# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/23/14 - 03/29/14)

Prepared
April 14, 2014

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		MA	RCH (02/23	3/14 - 03/29/1	14)			FY 12	2-13	]			F	ISCAL YEA	R 2013-2014	1			FY 1:	2-13
			CURREN	T MONTH				**	,	1			YTD 8	MONTHS (0	7/28/13 - 03	/29/14)			**	
ACTU	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA			LAST YE	AR ACT
				ACT/	BUD	ACT/L	/ ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,089		3,437		(348)	(10.1%)	(435)	(12.3%)	3,524		UCLA Store	31,413		33,733		(2,320)	(6.9%)	(2,318)	(6.9%)	33,731	
1,563		1,602		(39)	(2.4%)	(44)	(2.7%)	1,607		UCLA Restaurants	10,240		10,372		(132)	(1.3%)	(33)	(0.3%)	10,273	
184		223		(39)	(17.5%)	(56)	(23.3%)	240		Services Division	2,368		2,548		(180)	(7.1%)	(34)	(1.4%)	2,402	
147		125		22	17.6%	(5)	(3.3%)	152		UCLA Student Union	999		956		43	4.5%	(20)	(2.0%)	1,019	
4,983		5,387		(404)	(7.5%)	(540)	(9.8%)	5,523		TOTAL	45,020		47,609		(2,589)	(5.4%)	(2,405)	(5.1%)	47,425	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,063	34.4%	1,161	33.8%	(98)	0.6	(57)	2.6	1,120	31.8%	UCLA Store	9,796	31.2%	10,448	31.0%	(652)	0.2	(441)	0.9	10,237	30.3%
1,111	71.1%	1,135	70.8%	(24)	0.3	(27)	0.3	1,138	70.8%	UCLA Restaurants	7,247	70.8%	7,352	70.9%	(105)	(0.1)	1	0.3	7,246	70.5%
184	100.0%	222	99.6%	(38)	0.4	(53)	1.2	237	98.8%	Services Division	2,365	99.9%	2,545	99.9%	(180)	0.0	(32)	0.1	2,397	99.8%
72	49.0%	55	44.0%	17	5.0	(5)	(1.7)	77	50.7%	UCLA Student Union	497	49.7%	462	48.3%	35	1.4	(20)	(1.0)	517	50.7%
2,430	48.8%	2,573	47.8%	(143)	1.0	(142)	2.2	2,572	46.6%	TOTAL	19,905	44.2%	20,807	43.7%	(902)	0.5	(492)	1.2	20,397	43.0%
										WAGES & BENEFITS										
551	17.8%	586	17.0%	35	(0.8)	(11)	(2.5)	540	15.3%	UCLA Store	4,234	13.5%	4,429	13.1%	195	(0.4)	(16)	(1.0)	4,218	12.5%
678	43.4%	704	43.9%	26	0.5	19	0.0	697	43.4%	UCLA Restaurants	4,777	46.7%	4,941	47.6%	164	0.9	(52)	(0.7)	4,725	46.0%
53	28.8%	49	22.0%	(4)	(6.8)	(3)	(8.0)	50	20.8%	Services Division	396	16.7%	393	15.4%	(3)	(1.3)	(23)	(1.2)	373	15.5%
67	45.6%	69	55.2%	2	9.6	2	(0.2)	69	45.4%	UCLA Student Union	505	50.6%	525	54.9%	20	4.3	7	(0.4)	512	50.2%
1,349	27.1%	1,408	26.1%	59	(1.0)	7	(2.5)	1,356	24.6%	TOTAL	9,912	22.0%	10,288	21.6%	376	(0.4)	(84)	(1.3)	9,828	20.7%
										OTHER CONTROLLABLES *										
184	6.0%	184	5.4%	0	(0.6)	22	(0.2)	206	0.0,0	UCLA Store	1,667	5.3%	1,628	4.8%	(39)	(0.5)	(11)	(0.4)	1,656	4.9%
155	9.9%	172	10.7%	17	8.0	16	0.7	171	10.6%	UCLA Restaurants	1,139	11.1%	1,138	11.0%	(1)	(0.1)	38	0.4	1,177	11.5%
38	20.7%	75	33.6%	37	12.9	35	9.7	73	30.4%	Services Division	815	34.4%	907	35.6%	92	1.2	1	(0.4)	816	34.0%
51	34.7%	45	36.0%	(6)	1.3	6	2.8	57	37.5%	UCLA Student Union	374	37.4%	396	41.4%	22	4.0	69	6.1	443	43.5%
428	8.6%	476	8.8%	48	0.2	79	0.6	507	9.2%	TOTAL	3,995	8.9%	4,069	8.5%	74	(0.4)	97	(0.3)	4,092	8.6%
					4					CONTRIBUTION						4		4		
328	10.6%	391	11.4%	(63)	(0.8)	(47)	0.0	375	10.6%	UCLA Store UCLA Restaurants	3,895	12.4%	4,391	13.0%	(496)	(0.6)	(468)	(0.5)	4,363	12.9%
278 94	17.8% 51.1%	258 99	16.1% 44.4%	20	1.7 6.7	8 (24)	1.0 3.2	270 115	16.8% 47.9%	Services Division	1,331 1,154	13.0% 48.7%	1,274 1,245	12.3% 48.9%	57	0.7	(13)	(0.1) (1.6)	1,344 1,209	13.1% 50.3%
(46)	(31.3%)	(59)	(47.2%)	(5) 13	15.9	(21)	1.6	(50)	(32.9%)	UCLA Student Union	(382)	(38.2%)	(459)	48.9% (48.0%)	(91) 77	(0.2) 9.8	(55) 56	4.8	(438)	(43.0%)
654	13.1%	689	12.8%	(35)	0.3	(56)	0.2	710	12.9%	TOTAL	5,998	13.3%	6,451	13.5%	(453)	(0.2)	(480)	(0.4)	6,478	13.7%
004	10.170	000	12.070	(00)	0.0	(00)	0.2	710	12.070		0,000	10.070	0,401	10.070	(400)	(0.2)	(400)	(0.4)	0,470	10.770
54-	44.00	500	40.007	(2)	(4.5)	(0)	(4.5)	l	0.001	ALLOCATED EXPENSES	4.400	0.001	4.000	0.001	450	(0.0)	(46=)	(0.0)	0.000	0.40
547	11.0%	538	10.0%	(9)	(1.0)	(3)	(1.2)	544	9.8%	Admin&Support Services Maintenance Division	4,133	9.2%	4,289	9.0%	156	(0.2)	(135)	(0.8)	3,998	8.4%
235 82	4.7% 1.6%	206 102	3.8% 1.9%	(29) 20	(0.9) 0.3	(24) 5	(0.9) 0.0	211 87	3.8% 1.6%	Maintenance Division Utilities	1,472 794	3.3% 1.8%	1,502 744	3.2% 1.6%	30 (50)	(0.1) (0.2)	(94) (96)	(0.4)	1,378 698	2.9% 1.5%
217	4.4%	233	4.3%	16	(0.1)	(1)	(0.5)	216	3.9%	Depreciation	1.744	3.9%	1,864	3.9%	120	0.0	43	(0.3)	1.787	3.8%
1,081	21.7%	1,079	20.0%	(2)	(1.7)	(23)	(2.5)	1,058		TOTAL	8,143	18.1%	8,399	17.6%	256	(0.5)	(282)	(1.5)	7,861	16.6%
1,001	21.170	.,013	20.070	(2)	(1.7)	(20)	(2.3)	1,000	19.2/0	1	5,175	13.170	0,000		200	(0.0)	(202)	(1.3)	7,001	. 5.5 /8
(427)	(8.6%)	(390)	(7.2%)	(37)	(1.4)	(79)	(2.3)	(348)	(6.3%)	NET INCOME (LOSS) FROM OPERATIONS	(2,145)	(4.8%)	(1,948)	(4.1%)	(197)	(0.7)	(762)	(1.9)	(1,383)	(2.9%)
(421)	(0.070)	(000)	(1.2/0)	(01)	(1.4)	(13)	(2.0)	(0+0)	(0.070)	1	(≥,130)	(4.070)	(1,0-70)	(-1.170)	(107)	(0.7)	(1.52)	(1.3)	(1,000)	(2.0 /0)
6	0.1%	0	0.0%	6	0.1	(18)	(0.3)	24	0.4%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	111	0.2%	0	0.0%	111	0.2	70	0.1	41	0.1%
14	0.1%	16	0.0%	(2)	0.1	(10)	0.0	15	0.4%	Interest Income	128	0.2%	140	0.0%	(12)	0.2	(27)	0.0	155	0.1%
(47)	(0.9%)	(46)	(0.9%)	(1)	0.0	7	0.0	(54)		Interest (Expense)	(375)	(0.8%)	(371)	(0.8%)	(4)	0.0	54	0.0	(429)	(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	4.2%	211	3.9%	0	0.3	9	0.5	202	3.7%	Student Union Fee Income	1,689	3.8%	1,689	3.5%	0	0.3	70	0.4	1,619	3.4%
184	3.7%	181	3.4%	3	0.3	(3)	0.3	187	3.4%	TOTAL	1,553	3.4%	1,458	3.1%	95	0.3	167	0.5	1,386	2.9%
(243)	(4.9%)	(209)	(3.9%)	(34)	(1.0)	(82)	(2.0)	(161)	(2.9%)	NET INCOME (LOSS)	(592)	(1.3%)	(490)	(1.0%)	(102)	(0.3)	(595)	(1.3)	3	0.0%
* Without Be	, ,	· · · · · · · · · · · · · · · · · · ·	( /-/	V- 7	· · ·/1	· -/	` '7	7 7	, ,,,,	, , , , , , , , , , , , , , , , , , , ,	(/	( - / - /	, · · · · /	, . / <b>-/</b>	· · -/1	(/	1/	,		

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

		MA	RCH (02/23	/14 - 03/29/1	14)		1	FY 12	2-13	]			F	ISCAL YEA	R 2013-201	1			FY 1:	2-13
			CURREN	T MONTH				**	•				YTD 8	MONTHS (0	7/28/13 - 03	/29/14)			**	*
ACT	JAL	BUD	GET		VARIA	_		LAST YE	AR ACT		ACT	JAL	BUD	GET		VARIA			LAST YE	AR ACT
\$	%	¢	%	ACT/I	BUD %	ACT/LY \$		\$	%		\$	%	\$	%	ACT/	BUD %	ACT/L	Y ACT %	•	%
ð	%	\$	%	• 	%	<b>3</b>	%	<u> </u>	%		*	%	•	%	<u> </u>	%	\$	%	\$	%
0.000		0.407		(0.40)	(40.40()	(405)	(40.00()	0.504		GROSS INCOME	04.440		00.700		(0.000)	(0.00()	(0.040)	(0.00()	00.704	
3,089 1,563		3,437 1,602		(348)	(10.1%) (2.4%)	(435) (44)	(12.3%) (2.7%)	3,524 1,607		UCLA Store UCLA Restaurants	31,413 10,240		33,733 10,372		(2,320) (132)	(6.9%) (1.3%)	(2,318) (33)	(6.9%) (0.3%)	33,731 10,273	
184		223		(39)	(17.5%)	(56)	(23.3%)	240		Services Division	2,368		2,548		(180)	(7.1%)	(34)	(1.4%)	2,402	
147		125		22	17.6%	(5)	(3.3%)	152		UCLA Student Union	999		956		43	4.5%	(20)	(2.0%)	1,019	
4,983		5,387		(404)	(7.5%)	(540)	(9.8%)	5,523		TOTAL	45,020		47,609		(2,589)	(5.4%)	(2,405)	(5.1%)	47,425	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,063	34.4%	1,161	33.8%	(98)	0.6	(57)	2.6	1,120	31.8%	UCLA Store	9,796	31.2%	10,448	31.0%	(652)	0.2	(441)	0.9	10,237	30.3%
1,111	71.1%	1,135	70.8%	(24)	0.3	(27)	0.3	1,138	70.8%	UCLA Restaurants	7,247	70.8%	7,352	70.9%	(105)	(0.1)	1	0.3	7,246	70.5%
184	100.0%	222	99.6%	(38)	0.4	(53)	1.2	237	98.8%	Services Division	2,365	99.9%	2,545	99.9%	(180)	0.0	(32)	0.1	2,397	99.8%
72 <b>2.430</b>	49.0% <b>48.8%</b>	55 <b>2.573</b>	44.0% <b>47.8%</b>	17	5.0 <b>1.0</b>	(5) (142)	(1.7)	77 <b>2,572</b>	50.7%	UCLA Student Union TOTAL	497 <b>19.905</b>	49.7% <b>44.2%</b>	462	48.3%	35 ( <b>902</b> )	1.4 <b>0.5</b>	(20)	(1.0)	517	50.7% <b>43.0%</b>
2,430	46.8%	2,5/3	47.8%	(143)	1.0	(142)	2.2	2,572	46.6%		19,905	44.2%	20,807	43.7%	(902)	0.5	(492)	1.2	20,397	43.0%
					44.0		(0.0)			TOTAL CONTROLLABLES		40.00/		40.00/		(0.0)	(0.0)	44.0		4= 407
735 833	23.8% 53.3%	770 876	22.4% 54.7%	35 43	(1.4) 1.4	11 35	(2.6) 0.7	746 868	21.2% 54.0%	UCLA Store UCLA Restaurants	5,900 5,916	18.8% 57.8%	6,057 6,079	18.0% 58.6%	157 163	(0.8) 0.8	(26) (14)	(1.4) (0.3)	5,874 5,902	17.4% 57.5%
91	49.5%	124	55.6%	33	6.1	32	1.8	123	51.3%	Services Division	1,211	51.1%	1,299	51.0%	88	(0.1)	(23)	(1.6)	1,188	49.5%
117	79.6%	114	91.2%	(3)	11.6	10	4.0	127	83.6%	UCLA Student Union	879	88.0%	921	96.3%	42	8.3	76	5.7	955	93.7%
1,776	35.6%	1,884	35.0%	108	(0.6)	88	(1.9)	1,864	33.7%	TOTAL	13,906	30.9%	14,356	30.2%	450	(0.7)	13	(1.6)	13,919	29.3%
										CONTRIBUTION										
328	10.6%	391	11.4%	(63)	(0.8)	(47)	0.0	375	10.6%	UCLA Store	3,895	12.4%	4,391	13.0%	(496)	(0.6)	(468)	(0.5)	4,363	12.9%
278	17.8%	258	16.1%	20	1.7	8	1.0	270	16.8%	UCLA Restaurants	1,331	13.0%	1,274	12.3%	57	0.7	(13)	(0.1)	1,344	13.1%
94	51.1%	99	44.4%	(5)	6.7	(21)	3.2	115	47.9%	Services Division	1,154	48.7%	1,245	48.9%	(91)	(0.2)	(55)	(1.6)	1,209	50.3%
(46) <b>654</b>	(31.3%) <b>13.1%</b>	(59) <b>689</b>	(47.2%) <b>12.8%</b>	13 ( <b>35</b> )	15.9 <b>0.3</b>	4 (56)	1.6 <b>0.2</b>	(50) <b>710</b>	/	UCLA Student Union TOTAL	(382) <b>5,998</b>	(38.2%) 13.3%	(459) <b>6,451</b>	(48.0%) <b>13.5%</b>	77 <b>(453)</b>	9.8 <b>(0.2)</b>	56 (480)	4.8 (0.4)	(438) <b>6,478</b>	(43.0%) <b>13.7%</b>
654	13.1%	609	12.0%	(33)	0.3	(36)	0.2	710	12.9%	1	3,996	13.3%	0,451	13.5%	(455)	(0.2)	(460)	(0.4)	0,476	13.7%
505	47.00/	507	45.00/		(4.7)		(0.4)	505	45.00/	ALLOCATED EXPENSES	4.000	40.70/	4 400	40.40/	404	(0.0)	(4.4.4)	(4.0)	4 404	40.40/
535 401	17.3% 25.7%	537 390	15.6% 24.3%	2 (11)	(1.7) (1.4)	0 (23)	(2.1) (2.2)	535 378	15.2% 23.5%	UCLA Store UCLA Restaurants	4,308 2,717	13.7% 26.5%	4,429 2,766	13.1% 26.7%	121 49	(0.6) 0.2	(114) (123)	(1.3) (1.2)	4,194 2,594	12.4% 25.3%
49	26.6%	61	27.4%	12	0.8	2	(5.3)	51	21.3%	Services Division	429	18.1%	522	20.7%	93	2.4	(29)	(1.4)	400	16.7%
96	65.3%	91	72.8%	(5)	7.5	(2)	(3.5)	94	61.8%	UCLA Student Union	689	69.0%	682	71.3%	(7)	2.3	(16)	(3.0)	673	66.0%
1,081	21.7%	1,079	20.0%	(2)	(1.7)	(23)	(2.5)	1,058	19.2%	TOTAL	8,143	18.1%	8,399	17.6%	256	(0.5)	(282)	(1.5)	7,861	16.6%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(206)	(4.1%)	(146)	(2.7%)	(60)	(1.4)	(48)	(1.2)	(158)		UCLA Store	(413)	(0.9%)	(39)	(0.1%)	(374)	(8.0)	(582)	(1.3)	169	0.4%
(124) 45	(2.5%) 0.9%	(132) 38	(2.5%) 0.7%	8 7	0.0 0.2	(15) (18)	(0.5)	(109) 63	(2.0%) 1.1%	UCLA Restaurants Services Division	(1,386) 725	(3.1%) 1.6%	(1,492) 724	(3.1%) 1.5%	106 1	0.0 0.1	(137)	(0.5) (0.1)	(1,249) 809	(2.6%) 1.7%
(142)	(2.8%)	(150)	(2.8%)	8	0.2	(18)	(0.2)	(144)		UCLA Student Union	(1,071)	(2.4%)	(1,141)	(2.4%)	70	0.1	(84) 41	(0.1)	(1,112)	(2.3%)
(427)	(8.6%)	(390)	(7.2%)	(37)	(1.4)	(79)	(2.3)	(348)		TOTAL	(2,145)	(4.8%)	(1,948)	(4.1%)	(197)	(0.7)	(762)	(1.9)	(1,383)	(2.9%)
<u> </u>	, ,,	` '	, ,	` '	` '	- '	, ,,	, ,,	,,	OTHER INC/(EXP)	, , , ,	,,	,,,,,,	` '		` '	. ,	, , ,	, , ,	, , ,
6	0.1%	0	0.0%	6	0.1	(18)	(0.3)	24	0.4%	Non-Recurrent Inc/(Exp)	111	0.2%	0	0.0%	111	0.2	70	0.1	41	0.1%
14	0.3%	16	0.3%	(2)	0.0	(1)	0.0	15	0.3%	Interest Income	128	0.3%	140	0.3%	(12)	0.0	(27)	0.0	155	0.3%
(47)	(0.9%)	(46)	(0.9%)	(1)	0.0	7	0.1	(54)		Interest (Expense)	(375)	(0.8%)	(371)	(0.8%)	(4)	0.0	54	0.1	(429)	(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 <b>184</b>	4.2% <b>3.7%</b>	211 <b>181</b>	3.9% <b>3.4%</b>	0 3	0.3 <b>0.3</b>	9 <b>(3)</b>	0.5 <b>0.3</b>	202 <b>187</b>	3.7%	Student Union Fee Income TOTAL	1,689 <b>1,553</b>	3.8% <b>3.4%</b>	1,689 <b>1,458</b>	3.5% <b>3.1%</b>	0 <b>95</b>	0.3 <b>0.3</b>	70 <b>167</b>	0.4 <b>0.5</b>	1,619 <b>1,386</b>	3.4% <b>2.9%</b>
										1			,							
(243)	(4.9%)	(209)	(3.9%)	(34)	(1.0)	(82)	(2.0)	(161)	(2.9%)	NET INCOME (LOSS)	(592)	(1.3%)	(490)	(1.0%)	(102)	(0.3)	(595)	(1.3)	3	0.0%

#### P/L Reconciliation

Mar-14							
Financial Analysis							
	Ma	ar-14					
Budgeted Net Income/(Loss)		(209					
UCLA Store							
Gross Margin:	_						
Bearwear gross income \$17K below plan due to aggressive budget and Easter is later this year (spring break vacations are effected)	(15)						
Graduation ETC gross income \$21K below plan due to timing as graduating seniors wait to place orders for regalia	(17)						
Market gross income \$37K below plan due to external construction and the cannibalization of sales from South Campus	(16)						
Wooden Store gross margin below plan (cost of sales under management review)	(11)						
New Text gross margin below plan due to returns and purchases at higher cost (due to mix of titles)	(8)						
Used Text gross income \$38K below plan from continued downward sales trend due to availability of used books, competition, and							
peer to peer selling	(17)						
Course Reader Solutions gross margin above plan due to sales shifting to digital format	20						
Computer Store gross income \$222K below plan due to continued downward sales trend as unit sales shift from computers to tablets at							
lower price points	(30)						
Total Wages lower than plan	15						
Other, positive controllables mostly employee benefits and bank card expense	16						
Total Contribution		(63)					
UCLA Restaurants							
Gross Margin:							
Wetzel's/RX gross income \$8K below plan due to some customer traffic and/or purchasing patterns shifting (these sales seem to be							
trending low in the last few months)	(7)						
Rubio's gross income above plan due to the opening of Wolfgang Puck not as severe as anticipated	7						
Panda gross income above plan due to the opening of Wolfgang Puck not as severe as anticipated	8						
No Campus Student Ctr gross income \$16K below plan due to aggressive budget for new sales program started last Spring	(11)						
Luvalle Food Server gross income \$16K below plan due to new sales programs not started and continued erosion of northern campus	(11)						
customer demographics	(12)						
Kerckhoff Coffeehouse gross income \$17K above plan: majority of variance accumulated in 10th & finals weeks with conservative budget	12						
Cooperage gross income \$9K below plan due to sales trends suffering throughout all A-Level food areas in part due to Engineering	12						
construction & Lot 6 construction impacting pedestrian traffic patterns. Additionally, increased traffic to 1st floor areas diverting							
	(6)						
customers away from A-Level	(6)						
Taco Bell gross margin below plan due to lower sales trends throughout all A-Level food areas in part due to Engineering construction &	(7)						
Lot 6 construction. Additionally, increased traffic to 1st floor areas diverting customers away from A-Level	(7)						
Terasaki Café gross income \$9K below plan as budget was not based on any history, much less demand in this location than anticipated	(6)						
Catering gross margin above plan as extra other income from Athletics events plus 2 weddings and a large full service dinner that							
generated additional income for servers, china, bar setup and rentals	11						
Total Wages lower than plan	11						
Other, positive controllable mainly employees benefits and commission expense	20						
Total Contribution		20					
Services							
Gross Margin:							
Licensing domestic income below plan due loss of key category licensees as well as struggling sales overall (not timing related)	(48)						
Leased Ops income above plan due mostly to accounting corrections and some unbudgeted rent and utilities	9						
Other, positive controllable mainly in Licensing	34						
		(5					
UCLA Student Union							
Gross Margin:							
Student Union Ops gross income \$28K above plan due to a large increase in university and student events	19						
Post Office gross income \$4K below plan due less postage than anticipated	(2)						
Other, negative controllables	(4)						
Total Contribution		13					
Allocated Expenses and Other							
A&SS higher than plan mostly Special Events (Typhoon relief)	(9)						
Utilities lower than plan due to lower consumption in electric and steam (new meter at CSSC) and lower rates for water	20						
Maintenance higher than plan mostly custodial career wages (year-to-date is current)	(29)						
Depreciation lower than plan due to timing of capitals	16						
Other, mostly positive non-recurring	3						
Total		1					
Actual Net Income/(Loss)		(243					
		(2-10					

## ASUCLA P/L Reconciliation Year-To-Date Through March 2014

Financial Analysis	\$00	00's
		(400
Budgeted Net Income/(Loss)		(490
UCLA Store		
Gross Margin:		
Bearwar gross income \$100K below plan due mostly to reduced foot traffic during basketball games, aggressive sales plan as compared to prior year actuals with		
the football victory over USC, and reduced sales in fleece, umbrellas and outerwear due to warm/dry weather	(70)	
Fasttrack gross income \$54K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(29)	
Graduation ETC gross income \$19K below plan due to the timing as graduating seniors wait to place orders for regalia	(15)	
The Market gross income \$168K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales		
decline in Health/Beauty products	(64)	
Essentials gross income \$50K below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(26)	
E-Commerce gross income \$111K above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited edition jersey		
sales and e-mails	58	
Computer Store gross income \$1.1M below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and		
impact from customer response to remodeling	(145)	
New Text gross income \$240K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(121)	
Used Text gross income \$252K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(103)	
Luvalle Books gross income \$384K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(85)	
Luvalle General MDSE gross income \$29K below plan due to sales decline in supplies and the Anderson School did not renew an apparel web promotion	(34)	
HSS General MDSE gross income \$46K below plan mostly due to continued cannibalization from the Court of Science store  Total Wages lower than plan	(20)	
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and repairs and maintenance)	102	
Other, positive control acid expense (some offsets in advertising, professional services and repairs and mannerance)  Total Contribution	102	(496
UCLA Restaurants		(4)(
Gross Margin:		
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	28	
Wetzels/RX gross income \$34K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting	(31)	
No Campus Student Ctr gross income \$37K below plan due to slower sales than anticipated; ongoing fine tuning of recipes, waste, portioning and purchases	(37)	
Café Synapse gross income \$40K below plan due to continued drop in sales and a few departments have moved out of the building	(28)	
Luvalle Food Servery gross income \$114K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(84)	
Jimmy's gross income \$32K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter	(20)	
Cooperage gross income \$74K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(48)	
Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(16)	
Taco Bell gross income \$46K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(37)	
Catering gross income \$247K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic	182	
Total Wages lower than plan	50	
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance, overs and shorts and bank card expense)	98	
Total Contribution		57
Services		
Gross Margin:		
Licensing foreign income below plan due to the demise of the program in Korea and not imposing a minimum guarantee in Sweden upon extension of the bag license	(86)	
Licensing domestic income below plan due to lower performance than planned	(84)	
Photography gross income \$13K below plan due to aggressive budget and less shoots overall	(12)	
Total Wages higher than plan	(6)	
Other, positive controllables mainly in Licensing	97	
Total Contribution		(91
UCLA Student Union	1 1	
Gross Margin:	1	
Student Union Ops gross income \$47K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision	+	
Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)	37	
Total Wages lower than plan	13	
Other, positive controllables mainly student event expenses	27	
Total Contribution	+ +	77
Allocated Expenses and Other  A&SS lower than plan mostly in total wages, employee benefits and insurance expense	156	
A&SS lower than plan mostly in total wages, employee benefits and insurance expense  Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the	130	
Maintenance tower than pian due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high	30	
Utilities higher than plan due to higher consumption mostly in chiller water, higher steam due to a new meter in Ackerman installed after the budget was completed,	30	
and higher electricity as areas continue to exceed budget which was based on historical data	(50)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	120	
Other, mostly positive non-recurring	95	
, V <sub>k</sub>	- /-	351
Total		

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

	Current Month	Prior Month	Prior Year
	March 2014	February 2014	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,020	\$10,496	\$11,541
Accounts receivable	3,756	4,586	3,369
Less: Allowance for doubtful accounts	(156)	(160)	(131)
Accounts receivable, net	3,600	4,426	3,239
Student fees receivable	417	206	389
Inventories	6,635	5,480	6,379
Prepaid expenses and other current assets	167	182	243
Total current assets	20,837	20,790	21,791
LONG TERM ASSETS			
	00.754	00 505	CE 20E
Property, equipment and improvements	66,751	66,595	65,205
Less: Accumulated depreciation	(40,612)	(40,396)	(38,869)
Total Long Term Assets	26,139	26,199	26,336
TOTAL ASSETS	46,976	46,989	48,128
TOTAL ASSETS	40,970	40,303	40,120
LIADULITIES AND DETAINED EADNINGS			
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,546	\$3,742	\$4,921
Wages and payroll taxes payable	2,776	2,907	3,085
Sales Tax Payable & Other Liabilities	705	1,141	837
Interest payable	209	162	146
Deferred Income	357	415	182
Funds Held for Others	156	153	139
Current portion of long term debt	708	708	708
Total current liabilities	9,458	9,228	10,018
	,	,	ŕ
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
TOTAL LIABILITIES	21,049	20,819	21,609
DETAINED FARMINGS.			
RETAINED EARNINGS:	00.540	00 540	00.450
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(592)	(349)	59
Ending Balance	25,927	26,170	26,518
Linding Balance	20,321	20,170	20,010
TOTAL LIABILITIES AND RETAINED EARNINGS	46,976	46,989	48,128
		·	·

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS March 2014 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$243)	(\$592)	\$3
Adjustments to reconcile net income/(loss) to net	(, ,	(. ,	·
cash provided/(used) by operating activities:			
Depreciation - PP&E	217	1,744	1,787
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	826	(361)	81
Student fees receivable	(211)	(27)	(166)
Inventories	(1,154)	(256)	(238)
Prepaid expenses and other current assets	15	77	147
Increase/(decrease) in current liabilities:			0
Accounts payable	804	(377)	(1,392)
Sales Tax payable & other liabilities	(435)	(129)	(63)
Wages and payroll taxes payable	(131)	(308)	139
Interest payable	47	64	105
Deferred Income	(58)	174	103
Funds held for others	3	17	77
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	(\$320)	\$26	\$583
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(156)	(1,546)	(806)
Net cash used in investing activities	(\$156)	(\$1,546)	(\$806)
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	(\$477)	(\$1,521)	(\$223)
CASH AND CASH EQUIVALENTS, Beginning	\$10,496	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$10,020	\$10,020	\$10,027

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

**March 2014** 

(\$000's)

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	10,020
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(983)
Uncommitted Cash	6,754
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	8,551
RESERVE SURPLUS (DEFICIT)	(1,797)

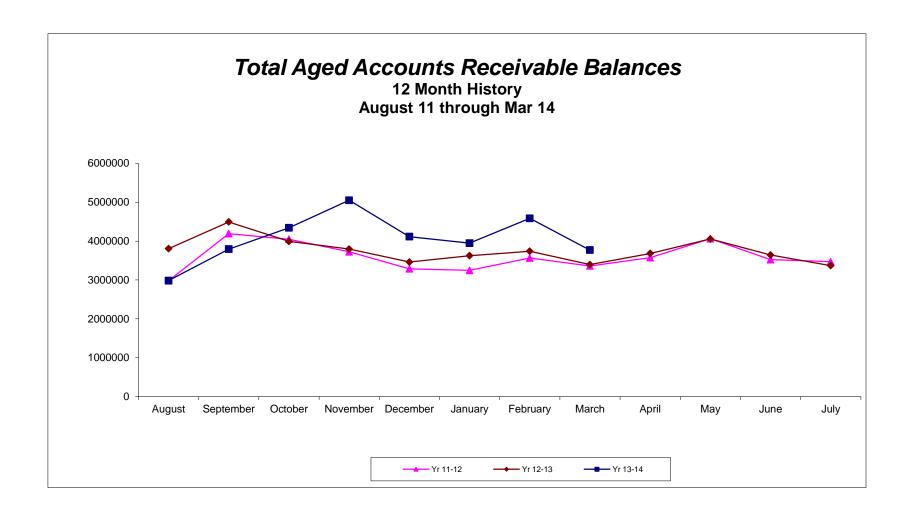
#### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 March 2014

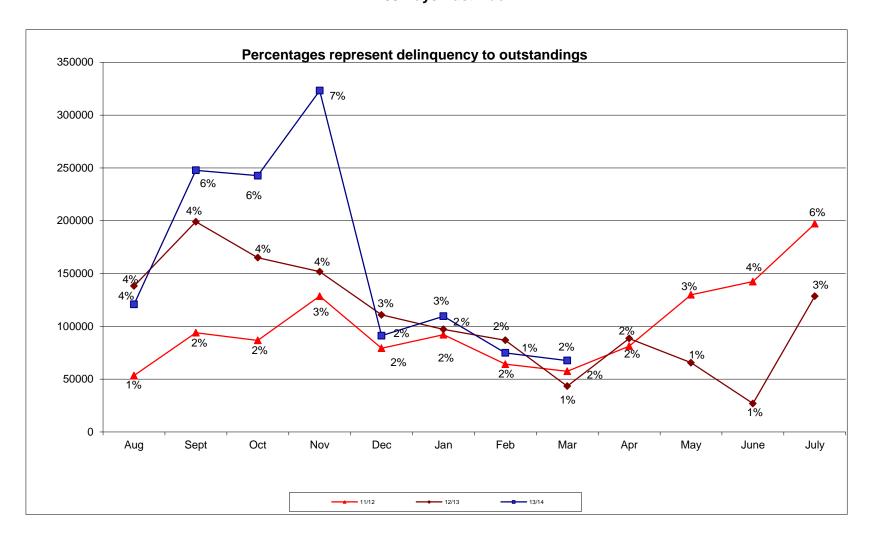
		112013	3-2014 March 2	2017	PROJECTED			
PROJECT NAME	BUDGET	Pavments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Services								
2013-S001 Store General Replacement	50.0	32.4	1.1	33.5	16.5		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 HSS Remodel	50.0	49.9	9.5	59.4	0.0		9.4	Completed Awaioting Invoice
2013-S004 Hilltop Shop Remodel	50.0	19.5	1.8	21.3	28.7		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Completed Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	3.4	24.5	27.9	2.1		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	0.0	5.9	5.9	19.1		0.0	In Progress
2013-S044 Essential Fixture Replacement	0.0	32.2	0.0	32.2	0.0		32.2	Completed
2013-S045 Market-Cards Reconfiguration	0.0	20.0	3.9	23.9	6.1		30.0	Pending
Total Store/Services	236.0	169.5	60.0	229.5	72.5	6.0	72.0	i criding
Food Service		l						
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	15.1	12.1	27.2	2.8		30.0	In Progress
Total Food Services	356.0	23.5	40.8	64.3	48.7	111.0	(132.0)	
<u>Technology</u>								
2013-T021 Network Infrastructure Upgrade	20.0	20.5	0.0	20.5	0.0		0.5	Completed
2013-T022 Printer Replacement	10.0	2.3	4.6	6.9	3.1		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	6.0	0.0	0.0	0.0	0.0		(6.0)	Cancel
Total Technology	171.5	29.4	7.2	36.6	7.4	100.0	(27.5)	Garleer
Others								
2013-O029 Game Center Technical Upgrades	12.0	3.8	0.6	4.4	7.6		0.0	In Progress
2013-0030 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pendina
2013-0031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Completed Awaioting Invoice
2013-0032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0		(40.0)	Cancel
2013-0033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-0034 AGB/BRR Trash Cans	7.2	0.0	9.1	9.1	0.0		1.9	Completed Awaioting Invoice
2013-0035 Student Service Center	300.0	0.0	39.3	39.3	260.7		0.0	In Progress
2013-0036 Fac. Misc. Remodels	25.0	15.0	1.1	16.1	8.9		0.0	In Progress
2013-O037 Lu Valle Roof Membrane	75.0	2.3	37.6	39.9	35.1		0.0	In Progress
2013-0038 Energy/utilities Efficiency Project	75.0	5.2	25.6	30.8	44.2		0.0	In Progress
2013-0039 Finance Misc. Replacements	15.0	0.6	0.0	0.6	14.4		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0		(50.0)	Cancel
2013-O042 Daily Bruin Flooring	0.0	0.0	48.4	48.4	0.0		48.4	Completed Awaioting Invoice
Zoro Corz Dany Brant Rooming	0.0	26.3	0.0	26.3	0.0		26.3	In Progress
	0.0	20.0						
2013-O043 Black Experience Mural	0.0	1.7	5.5	7.2	57.8		65.0	In Progress
2013-0043 Black Experience Mural 2013-S046 Students Affairs Office 2013-S047 KH Sleeping Chairs	0.0	1.7 0.0		7.2 15.7	0.0		15.7	In Progress Completed Awaioting Invoice
2013-O043 Black Experience Mural 2013-S046 Students Affairs Office	0.0	1.7	5.5	7.2		27.0		**

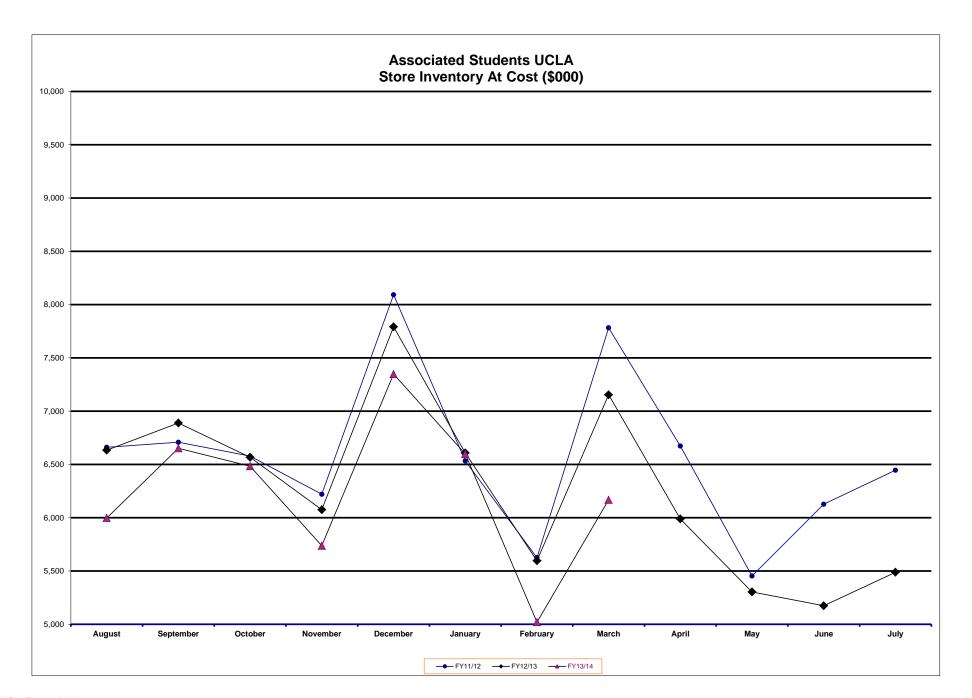
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

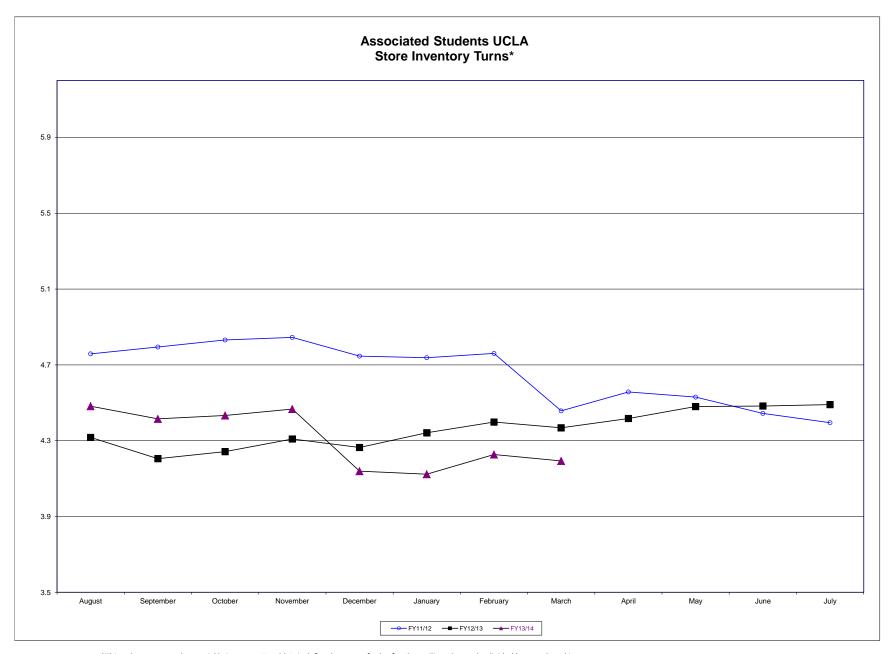
3/29/2014 Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$712,072	20%	\$10,052	9%	\$3,218	12%	\$2,144	14%	\$1,963	96%	\$3,769	16%	\$733,218	20%
ASUCLA PUBLICATIONS	\$288,411	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$288,411	8%
ASUCLA USA/GSA	\$119,559	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$119,559	3%
DUE FROM VENDORS	\$527,902	15%	\$2,763	3%	\$11,559	43%	(\$1,397)	-9%	(\$932)	-46%	\$8,680	37%	\$548,575	15%
DENTAL KITS	\$174,835	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$174,835	5%
OTHER	\$1,756,571	49%	\$96,312	88%	\$12,137	45%	\$14,165	95%	\$1,017	50%	\$11,239	47%	\$1,891,441	50%
TOTAL CURRENT MONTH	\$3,579,350	100%	\$109,127	100%	\$26,914	100%	\$14,912	100%	\$2,048	100%	\$23,688	100%	\$3,756,039	100%
	95%		3%		1%		0%		0%		1%		100%	
2/22/2014 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$764,439	21%	\$138,852	75%	\$5,642	21%	\$10,766	74%	\$106	5%	\$4,550	29%	\$924,355	20%
ASUCLA PUBLICATIONS	\$265,427	7%	\$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	35%	(\$4,750)	-4%	(\$2,644)	-10%	\$2,620	18%	\$1,747	85%	\$8,451	36%	\$1,251,813	27%
DENTAL KITS	\$217,340	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,340	5%
OTHER	\$1,745,972	59%	\$53,316	49%	\$30,773	114%	\$1,165	8%	\$8,567	418%	\$3,108	13%	\$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%	
											. = -			
1/25/2014 Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$649,486	18%	\$103,931	73%	\$24,122	57%	\$1,757	6%	\$4,751	47%	\$3,960	15%	\$788,007	20%
ASUCLA PUBLICATIONS	\$198,551	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,551	5%
ASUCLA USA/GSA	\$94,808	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,808	2%
DUE FROM VENDORS	\$248,498	7%	(\$1,872)	-2%	\$8,593	20%	\$5,155	-1%	\$3,796	38%	\$18,826	70%	\$282,996	8%
DENTAL KITS	\$277,550	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$277,550	7%
OTHER	\$2,225,188	60%	\$41,273	28%	\$9,677	23%	\$23,345	21%	\$1,561	15%	\$4,025	15%	\$2,305,069	58%
TOTAL CURRENT MONTH	\$3,694,081	99%	\$143,332	99%	\$42,392	100%	\$30,257	100%	\$10,108	100%	\$26,811	100%	\$3,946,981	100%
	93%		4%		1%		1%		0%		1%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







<sup>\*</sup>This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

	00/02/22/44 02/	20/4 4)	T		TOOM VEID 10.1		F70011 \/	-10.10.10
	08(02/23/14-03/2 CURRENT MONTH				ISCAL YEAR 13-1 MO(07/28/13-03)		FISCAL YI LAST YEA	
ACTUAL	BUDGET	VARIANCE	†	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,264,082	1,514,847	<250,765> <81,344>		14,008,509	15,755,355	<1,746,846>	1,623,491	15,932,323
1,086,913 123,376	1,168,257 128,700	<5,324>		8,715,345 694,089	9,117,278 733,000	<401,933> <38,911>	1,192,640 124,723	9,148,296 704,537
232,874	255,583	<22,709>	LU VALLE COMMONS STORE	2,102,597	2,491,649	<389,052>	229,483	2,347,934
81,755	77,000	4,755	E-COMMERCE DIVISION	1,203,789	1,105,000	98,789	69,005	1,081,176
199,105	220,880	<21,775>	HEALTH SCIENCES STORE	3,927,399	3,870,743	56,656	220,375	3,901,219
2,988,105	3,365,267	<377,162>	TOTAL SALES	30,651,728	33,073,025	<2,421,297>	3,459,717	33,115,484
2,013,193	2,262,033	248,840	Less: Cost of Sales	21,480,750	23,153,369	1,672,619	2,387,902	23,348,720
2,013,133	2,202,033	2 10,0 10	Less. cost of suites	21,100,750	23,133,303	1,072,015	2,507,502	23,3 10,7 20
			Less: Shrinkage					
5,296	5,530	234	ACADEMIC SUPPORT DIV	58,872	58,030	<842>	6,296	64,687
4,262 590	4,580 610	318 20	GENERAL MDSE DIVISION HILLTOP SHOP	36,924 3,285	38,150 3,450	1,226 165	4,616 597	38,651 3,323
1,343	1,290	<53>	LU VALLE COMMONS STORE	12,621	12,580	<41>	1,316	13,810
309	280	<29>	E-COMMERCE DIVISION	4,515	3,940	<575>	266	4,086
1,584	1,230	<354>	HEALTH SCIENCES STORE	20,291	15,470	<4,821>	2,518	21,157
13,385	13,520	135	SHRINKAGE	136,508	131,620	<4,888>	15,608	145,714
2,026,578	2,275,553	248,975	TOTAL COST OF SALES	21,617,258	23,284,989	1,667,731	2,403,510	23,494,434
67.4	67.2	<0.2>	COST OF SALES %	70.1	70.0	<0.1>	69.0	70.5
961,527	1,089,714	<128,187>	GROSS MARGIN	9,034,469	9,788,036	<753,567>	1,056,208	9,621,049
32.6	32.8	<0.2>	GROSS MARGIN %	29.9	30.0	<0.1>	31.0	29.5
0.5	0.4	<0.1>	SHRINKAGE %	0.5	0.4	<0.1>	0.5	0.4
22.2	22.	.0.0	NET CROCC MARCINI 0/	20.5	20.0		20.5	20.4
32.2	32.4	<0.2>	NET GROSS MARGIN %	29.5	29.6	<0.1>	30.5	29.1
15.4	16.5	<1.1>	ACADEMIC SUPPORT DIV	17.2	18.0	<0.8>	15.0	17.7
48.7	50.4	<1.6>		48.7	49.0	<0.3>	49.6	48.3
39.2	39.5		HILLTOP SHOP	39.3	39.7	<0.4>	38.8	39.6
31.6	31.8	<0.3>	LU VALLE COMMONS STORE	28.5	28.4	0.1	26.8	27.5
51.3	51.1 36.2	0.2 0.9	E-COMMERCE DIVISION	50.0 23.2	50.4	<0.4>	52.0	50.2
37.1	30.2	0.9	HEALTH SCIENCES STORE	23.2	24.2	<1.0>	34.2	23.5
101,231	71,774	29,457	OTHER INCOME	761,358	660,044	101,314	64,242	615,720
1,062,757	1,161,488	<98,731>	GROSS MARGIN/OTHER	9,795,828	10,448,080	<652,252>	1,120,450	10,236,769
			Less: Controllable Exp					
267,015	272,212	5,197	Career Wages	2,061,864	2,129,526	67,662	256,947	2,094,178
0	3,044	3,044	Limited Appointment	0	21,307	21,307	0	6,221
150,815	157,528	6,713	Student Wages	1,132,067	1,099,579	<32,488>	152,089	1,075,241
417,831	432,784	14,953	TOTAL WAGES	3,193,930	3,250,412	56,482	409,036	3,175,640
14.0	12.9	<1.1>	WAGE % TO SALES	10.4	9.8	<0.6>	11.8	9.6
132,954	153,054	20,100	Employee Benefits	1,039,821	1,178,869	139,048	130,951	1,042,640
11,088	9,360	<1,728>	Office Supplies	85,597	74,123	<11,474>	9,985	82,386
14,980	14,418	<562>	Telephone	107,078	113,541	6,463	13,980	111,552
80	110	30	Telex	640	880	240	80	732
75	40	<35>	Postage	217	320	103	21	331
7,441	7,250	<191>	Trav/Trips/Conference	22,834	18,797	<4,037>	7,780	18,216
0 41	0 5,925	0 5,884	Membership Fees Operating Supplies	1,900 41,454	2,100 45,030	200 3,576	100 6,072	2,100 42,979
15,860	20,200	4,340	Freight Out	240,906	242,425	1,519	16,116	238,835
896	900	4	Transportation	7,086	7,300	214	864	7,206
157	0	<157>	Postage Stamp O/S	171	0	<171>	<0>	<2>
0	0	0	Uniforms	248	0	<248>	733	733
22,914 <1,600>	14,905 <2,250>		Advertising Vendor Adv. Allowance	194,897 <80,560>	165,667 <60,356>	<29,230> 20,204	22,135 <2,300>	163,949 <54,383>
8,066	8,055	<11>		262,739	260,440	<2,299>	8,331	248,235
4,084	1,990	<2,094>		44,220	26,895	<17,325>	7,960	36,950
0	0	. 0	Janitorial	0	0	0	0	<19>
47,471	59,061	11,590	Bank Card Expense	489,072	535,660	46,588	53,156	514,236
338	0	<338> 60	Overs/Shorts Credit Card Adjustments	11,765	0	<11,765>	<355> 556	6,987
<60> <35>	0	35	Textbook Rental Exp	3,283 536	0	<3,283> <536>	24	7,238 100
458	0	<458>		1,698	0	<1,698>	0	1,150
0	0	0	Rentals-Truck	2,198	1,300	<898>	337	1,446
0	0	0	Taxes & Licenses	300	300	0	0	300
8,843	6,350	<2,493>		75,931	52,500	<23,431>	4,684	41,475
0 35,788	350 33,500	350 <2,288>	Temp Agency Service Commission Expense	1,672 38,428	700 37,100	<972> <1,328>	265 34,761	8,628 38,362
174	140	<2,200 <i>&gt;</i> <34>		34,753	37,100	<1,326> <1,465>	34,761	38,932
0	0	0	Prior Period Adj	0	0	0	0	53
0	3	3	Alloc of Distr Cntr	0	13	13	0	0
6,970	3,996	<2,974>		77,629	70,011	<7,618>	20,257	96,979
316,984 734,814	337,357 770,141	20,373 35,327	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	2,706,514 5,900,445	2,806,903 6,057,315	100,389 156,870	336,506 745,542	2,698,324 5,873,964
734,614	770,141	33,327	GROSS CONTRIBUTION TO	3,500,443	0,037,313	130,670	743,342	3,673,504
327,943	391,347	<63,404>		3,895,383	4,390,765	<495,382>	374,907	4,362,805
·		,	İ				,	
			Less: Allocated Exp					
21 125	36 540	-4 576	Allocated Even LID	225 100	222.205	21.014	27.010	207 204
31,125 134,814	26,549 147,034	<4,576> 12,220	Allocated ExpHR Allocated Exp. Fin	225,109 1,175,094	223,295 1,249,574	<1,814> 74,480	27,918 145,075	207,381 1,162,009
57,803	61,149	3,346	Allocated ExpIS	503,513	519,381	15,868	59,096	484,445
27,128	32,498	5,370	Allocated Exp. Mktg	232,608	277,630	45,022	29,602	257,393
95,901	89,778	<6,123>		763,460	794,575	31,115	93,270	736,708
90,267	76,541	<13,726>		579,471	562,198	<17,273>	81,921	544,641
29,807 68,143	35,177 68,324	5,370 181	Utilities Depreciation	287,561 540,561	256,419 546,592	<31,142> 6,031	31,423 66,148	252,672 549,380
534,987	537,050	2,063	TOTAL ALLOCATED EXP	4,307,377	4,429,664	122,287	534,453	4,194,629
55 1,501	33.,030	2,003		.,55.,51.1	., 5,00 1	122,207	55.,155	.,25 1,023
<207,044>	<145,703>	<61,341>	NET INCOME (LOSS)	<411,994>	<38,899>	<373,095>	<159,546>	168,176

MAD	08(02/23/14-03/2	29/14)	1	-	ISCAL YEAR 13-1	4 1	EICUN VI	EAR 12-13
	CURRENT MONTH				MO(07/28/13-03/			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
155,231	162,112		CENTRAL DIVISION	1,037,458	1,053,727	<16,269>	164,708	1,054,908
206,645	221,424		NORTH CAMPUS DIVISION	1,357,294	1,413,382 1,013,607	<56,088>	187,319	1,282,851
150,621 262,939	150,632 284,678		SOUTH DIVISION LU VALLE DIVISION	1,001,637 1,655,708	1,817,333	<11,970> <161,625>	152,891 273,642	998,474 1,736,592
277,997	290,073		COOPERAGE DIVISION	1,814,785	1,957,289	<142,504>	270,439	1,747,277
272,666	285,611		SPECIAL EVENTS DIVISION	1,816,630	1,680,954	135,676	330,293	1,953,883
1,326,099	1,394,530	<68,431>	TOTAL SALES	8,683,513	8,936,292	<252,779>	1,379,294	8,773,985
452,678 34.1	467,781 33.5	15,103 <0.6>	Less: Cost of Sales COST OF SALES %	2,993,361 34.5	3,020,103 33.8	26,742 <0.7>	469,534 34.0	3,026,344 34.5
873,421	926,749	<53,328>	GROSS MARGIN	5,690,152	5,916,189	<226,037>	909,759	5,747,640
65.9	66.5	<0.6>	GROSS MARGIN %	65.5	66.2	<0.7>	66.0	65.5
68.2	69.1		CENTRAL DIVISION	67.5	68.9	<1.4>	67.1	67.4
64.6	66.2		NORTH CAMPUS DIVISION	64.9	66.2	<1.3>	61.9	62.9
66.2 68.2	66.5 68.6		SOUTH DIVISION LU VALLE DIVISION	64.9 69.2	65.5 69.1	<0.6>	64.4 68.0	64.7 68.9
64.0	64.7		COOPERAGE DIVISION	64.1	64.6	<0.6>	65.1	64.6
66.9	65.0	1.9	SPECIAL EVENTS DIVISION	64.3	63.9	0.4	68.1	64.7
237,099	207,870	29,229	OTHER INCOME	1,556,877	1,436,012	120,865	228,066	1,498,851
1,110,520	1,134,619	<24,099>	GROSS MARGIN/OTHER	7,247,028	7,352,201	<105,173>	1,137,825	7,246,491
			Less: Controllable Exp					
			LCGG. CONTRIONABLE EXP					
307,446	314,399	6,953	Career Wages	2,259,635	2,311,816	52,181	314,169	2,227,199
1,231	512	<719>	Limited Appointment	5,895	7,584	1,689	3,611	16,024
248,811	251,561	2,750	Student Wages	1,588,140	1,580,011	<8,129>	249,828	1,565,951
<40,781>	<38,796>	1,985	Labor Recharge	<274,059>	<269,498>	4,561	<37,779>	<260,719>
516,708 39.0	527,676 37.8	10,968	TOTAL WAGES WAGE % TO SALES	3,579,611 41.2	3,629,913 40.6	50,302 <0.6>	529,828 38.4	3,548,454 40.4
39.0	37.8	<1.1>	WAGE 70 TO SALES	71.2	70.0	<0.02	30.4	70.7
161,596	176,573	14,977	Employee Benefits	1,197,755	1,310,757	113,002	167,397	1,176,549
1,003	1,545	542	Office Supplies	13,933	13,215	<718>	2,409	13,801
4,778	4,384	<394>	Telephone	34,334	34,552	218	4,230	33,178
597	1,500	903	Training Programs	10,213	15,700	5,487	1,500	11,031
61,750	65,160	3,410	Paper	405,218	417,123	11,905	67,242	405,731
4.7 4,851	4.7 4,402	0.0 <449>	Paper % To Sales Cleaning Supplies	4.7 38,071	4.7 34,356	0.0 <3,715>	4.9 5,795	4.6 38,477
<19,876>	<9,600>	10,276	Purchasing Rebates	<83,129>	<74,100>	9,029	<18,900>	<73,845>
5,164	2,635	<2,529>		26,462	20,913	<5,549>	3,665	28,017
5,888	6,256	368	Laundry	41,468	41,458	<10>	6,172	49,728
782	1,155	373	Uniforms	13,862	12,423	<1,439>	1,230	15,147
609	1,945	1,336	Advertising	46,127	61,790	15,663	2,843	57,493
0	100	100	Menu Development	0	800	800	0	1,401
15.000	48	46	Dorm Coupons Expense	36	319	283	4	42
15,986 34,656	5,996 38,972	<9,990> 4,316	Repairs & Maintenance Bank Card Expense	91,997 257,945	44,157 249,210	<47,840> <8,735>	14,912 33,231	79,084 235,978
1,980	1,920		Sales Tax Expense	13,043	12,790	<253>	2,037	12,929
3,670	1,002	<2,668>	•	15,234	7,213	<8,021>	1,625	6,720
24	0	<24>	Credit Card Adjustments	126	0	<126>	6	6
623	0	<623>	Rentals	2,419	1,500	<919>	2,527	13,726
1,433	425		Rentals-Truck	2,303	3,160	857	657	1,687
0	500 0	500 0	Taxes & Licenses Professional Services	381 600	1,000 0	620 <600>	0	10,261 600
1,074	0		Professional Services Temp Agency Service	1,074	1,500	<600 <i>&gt;</i> 426	2,004	6,282
29,669	43,561	13,892	Commission Expense	207,055	238,773	31,718	37,838	229,523
316,258	348,479	32,221	TOTAL OTHER CONTROL.	2,336,525	2,448,609	112,084	338,424	2,353,545
832,965	876,155	43,190	TOTAL CONTROLLABLE EXP	5,916,136	6,078,522	162,386	868,253	5,902,000
377 554	350.464	10.000	GROSS CONTRIBUTION TO	1 220 002	1 272 670	F7 343	200 572	1 244 402
277,554	258,464	19,090	SVCS AND ENTERPRISES	1,330,892	1,273,679	57,213	269,573	1,344,492
			Less: Allocated Exp					
38,490	32,370	,	Allocated ExpHR	252,650	248,735	<3,915>	36,162	231,867
68,216	68,549	333	Allocated Exp. Fin	413,982	419,849	5,867	66,173	390,444
29,248	28,509		Allocated ExpIS	175,996	174,155	<1,841>	26,956	163,266
13,727	15,151	1,424	Allocated Exp. Mktg Allocated Exp Othr SA	82,107	93,128	11,021	13,502	85,616 245,510
48,526 76,095	41,856 66,036		Maintenance	267,212 488,492	262,933 485,035	<4,279> <3,457>	42,543 69,059	245,519 459,130
25,128	30,349	<10,059> 5,222	Utilities	242,413	221,224	<3,457 <i>&gt;</i> <21,189>	26,489	213,003
101,965	107,584	5,619	Depreciation	794,446	860,672	66,226	97,302	804,721
401,394	390,404		TOTAL ALLOCATED EXP	2,717,298	2,765,731	48,433	378,186	2,593,566
			NET THOOMS (1 5 5 5)	4.055.155		40		4 0
<123,839>	<131,940>	8,101	NET INCOME (LOSS)	<1,386,406>	<1,492,052>	105,646	<108,614>	<1,249,074>
410,926	427,910	<16 QR/\	TOTAL CUSTOMER COUNT	2,623,020	2,764,832	<141,812>	426,355	2,705,150
146,565	138,856	<16,984> 7,709	3RD PARTY CUST COUNT	925,420	935,526	<141,812> <10,106>	141,368	912,903
264,361	289,054		ASUCLA CUSTOMER COUNT	1,697,600	1,829,306	<131,706>	284,987	1,792,247
, , , ,	, , , ,	,				,	<b>y</b>	
5.50	5.13	0.37	TOTAL AVERAGE CHECK	5.40	5.16	0.24	5.06	5.05
7.07	6.47	0.60	3RD PARTY AVG CHECK	6.11	5.72	0.38	6.32	6.23
4.63	4.48	0.14	ASUCLA AVERAGE CHECK	4.58	4.51	0.07	4.44	4.45
35,366	36,031	665	EMPLOYEE HOURS	233,759	232,974	<785>	36,000	233,412
37.50	38.70		SALES/LABOR HOUR	37.15	38.36	<1.21>	38.31	37.59
							<del>-</del>	· · · ·

### SERVICES DIVISION INCOME STATEMENT

MAR.	08(02/23/14-03/2	9/14)	]	F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
	CURRENT MONTH	· ,	1		MO(07/28/13-03/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE	i	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
19,178	18,277	901	PHOTOGRAPHY	108,955	122,041	<13,086>	17,141	119,004
19,178	18,277	901	TOTAL SALES	108,955	122,041	<13,086>	17,141	119,004
,	,			,	,	ŕ	,	,
51	317	266	Less: Cost of Sales	2,454	3,516	1,062	2,204	5,448
19,126	17,960	1,166	GROSS MARGIN	106,501	118,525	<12,024>	14,936	113,556
99.7	98.3	1.5	GROSS MARGIN %	97.8	97.1	0.6	87.1	95.4
99.7	98.3	1.5	PHOTOGRAPHY	97.8	97.1	0.6	87.1	95.4
67,098	115,000	,	TRADEMARKS AND LICENSING	1,528,416	1,698,417	<170,001>	123,550	1,587,418
98,078	89,535	8,543	LEASED OPS	730,360	727,885	2,475	98,892	695,951
165,176	204,535		OTHER INCOME	2,258,776	2,426,302	<167,526>	222,442	2,283,369
184,302	222,495	<38,193>	GROSS MARGIN/OTHER	2,365,277	2,544,827	<179,550>	237,379	2,396,925
			Less: Controllable Exp					
25 200	24 542	2.076	s	264 252	252 522	7.025	22.024	250 704
35,388	31,512	,	Career Wages	261,353	253,528	<7,825>	33,824	250,704
1,574	1,938		Student Wages TOTAL WAGES	12,798	14,252	1,454	1,479	5,821
36,961	33,450	- / -		274,151	267,780	<6,371>	35,303	256,525
192.7	183.0	<9./>	WAGE % TO SALES	251.6	219.4	<32.2>	206.0	215.6
15,767	15,635	~122 <b>&gt;</b>	Employee Benefits	121 025	124,784	2 940	14 712	116,136
15,767			Office Supplies	121,935 4,341	7,203	2,849 2,862	14,713 461	6,470
676	1,200 741	1,131 65	Telephone	5,239	7,203 5,819	2,862 580	697	5,343
104	105	1	Postage	766	3,819 840	74	19	654
1,643	6,500	4,857	Trav/Trips/Conference	9,251	15,500	6,249	339	11,019
0	0,500	4,037 0	Enforcement	6,000	8,000	2,000	0	8,000
1,987	4,000		Business Promotion	25,460	32,600	7,140	1,501	19,671
0	214	•	Repairs & Maintenance	1,098	1,368	270	0	4,736
4,407	3,033		Professional Services	25,638	18,208	<7,430>	4,683	19,889
0	1,150	1,150	Legal	5,446	9,200	3,754	0	2,300
172	4,150	3,978	Trademark	24,849	33,200	8,351	4,865	22,470
0	0	0	Intern'l Agnt Fee/Tax	159,016	182,798	23,782	600	144,777
5,876	11,500		Domestic Agency Fee	106,833	121,100	14,267	12,145	115,774
0	0		Misc. Bank Charges	0	0	0	, 0	128
22,916	42,274		Payment to UCLA	441,066	471,089	30,023	47,471	454,482
53,618	90,502	36,884	TOTAL OTHER CONTROL.	936,938	1,031,709	94,771	87,493	931,848
90,579	123,952	33,373	TOTAL CONTROLLABLE EXP	1,211,089	1,299,489	88,400	122,796	1,188,374
			GROSS CONTRIBUTION TO					
93,723	98,543	<4,820>	SVCS AND ENTERPRISES	1,154,188	1,245,338	<91,150>	114,583	1,208,551
			Less: Allocated Exp					
2,753	2,052		Allocated ExpHR	19,375	18,427	<948>	2,410	16,752
7,794	9,241	1,447	Allocated Exp. Fin	90,298	96,786	6,488	10,065	84,249
3,449	3,964	515	Allocated ExpIS	39,822	41,409	1,587	4,223	36,428
1,619	2,107	488	Allocated Exp. Mktg	18,450	22,158	3,708	2,115	19,231
5,723	5,820	97	Allocated Exp Othr SA	59,910	62,821	2,911	6,665	54,825
16,012	21,364	5,352	Maintenance	102,788	156,918	54,130	14,531	96,610
5,287	9,818	4,531	Utilities	51,008	71,566	20,558	5,574	44,820
6,240	6,431	191	Depreciation	47,835	51,448	3,613	5,785	46,947
48,877	60,797	11,920	TOTAL ALLOCATED EXP	429,487	521,533	92,046	51,368	399,862
11 016	27 746	7 100	NET INCOME (LOSS)	724 701	722 005	906	62 215	gno 60n
44,846	37,746	7,100	INC INCOME (LUSS)	724,701	723,805	896	63,215	808,689

### UCLA STUDENT UNION INCOME STATEMENT

MAR. 08(02/23/14-03/29/14)		1	F	ISCAL YEAR 13-1	FISCAL YEAR 12-13			
C	CURRENT MONTH		1	YTD 8 MO(07/28/13-03/29/14)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	]	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
56,425	41,700	•	EVENT SERVICES OFFICE	343,527	286,735	56,792	51,448	323,556
7	180		RECREATION & GAMES	1,691	1,108	583	2,167	17,974
57,436	61,370	- ,	AU POST OFFICE	436,547	439,699 727,542	<3,152>	62,518	442,601
113,868	103,250	10,618	TOTAL SALES	781,765	/2/,5 <del>4</del> 2	54,223	116,133	784,131
57,310	60,019	2,709	AU Post Office Cost	427,585	430,027	2,442	61,686	435,161
17,876	9,473	•	Facilities Costs	74,290	64,141	<10,149>	12,800	66,329
0	0	0,1092	Cost of Sales GM RM	25	0 1,1 11	<25>	149	563
75,186	69,492	<5,694>	Less: Cost of Sales	501,899	494,168	<7,731>	74,636	502,054
66.0	67.3	1.3	COST OF SALES %	64.2	67.9	3.7	64.3	64.0
38,682	33,758	4,924	GROSS MARGIN	279,866	233,374	46,492	41,498	282,077
34.0	32.7	1.3	GROSS MARGIN %	35.8	32.1	3.7	35.7	36.0
68.3	77.3		EVENT SERVICES OFFICE	78.4	77.6	0.7	75.1	79.5
100.0	100.0		RECREATION & GAMES	98.5	100.0	<1.5>	93.1	96.9
0.2	2.2	<2.0>	AU POST OFFICE	2.1	2.2	<0.2>	1.3	1.7
24 =22	0.540	10.004		407.440	107.161	0.740	40.000	
21,532	8,548	,	STUDENT UNION OPS	127,443	137,161	<9,718>	19,988	140,482
1,000	2,010		RECREATION & GAMES	12,132	14,231	<2,099>	2,615	14,540
10,560 33,092	10,804 21,362	<244> 11,730	AU POST OFFICE OTHER INCOME	77,820 217,395	77,406 228,798	414 <11,403>	12,884 35,487	79,686 234,709
71,774	55,120	16,654	GROSS MARGIN/OTHER	497,260	462,172	35,088	76,984	516,786
/1,//4	55,120	10,034	GROSS MARGIN/OTHER	497,200	402,172	33,000	70,904	310,760
			Less: Controllable Exp					
			LC001 CONTROLLAND					
31,254	31,002	<252>	Career Wages	249,266	248,016	<1,250>	30,097	237,895
19,232	20,711	1,479	Student Wages	130,049	144,579	14,530	23,801	156,598
50,485	51,713	1,228	TOTAL WAGES	379,315	392,595	13,280	53,898	394,493
44.3	50.1	5.8	WAGE % TO SALES	48.5	54.0	5.4	46.4	50.3
			1					
16,224	16,984	760	Employee Benefits	126,045	132,287	6,242	15,293	117,486
<1,845>	697	2,542	Office Supplies	12,027	8,998	<3,029>	450	10,445
3,207	3,390	183	Telephone	25,551	26,370	819	3,262	25,960
0	0	0	Trav/Trips/Conference	687	1,150	463	0	1,844
2,855	2,088	<767>	24 Hour Study Lounge	5,329	4,562	<767>	2,713	5,444
0	0	0	Student Comm Art	5,393	5,495	102	19	5,514
86	100	14	Training Programs	2,606	5,208	2,602	0	3,896
1,388	89		Annual ASUCLA Events	21,864	18,212	<3,652>	641	21,581
14,215	4,743	•	Student Event Exp	65,744	78,068	12,324	11,672	90,874
36	240	204	Operating Supplies	1,998	2,235	237	200	3,334
0	0	0	Tournament Prizes	0	0	0	0	20
0 0	30 0	30 0	Replacements	0	477	477	0	608
59	60	1	Uniforms Advertising	838 997	600 864	<238> <133>	64 0	563 828
497	601		Business Promotion	3,791	4,778	987	510	4,272
2,137	803		Repairs & Maintenance	9,150	9,277	127	1,538	21,286
2,137	0	•	Repairs & Mtce-Equip	9,130	9,277	0	1,466	11,727
1,085	1,442		Bank Card Expense	9,902	10,333	431	1,207	10,869
721	37		Overs/Shorts	844	263	<581>	0	<3>
617	1,206	590	Commission Expense	7,131	8,538	1,407	1,665	9,362
0	0	0	Student Support Svcs	2,908	2,625	<283>	0	2,769
15,417	15,417	0	Interaction Fund	123,333	123,336	3	15,417	123,333
10,164	14,000	3,836	STUDENT UNION EVENT F	73,791	84,500	10,709	16,608	88,474
66,860	61,927	<4,933>	TOTAL OTHER CONTROL.	499,930	528,176	28,246	72,724	560,487
117,346	113,640	<3,706>		879,245	920,771	41,526	126,622	954,981
			GROSS CONTRIBUTION TO					
<45,572>	<58,520>	12,948	SVCS AND ENTERPRISES	<381,985>	<458,599>	76,614	<49,638>	<438,195>
Ι Τ						T	T	
			Less: Allocated Exp					
			l.,,					
3,762	3,172		Allocated ExpHR	26,755	26,965	210	3,680	25,739
6,213	5,168	•	Allocated Exp. Fin	39,462	37,294	<2,168>	6,060	38,014
2,750	2,217		Allocated ExpIS	17,243	15,991	<1,252>	2,543	16,384
1,290	1,178		Allocated Exp. Mktg	8,072	8,548	476	1,274	8,597
4,562	3,255	•	Allocated Exp Othr SA	26,404	24,204	<2,200>	4,013	24,497
47,569 15 709	40,281	•	Maintenance Utilities	305,370	295,865	<9,505>	43,170	287,014
15,708 14 405	18,513	2,805 2,795	Depreciation	151,539 114,369	134,945 138,320	<16,594> 23,951	16,559 16,907	133,153 139,936
14,495 96,349	17,290 91,074		TOTAL ALLOCATED EXP	689,215	682,132	<7,083>	94,206	673,334
50,573	31,074	\J,\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	TOTAL ALLOCATED LAF	009,213	002,132	~7,003>	37,200	0/3,334
<141,920>	<149,594>	7,674	NET INCOME (LOSS)	<1,071,199>	<1,140,731>	69,532	<143,844>	<1,111,529>
1= 1=/5=0>	= :-/55 .>	.,	1	,-: -/2557	,= := ,: 02>	,	= :-,0 : :>	,,5-5,

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. 08(02/23/14-03/29/14)		]	FISCAL YEAR 13-14			FISCAL YEAR 12-13		
CURRENT MONTH			YTD 8 MO(07/28/13-03/29/14)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
287,702	290,307	2,605	Career Wages	2,341,498	2,375,295	33,797	301,985	2,321,883
5,052	300		Limited Appointment	27,557	14,400	<13,157>	0	1,257
36,421	29,661		Student Wages	225,705	233,716	8,011	38,801	232,465
329,176	320,268	<8,908>	TOTAL WAGES	2,594,760	2,623,411	28,651	340,787	2,555,605
6.6	6.0	<0.7>	WAGE % TO TOTAL SALES	5.8	5.5	<0.3>	6.2	5.4
			1					
0	0	0	Emp Awards, Profess.	11,682	10,200	<1,482>	0	9,770
0	0	0	Emp Awards, Students	4,000	4,000	0	2,000	4,000
124,800	140,755	15,955	Employee Benefits	1,030,914	1,129,596	98,682	133,822	1,027,465
11,116	7,913		Office Supplies	81,463	64,041	<17,422>	17,637	69,116
8,653	9,892	1,239	Telephone	68,079	78,159	10,080	9,136	72,079
997	1,120	123	Postage	7,847	8,784	937	960	7,519
7,963	2,698		Trav/Trips/Conference	12,317	19,095	6,778	361	15,156
0	20	20	Expense Allowance	0	160	160	0	0
285	266	<19>	Employee Relations	7,297	7,353	56	7,510	16,942
3,249	855		Fingerprinting	3,249	6,840	3,591	2,679	4,463
128	545	418	Recruitment	2,891	3,585	694	180	2,305
0	620 0	620 0	Operating Supplies Freight Out	974 0	4,240 0	3,266 0	315 0	1,947 14
246	300	54	Uniforms	2,192	2,400	208	368	2,149
584	<1,000>	_	Security Expense	2,192 <14>	<8,000>	<7,986>	<558>	<6,090>
0	50	<1,364> 50	Security Expense Security Equipment	783	400	<383>	<338>	1,275
2,662	2,658	<4>	Alarm Monitoring	22,070	21,264	<806>	2,561	20,649
1,000	1,000	0	Advertising	8,465	8,000	<465>	346	4,877
2,100	2,100	0	Benefits U Adv	16,925	16,800	<125>	2,572	16,580
5,950	5,603	-	Repairs & Maintenance	39,568	43,359	3,791	2,493	40,391
560	0		Repair-Mtce Computer	5,760	0	<5,760>	0	0
9,569	10,320	751	Repairs & Mtce-Equip	80,368	82,560	2,192	13,921	79,574
0	24	24	Printing	477	519	42	0	697
8,873	8,873	0	Bruin One Card Exp	76,165	76,165	0	10,788	73,819
2	82	80	Overs/Shorts	<10>	257	267	<1>	86
18,041	22,484	4,443	Insurance Expense	144,328	179,872	35,544	20,440	163,520
2,869	4,613	1,744	Professional Services	24,066	30,171	6,105	2,874	24,416
917	928	11	Legal	7,333	7,316	<17>	773	6,181
9,733	10,427	694	External Audit	78,364	83,416	5,052	10,123	80,983
134	200	66	Temp Agency Service	4,887	5,000	113	809	6,837
9,583	9,442		Internal Audit	76,667	75,536	<1,131>	9,167	73,333
3,142	3,142	0	Tax Consulting	6,978	6,516	<462>	3,050	6,325
15,224	10,300	<4,924>		81,724	82,100	376	11,849	83,897
0	0	0	Special Projects	3,386	10,000	6,614	0	12,787
2,575	5,165	2,590	Misc. Bank Charges	25,123	30,781	5,658	2,730	26,393
3,052	3,074 7,635	22 218	Armored Carrier Expense	27,231 59,333	24,593 61,080	<2,638> 1,747	2,954 7,417	24,129 50 334
7,417 18,679	7,635 15,929		UCOP Payroll Services UCLA Recharge Expense	59,333 130,182	127,432	1,747 <2,750>	7,417 15,498	59,334 123,984
8,124	300		Special Events	26,405	18,300	<8,105>	15,496	123,964
288,226	288,333	107	TOTAL OTHER CONTROL.	2,179,470	2,321,890	142,420	296,495	2,176,087
617,402	608,601		TOTAL OTTIER CONTROL.  TOTAL CONTROLLABLE EXP	4,774,230	4,945,301	171,071	637,282	4,731,692
017,102	000,001	10,0017		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,5 15,501	1,1,0,1	33,,202	.,, 52,052
			Less: Allocated Exp					
19,432	17,864	<1,568>	Maintenance	124,743	131,213	6,470	17,635	117,244
6,417	8,210	1,793	Utilities	61,903	59,848	<2,055>	6,764	54,393
11,873	17,225		Depreciation	117,739	137,800	20,061	14,584	119,740
37,721	43,299	5,578	TOTAL ALLOCATED EXP	304,385	328,861	24,476	38,983	291,377
655,123	651,900	<3,223>	NET EXPENSE	5,078,615	5,274,162	195,547	676,265	5,023,069
				<u> </u>				
<584,893>	<581,616>	3,277	Allocated-Svs and Ent	<4,437,523>	<4,617,852>	<180,329>	<583,345>	<4,289,363>
<25,570>	<25,570>	0	Allocated-USAC	<208,283>	<208,283>	0	<25,050>	<202,181>
<3,665>	<3,665>	0	Allocated-GSA	<27,911>	<27,911>	0	<3,665>	<27,911>
<40,995>	<41,049>		Allocated-Comm Board	<404,899>	<420,114>	<15,215>	<64,205>	<503,614>
<655,123>	<651,900>	3,223	TOTAL OTHER	<5,078,615>	<5,274,160>	<195,545>	<676,265>	<5,023,069>
0	0	0	TOTAL EXPENSE	0	2	2	0	0
U	U	0	TOTAL LAFLINGE	0	2	۷	U	U

### MAINTENANCE DIVISION EXPENSE STATEMENT

	08(02/23/14-03/2		
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
139,264	116,360	<22,904>	Career Wages
4,684	0		Limited Appointment
1,593	540	,	Student Wages
<160>	<80>	80	Labor Recharge
<4,389>	<4,188>	201	Billed Labor Costs
<5,625>	<4,500>	1,125	Capitalized Wages
135,367	108,132	<27,235>	TOTAL WAGES
72,851	66 699	رد 162×	Employee Benefits
72,651 463	66,688 145		Office Supplies
733	145 660		
		3 480	Telephone
0 4.756	480		Trav/Trips/Conference
4,756	4,858	102	Paper Cleaning Supplies
6,806	4,932		Replacements
1,977	1,015 649		Laundry
1,216 9,879	14,905	5,026	Repairs & Maintenance
2,948	2,925	•	Repairs & Mtce-Elevator
2,9 <del>4</del> 8 154	2,925 50		Repairs & Mtce-Equip
101	200	99	Painting Program
0	100	100	Incidental Proj Exp
2,298	3,750	1,452	Air Conditioning-Maint
6,330	8,540	2,210	Rub Remvl/Hauling
3,953	3,573	•	Rodent & Pest Control
4,014	690		Rentals-Truck
0	0	(3,324)	Janitorial
118,478	114,160	<4,318>	TOTAL OTHER CONTROL.
253,845	222,292	<31,553>	
			Less: Allocated Exp
13,890	16,138	2,248	Depreciation
13,890	16,138	2,248	TOTAL ALLOCATED EXP
267,735	238,430	<29,305>	
·			
<229,942>	<204,222>	25,720	Allocated-Svs and Ent
<6,002>	<6,002>	0	Allocated-USAC
<2,644>	<2,644>	0	Allocated-GSA
<9,716>	<7,698>	2,018	Allocated-Comm Board
<19,432>	<17,864>	1,568	Allocated-A & SS
<267,735>	<238,430>	29,305	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 13-1	FISCAL YEAR 12-13		
	MO(07/28/13-03/	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTUAL	DODGLI	VARIANCE	MONTH	TID
907.166	025.262	10 107	122 755	750 766
807,166	825,363	18,197	123,755	750,766
20,600	0	<20,600>	6,905	28,428
1,889	4,320	2,432	0	0
<4,520>	<640>	3,880	<120>	<1,330>
<34,735>	<34,174>	561	<2,301>	<32,114>
<68,283>	<36,000>	32,283	<5,440>	<40,983>
722,116	758,869	36,753	122,800	704,768
477,441	496,524	19,083	58,730	428,982
1,403	1,580	177	227	2,033
5,561	5,467	<94>	610	5,212
168	1,590	1,422	431	431
36,512	37,090	578	5,008	35,888
38,089	37,356	<733>	4,884	37,117
11,243	9,163	<2,080>	2,194	10,743
3,893	5,240	1,347	491	5,311
148,190	119,240	<28,950>	15,900	122,214
23,724	25,475	1,751	2,777	24,254
154	400	246	368	659
1,740	1,600	<140>	99	1,262
0	800	800	0	277
27,880	30,000	2,120	1,267	28,277
62,200	63,233	1,033	8,091	61,666
28,773	28,586	<187>	3,763	29,037
12,095	5,220	<6,875>	514	5,180
2,592	0	<2,592>	0	0
881,658	868,564	<13,094>	105,354	798,543
1,603,775	1,627,433	23,658	228,154	1,503,310
1,003,773	1,027,733	23,030	220,134	1,303,310
128,621	129,104	483	15,332	126,775
128,621	129,104	483	15,332	126,775
1,732,396	1,756,537	24,141	243,486	1,630,085
17.02,000	27.007007	2.,2.1	2 .57 .55	2/000/000
<1,476,121>	<1,500,017>	<23,896>	<208,681>	<1,387,395>
<48,009>	<48,009>	0	<6,057>	<48,463>
<21,152>	<21,152>	0	<2,296>	<18,361>
<62,371>	<56,146>	6,225	<8,817>	<58,621>
<124,743>	<131,213>	<6,470>	<17,635>	<117,244>
<1,732,396>	<1,756,537>	<24,141>	<243,486>	<1,630,084>
0	0	<0>	0	1

### UTILITIES EXPENSE STATEMENT

MAR.	08(02/23/14-03/2	29/14)	
(	CURRENT MONTH		
ACTUAL	ACTUAL BUDGET		
10,665	9,856	<809>	Chiller Water
67,674	74,977	7,303	Elec-Non Air Cond.
1,939	11,545	9,606	Water-Non Air Cond.
6,092	11,086	4,994	Steam-Non Air Cond.
3,504	2,738	<766>	Gas
89,874	110,202	20,328	TOTAL OTHER CONTROL.
89,874	110,202	20,328	TOTAL CONTROLLABLE EXP
<75,930>	<93,858>	<17,928>	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,321>	<1,321>	0	Allocated-GSA
<3,208>	<3,815>	<607>	Allocated-Comm Board
<6,417>	<8,210>	<1,793>	Allocated-A & SS
<89,874>	<110,202>	<20,328>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 13-1	FISCAL YEAR 12-13			
YTD 8	MO(07/28/13-03/	Last Year Actual			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
144,752	122,597	<22,155>	11,433	130,660	
526,973	512,355	<14,618>	58,835	498,555	
64,804	80,395	15,591	10,384	71,367	
99,819	70,899	<28,920>	11,657	37,653	
23,575	20,120	<3,455>	1,525	16,147	
859,923	806,366	<53,557>	93,834	754,382	
859,923	806,366	<53,557>	93,834	754,382	
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