1,672,352	<2,323> 281,531	255,430 217,049	1,846,905 1,371,929
1,379,294	1,252,852	126,442	TOTAL SALES	8,773,985	8,638,249	135,736	1,274,085	7,941,052
1,377,274	1,232,032	120,442	TOTAL SALES	0,773,703	0,030,247	133,730	1,274,003	7,741,032
469,534	419,325	<50,209>	Less: Cost of Sales	3,026,344	2,915,310	<111,034>	450,949	2,763,929
34.0	33.5		COST OF SALES %	34.5	33.8	<0.7>	35.4	34.8
909,759	833,527	76,232	GROSS MARGIN	5,747,640	5,722,939	24,701	823,136	5,177,123
66.0	66.5	<0.6>	GROSS MARGIN %	65.5	66.3	<0.7>	64.6	65.2
67.1	68.7		CENTRAL DIVISION	67.4	68.7	<1.3>	66.9	66.5
61.9 64.4	64.1 66.9		NORTH CAMPUS DIVISION SOUTH DIVISION	62.9	63.7 66.9	<0.8> <2.2>	65.7 62.5	63.9 65.4
68.0	68.7		LU VALLE DIVISION	64.7 68.9	69.6	<2.2> <0.7>	62.5	69.8
65.1	67.4		COOPERAGE DIVISION	64.6	65.8	<1.2>	63.4	65.1
68.1	63.3	4.8	SPECIAL EVENTS DIVISION	64.7	63.8	0.9	61.1	60.3
00.1	00.0	1.0	0. 2011/2 2721110 211101011	0	00.0	0.7	01	00.0
228,066	181,615	46,451	OTHER INCOME	1,498,851	1,300,675	198,176	202,061	1,218,624
1,137,825	1,015,142	122,683	GROSS MARGIN/OTHER	7,246,491	7,023,614	222,877	1,025,197	6,395,746
			Less: Controllable Exp					
314,169	305,851		Career Wages	2,227,199	2,235,194	7,995	302,888	2,140,811
3,611	986		Limited Appointment	16,024	12,466	<3,558>	1,211	14,860 1,410,472
249,828 <37,779>	219,248 <34,722>	<30,580> 3,057	Student Wages Labor Recharge	1,565,951 <260,719>	1,508,821 <247,962>	<57,130> 12,757	233,576 <37,365>	1,410,472 <216,136>
529,828	491,363		TOTAL WAGES	3,548,454	3,508,519	<39,935>	500,309	3,350,008
38.4	39.2		WAGE % TO SALES	3,546,454	40.6	< 39,935 > 0.2	39.3	42.2
00.1	07.12	0.0	W. 62 70 10 6/1226	10.1	10.0	0.2	07.0	12.2
167,397	173,114	5,717	Employee Benefits	1,176,549	1,290,484	113,935	145,240	1,102,411
2,409	1,360	<1,049>	Office Supplies	13,801	12,235	<1,566>	1,439	15,208
4,230	4,608	378	Telephone	33,178	36,609	3,431	4,808	36,559
1,500	1,500	<0>	Training Programs	11,031	13,000	1,969	1,500	10,008
67,242	61,238	<6,004>	'	405,731	427,687	21,956	60,726	383,657
4.9	4.9	0.0	Paper % To Sales	4.6	5.0	0.3	4.8	4.8
5,795	3,838		Cleaning Supplies	38,477	30,407	<8,070>	4,753	27,981
0 <18,900>	0 <9,450>	0 9,450	Freight Out Purchasing Rebates	0 <73,845>	0 <72,600>	0 1,245	0 <8,526>	7 <63,159>
3,665	2,915		Replacements	28,017	20,599	<7,418>	2,803	24,819
6,172	5,310		Laundry	49,728	44,526	<5,202>	9,280	53,744
1,230	990		Uniforms	15,147	10,905	<4,242>	547	12,427
2,843	2,980		Advertising	57,493	63,680	6,187	3,129	58,758
0	100	100	Menu Development	1,401	800	<601>	0	0
4	31	27	Dorm Coupons Expense	42	207	165	7	36
14,912	6,096		Repairs & Maintenance	79,084	41,889	<37,195>	10,841	57,805
33,231	32,865		Bank Card Expense	235,978	225,485	<10,493>	31,001	207,758
2,037	2,261	224	Sales Tax Expense	12,929	14,816	1,887	1,981	13,094
1,625	857		Overs/Shorts	6,720	6,107	<613>	615	5,229
6	0	<6> <2,527>	Credit Card Adjustments	6 13,726	0 3,100	<6>	7 1,430	203 2,744
2,527 657	400		Rentals-Truck	1,687	3,050	<10,626> 1,363	1,430	4,128
0 0	400	400	Taxes & Licenses	10,261	6,300	<3,961>	0	870
0	0	0	Professional Services	600	0,500	<600>	0	0
2,004	0		Temp Agency Service	6,282	0	<6,282>	0	0
37,838	20,886	<16,952>	Commission Expense	229,523	218,110	<11,413>	14,934	111,938
338,424	312,299	<26,125>	TOTAL OTHER CONTROL.	2,353,545	2,397,396	43,851	288,149	2,066,227
868,253	803,662	<64,591>		5,902,000	5,905,915	3,915	788,458	5,416,235
			GROSS CONTRIBUTION TO					
269,573	211,480	58,093	SVCS AND ENTERPRISES	1,344,492	1,117,699	226,793	236,739	979,511
			Lana Allanatad 5					
			Less: Allocated Exp					
36,162	29,037	<7 125∼	Allocated ExpHR	231,867	226,870	<4,997>	30,099	209,001
66,173	60,583		Allocated Exp. Fin	390,444	386,564	<4,997 <i>></i> <3,880 <i>></i>	60,720	356,154
26,956	24,983		Allocated ExpIS	163,266	160,364	<2,902>	24,580	148,870
13,502	11,892		Allocated Exp. Mktg	85,616	83,747	<1,869>	14,073	82,022
42,543	36,019		Allocated Exp Othr SA	245,519	239,381	<6,138>	38,433	235,745
69,059	67,162		Maintenance	459,130	528,845	69,715	57,163	442,306
26,489	28,113	1,624	Utilities	213,003	210,579	<2,424>	27,899	178,026
97,302	106,614	9,312	Depreciation	804,721	852,912	48,191	99,045	622,371
378,186	364,403	<13,783>	TOTAL ALLOCATED EXP	2,593,566	2,689,262	95,697	352,012	2,274,495
-100 (14	,1E0 000	44 200	NET INCOME (LOSS)	-1 240 074	-1 E71 E/O	222 400	,11E 070	-1 204 004
<108,614>	<152,923>	44,309	NET INCOME (LOSS)	<1,249,074>	<1,571,563>	322,489	<115,273>	<1,294,984>
426,355	400,343	26,012	TOTAL CUSTOMER COUNT	2,705,150	2,692,230	12,919	418,392	2,465,347
141,368	132,701	8,667	3RD PARTY CUST COUNT	912,903	901,936	10,967	138,914	734,420
284,987	267,642	17,345	ASUCLA CUSTOMER COUNT	1,792,247	1,790,294	1,952	279,478	1,730,927
		,0.13		,,	1	.,,52	,	··/·-·
5.06	4.90	0.16	TOTAL AVERAGE CHECK	5.05	4.97	0.08	4.75	4.71
6.32	6.00	0.32	3RD PARTY AVG CHECK	6.23	6.05	0.19	6.05	6.00
4.44	4.35	0.09	ASUCLA AVERAGE CHECK	4.45	4.43	0.02	4.10	4.16
35,998	33,895		EMPLOYEE HOURS	233,411	234,952	1,541	35,820	225,107
38.32	36.96	1.35	SALES/LABOR HOUR	37.59	36.77	0.83	35.57	35.28

SERVICES DIVISION INCOME STATEMENT

MAR	08(02/24/13-03/3	30/13)	1	F	ISCAL YEAR 12-1	13	FISCAL YEAR 11-12			
	CURRENT MONTH				MO(07/29/12-03		LAST YEA			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
7.01.07.2	56562.	77.11.11.11.02		7.0.07.2	56562.	77.11.17.11.02		5		
17,141	18,319	<1,178>	PHOTOGRAPHY	119,004	122,930	<3,926>	11,458	104,234		
17,141	18,319	<1,178>	TOTAL SALES	119,004	122,930	<3,926>	11,458	104,234		
2,204	412	~1 792 ~	Less: Cost of Sales	5,448	3,097	<2,351>	1,142	3,851		
14,936	17,907	<2,971>	GROSS MARGIN	113,556	119,833	<6,277>	10,316	100,383		
87.1	97.8		GROSS MARGIN %	95.4	97.5	<2.1>	90.0	96.3		
87.1	97.8	<10.6>	PHOTOGRAPHY	95.4	97.5	<2.1>	90.0	96.3		
123,550	110,000	13,550	TRADEMARKS AND LICENSING	1,587,418	1,662,350	<74,932>	97,670	1,429,311		
98,892	85,343	13,549	LEASED OPS	695,951	681,820	14,131	83,537	642,266		
222,442	195,343	27,099	OTHER INCOME	2,283,369	2,344,170	<60,801>	181,207	2,071,576		
237,379	213,250	24,129	GROSS MARGIN/OTHER	2,396,925	2,464,003	<67,078>	191,523	2,171,960		
			Less: Controllable Exp							
			Less. Controllable Exp							
33,824	33,775	<49>	Career Wages	250,704	260,596	9,892	29,289	248,903		
1,479	1,938	459	Student Wages	5,821	14,252	8,431	516	6,438		
35,303	35,713	410	TOTAL WAGES	256,525	274,848	18,323	29,804	255,342		
206.0	195.0	<11.0>	WAGE % TO SALES	215.6	223.6	8.0	260.1	245.0		
14,713	16,317	1,604	Employee Benefits	116,136	127,149	11,013	13,734	107,802		
461	1,200	740	Office Supplies	6,470	7,064	594	1,632	7,660		
697	735	38	Telephone	5,343	5,824	481	779	5,769		
19	105	86	Postage	654	840	186	220	733		
339	6,500	6,161	Trav/Trips/Conference	11,019	15,500	4,481	7,500	17,668		
0	0	0	Enforcement	8,000	8,000	0	0	7,989		
1,501	4,400	2,899	Business Promotion	19,671	35,800	16,129	1,141	19,865		
0	214	214	Repairs & Maintenance	4,736	1,143	<3,593>	0	1,757		
4,683	3,083	<1,600>	Professional Services	19,889	20,589	700	2,333	19,839		
0	1,150	1,150	Legal	2,300	9,200	6,900	0	8,086		
4,865	4,150	<715>	Trademark	22,470	33,200	10,730	165	35,391		
600	0	<600>	Intern'l Agnt Fee/Tax	144,777	153,618	8,841	0	62,468		
12,145	11,000		Domestic Agency Fee	115,774	118,000	2,226	9,664	109,901		
0	0		Misc. Bank Charges	128	0	<128>	0	0		
47,471	39,209	<8,262>	Payment to UCLA	454,482	453,117	<1,365>	28,000	415,464		
87,493	88,063	570	TOTAL OTHER CONTROL.	931,848	989,044	57,196	65,168	820,393		
122,796	123,776	980	TOTAL CONTROLLABLE EXP	1,188,374	1,263,892	75,518	94,972	1,075,734		
114,583	89,474	25,109	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,208,551	1,200,111	8,440	96,551	1,096,225		
,	37,1	_0,.07		.,_30,001	.,_30,	5,	. 0,001	.,.,,,,,,,		
			Less: Allocated Exp							
2,410	2,110	<300>	Allocated ExpHR	16,752	17,830	1,078	1,793	15,943		
10,065	8,741		Allocated Exp. Fin	84,249	87,897	3,648	7,675	78,881		
4,223	3,721		Allocated ExpIS	36,428	37,732	1,304	3,208	34,486		
2,115	1,771		Allocated Exp. Mktg	19,231	19,988	757	1,837	18,765		
6,665	5,365	<1,300>	Allocated Exp Othr SA	54,825	56,064	1,239	5,016	54,238		
14,531	12,483		Maintenance	96,610	98,289	1,679	12,028	93,069		
5,574	5,223		Utilities	44,820	39,126	<5,694>	5,870	37,460		
5,785	5,695		Depreciation	46,947	45,560	<1,387>	5,363	42,475		
51,368	45,109	<6,259>	TOTAL ALLOCATED EXP	399,862	402,486	2,624	42,790	375,317		
63,215	44,365	18,850	NET INCOME (LOSS)	808,689	797,625	11,064	53,760	720,909		

UCLA STUDENT UNION INCOME STATEMENT

MAR. 08(02/24/13-03/30/13)]	FISCAL YEAR 12-13			FISCAL YEAR 11-12		
CURRENT MONTH			YTD 8	MO(07/29/12-03	/30/13)	LAST YEA	R ACTUAL	
ACTUAL	BUDGET	VARIANCE]	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
51,448	55,654		EVENT SERVICES OFFICE	323,556	305,167	18,389	59,409	313,979
2,167	2,862		RECREATION & GAMES	17,974	20,585	<2,611>	2,343	15,932
62,518	46,340	16,178	AU POST OFFICE	442,601	413,965	28,636	61,205	423,905
116,133	104,856	11,277	TOTAL SALES	784,131	739,717	44,414	122,957	753,816
61,686	45,321	-16 265	AU Post Office Cost	435,161	404,859	<30,302>	59,564	415,711
12,800	12,803	< 10,303>	Facilities Costs	66,329	74,692	8,363	14,507	80,039
12,800	12,803 75	3 <74>	Cost of Sales GM RM	563	74,092 475	6,303 <88>	14,507	524
74,636	58,199	<16,437>	Less: Cost of Sales	502,054	480,026	<22,028>	74,151	496,274
64.3	55.5	<8.8>	COST OF SALES %	64.0	64.9	0.9	60.3	65.8
41,498	46,657	<5,159>	GROSS MARGIN	282,077	259,691	22,386	48,806	257,542
35.7	44.5	<8.8>	GROSS MARGIN %	36.0	35.1	0.9	39.7	34.2
			1					
75.1	77.0	<1.9>	EVENT SERVICES OFFICE	79.5	75.5	4.0	75.6	74.5
93.1	97.4	<4.3>	RECREATION & GAMES	96.9	97.7	< 0.8>	96.6	96.7
1.3	2.2	<0.9>	AU POST OFFICE	1.7	2.2	<0.5>	2.7	1.9
19,988	15,598	4,390	STUDENT UNION OPS	140,482	124,118	16,364	14,124	127,586
2,615	1,959	656	RECREATION & GAMES	14,540	15,674	<1,134>	4,393	19,624
12,884	8,158	4,726	AU POST OFFICE	79,686	72,875	6,811	10,668	74,124
35,487	25,715	9,772	OTHER INCOME	234,709	212,667	22,042	29,185	221,334
76,984	72,372	4,612	GROSS MARGIN/OTHER	516,786	472,358	44,428	77,991	478,876
			Less: Controllable Exp					
30,097	30,648	551	Career Wages	237,895	242,512	4,617	29,756	231,935
23,801	24,012	211	Student Wages	237,695 156,598	165,988	9,390	29,756 25,331	165,520
53,898	54,660	762	TOTAL WAGES	394,493	408,500	14,007	55,087	397,454
46.4	52.1	5.7	WAGE % TO SALES	50.3	55.2	4.9	44.8	52.7
	02.1	017	111102 70 10 011220	00.0	00.2		11.0	02.7
15,293	16,146	853	Employee Benefits	117,486	125,209	7,723	14,333	107,909
450	632	182	Office Supplies	10,445	6,271	<4,174>	1,038	6,038
3,262	3,446	184	Telephone	25,960	26,773	813	3,580	27,043
0	0	0	Trav/Trips/Conference	1,844	1,150	<694>	1,239	1,924
2,713	2,088	<625>	24 Hour Study Lounge	5,444	4,562	<882>	2,596	4,576
19	0	<19>	Student Comm Art	5,514	5,495	<19>	0	6,401
0	100	100	Training Programs	3,896	5,258	1,362	54	5,315
641	89	<552>	Annual ASUCLA Events	21,581	18,212	<3,369>	403	21,072
11,672	4,743	<6,929>	Student Event Exp	90,874	63,338	<27,536>	15,243	83,261
0	0	0	Student Union Prog	0	0	0	0	200
200	340	140	Operating Supplies	3,334	2,635	<699>	769	4,975
0	70	70	Tournament Prizes	20	920	900	0	105
0	30	30	Replacements	608	477	<131>	83	880
64	0	<64>	Uniforms	563	600	37	0	1,267
0	60	60	Advertising	828	1,424	596	33	2,448
510	601		Business Promotion	4,272	4,778	506	514	7,199
1,538	803		Repairs & Maintenance	21,286	8,731	<12,555>	479	11,561
1,466	1,083		Repairs & Mtce-Equip	11,727	8,664	<3,063>	1,100	9,883
1,207	1,183		Bank Card Expense	10,869	10,494	<375>	1,342	10,354
0 1 665	28 1,175	28 ~490>	Overs/Shorts Commission Expense	<3>	250 9,404	253 42	<4> 2,877	<28> 12,400
1,665 0	1,175	<490> 0	Student Support Svcs	9,362 2,769	9,404 2,637	42 <132>	2,877	2,638
15,417	15,417	0	Interaction Fund	123,333	123,336	< 132> 3	15,417	123,333
16,608	14,000		Waiver Pool	123,333 88,474	84,500	3 <3,974>	15,417	78,656
72,724	62,034		TOTAL OTHER CONTROL.	560,487	515,118	<45,369>	76,161	529,411
126,622	116,694	<9,928>	TOTAL CONTROLLABLE EXP	954,981	923,618	<31,363>	131,248	926,865
		, -	GROSS CONTRIBUTION TO			,		
<49,638>	<44,322>	<5,316>	SVCS AND ENTERPRISES	<438,195>	<451,260>	13,065	<53,257>	<447,989>
			1					
			Less: Allocated Exp					
3,680	3,230		Allocated ExpHR	25,739	26,426	687	3,314	24,752
6,060	5,341		Allocated Exp. Fin	38,014	35,726	<2,288>	6,061	37,019
2,543	2,274		Allocated ExpIS	16,384	15,292	<1,092>	2,533	15,996
1,274	1,082		Allocated Exp. Mktg	8,597	8,037	<560>	1,450	8,809
4,013	3,279		Allocated Exp Othr SA	24,497	22,854	<1,643>	3,961	25,354
43,170	37,074		Maintenance	287,014	291,930	4,916	35,734	276,496
16,559	15,522	<1,037>		133,153	116,264	<16,889>	17,440	111,290
16,907	18,125		Depreciation	139,936	145,000	5,064	16,463	142,270
94,206	85,927	<8,219>	TOTAL ALLOCATED EXP	673,334	661,529	<11,805>	86,956	641,986
<143,844>	<130,249>	~13 FOF~	NET INCOME (LOSS)	<1,111,529>	<1,112,789>	1,260	<140,213>	<1,089,974>
< 143,044>	<1JU,24₹>	< 13,070 <i>></i>	INC. INCOME (LUSS)	×1,111,029>	\1,11Z,109>	1,200	\14U,Z13>	\ 1,007,714>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. (08(02/24/13-03/3	30/13)	1	FI	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
	CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
301.985	295,530	<6.455>	Career Wages	2,321,883	2,362,209	40,326	293,114	2,344,831
0	300		Limited Appointment	1,257	2,400	1,143	737	1,217
38,801	32,625	<6,176>	Student Wages	232,465	263,713	31,248	29,656	247,810
340,787	328,455	<12,332>	TOTAL WAGES	2,555,605	2,628,322	72,717	323,507	2,593,858
6.2	6.1	<0.1>	WAGE % TO TOTAL SALES	5.4	5.4	0.0	6.5	5.7
0	1,000	1,000	Emp Awards, Profess.	9,770	8,000	<1,770>	0	11,667
2,000	833	<1,167>	Emp Awards, Students	4,000	6,664	2,664	0	861
133,822	139,183	5,361	Employee Benefits	1,027,465	1,090,189	62,724	124,457	952,454
17,637	7,869		Office Supplies	69,116	63,237	<5,879>	8,115	60,871
9,136	10,051	915	Telephone	72,079	78,640	6,561	10,012	75,533
960 361	1,104 2,236	144 1,875	Postage Trav/Trips/Conference	7,519 15,156	8,856 16,362	1,337 1,206	969 5,878	7,610 20,850
0	40	40	Expense Allowance	15,150	320	320	0	20,830
7,510	315		Employee Relations	16,942	17,388	446	138	7,256
0	52	52	Tuition Assistance	0	104	104	0	0
2,679	855	<1,824>	Fingerprinting	4,463	6,840	2,377	0	741
180	732	552	Recruitment	2,305	3,414	1,109	209	1,064
315	620	305	Operating Supplies	1,947	4,240	2,293	1,076	4,058
0	0	0	Freight Out	14	0	<14>	0	0
368	337		Uniforms	2,149	2,696	547	307	2,624
<558> 0	<1,500> 50		Security Expense	<6,090> 1,275	<12,000> 400	<5,910> <875>	<3,400> 0	<25,238> 896
2,561	2,482		Security Equipment Alarm Monitoring	20,649	400 19,856	<875> <793>	2,561	21,509
346	100		Advertising	4,877	11,200	6,323	1,200	13,859
2,572	1,906		Benefits U Adv	16,580	15,104	<1,476>	1,850	14,716
2,493	5,459	2,966	Repairs & Maintenance	40,391	43,250	2,859	5,352	35,650
13,921	10,244	<3,677>	Repairs & Mtce-Equip	79,574	81,952	2,378	6,619	73,655
0	5	5	Printing	697	229	<468>	0	299
10,788	10,788	0	Bruin One Card Exp	73,819	75,319	1,500	10,474	74,582
<1>	80	81	Overs/Shorts	86	640	554	<2>	<21>
20,440	21,000 4,447	560 1,574	Insurance Expense	163,520	168,000	4,480	18,338	146,704 22,691
2,874 773	4,44 <i>7</i> 796	1,574	Professional Services Legal	24,416 6,181	28,696 6,230	4,280 49	2,602 814	6,511
10,123	10,123	0	External Audit	80,983	81,365	382	9,828	78,993
809	200		Temp Agency Service	6,837	3,868	<2,969>	938	4,680
9,167	9,442	275	Internal Audit	73,333	75,960	2,627	9,167	73,746
3,050	3,050	0	Tax Consulting	6,325	6,300	<25>	2,750	6,000
11,849	10,300		Board of Directors	83,897	82,400	<1,497>	10,878	81,586
0	200	200	Special Projects	12,787	11,600	<1,187>	0	10,000
2,730	5,408	2,678	Misc. Bank Charges	26,393	35,442	9,049	2,130	27,363
2,954 7,417	3,255 7,640		Armored Carrier Expense UCOP Payroll Services	24,129 59,334	25,265 61,120	1,136 1,786	3,328	30,053 59,333
7,417 15,498	7,640 15,929		UCLA Recharge Expense	123,984	127,432	3,448	7,417 15,498	123,584
1,722	500		Special Events	19,186	20,700	1,514	1,202	18,238
296,495	287,131		TOTAL OTHER CONTROL.	2,176,087	2,277,278	101,191	260,703	2,044,978
637,282	615,586	<21,696>	TOTAL CONTROLLABLE EXP	4,731,692	4,905,600	173,908	584,210	4,638,836
			Less: Allocated Exp					
17,635	15,148	< 2 AR7 \	Maintenance	117,244	119,285	2,041	14,597	112,947
6,764	6,343		Utilities	54,393	47,513	<6,880>	7,124	45,461
14,584	17,273		Depreciation	119,740	138,184	18,444	13,218	132,640
38,983	38,764	<219>	TOTAL ALLOCATED EXP	291,377	304,982	13,605	34,939	291,048
676,265	654,350	<21,915>	NET EXPENSE	5,023,069	5,210,582	187,513	619,149	4,929,884
<583,345>	<562,492>	20,853	Allocated-Svs and Ent	<4,289,363>	<4,473,301>	<183,938>	<526,990>	<4,193,761>
<25,050>	<25,050>	0	Allocated-USAC	<202,181>	<202,181>	0	<23,885>	<193,014>
<3,665>	<3,665>	0	Allocated-GSA	<27,911>	<27,911>	0	<3,704>	<28,227>
<64,205>	<63,143>	1,062	Allocated-Comm Board	<503,614>	<507,189>	<3,575>	<64,570>	<514,882>
<676,265>	<654,350>	21,915	TOTAL OTHER	<5,023,069>	<5,210,582>	<187,513>	<619,149>	<4,929,884>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	<0>	<0>

MAINTENANCE DIVISION EXPENSE STATEMENT

MAR.	08(02/24/13-03/	30/13)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
123,755	98,414	<25,341>	Career Wages
6,905	0	<6,905>	Limited Appointment
<120>	0	120	Labor Recharge
<2,301>	<3,988>	<1,687>	Billed Labor Costs
<5,440>	<3,000>	2,440	Capitalized Wages
122,800	91,426	<31,374>	TOTAL WAGES
58,730	62,887	4,157	Employee Benefits
227	140	<87>	Office Supplies
610	851	241	Telephone
431	180	<251>	Trav/Trips/Conference
5,008	4,544	<464>	Paper
4,884	4,542	<342>	Cleaning Supplies
2,194	860	<1,334>	Replacements
491	787	296	Laundry
15,900	13,725	<2,175>	Repairs & Maintenance
2,777	2,925	148	Repairs & Mtce-Elevator
368	0	<368>	Repairs & Mtce-Equip
99	275	176	Painting Program
0	225	225	Incidental Proj Exp
1,267	2,450	1,183	Air Conditioning-Maint
8,091	7,849	<242>	Rub Remvl/Hauling
3,763	3,219	<544>	Rodent & Pest Control
514	880	366	Rentals-Truck
105,354	106,339	985	TOTAL OTHER CONTROL.
228,154	197,765	<30,389>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
15,332	19,665	4,333	Depreciation
15,332	19,665	4,333	TOTAL ALLOCATED EXP
243,486	217,430	<26,056>	NET EXPENSE
<208,681>	<187,091>	21,590	Allocated-Svs and Ent
<6,057>	<6,057>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<8,817>	<6,838>	1,979	Allocated-Comm Board
<17,635>	<15,148>	2,487	Allocated-A & SS
<243,486>	<217,430>	26,056	TOTAL OTHER
		_	TOTAL EVENICE
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 12-1	FISCAL YEAR 11-12					
YTD 8	MO(07/29/12-03	LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
750,766	782,353	31,587	90,887	740,628			
28,428	0	<28,428>	2,325	10,785			
<1,330>	0	1,330	0	<10,192>			
<32,114>	<33,374>	<1,260>	<4,267>	<36,725>			
<40,983>	<24,000>	16,983	0	<35,502>			
704,768	724,979	20,211	88,946	668,993			
428,982	489,033	60,051	52,872	416,524			
2,033	1,545	<488>	32	1,680			
5,212	7,045	1,833	806	6,509			
431	1,440	1,009	910	1,861			
35,888	34,696	<1,192>	5,285	35,919			
37,117	34,426	<2,691>	5,480	40,818			
10,743	7,765	<2,978>	1,189	10,044			
5,311	6,469	1,158	911	4,966			
122,214	111,300	<10,914>	12,857	131,323			
24,254	23,400	<854>	2,789	23,257			
659	600	<59>	611	947			
1,262	2,200	938	317	2,328			
277	1,800	1,523	0	467			
28,277	20,100	<8,177>	1,367	18,124			
61,666	58,119	<3,547>	9,284	56,066			
29,037	25,752	<3,285>	3,242	23,477			
5,180	5,040	<140>	914	5,300			
798,543	830,730	32,187	98,864	779,611			
1,503,310	1,555,709	52,399	187,809	1,448,604			
126,775	157,320	30,545	15,177	124,207			
126,775	157,320	30,545	15,177	124,207			
1,630,085	1,713,029	82,944	202,986	1,572,811			
<1,387,395>	<1,473,171>	<85,776>	<172,735>	<1,336,555>			
<48,463>	<48,463>	0	<6,059>	<48,467>			
<18,361>	<18,361>	0	<2,296>	<18,368>			
<58,621>	<53,748>	4,873	<7,299>	<56,474>			
<117,244>	<119,285>	<2,041>	<14,597>	<112,947>			
<1,630,084>	<1,713,028>	<82,944>	<202,986>	<1,572,811>			
1	1	0	0	1			

UTILITIES EXPENSE STATEMENT

MAR.	08(02/24/13-03/		
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
11,433	8,912	<2,521>	Chiller Water
58,835	61,501	2,666	Elec-Non Air Cond.
10,384	7,365	<3,019>	Water-Non Air Cond.
11,657	10,693	<964>	Steam-Non Air Cond.
1,525	2,998	1,473	Gas
93,834	91,469	<2,365>	TOTAL OTHER CONTROL.
93,834	91,469	<2,365>	TOTAL CONTROLLABLE EXP
<80,045>	<78,312>	1,733	Allocated-Svs and Ent
<2,642>	<2,642>	0	Allocated-USAC
<1,001>	<1,001>	0	Allocated-GSA
<3,382>	<3,170>	212	Allocated-Comm Board
<6,764>	<6,343>	421	Allocated-A & SS
<93,834>	<91,468>	2,366	TOTAL OTHER
0	1	1	TOTAL EXPENSE

F	ISCAL YEAR 12-1	FISCAL YEAR 11-12		
YTD 8 I	MO(07/29/12-03/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
130,660	104,993	<25,667>	8,366	88,676
498,555	439,429	<59,126>	68,139	424,750
71,367	53,873	<17,494>	10,560	50,811
37,653	64,692	27,039	10,878	55,049
16,147	24,010	7,863	672	15,858
754,382	686,997	<67,385>	98,615	635,144
754,382	686,997	<67,385>	98,615	635,144
<643,649>	<586,593>	57,056	<84,305>	<537,958>
<21,136>	<21,136>	0	<2,628>	<21,024>
<8,008>	<8,008>	0	<996>	<7,969>
<27,197>	<23,746>	3,451	<3,562>	<22,732>
<54,392>	<47,513>	6,879	<7,124>	<45,461>
<754,382>	<686,996>	67,386	<98,615>	<635,144>
			_	
0	1	1	0	0