ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/26/12 - 03/31/12)

Prepared

April 16, 2012

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - MARCH 2012 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

ACTIVAL SUDSET SUBSET			MA	RCH (02/26	/12 - 03/31/1	2)			FY 1	0-11]	FISCAL YEAR 2011-2012				FY 10	0-11				
No. S				CURREN	T MONTH				*1	•				YTD 8	MONTHS (0	7/31/11 - 03	/31/12)			**	•
S	ACTU	JAL	BUDO	GET					LAST YE	AR ACT		ACT	UAL	BUD	GET					LAST YEAR ACT	
18					ACT/	BUD	ACT/LY	ACT								ACT/	BUD .	ACT/L	Y ACT		
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188	3,181		3,631			(12.4%)	(2,079)	(39.5%)	5,260		UCLA Store	33,622		35,821		(2,199)	(6.1%)	(2,682)	(7.4%)	36,304	
150	1 ' 1					3.7%					UCLA Restaurants										
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2.357 47.1% 2.494 45.6% (137) 1.5 (418) 7.1 2.775 40.0% TOTAL **MAGES & BENEFITS** **M	1																				
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0 0.0% 0 0.0% 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 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0%	1				- 1	_															
186 3.7% 186 3.4% 0 0.3 1 1.0 185 2.7% Student Union Fee Income 1,484 3.2% 1,484 3.1% 0 0.1 5 0.1 1,479 3.1% 161 3.2% 147 2.7% 14 0.5 5 1.0 156 2.2% TOTAL 1,233 2.7% 1,170 2.4% 63 0.3 (49) 0.0 1,282 2.7% (169) (3.4%) (138) (2.5%) (31) (0.9) (552) (8.9) 383 5.5% NET INCOME (LOSS) (332) (0.7%) (189) (0.4%) (143) (0.3) (1,238) (2.6) 906 1.9%	` '	` ,	` '	` '	-	, ,		. ,	, ,	, ,	` ' '		, ,	, ,	, ,	-	, ,			, ,	, ,
161 3.2% 147 2.7% 14 0.5 5 1.0 156 2.2% TOTAL 1,233 2.7% 1,170 2.4% 63 0.3 (49) 0.0 1,282 2.7% (169) (3.4%) (138) (2.5%) (31) (0.9) (552) (8.9) 383 5.5% NET INCOME (LOSS) (332) (0.7%) (189) (0.4%) (143) (0.3) (1,238) (2.6) 906 1.9%	1				-		0		-			-		-		0				-	
(169) (3.4%) (138) (2.5%) (31) (0.9) (552) (8.9) 383 5.5% NET INCOME (LOSS) (332) (0.7%) (189) (0.4%) (143) (0.3) (1,238) (2.6) 906 1.9%					-		- I									63					
											1			-				, ,			
	_ ,	, ,,	(138)	(2.5%)	(31)	(0.9)	(552)	(8.9)	383	5.5%	NET INCOME (LOSS)	(332)	(0.7%)	(189)	(0.4%)	(143)	(0.3)	(1,238)	(2.6)	906	1.9%

Without Benefits

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

MARCH (02/26/12 - 03/31/12)						FY 1	0-11	1			F	ISCAL YEA	R 2011-201	2			FY 1	0-11		
			CURREN		,			*1	•				YTD 8 I	MONTHS (0	7/31/11 - 03	3/31/12)			*1	*
ACT	UAL	BUDO	GET		VARIA	_		LAST YE	AR ACT		ACTU	JAL	BUD	GET			ANCE		LAST YE	AR ACT
\$	%	\$	%	ACT/ \$	BUD %	ACT/LY	ACT %	\$	%		s	%	\$	%	ACT/BUD ACT/LY ACT \$ % \$ %			Y ACT %	\$	%
•	70	•	/0	•	70	Ψ	70	Ψ	/0		•	/0	•	/0	P	/0	•	76	φ	/0
3,181		3,631		(450)	(12.4%)	(2,079)	(39.5%)	5,260		GROSS INCOME UCLA Store	33,622		35,821		(2,199)	(6.1%)	(2,682)	(7.4%)	36,304	
1,476		1,423		(450)	3.7%	148	11.1%	1,328		UCLA Store UCLA Restaurants	9,160		9.078		(2, 199)	0.9%	335	3.8%	8.825	
193		294		(101)	(34.4%)	(8)	(4.0%)	201		Services Division	2,176		2,332		(156)	(6.7%)	33	1.5%	2.143	
152		123		29	23.6%	(2)	(1.3%)	154		UCLA Student Union	975		949		26	2.7%	19	2.0%	956	
5,002		5,471		(469)	(8.6%)	(1,941)	(28.0%)	6,943		TOTAL	45,933		48,180		(2,247)	(4.7%)	(2,295)	(4.8%)	48,228	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,062	33.4%	1,131	31.1%	(69)	2.3	(492)	3.9	1,554	29.5%	UCLA Store	10,002	29.7%	10,506	29.3%	(504)	0.4	(691)	0.2	10,693	29.5%
1,025	69.4%	1,003	70.5%	22	(1.1)	93	(0.8)	932	70.2%	UCLA Restaurants	6,396	69.8%	6,422	70.7%	(26)	(0.9)	134	(1.2)	6,262	71.0%
192	99.5%	293	99.7%	(101)	(0.2)	(9)	(0.5)	201	100.0%	Services Division	2,172	99.8%	2,329	99.9%	(157)	(0.1)	33	0.0	2,139	99.8%
78	51.3%	67	54.5%	11	(3.2)	(10)	(5.8)	88	57.1%	UCLA Student Union	479	49.1%	480	50.6%	(1)	(1.5)	(2)	(1.2)	481	50.3%
2,357	47.1%	2,494	45.6%	(137)	1.5	(418)	7.1	2,775	40.0%	TOTAL	19,049	41.5%	19,737	41.0%	(688)	0.5	(526)	0.9	19,575	40.6%
										TOTAL CONTROLLABLES										
701	22.0%	751	20.7%	50	(1.3)	15	(8.4)	716	13.6%	UCLA Store	5,760	17.1%	5,916	16.5%	156	(0.6)	(92)	(1.5)	5,668	15.6%
788	53.4%	773	54.3%	(15)	0.9	(97)	(1.4)	691	52.0%	UCLA Restaurants	5,416	59.1%	5,394	59.4%	(22)	0.3	(320)	(1.4)	5,096	57.7%
95 131	49.2%	166	56.5%	71	7.3	11	3.5	106 132	52.7%	Services Division UCLA Student Union	1,076 927	49.4%	1,169	50.1%	93 (2)	0.7	(19)	(0.1) (0.7)	1,057 902	49.3%
1.715	86.2% 34.3%	116 1.806	94.3% 33.0%	(15) 91	8.1 (1.3)	(70)	(0.5) (10.6)	1,645	85.7% 23.7%	TOTAL	13.179	95.1% 28.7%	925 13,404	97.5% 27.8%	(2) 225	(0.9)	(25) (456)	(2.3)	12,723	94.4% 26.4%
1,715	34.3%	1,806	33.0%	91	(1.3)	(70)	(10.6)	1,645	23.1%	IOTAL	13,179	28.7%	13,404	21.8%	223	(0.9)	(436)	(2.3)	12,723	26.4%
	44.40		40 =0/	(40)		(4=0)	(4.5)		.=	CONTRIBUTION		40.00/		40.00/	(0.40)	(0.0)	(=00)	(4.6)		40.00/
362 237	11.4% 16.1%	381 230	10.5% 16.2%	(19) 7	0.9 (0.1)	(476)	(4.5)	838 241		UCLA Store UCLA Restaurants	4,242 980	12.6% 10.7%	4,590 1,028	12.8%	(348) (48)	(0.2)	(783)	(1.2) (2.5)	5,025 1,166	13.8% 13.2%
97	50.3%	127	43.2%	(30)	7.1	(4)	(2.0) 3.5	94	18.1% 46.8%	Services Division	1,096	50.4%	1,028	11.3% 49.7%	(64)	(0.6) 0.7	(186) 13	(0.1)	1,083	50.5%
(53)	(34.9%)	(49)	(39.8%)	(4)	4.9	(9)	(6.3)	(44)	(28.6%)	UCLA Student Union	(448)	(45.9%)	(444)	(46.8%)	(4)	0.9	(27)	(1.9)	(421)	(44.0%)
643	12.9%	689	12.6%	(46)	0.3	(486)	(3.4)	1,129		TOTAL	5,870	12.8%	6,334	13.1%	(464)	(0.3)	(983)	(1.4)	6,853	14.2%
										ALLOCATED EXPENSES										
491	15.4%	514	14.2%	23	(1.2)	34	(5.4)	525	10.0%	UCLA Store	4,144	12.3%	4,271	11.9%	127	(0.4)	(15)	(0.9)	4,129	11.4%
352	23.8%	327	23.0%	(25)	(0.8)	(91)	(4.1)	261	19.7%	UCLA Restaurants	2,274	24.8%	2,383	26.3%	109	1.5	(162)	(0.9)	2,112	23.9%
43	22.3%	50	17.0%	7	(5.3)	(6)	(3.9)	37	18.4%	Services Division	375	17.2%	388	16.6%	13	(0.6)	(16)	(0.4)	359	16.8%
87	57.2%	83	67.5%	(4)	10.3	(8)	(5.9)	79	51.3%	UCLA Student Union	642	65.8%	651	68.6%	9	2.8	(13)	0.0	629	65.8%
973	19.5%	974	17.8%	1	(1.7)	(71)	(6.5)	902	13.0%	TOTAL	7,435	16.2%	7,693	16.0%	258	(0.2)	(206)	(1.2)	7,229	15.0%
										NET INCOME (LOSS)										
(400)	(0.00()	(400)	(0.46())		(0.6)	(4.46)	(7.1)	04.	4.504	FROM OPERATIONS		0.007	040	0.76	(0.4.5)	(0.7)	(700)	(4 =\	00-	4.001
(129) (115)	(2.6%) (2.3%)	(133)	(2.4%) (1.8%)	4 (18)	(0.2)	(443)	(7.1)	314	4.5%	UCLA Store UCLA Restaurants	99 (1,295)	0.2% (2.8%)	318	0.7% (2.8%)	(219) 60	(0.5) 0.0	(798) (349)	(1.7) (0.8)	897 (946)	1.9% (2.0%)
(115) 54	1.1%	(97) 77	(1.8%) 1.4%	(18)	(0.5)	(95) (3)	(2.0)	(20) 57	0.8%	Services Division	(1,295) 721	(2.8%) 1.6%	(1,355) 773	(2.8%) 1.6%	(52)	0.0	(349)	(0.8)	(946) 723	(2.0%) 1.5%
(140)	(2.8%)	(132)	(2.4%)	(8)	(0.3)	(16)	(1.0)	(124)		UCLA Student Union	(1,090)	(2.4%)	(1,095)	(2.3%)	5	(0.1)	(40)	(0.2)	(1,050)	(2.2%)
(330)	(6.6%)	(285)	(5.2%)	(45)	(1.4)	(557)	(9.9)	227	_ ` /	TOTAL	(1,565)	(3.4%)	(1,359)	(2.8%)	(206)	(0.6)	(1,189)	(2.6)	(376)	(0.8%)
\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	` '/	` '/	` ''	` ',	` /	` '	,			OTHER INC/(EXP)	, , , ,	, , ,	,,,,,	,,	, ,	` ',	, , , ,	,	` '/	,,
13	0.3%	0	0.0%	13	0.3	1	0.1	12	0.2%	Non-Recurrent Inc/(Exp)	39	0.1%	0	0.0%	39	0.1	(20)	0.0	59	0.1%
18	0.4%	17	0.3%	1	0.1	0	0.1	18	0.3%	Interest Income	161	0.4%	137	0.3%	24	0.1	(56)	0.0	217	0.4%
(56)	(1.1%)	(56)	(1.0%)	0	(0.1)	3	(0.3)	(59)	(0.8%)	Interest (Expense)	(451)	(1.0%)	(451)	(0.9%)	0	(0.1)	22	0.0	(473)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	3.7%	186	3.4%	0	0.3	1	1.0	185	2.7%	Student Union Fee Income	1,484	3.2%	1,484	3.1%	0	0.1	5	0.1	1,479	3.1%
161	3.2%	147	2.7%	14	0.5	5	1.0	156	2.2%	TOTAL	1,233	2.7%	1,170	2.4%	63	0.3	(49)	0.0	1,282	2.7%
(169)	(3.4%)	(138)	(2.5%)	(31)	(0.9)	(552)	(8.9)	383	5.5%	NET INCOME (LOSS)	(332)	(0.7%)	(189)	(0.4%)	(143)	(0.3)	(1,238)	(2.6)	906	1.9%

ASUCLA P/L Reconciliation Mar-12

Financial Analysis							
	Mar	-12					
Budgeted Net Income/(Loss)		(138					
UCLA Store							
Gross Margin:							
Bearwear gross income \$38K below plan as the closure of Pauley Pavilion for remodeling impacted sales more than anticipated,							
and there was no postseason play for the men's basketball team which had a 19-14 season overall	(22)						
FastTrack gross income \$11K below plan due to reduced sales of nonessential items	(5)						
Graduation Center gross income \$22K above plan due to effective marketing encouraging students to order regalia early	16						
The Market gross income \$20K below plan due to overall slow traffic in the store and greater than anticipated impact from the							
opening of the South Campus Shop	(7)						
Computer Store gross income \$411K below plan due to reduced sales to departments and individual customers despite some positive							
impact from introduction of the new iPad	(45)						
APS gross income \$14K above plan due to early course reader sales, mainly web orders	8						
Luvalle Market gross income \$8K below plan due to an aggressive budget in supplies and a shift of sales to other north campus eateries	(6)						
HSS Books gross income \$14K below plan due to no repeat of big departmental sales one year prior	(6)						
Total Wages lower than plan in career and student	29						
Other, positive controllables mainly employee benefits and bank card expense	19						
Total Contribution		(19					
UCLA Restaurants							
Gross Margin:							
Panda Express gross income above plan because the loss of sales to the newly opened CSSC was not as large as anticipated	9						
The Greenhouse gross income \$13K below plan due to greater than anticipated loss of sales to the newly opened CSSC	(10)						
No Campus Student Ctr gross income \$34K below plan due to not fully realizing budgeted sales increase for facility and menu renovation	(21)						
Café Synapse gross income \$16K below plan due to not realizing sales rebound in budget	(11)						
Yoshinoya gross income above plan in first full month of operation	6						
Subway gross income above plan in first full month of operation	6						
YRL gross income \$29K above plan due to better sales in first year of operation than anticipated	19						
Kerckhoff Coffeehouse gross income \$16K above plan due to budget too low for finals week and some weekends	9						
Catering gross income \$60K above plan due to increased Athletic events and new client events	39						
Concessions gross income \$32K below plan due to second coffee cart not opened yet, lower attendance and sales at	- 57						
men's volleyball and gymnastic events, and fewer softball games than budgeted	(22)						
Total Wages higher than plan, mainly career	(12)						
Other, negative controllables mainly bank card expense and repairs and maintenance	(5)						
Total Contribution	(3)	7					
Services Services							
Gross Margin:							
Licensing domestic income below plan due to a significant slow down in nation-wide sales after the holidays. Retailer projections							
	(95)						
are reduced from a 13-15% increase to 5-7% increase in the 2012 calendar year. Some of the shortfall will reverse by year-end. Photography income below plan due to timing of intercollegiate athletics invoices (will be reported next month)	(7)						
7	8						
Total Wages lower than plan, mainly career Other positive controllebles mainly demostic acons fee and payment to UCLA	64						
Other, positive controllables mainly domestic agency fee and payment to UCLA	04	(20					
Total Contribution		(30					
UCLA Student Union							
Gross Margin:	0						
Student Union Ops gross income \$17K above plan due to commercial film shooting	8						
AU Post Office gross income \$17K above plan due mainly to late year sales trends not captured in the budget	(15)						
Other, negative controllables mostly student event expense	(15)						
Total Contribution		(4					
Allocated Expenses and Other							
A&SS lower than plan mostly in total wages	6						
Maintenance lower than plan due to positive career wages and benefits, and taking over the PM drain cleaning from UCLA Facilities	_						
has reduced repairs & maintenance	6						
Utilities higher than plan due to adjustment in electricity for prior month error in the meter reading, increased water rates, and higher	.						
steam consumption due to colder weather, partially offset by low gas consumption (UCLA is looking into repairing the meter)	(14)						
Other, mostly non-recurring	17						
Total		15					
Actual Net Income/(Loss)		(16					

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

Financial Analysis								
Budgeted Net Income/(Loss)		(189						
TYOTA O								
UCLA Store								
Gross Margin:	(202)							
Bearwear gross income \$300K below plan due to reduced fan enthusiasm in addition to the relocation of Pauley Pavilion events during the remodel	(203)							
Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs	(50)							
Computer store gross income \$1.3M below plan due mostly to lower department and individual sales	(79)							
New Text gross income \$203K below plan due to less requisitions and titles requested in comparison to last year; also students shopping elsewhere	(67)							
Used Text gross income \$185K above plan due to better availability of used titles	40							
Lavelle Books gross income \$112K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(47)							
Luvalle Essentials/Market gross income \$66K below plan due to a very difficult retail climate and aggressive sales plan	(42)							
Kinross and South Campus Stores' gross income \$182K below plan due to the delay in opening	(78)							
Total Wages lower than plan, mainly student	67							
Other, mostly positive controllables including employee benefits and bank card expense	111							
Total Contribution		(348						
UCLA Restaurants								
Gross Margin:								
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	74	1						
Greenhouse gross income \$46K above plan due to increased enrollment and delayed opening of CSSC	16							
No Campus Student Center gross margin below plan due to aggressive budget for sales this fiscal year	(48)							
Court Science Stu Ctr., Subway and Yoshinoya gross income \$487K below plan due to construction issues delaying opening until late February	(356)							
Café Synapse gross income \$53K below plan due to delay in starting new sales programs	(40)							
YRL gross income \$84K above plan due to higher than anticipated sales	57							
KH Coffeehouse gross income \$74K above plan due to increased enrollment and delayed opening of CSSC	46							
Cooperage gross income \$129K above plan due to increased enrollment and delayed opening of CSSC	65							
Taco Bell gross income \$37K above plan due to increased enrollment and delayed opening of CSSC	25							
Catering gross income \$320K above plan due to athletics training table growth and multiple new client events throughout the year	188							
Concessions gross income \$123K below plan due to delay in opening second coffee cart in addition to lower sales than planned at Wooden Center athletics events	(82)							
Total Wages lower than plan	11							
Other, mostly negative controllables mainly in bank card expense \$58K, laundry \$19, and repairs and maintenance \$24K, with some positive offsets in areas such as	- 11							
employee benefits \$42K, advertising \$18K and paper \$12K	(4)							
Total Contribution	(4)	(4						
Services	+	(4)						
	+ +							
Gross Margin: Licensing domestic income below plan due to a slow down in nation-wide sales after the holiday, (some positive reversal expected from UCLA Store licensed sales)	(94)							
	` ′							
Leased Ops income below plan mainly due to delay in opening of CSSC until the end of February when utilities charges and ATM rents started	(45)							
Photography income below plan due to some cancelled events and timing (some prior month events will be booked next month)	(18)							
Total Wages lower than plan, mainly career	39							
Other, negative controllables mainly payment to UCLA and employee benefits	54							
Total Contribution		(6-						
UCLA Student Union								
Gross Margin:								
Student Union Ops gross income \$34K above plan due to increased social business especially weddings, tenting for reception and strong parents weekend	15							
Recreation and Games gross income below plan due to sales much lower than prior year, which budget was based on	(19)							
Total Contribution		(-						
Allocated Expenses and Other	1							
A&SS lower than plan mostly wages and employee benefits	28							
Maintenance lower than plan due to more time spent on capital projects thus less labor and materials spent on repairs and maintenance and a/c maintenance,								
in addition to bringing pm drain cleaning service in-house	68							
Utilities lower than plan due to lower consumption mostly due to the delay in opening CSSC	19							
Depreciation lower than plan due to timing of capitals, mainly CSSC delayed until the opening in February	143							
Other, mostly positive interest income from higher amounts of invested cash, and positive non-recurring	63							
Total		32						
	T	(33						

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

	Current Month	Prior Month	Prior Year-End
	March 2012	February 2012	July 2011
ASSETS			
CURRENT ACCETO.			
CURRENT ASSETS: Cash and short term investments	\$9,241	\$9,462	\$10,888
Accounts receivable	3,361	3,564	3,154
Less: Allowance for doubtful accounts	(72)	(73)	(81)
Accounts receivable, net	3,289	3,492	3,074
Student fees receivable	463	277	246
Inventories	8,293	6,079	6,644
Prepaid expenses and other current assets	180	149	233
Total current assets	21,465	19,459	21,085
LONG TERM ASSETS			
Property, equipment and improvements	64,083	64,116	63,237
Less: Accumulated depreciation	(35,611)	(35,463)	(34,082)
Total Long Term Assets	28,473	28,653	29,155
TOTAL ASSETS	49,938	48,112	50,240
	10,000	,	
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,670	\$3,783	\$5,491
Wages and payroll taxes payable	2,352	2,309	2,630
Sales Tax Payable & Other Liabilities	690	629	851
Interest payable	252	195	143
Deferred Income	295	396	176
Funds Held for Others	164	113	101
Current portion of long term debt	673	673	673
Total current liabilities	10,096	8,099	10,065
LONG TERM DEBT:			
AU expansion loan	13,452	13,452	13,452
Total long term debt	13,452	13,452	13,452
Total long term dest	10,402	10,402	10,402
TOTAL LIABILITIES	23,548	21,551	23,518
RETAINED EARNINGS:			
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	(332)	(162)	688
Ending Balance	26,390	26,562	26,722
TOTAL LIABILITIES AND RETAINED EARNINGS	49,938	48,112	50,240
. O L. I. I. L. I.	+3,330	70,112	00,270

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

March 2012

(\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$169)	(\$332)	\$907
Adjustments to reconcile net income/(loss) to net		(, ,	·
cash provided/(used) by operating activities:			
Depreciation - PP&E	218	\$1,624	1,601
Depreciation - textbook rental equipment	0	\$0 \$0	0
Loss (Gain) on disposals of fixed assets	0	\$0	0
(Increase)/decrease in current assets: Accounts receivable	203	(004.4)	(400)
Student fees receivable	(186)	(\$214) (\$220)	(498) (221)
Inventories	(2,213)	(\$2,648)	756
Prepaid expenses and other current assets	(31)	(\$1,646) \$54	69
Increase/(decrease) in current liabilities:	(31)	Ψ04	09
Accounts payable	1,886	\$180	31
Sales Tax Payable & Other Liabilities	59	(\$160)	(23)
Wages and payroll taxes payable	43	(\$277)	(197)
Interest payable	56	\$106	`115 [°]
Deferred Income	(101)	\$118	82
Funds held for Others	52	\$63	97
Net cash provided/(used) by operating activities	(\$183)	(\$706)	\$2,719
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	(0)	(\$0)	3
Purchase of property, equipment and improvements	(37)	(\$940)	(465)
Net cash used in investing activities	(\$38)	(\$941)	(\$462)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	\$0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT	(\$221)	(\$1,647)	\$2,257
CASH AND SHORT TERM INVESTMENTS, Beginning	\$9,462	10,888	\$10,097
CASH AND SHORT TERM INVESTMENTS, Ending	\$9,241	\$9,241	\$12,354
creating of the creating of the creating	Ψ 0 , 2 11	ΨΟ,Σ-71	Ψ12,00 F

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

March 2012 (\$000's)

CASH AND SHORT TERM INVESTMENTS Less: Committed Capital Projects	9,241
Court of Sciences Student Center	(131)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,231)
Adjustment for Cash Overdraft Entry	(1,073)
Uncommitted Cash	4,937
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	5,425
RESERVE SURPLUS (DEFICIT)	(488)

ASUCLA SERVICES AND ENTERPRISES

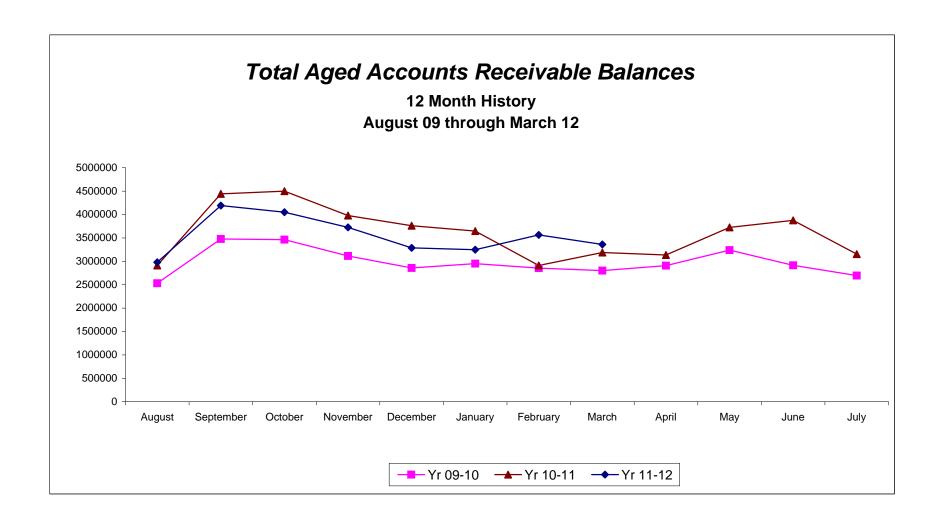
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012 March 2012

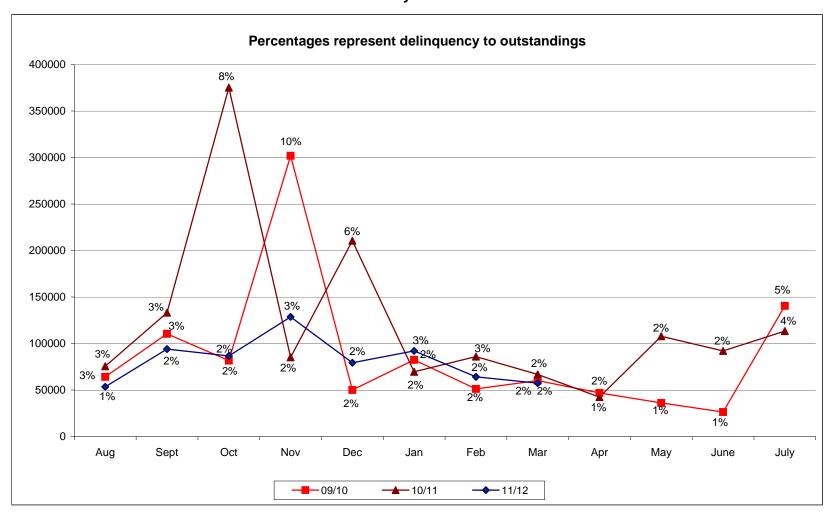
		1 1 2011	2012 March :	2012	PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	
I ROJECT NAME	DODGET	Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services								
2011-S001 Store General Replacement	50.0	7.3	30.3	37.6	12.4		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	9.8	9.8	0.0	,	(0.2)	Completed Awaiting Invoice
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	300.0	0.0	300.0	0.0		300.0	Completed
2011-S033 Text book Multi Store Fulfillment Modification	0.0	0.0	12.3	12.3	2.7		15.0	In Progress
2011-S034 Kinross Grad Student Center	0.0	26.3	0.9	27.2	2.8		30.0	In Progress
Total Store/Services	2,210.0	333.6	53.3	386.9	17.9	2,150.0	344.8	.
Food Service								
2011-F005 FS Miscellaneous and Unanticipated	50.0	21.6	9.6	31.2	18.8		0.0	In Progress
2011-F006 FS Patio Furniture Upgrade	40.0	40.6	3.9	44.5	0.0		4.5	Completed
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	650.0	0.0	Pending
2011-F010 LVC Patio Awning	15.0	3.7	0.0	3.7	11.3		0.0	In Progress
2011-F011 Office Carpet	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F012 LVC Freezer	10.0	0.0	9.8	9.8	0.0		(0.2)	Completed Awaiting Invoice
2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F031 FS Training Table	0.0	20.7	1.2	21.9	0.0		21.9	Completed
Total Food Services	970.0	86.6	24.5	111.1	30.1	855.0	26.2	Completion
Technology								
2011-T019 Network Infrastructure Upgrade	20.0	2.5	2.8	5.3	14.7		0.0	In Progress
2011-T020 Printer Replacement	10.0	3.8	2.7	6.5	3.5		0.0	In Progress
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-T022 Marketing Oversized HP Design Jet Printer	30.0	0.0	17.4	17.4	0.0	.00.0	(12.6)	Completed Awaiting Invoice
Total Technology	210.0	6.3	22.9	29.2	18.2	150.0	(12.6)	
Others								
2011-O023 Custodial Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-O024 Global Viewpoint Globe	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O026 Fac. Misc. Remodels	25.0	0.0	1.4	1.4	23.6		0.0	In Progress
2011-O027 KH Meeting Room Carpet	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-O028 Finance Misc. Replacements	15.0	22.6	5.3	27.9	0.0		12.9	Completed Awaiting Invoice
2011-O029 MCO Equipment	10.0	14.8	0.0	14.8	0.0		4.8	Completed
2011-O030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2011-S036 AU A-Level Student Lockers	0.0	0.0	0.0	0.0	6.5	446.0	6.5	Pending
Total Others	200.0	37.4	6.7	44.1	30.1	140.0	14.2	
Total Current Year Projects	3,590.0	463.9	107.4	571.3	96.3	3,295.0	372.6	

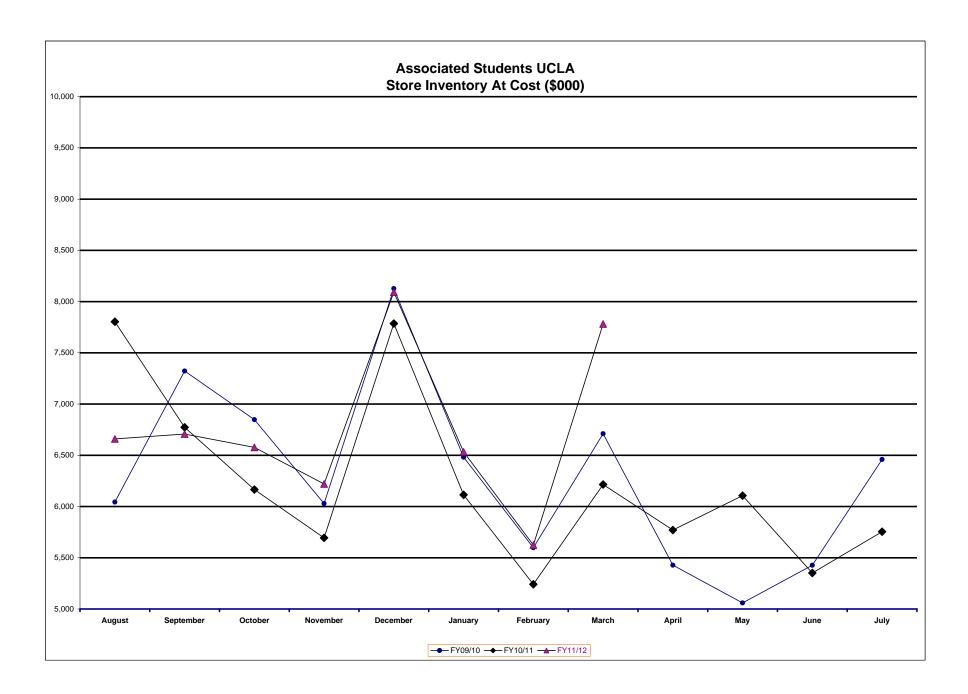
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

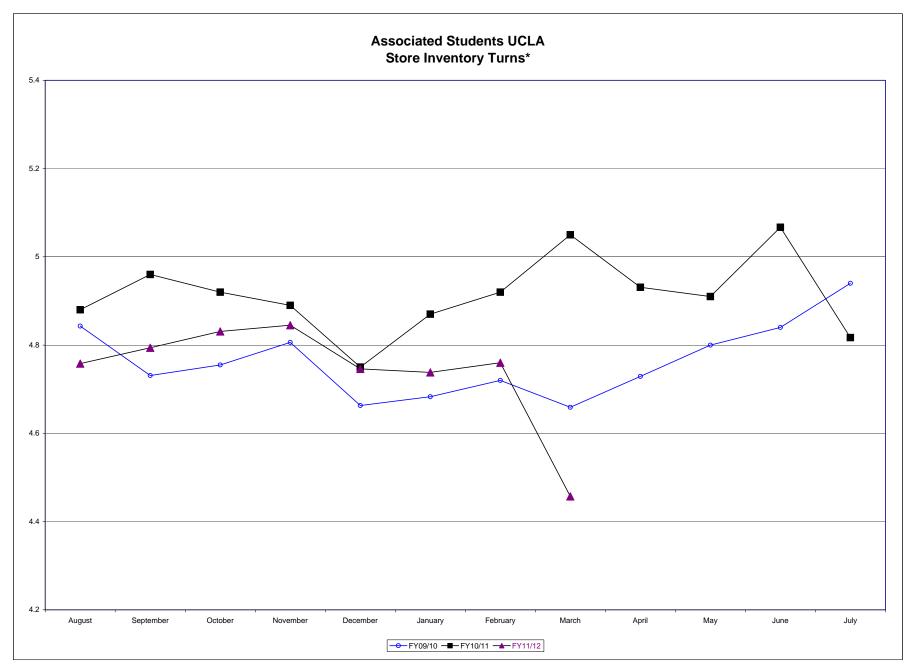
3/31/2012 March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$888,614	28%	\$168,511	81%	\$21,306	59%	\$5,570	43%	\$6,062	51%	(\$6,586)	235%	\$1,083,477	33%
ASUCLA PUBLICATIONS	\$181,164	6%	\$1,254	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$182,418	5%
ASUCLA USA/GSA	\$244,752	8%	\$433	0%	\$222	1%	\$0	0%	\$0	0%	\$0	0%	\$245,407	7%
DUE FROM VENDORS	\$452,505	15%	(\$1,955)	-1%	\$7,354	21%	\$3,710	29%	\$2,473	21%	\$3,335	-119%	\$467,422	14%
DENTAL KITS	\$202,734	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$202,734	6%
OTHER	\$1,124,930	36%	\$40,451	19%	\$6,658	19%	\$3,615	28%	\$3,257	28%	\$439	-16%	\$1,179,350	35%
TOTAL CURRENT MONTH	\$3,094,699	100%	\$208,694	100%	\$35,540	100%	\$12,895	100%	\$11,792	100%	(\$2,812)	100%	\$3,360,808	100%
	93%		6%		1%		0.5%		0.5%		0%		100%	
2/25/2012 February	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$620,223	20%	\$210,991	68%	\$10,812	36%	\$11,372	51%	(\$5,437)	-1737%	\$8,223	68%	\$856,184	24%
ASUCLA PUBLICATIONS	\$112,932	4%	\$1,018	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$113,950	3%
ASUCLA USA/GSA	\$198,392	6%	\$5,801	2%	\$228	1%	\$80	0%	\$0	0%	\$0	0%	\$204,501	6%
DUE FROM VENDORS	\$745,798	23%	\$8,088	3%	\$12,040	41%	\$5,338	24%	\$3,559	1137%	\$2,794	23%	\$777,617	22%
DENTAL KITS	\$263,161	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$263,161	7%
OTHER	\$1,251,331	39%	\$82,310	27%	\$6,386	22%	\$5,460	25%	\$2,191	700%	\$1,103	9%	\$1,348,781	38%
TOTAL CURRENT MONTH	\$3,191,837	100%	\$308,208	100%	\$29,466	100%	\$22,250	100%	\$313	100%	\$12,120	100%	\$3,564,194	100%
	89%		9%		1%		1%		0%		0%		100%	
1/28/2012 January	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$612,760	21%	\$124,041	61%	\$28,453	54%	\$6,685	52%	\$9,093	79%	\$7,696	51%	\$788,728	25%
ASUCLA PUBLICATIONS	\$179,965	6%	\$1,686	1%	\$1,349	3%	\$0	0%	\$0	0%	\$0	0%	\$183,000	6%
ASUCLA USA/GSA	\$63,800	2%	\$6,905	3%	\$80	0%	\$0	0%	\$0	0%	\$0	0%	\$70,785	2%
DUE FROM VENDORS	\$212,596	7%	\$14,286	7%	\$9,303	18%	(\$166)	-1%	(\$111)	-1%	\$6,539	43%	\$242,447	7%
DENTAL KITS	\$326,414	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$326,414	10%
OTHER	\$1,558,219	53%	\$55,983	28%	\$13,300	25%	\$6,310	49%	\$2,561	22%	\$964	6%	\$1,637,337	50%
TOTAL CURRENT MONTH	\$2,953,754	100%	\$202,901	100%	\$52,485	100%	\$12,829	100%	\$11,543	100%	\$15,199	100%	\$3,248,711	100%
	92%		6%		2%		0%		0%		0%		100%	



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.

	00/00/0/ 40 00/	24 (4.0)	1	-	10011 VEAD 44 4		F10041 V	- AD 40 44
	08(02/26/12-03/: CURRENT MONTH				ISCAL YEAR 11-1 MO(07/31/11-03.		FISCAL YI LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
201 205	201.001	0.550	TEVTROOMS	7.040.400	7 000 004	440 404		0.050.4/7
396,385 135,080	386,826 125,750	9,559 9,330	TEXTBOOKS GENERAL BOOKS	7,240,103 917,468	7,389,294 892,799	<149,191> 24,669	1,912,111 132,676	8,853,167 864,009
756,005	780,460		APPAREL & ACCESSORIES	5,824,058	6,157,331	<333,273>	732,015	6,064,668
1,325,290	1,752,300		SUPPLY DIVISION	12,070,641	13,463,500	<1,392,859>	1,769,733	12,651,757
245,321 47,160	259,842 40,000	<14,521> 7,160	LU VALLE COMMONS STORE E-COMMERCE	2,374,320 692,042	2,553,154 715,000	<178,834> <22,958>	371,797 50,504	2,691,965 682,613
227,059	225,200	1,859	HEALTH SCIENCES STORE	3,781,879	4,053,600	<22,956>	216,457	3,820,169
3,132,300	3,570,378	<438,078>		32,900,510	35,224,678	<2,324,168>	5,185,293	35,628,348
2.104.816	2.485.575	000 750	Less: Cost of Sales	00.477.040	25.176.604	4 (00 504	3.683.877	05 455 750
2,104,816	2,485,575	380,759	Less: Cost of Sales	23,477,010	25,176,604	1,699,594	3,683,877	25,455,758
			Less: Shrinkage					
			-					
1,873 1,794	1,750 2,030	<123> 236	TEXTBOOKS GENERAL BOOKS	36,204 13,340	30,800 14,280	<5,404> 940	8,311 2,005	44,854 12,703
2,744	2,930	186	APPAREL & ACCESSORIES	24,148	24,745	597	2,652	24,211
3,906	4,670	764	SUPPLY DIVISION	33,030	35,000	1,970	4,860	34,404
1,369	1,380	11	LU VALLE COMMONS STORE	14,155	13,530	<625>	2,079	15,694
180 1,746	140 1,420		E-COMMERCE HEALTH SCIENCES STORE	2,576 20,182	2,490 17,260	<86> <2,922>	185 1,504	2,518 20,494
13,613	14,320	707	SHRINKAGE	143,635	138,105	<5,530>	21,596	154,880
2,118,429	2,499,895	381,466	TOTAL COST OF SALES	23,620,645	25,314,709	1,694,064	3,705,473	25,610,638
67.2	69.6	2.4	COST OF SALES %	71.4	71.5	0.1	71.0	71.5
1,013,871	1,070,483	<56,612>	GROSS MARGIN	9,279,865	9,909,969	<630,104>	1,479,820	10,017,710
32.8	30.4	2.4	GROSS MARGIN %	28.6	28.5	0.1	29.0	28.6
0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.1>	0.4	0.4
32.4	30.0	2.4	NET GROSS MARGIN %	28.2	28.1	0.1	28.5	28.1
28.4	26.0	2.4 0.8	TEXTBOOKS	25.0	24.9	0.1	26.0	24.8
31.1 52.4	30.3 51.7	0.8	GENERAL BOOKS APPAREL & ACCESSORIES	31.4 50.5	30.5 51.6	0.9 <1.1>	31.7 52.7	31.3 52.0
21.6	19.3	2.3	SUPPLY DIVISION	19.5	18.8	0.8	20.2	19.4
31.6	32.5	<0.9>		28.0	29.5	<1.6>	29.1	27.4
50.6 33.5	53.0 37.4		E-COMMERCE HEALTH SCIENCES STORE	51.7 22.8	53.3 23.6	<1.7> <0.9>	48.7 30.4	52.6 22.1
55.5	07.1	10.77	TIETE TO GOIET GEO GT GRE	22.0	20.0	10.77	00.1	22
48,579	60,954	<12,375>	OTHER INCOME	721,977	596,124	125,853	74,227	675,339
1,062,450	1,131,437	<68,987>	GROSS MARGIN/OTHER	10,001,842	10,506,093	<504,251>	1,554,047	10,693,048
			Less: Controllable Exp					
270,907	280,686	9,779 0	Career Wages Limited Appointment	2,205,241 1,709	2,221,500	16,259 <1,709>	277,068 0	2,186,318
149,446	168,593	19,147	Student Wages	1,067,074	1,119,179	52,105	153,351	1,064,730
420,353	449,279	28,926	TOTAL WAGES	3,274,024	3,340,679	66,655	430,419	3,251,048
13.4	12.6	<0.8>	WAGE % TO SALES	10.0	9.5	<0.5>	8.3	9.1
128,735	137,469	8,734	Employee Benefits	993,164	1,060,612	67,448	107,922	902,357
10,179	9,210	<969>	Office Supplies	78,275	70,347	<7,928>	9,408	76,597
14,732	14,458	<274>	Telephone	112,842	114,228	1,386	14,932	113,283
131 22	135 22	4 0	Telex Postage	941 171	1,080 183	139 12	249 27	1,099 228
5,834	6,750	916	Trav/Trips/Conference	17,317	15,730	<1,587>	5,786	14,370
0	500	500	Membership Fees	2,075	2,598	523	500	2,610
5,685 14,984	6,125 18,850	440 3,866	Operating Supplies Freight Out	42,578 217,494	36,615 184,865	<5,963> <32,629>	4,205 20,814	37,042 183,455
1,013	1,075	62	Transportation	7,473	8,600	1,127	871	6,365
0	0	0	Replacements	681	0	<681>	0	171
0	0	0	Merchandise Losses Postage Stamp O/S	179 <16>	0	<179>	0	28 <5>
0	0	0	Uniforms	177	272	95	0	272
9,681	11,225	1,544	Advertising	142,254	150,758	8,504	8,373	143,969
<2,725>	<800>	1,925	Vendor Adv. Allowance	<61,051>	<55,806>	5,245	<590>	<56,522>
3,924 1,608	85 1,195	<3,839> <413>	Direct Mail Adv. Repairs & Maintenance	242,259 23,122	235,680 17,485	<6,579> <5,637>	721 1,771	228,899 21,656
0	0	0	Interior Maintenance	175	0	<175>	0	170
40.741	0	0 201	Janitorial	28	0	<28>	74 507	0
49,741 2,314	59,042 0	9,301 <2,314>	Bank Card Expense Overs/Shorts	513,156 10,254	583,136 0	69,980 <10,254>	74,587 <264>	568,014 17,084
< 780 >	0	780	Credit Card Adjustments	3,497	0	<3,497>	430	7,631
0	250	250	Textbook Rental Exp	0	2,000	2,000	0	3,349
120 0	420 0	300 0	Rentals-Facilities Rentals-Truck	4,171 1,521	2,320 1,600	<1,851> 79	120 379	120 2,324
0	0	0	Taxes & Licenses	900	0	<900>	0	2,324
201	150	<51>	Professional Services	1,993	4,450	2,457	1,716	15,384
500 32,757	1,185 32,000	685 <757>	Temp Agency Service Commission Expense	4,554 37,188	5,145 35,200	591 <1,988>	619 28,813	9,690 32,200
32,757 140	32,000 140	5/	Concession Expense	37,188 41,600	35,200 41,580	<1,988> <20>	28,813	32,200
0	0	0	Prior Period Adj	<53>	0	53	0	0
0	0	0	Alloc of Distr Cntr	0	9	9	0	0
1,679 280,472	2,010 301,496	331 21,024	Payment to UCLA TOTAL OTHER CONTROL.	46,822 2,485,741	56,916 2,575,603	10,094 89,862	4,219 285,607	51,705 2,416,870
700,826	750,775	49,949	TOTAL CONTROLLABLE EXP	5,759,766	5,916,282	156,516	716,026	5,667,918
044	200 ::-	40	GROSS CONTRIBUTION TO	4 040	4 500	0.17	000	
361,625	380,662	<19,037>	SVCS AND ENTERPRISES	4,242,076	4,589,811	<347,735>	838,021	5,025,131
			Less: Allocated Exp					
05	00		Allereded E. 118	000 :	000			400
25,289 130,841	23,889 144,470	<1,400> 13,629	Allocated ExpHR Allocated Exp. Fin	203,984 1,143,933	203,283 1,216,282	<701> 72,349	24,276 150,602	192,054 1,152,676
52,966	59,266	6,300	Allocated ExpIS	476,371	501,299	24,928	60,153	464,300
30,325	31,490	1,165	Allocated Exp. Mktg	263,023	272,355	9,332	33,965	265,972
82,817 67,810	84,795 70,567	1,978 2,757	Allocated Exp Othr SA Maintenance	760,414 524,684	742,842 553,695	<17,572> 29,012	91,763 70,257	738,915 519,844
33,095	70,567 27,969	2,757 <5,126>		524,684 211,181	553,695 218,078	29,012 6,897	70,257 24,554	212,179
68,625	70,434	1,809	Depreciation	559,825	563,472	3,647	69,872	582,279
491,768	512,880	21,112	TOTAL ALLOCATED EXP	4,143,414	4,271,306	127,892	525,442	4,128,219
<130,144>	<132,218>	2,074	NET INCOME (LOSS)	98,662	318,505	<219,843>	312,579	896,912
		_	•		_		_	

ΜΔΡ	08(02/26/12-03/	31/12)	1	г	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
	CURRENT MONTH				MO(07/31/11-03		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
140,151	157,659		CENTRAL DIVISION	1,050,092	988,949	61,143	168,840	1,052,831
223,132	259,305		NORTH CAMPUS DIVISION	1,447,595	1,534,384	<86,789>	235,897	1,503,588
169,824	167,771		SOUTH DIVISION LU VALLE DIVISION	514,401	996,563	<482,162>	55,879 230,596	376,260
268,500 255,430	238,056 233,359		COOPERAGE DIVISION	1,710,130 1,846,905	1,610,699 1,606,159	99,431 240,746	230,596	1,487,683 1,851,815
217,049	204,190	12,859	SPECIAL EVENTS DIVISION	1,371,929	1,251,964	119,965	176,443	1,420,840
1,274,085	1,260,340	13,745	TOTAL SALES	7,941,052	7,988,718	<47,666>	1,162,387	7,693,016
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450,949	419,759	<31,190>	Less: Cost of Sales	2,763,929	2,655,887	<108,042>	395,875	2,562,503
35.4	33.3	<2.1>	COST OF SALES %	34.8	33.3	<1.6>	34.1	33.3
823,136	840,581	<17,445>		5,177,123	5,332,831	<155,708>	766,512	5,130,513
64.6	66.7	<2.1>	GROSS MARGIN %	65.2	66.8	<1.6>	65.9	66.7
	(7.0	0.0	CENTRAL DIVISION			4.0	,,,	
66.9 65.7	67.8 66.0		NORTH CAMPUS DIVISION	66.5 63.9	67.7 66.0	<1.2> <2.1>	66.6 63.6	66.9 65.0
62.5	67.6		SOUTH DIVISION	65.4	67.6	<2.1>	70.1	68.7
68.0	68.9		LU VALLE DIVISION	69.8	69.5	0.3	69.5	70.6
63.4	66.2		COOPERAGE DIVISION	65.1	66.3	<1.2>	65.6	65.8
61.1	64.3		SPECIAL EVENTS DIVISION	60.3	63.7	<3.4>	64.6	65.7
202,061	162,199	39,862	OTHER INCOME	1,218,624	1,089,041	129,583	165,374	1,131,890
1,025,197	1,002,780	22,417	GROSS MARGIN/OTHER	6,395,746	6,421,872	<26,126>	931,886	6,262,404
]	_			
			Less: Controllable Exp					
302,888	289,863	~13 D2E-	Career Wages	2,140,811	2,119,262	<21,549>	274,735	1.973.013
302,888 1,211	289,863		Limited Appointment	14,860	2,119,262	<21,549> <14,460>	1,167	9,373
233,576	230,495		Student Wages	1,410,472	1,461,882	< 14,460 <i>></i> 51,410	200,480	1,358,251
<37,365>	<32,267>		Labor Recharge	<216,136>	<220,250>	<4,114>	<28,783>	<191,509>
500,309	488,091		TOTAL WAGES	3,350,008	3,361,294	11,286	447,598	3,149,128
39.3	38.7		WAGE % TO SALES	42.2	42.1	<0.1>	38.5	40.9
145,240	154,339		Employee Benefits	1,102,411	1,144,241	41,830	121,661	974,494
1,439	1,675	237	Office Supplies	15,208	14,345	<863>	2,680	15,891
4,808	4,891	83	Telephone	36,559	39,178	2,619	4,857	37,131
1,500	1,500	0	Training Programs	10,008	11,400	1,392	500	6,384
60,726 4.8	61,086 4.9	360 0.1	Paper 9/ To Salas	383,657	395,603 5.0	11,946 0.1	58,385 5.0	377,829 4.9
4,753	3,797		Paper % To Sales Cleaning Supplies	4.8 27,981	27,284	<697>	1,856	21,720
4,733	0		Freight Out	7	27,204	<7>	0	21,720
<8,526>	<8,625>		Purchasing Rebates	<63,159>	<67,350>	<4,191>	<9,026>	<59,832>
2,803	2,690		Replacements	24,819	20,430	<4,389>	4,601	25,235
9,280	5,235	<4,045>		53,744	34,541	<19,203>	4,699	39,564
547	1,510	963	Uniforms	12,427	16,790	4,363	879	15,820
3,129	4,145	1,016	Advertising	58,758	76,595	17,837	1,244	68,110
0	100		Menu Development	0	800	800	0	108
7	86		Dorm Coupons Expense	36	508	472	26	141
10,841	4,771		Repairs & Maintenance	57,805	34,101	<23,704>	9,221	45,844
31,001	23,972		Bank Card Expense	207,758	149,264	<58,494>	21,857	143,427
1,981	2,345	364	Sales Tax Expense	13,094	14,914	1,820	2,197	14,218
615 7	561 0		Overs/Shorts	5,229 203	3,545 0	<1,684> <203>	<36>	4,140 144
1,430	0	<1,430>	Credit Card Adjustments	2,744	500	<2,244>	23	364
1,635	350		Rentals-Truck	4,128	2,800	<1,328>	191	3,987
0	0		Taxes & Licenses	870	1,500	630	0	1,278
0	0		Professional Services	0	0	0	0	2,063
0	0		Temp Agency Service	0	250	250	0	0
14,934	20,125	5,191	Commission Expense	111,938	111,160	<778>	17,319	209,117
288,149	284,553	<3,596>	TOTAL OTHER CONTROL.	2,066,227	2,032,399	<33,828>	243,132	1,947,175
788,458	772,644	<15,814>		5,416,235	5,393,693	<22,542>	690,731	5,096,303
224 720	220 124	4 402	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	070 511	1 020 170	-10 440	2/1 155	1 144 101
236,739	230,136	6,603	SACS WIND EINTEKLKIZES	979,511	1,028,179	<48,668>	241,155	1,166,101
			Less: Allocated Exp					
			rmoodica Exp					
30,099	25,953	<4,146>	Allocated ExpHR	209,001	203,951	<5,050>	25,245	185,717
60,720	56,595		Allocated Exp. Fin	356,154	349,406	<6,748>	38,019	325,827
24,580	23,217		Allocated ExpIS	148,870	144,090	<4,780>	15,186	133,162
14,073	12,336		Allocated Exp. Mktg	82,022	78,378	<3,644>	8,574	75,417
38,433	33,218		Allocated Exp Othr SA	235,745	210,850	<24,895>	23,166	207,476
57,163	59,365		Maintenance	442,306	466,575	24,269	59,227	438,225
27,899	23,579	<4,320>		178,026	183,838	5,812	20,699	178,866
99,045	93,208		Depreciation TOTAL ALLOCATED EXP	622,371	745,664	123,293	70,742	567,451
352,012	327,471	<24,241>	TOTAL ALLOCATED EXP	2,274,495	2,382,752	108,257	260,858	2,112,141
<115,273>	<97,335>	<17,938>	NET INCOME (LOSS)	<1,294,984>	<1,354,573>	59,589	<19,703>	<946,040>
		-	, ,		•			· ·
418,392	396,599	21,793	TOTAL CUSTOMER COUNT	2,465,347	2,582,031	<116,684>	369,607	2,417,175
138,914	119,031	19,883	3RD PARTY CUST COUNT	734,420	776,872	<42,452>	107,129	696,807
279,478	277,568	1,910	ASUCLA CUSTOMER COUNT	1,730,927	1,805,159	<74,232>	262,478	1,720,368
4.75	4.70		TOTAL AVERAGE CHECK	4.71	4.61	0.10	4.25	4.29
6.05	5.74	0.31	3RD PARTY AVE CHECK	6.00	5.69	0.31	5.84	5.85
4.10	4.26	<0.16>	ASUCLA AVERAGE CHECK	4.16	4.15	0.02	4.11	4.14
35,822	34,847	~07E-	EMPLOYEE HOURS	225,103	228,106	3,003	32,264	220,675
35,822 35.57	34,847		SALES/LABOR HOUR	35.28	35.02	0.26	32,264	34.86
1 33.37	30.17	\0.00>	1E0, E .E5K 1100K	33.20	33.02	0.20	30.03	54.00

SERVICES DIVISION INCOME STATEMENT

MAD	00/02/24/12 02/2	1/10)	1 1		ICCAL VEAD 11 1	2	FISCAL YE	AD 10 11
	08(02/26/12-03/3		-		ISCAL YEAR 11-1			
	CURRENT MONTH				MO(07/31/11-03/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE	-	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
11,458	17,720	<6.262>	PHOTOGRAPHY	104,234	121,536	<17,302>	22,271	121,561
11,458	17,720		TOTAL SALES	104,234	121,536	<17,302>	22,271	121,561
11,100	,,20	10/202		.0.,20.	121/000	11770025	22/27.	.2.,00.
1,142	400	<742>	Less: Cost of Sales	3,851	3,496	<355>	328	3,291
10,316	17,320	<7,004>	GROSS MARGIN	100,383	118,040	<17,657>	21,942	118,271
90.0	97.7	<7.7>	GROSS MARGIN %	96.3	97.1	< 8.0>	98.5	97.3
]					
90.0	97.7	<7.7>	PHOTOGRAPHY	96.3	97.1	< 0.8>	98.5	97.3
97,670	190,000	,	TRADEMARKS AND LICENSING	1,429,311	1,523,350	<94,039>	98,311	1,402,789
83,537	85,937		LEASED OPS	642,266	687,407	<45,141>	80,287	618,317
181,207 191,523	275,937 293,257		OTHER INCOME GROSS MARGIN/OTHER	2,071,576	2,210,757 2,328,797	<139,181> <156,837>	178,599	2,021,106
191,523	293,257	<101,/34>	GRUSS WARGIN/OTHER	2,171,960	2,328,191	<150,837>	200,541	2,139,377
			Less: Controllable Exp					
							_	
29,289	37,464		Career Wages	248,903	288,266	39,363	29,548	233,976
0	0		Limited Appointment	0	0	0	5,220	10,440
516	970	454	Student Wages	6,438	5,812	<626>	539	4,035
29,804	38,434	8,630	TOTAL WAGES	255,342	294,078	38,736	35,307	248,451
260.1	216.9	<43.2>	WAGE % TO SALES	245.0	242.0	<3.0>	158.5	204.4
13,734	17,217	3,483	Employee Benefits	107,802	129,174	21,372	12,219	95,370
1,632	1,217		Office Supplies	7,660	7,311	21,372 <349>	695	95,370 5,222
779	600		Telephone	5,769	4,791	<978>	826	5,222 5,941
220	105		Postage	733	840	107	216	740
7,500	7,500	0	Trav/Trips/Conference	17,668	17,500	<168>	6,798	15,561
0	0	0	Enforcement	7,989	8,000	11	0	9,612
0	0	0	Advertising	0	39	39	0	39
1,141	2,760	1,619	Business Promotion	19,865	22,680	2,815	410	25,996
0	208	208	Repairs & Maintenance	1,757	1,269	<488>	213	1,065
2,333	3,777	1,444	Professional Services	19,839	26,741	6,902	3,278	33,470
0	1,150	1,150	Legal	8,086	9,200	1,114	2,586	14,334
0	0	0	External Audit	0	0	0	0	5,000
165	3,500	3,335	Trademark	35,391	28,000	<7,391>	2,416	34,457
0	0		Intern'l Agnt Fee/Tax	62,468	64,637	2,169	0	66,219
9,664	19,000	9,336	Domestic Agency Fee	109,901	120,800	10,899	9,831	107,129
28,000	70,825	42,825	Payment to UCLA TOTAL OTHER CONTROL.	415,464	433,583	18,119	31,500	388,150
65,168 94,972	127,842 166,276	62,674 71,304	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	820,393 1,075,734	874,565 1,168,643	54,172 92,909	70,988 106,295	808,306 1,056,757
74,772	100,270	71,304	GROSS CONTRIBUTION TO	1,075,754	1,100,043	72,707	100,273	1,030,737
96,551	126,981	<30.430>	SVCS AND ENTERPRISES	1,096,225	1,160,154	<63,929>	94,246	1,082,620
10/001	120,101	,		1,010,122	.,,	,.	,	1700-70-0
			Less: Allocated Exp					
1,793	2,044	251	Allocated ExpHR	15,943	17,970	2,027	1,991	14,669
7,675	11,323	3,648	Allocated Exp. Fin	78,881	83,435	4,554	5,581	74,252
3,208	4,793		Allocated ExpIS	34,486	35,586	1,100	2,297	31,198
1,837	2,547	710	Allocated Exp. Mktg	18,765	19,363	598	1,297	17,849
5,016	6,857	1,841	Allocated Exp Othr SA	54,238	52,207	<2,031>	3,505	48,788
12,028	12,490	462	Maintenance	93,069	98,162	5,093	12,462	92,209
5,870	4,961		Utilities	37,460	38,683	1,223	4,355	37,636
5,363	5,277		Depreciation	42,475	42,216	<259>	5,272	42,599
42,790	50,292	7,502	TOTAL ALLOCATED EXP	375,317	387,622	12,305	36,760	359,200
53,760	76,689	<22.929>	NET INCOME (LOSS)	720,909	772,532	<51,623>	57,486	723,420
33,700	70,007	~LL,7L7/	142. 11400WE (E033)	120,707	112,002	NO 1,0237	37,400	123,420

UCLA STUDENT UNION INCOME STATEMENT

MAR. 08(02/26/12-03/31/12)]	FISCAL YEAR 11-12 FISCAL YEAR 10			AR 10-11		
CURRENT MONTH				MO(07/31/11-03		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
FO 400	44.400	45.000	EVENT CERVICES OFFICE	242.070	2/2/20	E4 000	25 (12	0/4704
59,409 2,343	44,400 3,755	-	EVENT SERVICES OFFICE RECREATION & GAMES	313,979 15,932	262,690 26,979	51,289 <11,047>	35,612 3,156	264,791 24,790
2,343 61,205	46,286	< 1,412 <i>></i> 14,919	AU POST OFFICE	423,905	414,130	9,775	60,000	417,918
122.957	94,441	28,516	TOTAL SALES	753,816	703,799	50,017	98,768	707,499
		.,.				, .		,
59,564	45,500	<14,064>	AU Post Office Cost	415,711	407,088	<8,623>	58,507	408,672
14,507	10,438	,	Facilities Costs	80,039	61,298	<18,741>	8,029	65,192
80	75		Cost of Sales GM RM	524	475	<49>	79	498
74,151	56,013 59.3	<18,138>	Less: Cost of Sales COST OF SALES %	496,274	468,861	<27,413>	66,615	474,363
60.3 48,806	38,428	<1.0> 10,378	GROSS MARGIN	65.8 257,542	66.6 234,938	0.8 22,604	67.5 32,153	67.1 233,136
39.7	40.7	<1.0>	GROSS MARGIN %	34.2	33.4	0.8	32.6	33.0
07.7	1017	11.02	Citado III/III de la como de la c	01.2	55.1	0.0	02.10	00.0
75.6	76.5	<0.9>	EVENT SERVICES OFFICE	74.5	76.7	<2.2>	77.5	75.4
96.6	98.0	<1.4>	RECREATION & GAMES	96.7	98.2	<1.5>	97.5	98.0
2.7	1.7	1.0	AU POST OFFICE	1.9	1.7	0.2	2.5	2.2
14.104	17,000	0.014	CTUDENT UNION ODC	407.50/	145.000	17.507	40.040	140 (01
14,124 4,393	16,338 3,675	-	STUDENT UNION OPS RECREATION & GAMES	127,586	145,093	<17,507> <7,638>	42,062	148,691
4,393 10.668	3,675 8,148	718 2,520	AU POST OFFICE	19,624 74,124	27,262 72,904	<7,638> 1,220	3,386 10,134	26,501 73,044
29,185	28,161	1,024	OTHER INCOME	221,334	245,259	<23,925>	55,582	248,236
77,991	66,589	11,402	GROSS MARGIN/OTHER	478,876	480,197	<1,321>	87,735	481,372
	***	*	1			, -		**
			Less: Controllable Exp					
29,756	29,682		Career Wages	231,935	235,012	3,077	28,881	229,280
25,331 55,087	23,843 53,525	<1,488>	Student Wages TOTAL WAGES	165,520 397,454	165,956 400,968	436 3,514	19,416 48,297	149,084 378,364
44.8	55,525	< 1,562 <i>></i> 11.9	WAGE % TO SALES	52.7	400,966 57.0	3,514 4.2	48.9	53.5
	00.7	,	W102 70 10 0/1220	02.7	07.0		1017	00.0
14,333	14,116	<217>	Employee Benefits	107,909	108,695	786	11,244	95,544
1,038	636	<402>	Office Supplies	6,038	6,303	265	732	6,143
3,580	3,453		Telephone	27,043	27,608	565	3,697	27,669
1,239	0		Trav/Trips/Conference	1,924	1,250	<674>	0	1,708
2,596	1,888		24 Hour Study Lounge	4,576	4,162	<414>	2,079	4,554
0 54	0 100	0 46	Student Comm Art	6,401	5,495	<906> <1,104>	0 102	5,549 4,807
403	89		Training Programs Annual ASUCLA Events	5,315 21,072	4,211 17,912	<1,104> <3,160>	274	18,991
15,243	6,216		Student Event Exp	83,261	81,812	<1,449>	20,853	96,293
0	0	0	Student Union Prog	200	0	<200>	0	0
769	340	<429>	Operating Supplies	4,975	2,635	<2,340>	12,338	16,846
0	70	70	Tournament Prizes	105	920	815	35	895
83	30	<53>	Replacements	880	477	<403>	104	394
0	0	0	Uniforms	1,267	1,200	<67>	0	103
33	60	27	Advertising	2,448	1,299	<1,149>	203	838
514 470	476 028		Business Promotion	7,199 11,561	3,778 0.731	<3,421>	428 2.354	3,403
479 1,100	928 1,083		Repairs & Maintenance Repairs & Mtce-Equip	11,561 9,883	9,731 8,664	<1,830> <1,219>	2,354 1,083	12,206 8,517
1,100	1,182		Bank Card Expense	10,354	10,498	144	1,367	10,417
<4>	28	32	Overs/Shorts	<28>	248	276	0	0
2,877	2,205	<672>	Commission Expense	12,400	16,357	3,957	2,097	16,306
0	0	0	Student Support Svcs	2,638	2,450	<188>	0	2,512
15,417	15,417	0	Interaction Fund	123,333	123,336	3	15,417	123,333
15,066 76,161	14,000		Waiver Pool	78,656 520,411	84,500 523,541	5,844	9,483	66,842 523,870
131,248	62,317 115,842		TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	529,411 926,865	924,509	<5,870> <2,356>	83,891 132,187	902,235
131,240	113,042	<13,400>	GROSS CONTRIBUTION TO	720,003	724,507	\Z,550>	132,107	702,233
<53,257>	<49,253>	<4,004>	SVCS AND ENTERPRISES	<447,989>	<444,312>	<3,677>	<44,452>	<420,863>
]					
			Less: Allocated Exp					
2 24 4	2.047	-4/0	Allocated Even LID	04 750	24 277	, O.7.E	2.704	22.244
3,314 6,061	2,846 4,728		Allocated ExpHR Allocated Exp. Fin	24,752 37,019	24,377 35,492	<375> <1,527>	2,724 4,288	22,344 34,040
2,533	2,001		Allocated ExpIS	15,996	15,122	<1,327 <i>></i> <874>	1,765	14,299
1,450	1,063		Allocated Exp. Mktg	8,809	8,215	<594>	997	8,083
3,961	2,863		Allocated Exp Othr SA	25,354	22,151	<3,203>	2,693	22,513
35,734	37,115		Maintenance	276,496	291,699	15,203	37,024	273,947
17,440	14,740	<2,700>		111,290	114,922	3,632	12,939	111,812
16,463	17,382	919	Depreciation	142,270	139,056	<3,214>	16,762	141,811
86,956	82,738	<4,218>	TOTAL ALLOCATED EXP	641,986	651,034	9,048	79,192	628,849
<140,213>	<131,991>	<8 222 ×	NET INCOME (LOSS)	<1,089,974>	<1,095,346>	5,372	<123,644>	<1,049,712>
\ 17U,Z 13>	~ IUI,7712	~U,ZZZ>	11100ML (L000)	·1,007,7142	\ i,U/U,U4U/	UIUIZ	~ 120,044>	~ 1,UT /, / 1Z /

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

CUBERT MONTH	MAD (<u> </u>	1/12)	1	F	ISCAL YEAR 11-1	2	FISCAL VE	ΛP 10₋11
ACTUAL SUDGET VARIANCE ACTUAL SUDGET VARIANCE MONTH YTO 201, 11 298,062 4,948 2,346,831 2,360,361 15,530 291,206 2,309,791 20666 32,401 2,746 Stuthent Wages 247,870 268,681 18,871 310,555 2,309,791 2,745 30,675 2,745 2,745 30,675 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,745 2,	MAR. 08(02/26/12-03/31/12) CURRENT MONTH						FISCAL YEAR 10-11 LAST YEAR ACTUAL		
737 300 4-317 Imited Appointment 1,717 2,400 1,181 1,478 30,67 26,565 32,401 323,703 27,255 TOTAL WAGES 22,878,858 2,627,442 35,984 323,720 2,591,066 5,5			VARIANCE						
29,656 32,401 2.746 32,501 32,507 330,763 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256 7.256	293,114	298,062	4,948	Career Wages	2,344,831	2,360,361	15,530	291,208	2,309,795
333,097 339,768 7,756 1,756 1,004 MAGES 5,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007 1,007	737	300	<437>	Limited Appointment	1,217	2,400	1,183	1,478	30,693
6.5 6.1 < <0.49 WAGE 9 TO TOTAL SALES 5.7 5.5 < <0.2> 4.7 5.5 5.7 5.5 < <0.2> 4.7 5.5 5.7 5.5 <0.2> 4.7 5.5 5.7 5.5 <0.2> 4.7 5.5 5.7 5.5 <0.2> 4.7 5.5 5.7 5.5 <0.2> 4.7 5.5 5.5 5.5 <0.2> 4.7 5.5 0.9 9.55 3.0 5.5 € 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.9 9.55 0.	29,656	32,401	,	Student Wages	247,810	266,681	18,871	31,035	251,480
0 1,000 1,000 1,000 Emp Awards, Profess. 11,667 8,000 <3,667> 0 9,558 124,457 126,053 1,506 Emp Awards, Subdents 861 6,664 5,800 0 4,000 1,001 1,001 10,239 227 Telephone 7,5533 80,432 4,899 10,169 56,681 10,012 10,239 227 Telephone 7,5533 80,432 4,899 10,169 56,681 10,012 10,239 227 Telephone 7,5533 80,432 4,899 10,169 56,727 969 1,119 150 Postage 7,5610 7,7610 9,030 1,221 1,044 8,633 5,878 338 <5,5400 TravTirps/Conference 20,855 2,852 17,998 138 330 12 Employee Residions 7,256 13,275 7,119 4,992 11,144 0 12 Employee Residions 7,256 11,375 7,119 4,992 11,144 0 52 32 Tultion Assistance 7 0 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,10 10,									2,591,968
0	6.5	6.1	<0.4>	WAGE % TO TOTAL SALES	5.7	5.5	<0.2>	4.7	5.4
124,457 126,053 1.596 Employee Benefits 952,454 975,235 22,781 101,479 889,056 10,1012 10,239 227 Telephone 75,533 80,432 4,899 10,169 76,279 79,99 1,119 150 Postage 7,610 9,030 1,421 10,44 83,05 5,878 338 <5,540 TrawTrips/Conference 20,850 2,852 <17,998 21 766 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 76,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279 77,279				•		•	.,		9,558
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10,012				. ,					
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0 52 52 Tutlion Assistance 0 104 104 0 3.60 0 38 38 Fingerprinting 741 798 57 0 3.44 209 510 301 Recruttment 1.064 2.905 1.841 0 3.50 307 250 <575 Uniforms 2.624 2.000 6.624 2.1 1.82 <3.400 <5,119	-			•				-	11,143
0 38 38 Fingerprinting 741 798 57 0 344									0
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1,076 620	209							0	3,500
<3,400	1,076	620	<456>	Operating Supplies	4,058	4,960	902	288	3,804
0 50 50 Security Equipment 896 400 4496> 254 255 2.561 2.450 4.111- Marm Monitoring 12.15.09 19.255 4.22.54 2.390 18.681 1.200 1.200 0 Advertising 12.15.09 19.255 4.22.54 2.390 18.681 1.200 1.200 0 Advertising 13.859 9.600 4.259> 2.984 10.091 1.200 1.200 0 Senefits U. Adv 14.716 14.930 2.14 1.850 15.64. 15.552 1.850 1.850 0 Senefits U. Adv 14.716 14.930 2.14 1.850 15.64. 15.65 1.552 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.8	307	250	<57>	Uniforms	2,624	2,000	<624>	261	1,824
0 50 50 Security Equipment 896 400 4496> 254 255 2.561 2.450 4.111- Marm Monitoring 12.15.09 19.255 4.22.54 2.390 18.681 1.200 1.200 0 Advertising 12.15.09 19.255 4.22.54 2.390 18.681 1.200 1.200 0 Advertising 13.859 9.600 4.259> 2.984 10.091 1.200 1.200 0 Senefits U. Adv 14.716 14.930 2.14 1.850 15.64. 15.552 1.850 1.850 0 Senefits U. Adv 14.716 14.930 2.14 1.850 15.64. 15.65 1.552 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.850 1.8	<3,400>	<5,119>	<1,719>	Security Expense	<25,238>	<40,945>	<15,707>	<7,369>	<44,110>
1,200	0	50			896	400	<496>	254	254
1,850	2,561	2,450	<111>	Alarm Monitoring	21,509	19,255	<2,254>	2,390	18,680
5,352 5,520 168 Repairs & Mintenance 35,650 43,717 8,067 7,120 44,576 6,619 10,244 3,625 Repairs & Mice-Equip 73,655 81,952 8,297 7,788 69,566 0 19 19 Printing 299 335 36 0 300 10,474 10,474 0 Bruin One Card Exp 74,582 74,582 0 12,859 84,871 <2>	1,200	1,200	0	Advertising	13,859	9,600	<4,259>	2,984	10,691
6,619			0	Benefits U Adv	14,716	14,930	214	1,850	15,643
0 19 19 Printing 299 335 36 0 306 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,474 10,4736 42,286 11,341 90,722 2,602 3,858 1,257 Professional Services 22,691 29,572 6,881 2,646 24,348 14 838 24 Legal 6,511 6,554 43 814 7,596 9,828 9,828 0 External Audit 78,993 78,876 4177 9,828 78,875 10,000 4,755 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10			168	Repairs & Maintenance	35,650				44,578
10,474			3,625	Repairs & Mtce-Equip			8,297	7,788	69,560
Company		19	19	S .	299	335	36	0	308
18,338							0	12,859	84,878
2,602 3,858 1,257 Professional Services 22,691 29,572 6,881 2,646 24,434 814 838 24 Legal 6,511 6,554 43 814 7,599 9,828 9,828 0 CEXTERNIA Judit 78,973 78,976 <117> 9,828 7,975 208 Internal Audit 73,746 75,000 1,254 9,375 75,000 9,167 9,375 208 Internal Audit 73,746 75,000 1,254 9,375 75,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 3,256 0 0 0 0 0 0 14,000 2,130 5,990 3,860 Misc. Bank Charges 27,363 40,118 12,755 3,782 31,212 3,226 4,600 1,272 Armored Carrier Expense 23,053 36,800 6,748 4,313 33,41 7,417 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>4</td>									4
B14				'					
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938				~		·			
9,167 9,375 208 Internal Audit 73,746 75,000 1,254 9,375 75,000 2,750 2,750 0 Tax Consulting 6,000 6,000 0 0 0 3,256 0 0 0 0 0 Miscellaneous 0 0 0 0 0 0 144 10,878 10,000 <878> Board of Directors 81,586 80,000 <1,586> 9,593 70,557 0 0 0 0 0 0 0 0 144 0,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0									
2,750									
0 0 0 Miscellaneous 0 0 0 0 143 10,878 10,000 <878-8									
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2,130 5,990 3,860 Misc. Bank Charges 27,363 40,118 12,755 3,782 31,212 3,328 4,600 1,272 Armored Carrier Expense 30,053 36,800 6,748 4,313 33,461 7,417 7,417 0 UCOP Payroll Services 59,333 59,336 3 7,417 59,333 15,498 13,516 <1,982 > UCLA Recharge Expense 123,584 108,128 <15,456 > 11,850 94,800 1,202 500 <702 > Special Events 18,238 20,700 2,462 1,635 20,501 260,703 257,616 <3,087 > TOTAL OTHER CONTROL. 2,044,978 2,024,320 <20,658 > 224,717 1,844,144 584,210 588,379 4,169 TOTAL CONTROLLABLE EXP 4,638,836 4,653,762 14,926 548,438 4,436,113 14,597 15,168 571 Maintenance 112,947 119,209 6,262 15,124 111,900 13,218 17,470 4,252 Depreciation 132,640						-			
3,328	-					-		_	
7,417 7,417 0 UCOP Payroll Services 59,333 59,336 3 7,417 59,333 15,498 13,516 <1,982> UCLA Recharge Expense 123,584 108,128 <15,466> 11,850 94,800 260,703 257,616 <3,087> TOTAL OTHER CONTROL. 2,044,978 2,024,320 <20,658> 224,717 1,844,145 584,210 588,379 4,169 TOTAL CONTROLLABLE EXP 4,638,836 4,653,762 14,926 548,438 4,436,113 Less: Allocated Exp Less: Allocated Exp Utilities 45,461 46,946 1,485 5,286 45,676 13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,624 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,733 <526,990> <				S .					
15,498				•					
1,202 500 <702> Special Events 18,238 20,700 2,462 1,635 20,501									94,800
TOTAL OTHER CONTROL 2,044,978 2,024,320 <20,658 224,717 1,844,145 1,459 15,168 571 Maintenance 112,947 119,209 6,262 15,124 111,906 13,218 17,470 4,252 13,218 17,470 4,252 0,243,20 14,926 548,438 4,436,113 13,218 17,470 4,252 0,243,20 14,926 548,438 4,436,113 13,218 17,470 4,252 0,243,20 14,926 548,438 4,436,113 13,218 17,470 4,252 0,243,20 14,926 548,438 4,436,113 14,597 15,168 571 Maintenance 112,947 119,209 6,262 15,124 111,906 13,218 17,470 4,252 0,252 0,243,20 14,85 5,286 45,676 13,218 17,470 4,252 0,252 0,243,20 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 4,436,113 14,926 548,438 14,436,113 14,926 548,438 14,436,113 14,926 548,438 14,436,113 14,926 548,438 14,436,113 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 14,926 1									20,501
584,210 588,379 4,169 TOTAL CONTROLLABLE EXP 4,638,836 4,653,762 14,926 548,438 4,436,113 Less: Allocated Exp Less: Allocated Exp 112,947 119,209 6,262 15,124 111,906 7,124 6,021 <1,103> Utilities 45,461 46,946 1,485 5,286 45,676 13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,624 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,737 <526,990> <536,293> <9,303> Allocated-USAC <193,014> <42,36,654> <42,893> <498,087> <4,029,554									1,844,145
14,597 15,168 571 Maintenance 112,947 119,209 6,262 15,124 111,906 7,124 6,021 <1,103> Utilities 45,461 46,946 1,485 5,286 45,676 13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,624 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,737 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554	584,210		4,169	TOTAL CONTROLLABLE EXP			14,926		4,436,113
7,124 6,021 <1,103> Utilities 45,461 46,946 1,485 5,286 45,676 13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,622 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,735 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554				Less: Allocated Exp					
7,124 6,021 <1,103> Utilities 45,461 46,946 1,485 5,286 45,676 13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,622 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,735 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554	14 507	45.470	F74	Maintanana	110.047	110 000	/ 0/0	45 404	111 00/
13,218 17,470 4,252 Depreciation 132,640 139,760 7,120 16,342 138,042 34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,624 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,737 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554									
34,939 38,659 3,720 TOTAL ALLOCATED EXP 291,048 305,915 14,867 36,752 295,622 619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,737 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554									
619,149 627,038 7,889 NET EXPENSE 4,929,884 4,959,677 29,793 585,189 4,731,737 <526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554				· '					
<526,990> <536,293> <9,303> Allocated-Svs and Ent <4,193,761> <4,236,654> <42,893> <498,087> <4,029,554									
<23,885> <23,885> 0 Allocated-USAC <193,014> <193,014> 0 <22,860> <185,690	017,147	027,030	1,009	INCI ENI EINSE	7,727,004	4,737,011	27,173	505,107	4,131,131
<23,885> <23,885> 0 Allocated-USAC <193,014> <193,014> 0 <22,860> <185,690	<526,990>	<536,293>	<9,303>	Allocated-Svs and Ent	<4,193,761>	<4,236,654>	<42,893>	<498,087>	<4,029,554>
<3,704> <3,704> 0 Allocated-GSA <28,227> <28,227> 0 <3,583> <27,580									<185,690>
<64,570> <63,156> 1,414 Allocated-Comm Board <514,882> <501,782> 13,100 <60,659> <488,913			0						<27,580>
<619,149> <627,038> <7,889> TOTAL OTHER <4,929,884> <4,959,677> <29,793> <585,189> <4,731,737			1,414			·			<488,913>
<0> 0 0 TOTAL EXPENSE <0> 0 0 0 <0			<7,889>						<4,731,737>
<u> U U IUIAL EXPENSE</u>				TOTAL EVENING					
	<0>	0	0	TOTAL EXPENSE	<0>	0	0	0	<0>

MAINTENANCE DIVISION EXPENSE STATEMENT

	08(02/26/12-03/		
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
90,887	96,038	5,151	Career Wages
2,325	0,030	<2,325>	Limited Appointment
2,323	0	<2,325> 0	Labor Recharge
<4,267>	<3,368>	899	Billed Labor Costs
<4,207> 0	<3,000>	<3,000>	Capitalized Wages
88,946	89,670	724	TOTAL WAGES
00,710	07,070	721	TO THE WHOLD
52,872	57,183	4,311	Employee Benefits
32	165	133	Office Supplies
806	971	165	Telephone
910	30	<880>	Trav/Trips/Conference
5,285	4,544	<741>	Paper
5,480	4,963	<517>	Cleaning Supplies
1,189	800	<389>	Replacements
911	812	<99>	Laundry
12,857	15,600	2,743	Repairs & Maintenance
2,789	2,925	136	Repairs & Mtce-Elevator
611	100	<511>	Repairs & Mtce-Equip
317	210	<107>	Painting Program
0	250	250	Incidental Proj Exp
1,367	2,650	1,283	Air Conditioning-Maint
9,284	7,849	<1,435>	Rub Remvl/Hauling
3,242	3,219	<23>	Rodent & Pest Control
914	955	41	Rentals-Truck
98,864	103,226	4,362	TOTAL OTHER CONTROL.
187,809	192,896	5,087	TOTAL CONTROLLABLE EX
			Less: Allocated Exp
15,177	17,078	1,901	Depreciation
15,177	17,078	1,901	TOTAL ALLOCATED EXP
202,986	209,974	6,988	NET EXPENSE
	,		
<172,735>	<179,537>	<6,802>	Allocated-Svs and Ent
<6,059>	<6,059>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<7,299>	<6,914>	385	Allocated-Comm Board
<14,597>	<15,168>	<571>	Allocated-A & SS
<202,986>	<209,974>	<6,988>	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11					
YTD 8 MO(07/31/11-03/31/12)			LAST YEAR ACTUAL				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
740,628	760,747	20,119	95,337	738,343			
10,785	0	<10,785>	2,961	10,986			
<10,192>	0	10,192	0	0			
<36,725>	<28,414>	8,311	<4,401>	<35,400>			
<35,502>	<24,000>	11,502	<3,240>	<37,058>			
668,993	708,333	39,340	90,657	676,871			
416,524	443,339	26,815	47,246	390,474			
1,680	1,645	<35>	451	1,949			
6,509	8,005	1,496	780	7,672			
1,861	240	<1,621>	0	0			
35,919	34,696	<1,223>	4,445	34,955			
40,818	38,062	<2,756>	4,905	38,664			
10,044	7,285	<2,759>	759	7,669			
4,966	6,539	1,573	1,557	6,696			
131,323	124,800	<6,523>	27,244	135,082			
23,257	23,400	143	2,789	21,890			
947	800	<147>	0	94			
2,328	1,680	<648>	382	1,324			
467	2,000	1,533	0	1,873			
18,124	21,700	3,576	1,342	15,083			
56,066	58,119	2,053	7,484	56,080			
23,477	25,470	1,993	3,195	25,038			
5,300	7,640	2,340	1,732	6,980			
779,611	805,420	25,809	104,309	751,524			
1,448,604	1,513,753	65,149	194,966	1,428,395			
124,207	136,624	12,417	14,802	128,580			
124,207	136,624	12,417	14,802	128,580			
1,572,811	1,650,377	77,566	209,769	1,556,975			
-1 224 EEE -	-1 410 1225	-72 E70	ر د170 070 د				
<1,336,555> <48,467>	<1,410,132> <48,467>	<73,578> 0	<178,970> <5,883>	<1,324,225> <47,058>			
<18,368>	<18,368>	0	<2,229>	<17,832>			
<56,474>	<54,201>	2,273	<7,562>	<55,954>			
<112,947> <1,572,811>	<119,209> <1,650,377>	<6,262> <77,567>	<15,124> <209,768>	<111,906> <1,556,975>			
<1,3/2,011>	<1,000,377>	<11,501>	<207,108>	<1,000,970>			
1	0	<1>	1	0			

UTILITIES EXPENSE STATEMENT

MAR.	08(02/26/12-03/		
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
8,366	8,736	370	Chiller Water
68,139	56,180	<11,959>	Elec-Non Air Cond.
10,560	7,070	<3,490>	Water-Non Air Cond.
10,878	8,770	<2,108>	Steam-Non Air Cond.
672	3,149	2,477	Gas
98,615	83,905	<14,710>	TOTAL OTHER CONTROL.
98,615	83,905	<14,710>	TOTAL CONTROLLABLE EXP
<84,305>	<71,249>	13,056	Allocated-Svs and Ent
<2,628>	<2,628>	0	Allocated-USAC
<996>	<996>	0	Allocated-GSA
<3,562>	<3,011>	551	Allocated-Comm Board
<7,124>	<6,021>	1,103	Allocated-A & SS
<98,615>	<83,905>	14,710	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11		
YTD 8 I	MO(07/31/11-03	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
88,676	92,035	3,359	5,649	89,176
424,750	422,129	<2,621>	50,003	431,221
50,811	54,570	3,759	7,277	47,745
55,049	60,190	5,141	8,500	56,289
15,858	26,008	10,150	3,257	18,255
635,144	654,932	19,788	74,686	642,686
635,144	654,932	19,788	74,686	642,686
<537,958>	<555,521>	<17,563>	<62,547>	<540,493>
<21,024>	<21,024>	0	<3,053>	<24,424>
<7,969>	<7,968>	1	<1,157>	<9,256>
<22,732>	<23,473>	<741>	<2,643>	<22,837>
<45,461>	<46,946>	<1,485>	<5,286>	<45,676>
<635,144>	<654,932>	<19,788>	<74,686>	<642,686>
0	0	0	0	0