ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

April (03/30/14 - 04/26/14)

Prepared

May 12, 2014

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		AF	PRIL (03/30/	14 - 04/26/1	4)			FY 1:	2-13]			F	ISCAL YEA	R 2013-2014	4			FY 1:	2-13
			CURREN	T MONTH				*	*	1			YTD 9 I	MONTHS (0	7/28/13 - 04	/26/14)			*	*
ACT	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/L	/ ACT								ACT/	BUD .	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,509		5,043		(534)	(10.6%)	(123)	(2.7%)	4,632		UCLA Store	35,922		38,776		(2,854)	(7.4%)	(2,441)	(6.4%)	38,363	
1,433		1,476		(43)	(2.9%)	(67)	(4.5%)	1,500		UCLA Restaurants	11,673		11,849		(176)	(1.5%)	(100)	(0.8%)	11,773	
311		348		(37)	(10.6%)	(33)	(9.6%)	344		Services Division	2,679		2,897		(218)	(7.5%)	(68)	(2.5%)	2,747	
119		120		(1)	(0.8%)	(17)	(12.5%)	136		UCLA Student Union	1,119		1,077		42	3.9%	(36)	(3.1%)	1,155	
6,372		6,987		(615)	(8.8%)	(240)	(3.6%)	6,612		TOTAL	51,393		54,599		(3,206)	(5.9%)	(2,645)	(4.9%)	54,038	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,448	32.1%	1,681	33.3%	(233)	(1.2)	(1)	8.0	1,449		UCLA Store	11,244	31.3%	12,129	31.3%	(885)	0.0	(442)	8.0	11,686	30.5%
993	69.3%	1,045	70.8%	(52)	(1.5)	(62)	(1.0)	1,055		UCLA Restaurants	8,240	70.6%	8,398	70.9%	(158)	(0.3)	(61)	0.1	8,301	70.5%
311	100.0%	348	100.0%	(37)	0.0	(33)	0.0	344	100.0%	Services Division	2,676	99.9%	2,893	99.9%	(217)	0.0	(65)	0.1	2,741	99.8%
52	43.7%	55	45.8%	(3)	(2.1)	(10)	(1.9)	62	45.6%	UCLA Student Union	549	49.1%	518	48.1%	31	1.0	(29)	(0.9)	578	50.0%
2,804	44.0%	3,129	44.8%	(325)	(8.0)	(106)	0.0	2,910	44.0%	TOTAL	22,709	44.2%	23,938	43.8%	(1,229)	0.4	(597)	1.1	23,306	43.1%
										WAGES & BENEFITS										
527	11.7%	563	11.2%	36	(0.5)	(8)	(0.5)	519		UCLA Store	4,760	13.3%	4,993	12.9%	233	(0.4)	(22)	(0.9)	4,738	12.4%
585	40.8%	630	42.7%	45	1.9	15	(8.0)	600		UCLA Restaurants	5,362	45.9%	5,570	47.0%	208	1.1	(37)	(0.7)	5,325	45.2%
48	15.4%	50	14.4%	2	(1.0)	(2)	(2.0)	46		Services Division	444	16.6%	442	15.3%	(2)	(1.3)	(26)	(1.4)	418	15.2%
65	54.6%	67	55.8%	2	1.2	1	(6.1)	66	48.5%	UCLA Student Union	570	50.9%	592	55.0%	22	4.1	8	(0.9)	578	50.0%
1,225	19.2%	1,310	18.7%	85	(0.5)	6	(0.6)	1,231	18.6%	TOTAL	11,136	21.7%	11,597	21.2%	461	(0.5)	(77)	(1.2)	11,059	20.5%
										OTHER CONTROLLABLES *										
171	3.8%	153	3.0%	(18)	(0.8)	(20)	(0.5)	151		UCLA Store	1,838	5.1%	1,781	4.6%	(57)	(0.5)	(31)	(0.4)	1,807	4.7%
156	10.9%	136	9.2%	(20) 26	(1.7)	9	0.1	165		UCLA Restaurants	1,295	11.1%	1,274 998	10.8%	(21)	(0.3)	47	0.3	1,342 890	11.4% 32.4%
65 45	20.9% 37.8%	91 54	26.1% 45.0%	26 9	5.2 7.2	8	0.6 1.2	74 53	39.0%	Services Division UCLA Student Union	880 419	32.8% 37.4%	998 450	34.4% 41.8%	118 31	1.6 4.4	10 77	(0.4) 5.5	890 496	32.4% 42.9%
437	6.9%	434	6.2%	(3)	(0.7)	6	(0.2)	443		TOTAL	4.432	8.6%	4.503	8.2%	71	(0.4)	103	(0.2)	4.535	8.4%
437	0.9%	434	0.2%	(3)	(0.7)	0	(0.2)	443	0.776		4,432	0.0%	4,503	0.270	/1	(0.4)	103	(0.2)	4,535	0.476
750	40.00/	20.4	40.40/	(04.4)	(0.5)	(00)	(0.0)	770	40.00/	CONTRIBUTION	4.045	40.00/	5.055	40.00/	(740)	(0.0)	(400)	(0.5)	5 4 44	40.40/
750 253	16.6% 17.7%	964 280	19.1% 19.0%	(214) (27)	(2.5) (1.3)	(28) (37)	(0.2) (1.6)	778 290		UCLA Store UCLA Restaurants	4,645 1,584	12.9% 13.6%	5,355 1,554	13.8% 13.1%	(710) 30	(0.9) 0.5	(496) (50)	(0.5) (0.3)	5,141 1,634	13.4% 13.9%
197	63.3%	207	59.5%	(10)	3.8	(27)	(1.8)	290		Services Division	1,351	50.4%	1,453	50.2%	(102)	0.5	(82)	(1.8)	1,433	52.2%
(57)	(47.9%)	(65)	(54.2%)	(10)	6.3	0	(6.0)	(57)		UCLA Student Union	(439)	(39.2%)	(524)	(48.7%)	85	9.5	56	3.7	(495)	(42.9%)
1,143	17.9%	1,386	19.8%	(243)	(1.9)	(92)	(8.0)	1,235	(,	TOTAL	7,141	13.9%	7,838	14.4%	(697)	(0.5)	(572)	(0.4)	7,713	14.3%
		,			(-7	(- /	()	,			·		,		(,	()	(- /	(- /	,	
542	8.5%	539	7.7%	(3)	(0.8)	(52)	(1.1)	490	7.4%	ALLOCATED EXPENSES Admin&Support Services	4,675	9.1%	4,828	8.8%	153	(0.3)	(187)	(0.8)	4,488	8.3%
196	3.1%	185	2.6%	(3)	(0.8)	(31)	(0.6)	165	2.5%	Maintenance Division	1,668	3.2%	1,688	3.1%	20	(0.3)	(187)	(0.8)	1,543	2.9%
101	1.6%	94	1.3%	(7)	(0.3)	(12)	(0.0)	89	1.3%	Utilities	895	1.7%	838	1.5%	(57)	(0.1)	(123)	(0.3)	787	1.5%
217	3.4%	233	3.3%	16	(0.0)	0	(0.0)	217	3.3%	Depreciation	1,961	3.8%	2,097	3.8%	136	0.0	43	(0.1)	2,004	3.7%
1,056	16.6%	1,051	15.0%	(5)	(1.6)	(95)	(2.1)	961		TOTAL	9,199	17.9%	9,451	17.3%	252	(0.6)	(377)	(1.6)	8,822	16.3%
										NET INCOME (LOSS)										
87	1.4%	335	4.8%	(248)	(3.4)	(187)	(2.7)	274	4.1%		(2,058)	(4.0%)	(1,613)	(3.0%)	(445)	(1.0)	(949)	(1.9)	(1,109)	(2.1%)
										OTHER INC/(EXP)							-			
9	0.1%	0	0.0%	9	0.1	9	0.1	0	0.0%	Non-Recurrent Inc/(Exp)	120	0.2%	0	0.0%	120	0.2	79	0.1	41	0.1%
13	0.2%	16	0.2%	(3)	0.0	(1)	0.0	14		Interest Income	142	0.3%	156	0.3%	(14)	0.0	(26)	0.0	168	0.3%
(47)	(0.7%)	(46)	(0.7%)	(1)	0.0	7	0.1	(54)		Interest (Expense)	(422)	(0.8%)	(418)	(0.8%)	(4)	0.0	60	0.1	(482)	(0.9%)
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	3.3%	211	3.0%	0	0.3	9	0.2	202		Student Union Fee Income	1,900	3.7%	1,900	3.5%	0	0.2	78	0.3	1,822	3.4%
186	2.9%	181	2.6%	5	0.3	24	0.4	162		TOTAL	1,740	3.4%	1,638	3.0%	102	0.4	191	0.5	1,549	2.9%
273	4.3%	516	7.4%	(243)	(3.1)	(163)	(2.3)	436	6.6%	NET INCOME (LOSS)	(318)	(0.6%)	25	0.0%	(343)	(0.6)	(758)	(1.4)	440	0.8%
* Without Be	enefits								· · · · · · · · · · · · · · · · · · ·											

Without Benefits

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

ACTUAL BUDGET VARIANCE ACTIVAL ACT ACTIVAL ACT ACT ACTIVAL ACT			AF	PRII (03/30/	/14 - 04/26/1	4)		1	FY 12	2-13	1			F	ISCAL YEA	R 2013-2014	1			FY 1:	2-13
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S	ACTU	JAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT		ACT	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT
4.500 4.50					ACT/	BUD	ACT/LY	ACT								ACT/	BUD	ACT/L	Y ACT		
4.50 5.043 (6.54)	\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
1.476											GROSS INCOME										
348 G/77 (10.09%) G/38 (10.09%) G/39 (10.09%) G/39 (10.09%) G/39 G/40 G/49	4,509		5,043		(534)	(10.6%)	(123)	(2.7%)	4,632		UCLA Store	35,922		38,776		(2,854)	(7.4%)	(2,441)	(6.4%)	38,363	
110 120 (1) 10,879 (17) (12,576) 396 UCA Student Union 1,119 1,177 42 3,378 1,08 (3,196) (2,49) (4,99) (1,433		1,476		(43)	(2.9%)	(67)	(4.5%)	1,500		UCLA Restaurants	11,673		11,849		(176)	(1.5%)	(100)	(0.8%)	11,773	
6.372 6.987 61519 6.894 6.491 6.874 6.491 7.974 7.974	311		348		(37)	(10.6%)	(33)	(9.6%)	344		Services Division	2,679		2,897		(218)	(7.5%)	(68)	(2.5%)	2,747	
1,448 32.1% 1,581 33.3% (23) (1.2) (1) 0.0 1,440 31.3% (1.2) (1) 0.0 1,440 31.3% (1.2)	119		120		(1)	(0.8%)	(17)	(12.5%)	136		UCLA Student Union	1,119		1,077		42	3.9%	(36)	(3.1%)	1,155	
1.448 32.1% 1.881 33.3% (233) (1.2) (1) 0.8 1.449 31.3% (2C) (1.0) 1.00 1.00 1.00 1.00 1.00 1.00 1.00	6,372		6,987		(615)	(8.8%)	(240)	(3.6%)	6,612		TOTAL	51,393		54,599		(3,206)	(5.9%)	(2,645)	(4.9%)	54,038	
993						Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
311 100.09% 548 100.09% (37) 0.0 (33) 0.0 34 100.0% Services Division 2.576 99.9% (2,893) 99.9% (2,77) 0.0 (65) 0.1 2.741 99.8 2,804 44.09% 3.129 44.09% (225) (0.8) (100 0.0 2.910 44.09% TOTAL 22.709 44.2% 23.938 43.9% (1,229) 0.4 (997) 1.1 23.00 43.1 688 15.5% 79.6 14.2% 19 (1,3) (27) (1,0) (67, 14.5% 19.8 1.6 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5	1,448		1,681	33.3%	(233)	(1.2)	(1)	0.8	1,449	31.3%	UCLA Store	11,244	31.3%	12,129	31.3%	(885)	0.0	(442)	0.8	11,686	30.5%
SS 43.7% SS 45.8% G3 C2 G8 G9 C4.9% CA.9 Supertulion S49 49.1% S18 48.1% S1 G1 C2 G9 C4.9% TOTAL C2.0% C4.9% TOTAL C2.0% C4.9% C4.	993	69.3%		70.8%	(52)	(1.5)		(1.0)	1,055	70.3%	UCLA Restaurants	8,240	70.6%		70.9%	(158)		(61)	0.1	8,301	70.5%
2,804 44.9% 3,129 44.8% (325) (0.8) (106) 0.0 2,910 44.9% TOTAL 22,709 44.2% 23,938 43.8% (1,229) 0.4 (597) 1.1 23,306 43.1 TOTAL CONTROLLABLES ULLA Storm 1,1 2,5 1,5 1,5 1,5 1,5 1,5 1,5 1,5 1,5 1,5 1	-				, ,											, ,					99.8%
698 15.5% 716 14.2% 18 (1.3) (27) (1.0) 671 14.5% UCLA Scenarios 6.558 18.4% 6.774 17.5% 176 (0.9) (5.3) (1.3) 6.545 17.74 17.60 19.50 19.						` '		, ,											,		50.0%
Bob 15.5% 716 14.2% 18 (1.3) (27) (1.0) (67) 14.5% ULAL Store 6.598 18.4% 6.774 77.5% 176 (0.9) (63) (1.3) 6.546 17.7% 17.9% 17.5% 176 (0.9) (63) (1.3) 6.546 17.7% 17.5% 176 (0.9) (63) (1.3) 6.546 17.7% 17.5% 176 (0.9) (63) (1.3) 6.546 17.7% 17.5% 176 (0.9) (63) (1.3) (6.5)	2,804	44.0%	3,129	44.8%	(325)	(8.0)	(106)	0.0	2,910	44.0%	TOTAL	22,709	44.2%	23,938	43.8%	(1,229)	0.4	(597)	1.1	23,306	43.1%
740 51.8% 766 51.9% 26 0.3 25 0.6 765 51.0% 0.4 Restaurants 6.656 57.0% 6.444 57.8% 188 0.8 11 0.4 6.667 56. 114 36.7% 141 40.5% 15 0.2 177 11.3% 11.0% 57.5% 10.4 11.0 10.2 11.0 11																					
114 36.7% 141 40.5% 27 3.8 6 (1.8) 120 34.9% Services Division 19.325 49.5% 1.440 49.7% 115 0.2 (17) (1.9) 1.308 47.6 19.9 19.9 19.8 19.8 19.8 19.8 19.8 19.8			-			` '		` '				-,		- /		_				- /	17.1%
109 91.6% 121 100.8% 12 20.2% 10 (4.1) 119 87.5% UCA Student Union 998 88.4% 1.041 96.7% 52 8.3 85 46 1.074 93.6								` '				-,		- , -					, ,	- ,	56.6%
1,661 26.1% 1,744 25.0% 83 (1.1) 14 (0.8) 1,675 25.3% TOTAL 15,568 30.3% 16,099 29.5% 531 (0.8) 26 (1.4) 15,594 28.5% 16.6% 964 19.1% (214) (2.5) (28) (0.2) 778 16.8% (1.4) 15.50e 16.8% 28.5 17.7% 280 19.0% (27) (1.3) (37) (1.6) 290 19.3% (1.6) 250 19.3% (1.6) 15.50e 1.36% 13.6%							-		-					, .							47.6%
Contribution Cont								\ /													93.0%
750 16.6% 964 19.1% (214) (2.5) (28) (0.2) 778 16.8% UCIA Store 4.645 12.9% 5.355 13.8% (710) (0.9) (496) (0.5) 5.1634 13.8 13.77% 28.0 19.0% (27) (1.3) (37) (1.8) 29.0 19.3% UCIA Store 1.584 13.6% 1.554 13.4% 30 0.5 (6.5) (0.1) (1.8) (1,661	26.1%	1,744	25.0%	83	(1.1)	14	(8.0)	1,675	25.3%	TOTAL	15,568	30.3%	16,099	29.5%	531	(8.0)	26	(1.4)	15,594	28.9%
253 17,7% 280 19.0% (27) (1.3) (37) (1.6) 290 19.3% UCIA Restaurants 1,584 13.8% 1,554 13.1% 30 0.5 (50) (0.3) 1,634 13.3 52.2% (10) 3.8 (27) (1.8) (224 65.1% 50.2% (10) (1.8)																					
197 63.3% 207 59.5% (10) 3.8 (27) (1.8) 224 65.1% Services Division 1,351 50.4% 1,453 50.2% (102) 0.2 (622) (1.8) 1,433 50.2% (104) 1,143 17.9% 1,386 19.8% (243) (1.9) (92) (0.8) 1,235 18.7% TOTAL						` '		` '	-									, ,			13.4%
CFT																					13.9%
1,143 17.9% 1,386 19.8% (243) (1.9) (92) (0.8) 1,235 18.7% TOTAL T	-		_		, ,			` '								, ,			, ,		52.2%
ALLOCATED EXPENSES 570		, ,	` /	,				, ,	. ,		4	` ,	,	_ ,	, ,						(42.9%)
570 12.6% 569 11.3% (1) (1.3) (53) (1.4) 517 11.2% UCLA Store 4.876 13.6% 5.001 12.9% 125 (0.7) (164) (1.3) 4.712 12.3 346 24.1% 336 22.8% (10) (1.3) (32) (3.2) 314 20.9% UCLA Restaurants 3.064 26.2% 3.101 26.2% 37 0.0 (157) (1.5) 2.907 24.7 (1.5) 2.907 (1.5) 2.907 24.7 (1.5) 2.907 (1.5) 2.907 24.7 (1.5) 2.907 (1.5) 2.907 (1.5) 2.907 24.7 (1.5) 2.907 (1.5) 2	1,143	17.9%	1,386	19.8%	(243)	(1.9)	(92)	(0.8)	1,235	18.7%	TOTAL	7,141	13.9%	7,838	14.4%	(697)	(0.5)	(572)	(0.4)	7,713	14.3%
346 24.1% 336 22.8% (10) (1.3) (32) (3.2) 314 20.9% UCLA Restaurants 3.064 26.2% 3.101 26.2% 37 0.0 (157) (1.5) 2.907 24.7 53 17.0% 63 18.1% 10 1.1 (4) (2.8) 49 14.2% Services Division 483 18.0% 584 20.2% 101 2.2 (34) (1.7) 449 163.3 18.0% 10.0 1.1 (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (1.2) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (2.2) (4.0) 754 65.3 17.0% (1.1) 1.7 (1.2																					
53 17.0% 63 18.1% 10 1.1 (4) (2.8) 49 14.2% Services Division 483 18.0% 584 20.2% 101 2.2 (3.4) (1.7) 449 16.3 87 73.1% 83 69.2% (4) (3.9) (6) (13.5) 81 59.6% UCLA Student Union 776 69.3% 765 71.0% (11) 1.7 (22) (4.0) 754 65.3 1,056 16.6% 1,051 15.0% (5) (1.6) (95) (2.1) 961 14.5% TOTAL 9,199 17.3% 9,451 17.3% 252 (0.6) (377) (1.6) 8,822 16.3 NET INCOME (LOSS) FROM OPERATIONS (1.5%) (56) (0.0%) (37) (0.7) (69) (1.1) (24) (0.4%) UCLA Student Union (2.3%) (1.5%) (56) (0.0%) (37) (0.7) (69) (1.1) (24) (0.4%) UCLA Student Union (2.3%) (1.5%) (56) (0.0%) (1.2) (1.5%) (1.2) (1.5%) (1.2) (1.5%) (1.2) (1.5%) (1.	1					` '		` '													12.3%
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180 2.8% 394 5.6% (214) (2.8) (81) (1.1) 261 3.9% UCLA Store (231) (0.4%) 355 0.7% (586) (1.1) (660) (1.2) 429 0.8 (93) (1.5%) (56) (0.8%) (37) (0.7) (69) (1.1) (24) (0.4%) UCLA Restaurants (1,480) (2.9%) (1,548) (2.8%) 68 (0.1) (207) (0.5) (1,273) (2.4 (1.44) (2.3%) (148) (2.1%) 4 (0.2) (6) (0.2) (138) (2.1%) (1.44) (2.3%) (148) (2.1%) 4 (0.2) (6) (0.2) (138) (2.1%) (2											` ′										
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273 4.3% 516 7.4% (243) (3.1) (163) (2.3) 436 6.6% NET INCOME (LOSS) (318) (0.6%) 25 0.0% (343) (0.6) (758) (1.4) 440 0.8	186	2.9%	181	2.6%	5	0.3	24	0.4	162	2.5%	TOTAL		3.4%	1,638	3.0%	102	0.4	191	0.5	1,549	2.9%
,,,	273	4.3%	516	7.4%	(243)	(3.1)	(163)	(2.3)	436	6.6%	NET INCOME (LOSS)	(318)	(0.6%)	25	0.0%	(343)	(0.6)	(758)	(1.4)	440	0.8%

P/L Reconciliation Apr-14

UCLA Store Gross Margin: UCLA Store Gross income \$67K above plan due to a shift in other schools Spring Breaks with the Easter Holiday moving to late April 36 Graduation ETC gross income \$1KK below plan due to timing as graduating seniors wait to place orders for regalia (14 Market gross income \$2KK below plan due to external construction and drop in sales of health and beauty from Target (11 Kesnetials gross income \$1KK below plan due to external construction and drop in sales of health and beauty from Target (11 Kesnetials gross income \$1KK below plan due to competition, sharing, and student usage (5K Used Text gross income \$14KK below plan due to competition, sharing, and student usage (5K Used Text gross income \$14KK below plan due to continued declined in printed sales as more convert to digital format (6K Computer Store gross income \$97K below plan due to continued declined in Apple sales, tablet sales lower than last year (2K Lavalle Books gross income \$77K below plan due to competition, sharing, and student usage (2K Total Wages lower than plan (15 Kept plan due to competition, sharing, and student usage (2K Total Wages lower than plan (15 Kept plan due to competition) (15 Kept plan due to competition) (15 Kept plan due to competition) (15 Kept plan due to gross income \$71K below plan due to competition) (15 Kept plan due to gross income \$71K below plan due to competition) (15 Kept plan due to gross income \$71K below plan due to some customer traffic and/or purchasing patterns shifting (these sales seem to be trending low in the last few months) (2K Patternal	(2
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Other Care Total Contribution Care Gross Margin: (4)	-
Total Contribution Services Gross Margin:	-
Services Gross Margin:	+) (1
Gross Margin:	(.
T T	
Licensing domestic income below plan due to loss of key category licensees as well as struggling sales overall (not timing related) (16	5)
Licensing foreign income below plan due to the delay in launching a new program in Latin America (28)	3)
Leased Ops income above plan mostly due to unbudgeted renewal of a space agreement with the UCLA Events Office	3
Photography income above plan due to the timing of several events at the Law School and increased shoots for Anderson School	1
Other, positive controllable mainly in Licensing	7
	(
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$2K below plan due to less large activations (1)	1)
Post Office gross margin below plan due to higher cost of sales	1)
Other, positive controllable mainly student union event expense)
Total Contribution	-
Allocated Expenses and Other	_
A&SS higher than plan	2 \ [
Utilities higher than plan due to higher gas rates, higher electricity consumption and a new steam meter in Ackerman (7)	
Maintenance higher than plan mostly repairs & maintenance and capitalized wages (1)	7)
Depreciation lower than plan due to timing of capitals 16	7)
7 71	7) 1) 5
Total Actual Net Income/(Loss)	7)

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

Financial Analysis	\$00	00's
Budgeted Net Income/(Loss)		2
UCLA Store		
Gross Margin:	+	
Bearwear gross income \$33K 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	(40)	
Fasttrack gross income \$59K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(33)	
Graduation ETC gross income \$37K below plan due to the timing as graduating seniors wait to place orders for regalia	(29)	
The Market gross income \$192K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales		
decline in Health/Beauty products	(74)	
Essentials gross income \$60K below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(32)	
E-Commerce gross income \$116K above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited edition jersey		
sales and e-mails	63	
Computer Store gross income \$1.2M 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	(165)	
New Text gross income \$306K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(171)	
Used Text gross income \$398K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(168)	
Course Reader Solutions gross income \$201K below plan due to shifting to digital format	(54)	
Luvalle Books gross income \$455K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(110)	
Luvalle General MDSE gross income \$31K below plan due to sales decline in supplies and the Anderson School did not renew an apparel web promotion	(39)	
HSS General MDSE gross income \$50K below plan mostly due to continued cannibalization from the Court of Science store	(20)	
Total Wages lower than plan	76	
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and repairs and maintenance)	86	
Total Contribution		(71
UCLA Restaurants		
Gross Margin:		
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	32	
Wetzels/RX gross income \$39K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting	(36)	
No Campus Student Ctr gross income \$57K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from		
construction around Campbell Hall	(51)	
Café Synapse gross income \$49K below plan due to continued drop in sales and a few departments have moved out of the building	(34)	
Luvalle Food Servery gross income \$130K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(97)	
Jimmy's gross income \$34K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter	(21)	
Cooperage gross income \$75K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(49)	
Tsunami gross income \$19K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(19)	
Taco Bell gross income \$52K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(43)	
Catering gross income \$246K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic	175	
Total Wages lower than plan	78	
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)	95	
Total Contribution		3
Services	_	
Gross Margin:		
Licensing foreign income below plan due to the demise of the program in Korea, not imposing a minimum guarantee in Sweden upon extension of the bag license and		
the delay in launching a new program in Latin America	(114)	
Licensing domestic income below plan due to lower overall performance	(101)	
<u> </u>	(8)	
Photography gross income \$13K below plan due to aggressive budget and less shoots overall Total Wages higher than plan	(8)	
Total Wages higher than plan Other positive controllables mainly in Licensing		<u> </u>
Other, positive controllables mainly in Licensing	126	/1/
Total Contribution	+	(10
UCLA Student Union	+	
Gross Margin:	+	
Student Union Ops gross income \$45K 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)	36	
Total Wages lower than plan	15	
Other, positive controllables mainly student event expenses	34	
Total Contribution	+	8
Allocated Expenses and Other	+	
A&SS lower than plan mostly in total wages, employee benefits and insurance expense	153	
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	+	
	20	
budget for career wages and employee benefits was too high	\perp	
budget for career wages and employee benefits was too high 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,		
	(57)	
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,	(57) 136	
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, and higher electricity as areas continue to exceed budget which was based on historical data		
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, and higher electricity as areas continue to exceed budget which was based on historical data Depreciation lower than plan due to timing of capitals and reduced expenditures	136	35

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

	Current Month	Prior Month	Prior Year
	April 2014	March 2014	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,739	\$10,020	\$11,541
Accounts receivable	3,482	3,756	3,369
Less: Allowance for doubtful accounts	(168)	(156)	(131)
Accounts receivable, net	3,314	3,600	3,239
Student fees receivable	628	417	389
Inventories	5,733	6,635	6,379
Prepaid expenses and other current assets	168	167	243
Total current assets	21,582	20,837	21,791
LONG TERM ASSETS	•	•	•
Long Term Note Receivable	\$200	\$0	\$0
Property, equipment and improvements	66,792	66,751	65,205
Less: Accumulated depreciation	(40,829)	(40,612)	(38,869)
Total Long Term Assets	26,162	26,139	26,336
TOTAL ASSETS	47,744	46,976	48,128
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,492	\$4,546	\$4,921
Wages and payroll taxes payable	2,857	2,776	3,085
Sales Tax Payable & Other Liabilities	1,150	705	837
Interest payable	256	209	146
Deferred Income	320	357	182
Funds Held for Others	169	156	139
Current portion of long term debt	708	708	708
Total current liabilities	9,952	9,458	10,018
	,	,	,
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
-			
TOTAL LIABILITIES	21,543	21,049	21,609
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(318)	(592)	59
Ending Balance	26,201	25,927	26,518
TOTAL LIADILITIES AND DETAINED FADMINGS	47 744	46.070	40 400
TOTAL LIABILITIES AND RETAINED EARNINGS	47,744	46,976	48,128

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

April 2014

(\$000's)

	_		Prior
	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$273	(\$318)	\$440
Adjustments to reconcile net income/(loss) to net	Ψ27.0	(ψο το)	Ψ110
cash provided/(used) by operating activities:			
Depreciation - PP&E	217	1,961	2,004
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	286	(75)	(203)
Student fees receivable	(211)	(238)	(368)
Inventories	902	646	936
Prepaid expenses and other current assets	(2)	75	150
Increase/(decrease) in current liabilities:			0
Accounts payable	(54)	(432)	(2,278)
Sales Tax payable & other liabilities	446	316	382
Wages and payroll taxes payable	80	(228)	182
Interest payable	47	111	159
Deferred Income	(37)	137	74
Funds held for others	13	30	108
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	\$1,960	\$1,984	\$1,584
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Long Term Note Receivable	(200)	(\$200)	0
Purchase of textbook rental equipment	0	\$0	0
Purchase of textbook rental equipment Purchase of property, equipment and improvements	(40)	(1,586)	(831)
Turchase of property, equipment and improvements	(40)	(1,500)	(031)
Net cash used in investing activities	(\$240)	(\$1,786)	(\$831)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Timopai paymente en rie expansion tean		<u> </u>	
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	\$1,720	\$198	\$753
CASH AND CASH EQUIVALENTS, Beginning	\$10,020	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$11,739	\$11,739	\$11,004

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

April 2014 (\$000's)

CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	11,739
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(1,021)
Uncommitted Cash	8,435
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	8,727
RESERVE SURPLUS (DEFICIT)	(292)

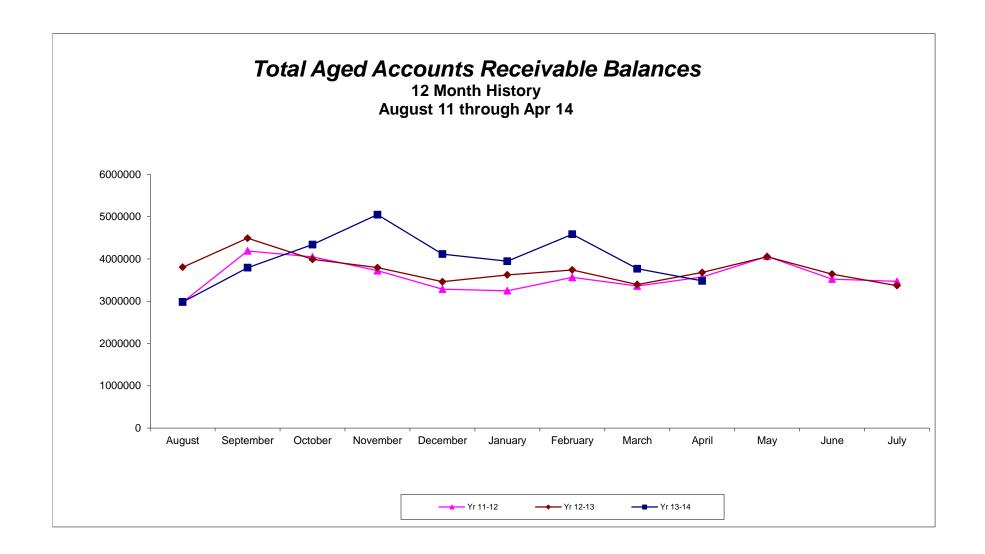
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 April 2014	
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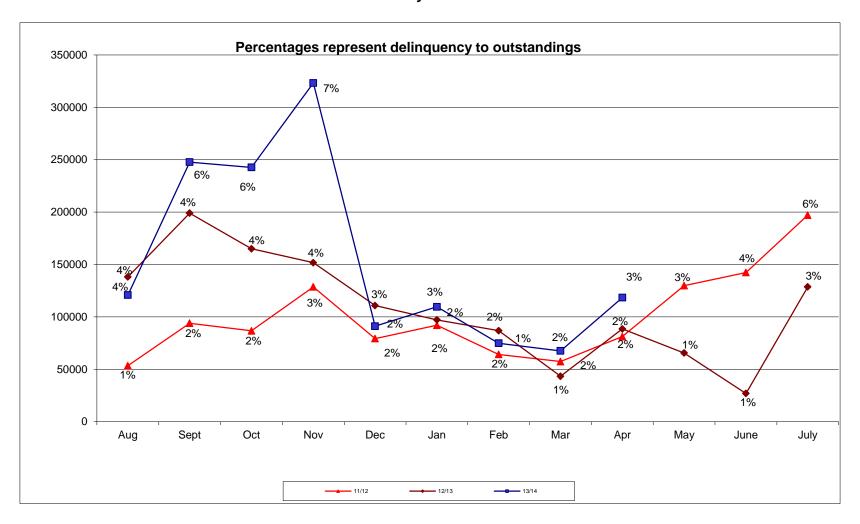
		112013	3-2014 April 20	717	PROJECTED			
PROJECT NAME	BUDGET	Pavments	PO's	Total	Remaining Balance	Pendina	Over (Under)	
Store/Services								
2013-S001 Store General Replacement	50.0	32.4	1.1	33.5	16.5		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 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 Klosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Completed Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	4.6	23.3	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	24.0	0.0	24.0	6.0		30.0	Pending
Total Store/Services	236.0	174.7	54.9	229.6	72.4	6.0	72.0	Teriding
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	8.4	8.2	16.6	33.4		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
1.77		0.0	0.0	0.0	0.0			
2013-F010 Commissary Dish Room Remodel	75.0 10.0	0.0	0.0	0.0		10.0	(75.0)	Cancel
2013-F011 Commissary Ice Machine					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	4.2	4.2	5.8		0.0	In Progress
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	49.3	72.8	50.2	101.0	(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	3.5	10.8	14.3	0.0		4.3	Completed Awaioting Invoice
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	6.0	7.1	0.9		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	30.6	16.8	47.4	0.9	100.0	(23.2)	
Others 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	7.7	7.7	7.3		0.0	In Progress
2013-0031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Completed
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
2013-0037 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 15.0	29.7 0.6	1.0 0.0	30.7 0.6	44.3 14.4		0.0	In Progress
2013-0039 Finance Misc. Replacements	50.0	0.6	0.0	0.0	0.0		(50.0)	In Progress
2013-0040 General Replacements		0.0			0.0			Cancel
2013-0042 Daily Bruin Flooring	0.0		48.4	48.4			48.4	Completed Awaioting Invoice
2013-O043 Black Experience Mural	0.0	26.3	0.0	26.3	0.0		26.3	In Progress
2013-S046 Students Affairs Office	0.0	1.7	5.5	7.2	57.8		65.0	In Progress
2013-S047 KH Sleeping Chairs Total Others	0.0 636.2	0.0 98.4	15.7 166.0	15.7 264.4	0.0 436.1	12.0	15.7 76.3	Completed Awaioting Invoice
		. YX 4		ира а				
Total Current Year Projects	1,399,7	327.2	287.0	614.2	559.6	219.0	(6.9)	

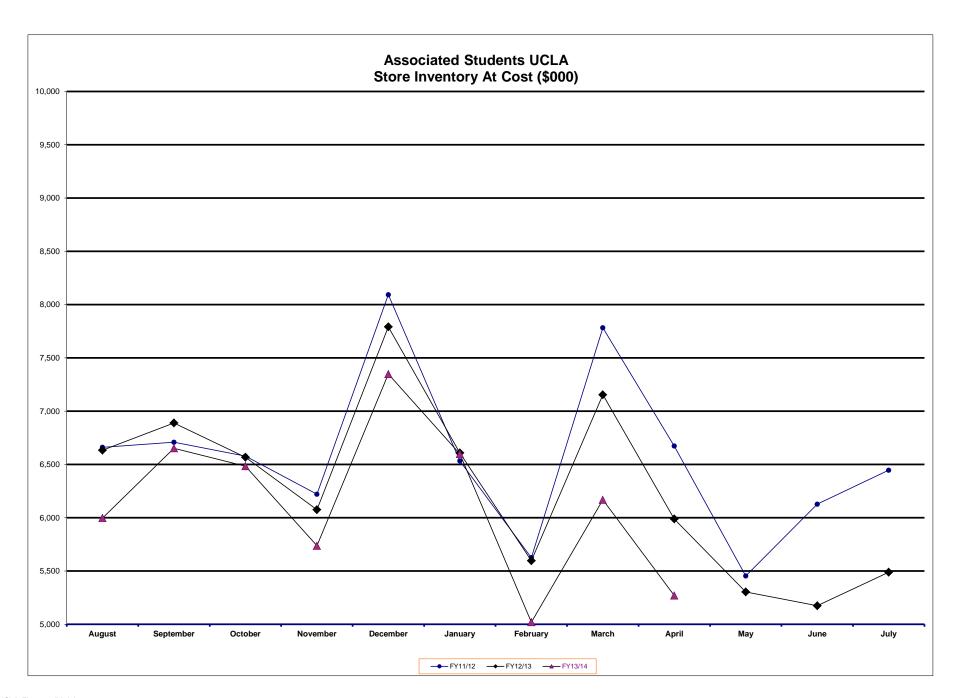
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

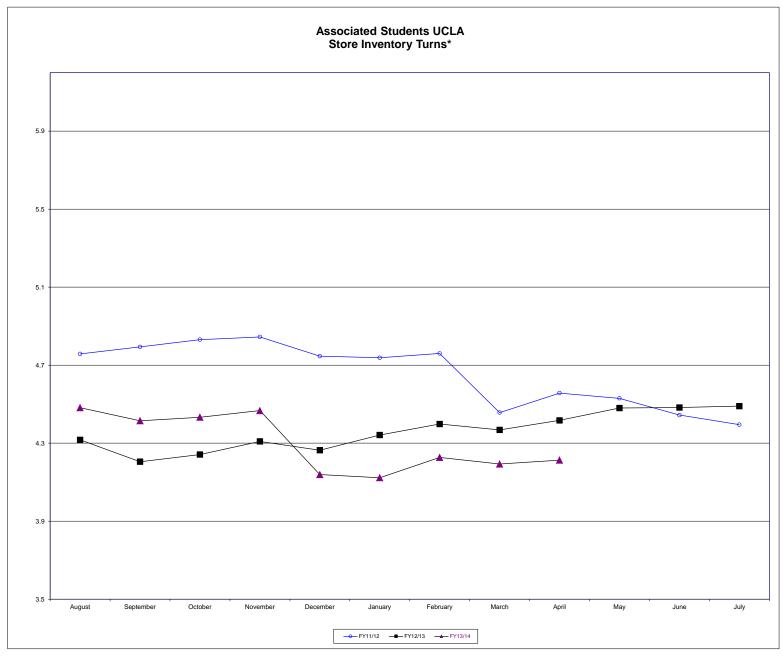
4/26/2014 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$677,436	21%	\$32,773	20%	\$5,553	7%	\$1,546	9%	\$2,144	31%	\$2,122	16%	\$721,574	21%
ASUCLA PUBLICATIONS	\$88,602	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$88,602	3%
ASUCLA USA/GSA	\$105,788	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,788	3%
DUE FROM VENDORS	\$345,129	11%	\$21,304	14%	\$1,298	2%	\$5,473	30%	\$3,649	53%	\$8,353	61%	\$385,206	10%
DENTAL KITS	\$91,958	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$91,958	3%
OTHER	\$1,897,126	59%	\$103,577	66%	\$73,003	91%	\$10,979	61%	\$1,079	16%	\$3,204	23%	\$2,088,968	60%
TOTAL CURRENT MONTH	\$3,206,039	100%	\$157,654	100%	\$79,854	100%	\$17,998	100%	\$6,872	100%	\$13,679	100%	\$3,482,096	100%
	92%		5%		2%		1%		0%		0%		100%	
				0.1				0.1	100	0.1	4=0	0.1		
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	29%	\$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	2%	\$11,559	43%	(\$1,397)	-8%	(\$932)	-14%	\$8,680	63%	\$548,575	14%
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	61%	\$12,137	45%	\$14,165	95%	\$1,017	15%	\$11,239	82%	\$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%	
	Current	0/	20.	0/	60.	0/	00.	0/	400.	0/	450.	0/	Total	0/
2/22/2014 Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$764,439	24%	\$138,852	75%	\$5,642	7%	\$10,766	74%	\$106	2%	\$4,550	29%	\$924,355	20%
ASUCLA PUBLICATIONS	\$265,427	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$265,427	6%
ASUCLA USA/GSA	\$83,723	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,723	2%
DUE FROM VENDORS	\$1,246,389	39%	(\$4,750)	-3%	(\$2,644)	-3%	\$2,620	15%	\$1,747	25%	\$8,451	62%	\$1,251,813	8%
DENTAL KITS	\$217,340	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,340	5%
OTHER	\$1,745,972	59%	\$53,316	34%	\$30,773	39%	\$1,165	6%	\$8,567	125%	\$3,108	23%	\$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%	



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.

400	00/02/20/4 4 04/5	26/4 4)	T'		TOOM VEAD 43.4		F70041 V	545 42 42
	09(03/30/14-04/2 CURRENT MONTH				ISCAL YEAR 13-1 MO(07/28/13-04)		LAST YEA	EAR 12-13 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,367,234	2,831,912	<464,678>	ACADEMIC SUPPORT DIV	16,375,743	18,587,267	<2,211,524>	2,578,764	18,511,087
1,373,832 108,804	1,367,534 113,300	6,298 <4,496>	GENERAL MDSE DIVISION HILLTOP SHOP	10,089,177 802,892	10,484,812 846,300	<395,635> <43,408>	1,335,538 108,022	10,483,834 812,559
281,611	344,445	<62,834>	LU VALLE COMMONS STORE	2,384,207	2,836,094	<451,887>	288,919	2,636,853
69,300	67,000	2,300	E-COMMERCE DIVISION	1,273,089	1,172,000	101,089	55,561	1,136,736
211,314	219,544	<8,230> <531,640>	HEALTH SCIENCES STORE TOTAL SALES	4,138,713	4,090,287	48,426	189,547	4,090,766
4,412,095	4,943,735	<551,040>	TOTAL SALES	35,063,822	38,016,760	<2,952,938>	4,556,352	37,671,835
3,041,360	3,342,363	301,003	Less: Cost of Sales	24,522,111	26,495,732	1,973,621	3,161,495	26,510,215
			Less: Shrinkage					
11,091	11,170	79	ACADEMIC SUPPORT DIV	69,963	69,200	<763>	12,392	77,079
5,116	5,170	54	GENERAL MDSE DIVISION	42,040	43,320	1,280	4,952	43,603
522	540	18	HILLTOP SHOP	3,807	3,990	183	516	3,839
1,747	1,760	13	LU VALLE COMMONS STORE	14,368	14,340	<28>	1,833	15,642
260 1,299	240 1,270	<20> <29>	E-COMMERCE DIVISION HEALTH SCIENCES STORE	4,775 21,590	4,180 16,740	<595> <4,850>	214 1,404	4,300 22,561
20,035	20,150	115	SHRINKAGE	156,543	151,770	<4,773>	21,310	167,024
3,061,395	3,362,513	301,118	TOTAL COST OF SALES	24,678,653	26,647,502	1,968,849	3,182,805	26,677,240
68.9 1,350,700	67.6 1,581,222	<1.3> <230,522>	COST OF SALES % GROSS MARGIN	69.9 10,385,169	69.7 11,369,258	<0.3> <984,089>	69.4 1,373,546	70.4 10,994,595
31.1	32.4	<1.3>	GROSS MARGIN %	30.1	30.3	<0.3>	30.6	29.6
0.5	0.4	<0.0>	SHRINKAGE %	0.5	0.4	<0.1>	0.5	0.4
30.6	32.0	<1.4>	NET GROSS MARGIN %	29.6	29.9	<0.3>	30.2	29.2
17.7	22.1	<4.4>	ACADEMIC SUPPORT DIV	17.3	18.6	<1.3>	18.7	17.8
50.3	50.9	<0.7>	GENERAL MDSE DIVISION	48.9	49.2	<0.3>	50.7	48.6
38.6	39.6		HILLTOP SHOP	39.2	39.7	<0.5>	38.8	39.5
30.2	30.8	<0.7>	LU VALLE COMMONS STORE	28.7	28.7	0.0	28.9	27.6
52.8 36.5	50.3 33.9	2.5 2.6	E-COMMERCE DIVISION HEALTH SCIENCES STORE	50.2 23.8	50.4 24.7	<0.2> <0.9>	51.9 32.3	50.2 23.9
36.3	33.9	2.0	HEALTH SCIENCES STORE	23.0	24.7	<0.9>	32.3	23.9
97,210	99,337	<2,127>	OTHER INCOME	858,568	759,381	99,187	75,700	691,420
1,447,910	1,680,559	<232,649>	GROSS MARGIN/OTHER	11,243,737	12,128,639	<884,902>	1,449,247	11,686,016
			Lance Combinellable Fire					
			Less: Controllable Exp					
255,658	262,578	6,920	Career Wages	2,317,522	2,392,104	74,582	252,905	2,347,083
0	4,935	4,935	Limited Appointment	0	26,242	26,242	1,135	7,356
138,131	145,549	7,418	Student Wages	1,270,198	1,245,128	<25,070>	142,423	1,217,664
393,789 8.9	413,062 8.4	19,273 <0.6>	TOTAL WAGES WAGE % TO SALES	3,587,720 10.2	3,663,474 9.6	75,754 <0.6>	396,462 8.7	3,572,103 9.5
0.9	0.4	₹0.02	WAGE 70 TO SALES	10.2	3.0	₹0.0>	0.7	9.5
132,771	150,182	17,411	Employee Benefits	1,172,593	1,329,051	156,458	122,956	1,165,596
7,689	5,485	<2,204>	Office Supplies	93,286	79,608	<13,678>	5,044	87,429
12,709 80	14,498	1,789	Telephone	119,787 720	128,039 990	8,252 270	13,624 80	125,176 812
17	110 40	30 23	Telex Postage	233	360	127	20	351
3,013	1,320	<1,693>	Trav/Trips/Conference	25,847	20,117	<5,730>	1,283	19,499
0	0	0	Membership Fees	1,900	2,100	200	0	2,100
2,169	3,750	1,581 <5.133>	Operating Supplies	43,623	48,780	5,157	3,030	46,009
26,198 923	21,065 900	<5,133> <23>	Freight Out Transportation	267,104 8,009	263,490 8,200	<3,614> 191	25,134 900	263,969 8,105
29	0	<29>	Postage Stamp O/S	200	0,200	<200>	27	25
0	0	0	Uniforms	248	0	<248>	0	733
15,246	9,295	-,	Advertising	210,143	174,962	<35,181>	6,668	170,618
<952> 56	<350> 55	602 <1>	Vendor Adv. Allowance Direct Mail Adv.	<81,512> 262,795	<60,706> 260,495	20,806 <2,300>	<2,230> 36	<56,613> 248,272
257	3,990	3,733	Repairs & Maintenance	44,476	30,885	<13,591>	738	37,687
0	0	0	Janitorial	0	0	0	0	<19>
80,390	84,241	3,851	Bank Card Expense	569,462	619,901	50,439	77,922	592,158
2,640	0	<2,640> 0		14,405	0	<14,405>	<1,368>	5,619
0	0	0	Credit Card Adjustments Textbook Rental Exp	3,283 536	0	<3,283> <536>	1 274	7,238 374
502	0	<502>		2,200	0	<2,200>	0	1,150
102	0	<102>		2,300	1,300	<1,000>	0	1,446
0	0	0 .0 .007:	Taxes & Licenses	300	300	0	0	300
15,697 0	6,600 0	<9,097> 0	Professional Services Temp Agency Service	91,628 1,672	59,100 700	<32,528> <972>	18,494 0	59,968 8,628
421	0	<421>		38,849	37,100	<1,749>	0	38,362
140	140	<0>	Concession Expense	34,893	33,428	<1,465>	0	38,932
0	0	0	Prior Period Adj	0	0	0	0	53
0 3,940	2,065	1 <1,875>	Alloc of Distr Cntr Payment to UCLA	0 81,569	14 72,076	14 <9,493>	0 1,676	98,655
304,037	303,387	<1,875> <650>	TOTAL OTHER CONTROL.	3,010,552	3,110,290	<9,493> 99,738	274,308	2,972,632
697,827	716,449	18,622	TOTAL CONTROLLABLE EXP	6,598,271	6,773,764	175,493	670,770	6,544,735
		2	GROSS CONTRIBUTION TO					
750,083	964,110	<214,027>	SVCS AND ENTERPRISES	4,645,466	5,354,875	<709,409>	778,476	5,141,281
			Less: Allocated Exp					
32,808	27,633	<5,175>		257,917	250,928	<6,989>	23,328	230,709
154,046	166,696	12,650	Allocated Exp. Fin	1,329,140	1,416,270	87,130	148,527	1,310,536
76,911 31,066	68,982 36,790	<7,929> 5,724	Allocated ExpIS Allocated Exp. Mktg	580,424 263,674	588,363 314,420	7,939 50,746	59,705 34,787	544,150 292,180
93,697	99,927	6,230	Allocated Exp Othr SA	857,157	894,502	37,345	87,030	823,738
75,860	69,494	<6,366>	Maintenance	655,331	631,692	<23,639>	65,330	609,971
36,559	32,320	<4,239>	Utilities	324,121	288,739	<35,382>	32,186	284,858
68,142 569,090	68,324 570,166	182 1,076	Depreciation	608,703	614,916 4,999,830	6,213 123,363	66,271 517,164	615,651
060,600	3/0,100	1,0/6	TOTAL ALLOCATED EXP	4,876,467	טנט,פפפ,ד	123,363	31/,104	4,711,793
180,993	393,944	<212,951>	NET INCOME (LOSS)	<231,001>	355,045	<586,046>	261,313	429,488

APR. 0	9(03/30/14-04/2	6/14)		E	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
	URRENT MONTH				MO(07/28/13-04/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
170,011	155,550	14,461	CENTRAL DIVISION	1,207,469	1,209,277	<1,808>	173,231	1,228,139
209,330	236,727	,	NORTH CAMPUS DIVISION	1,566,624	1,650,109 1,155,873	<83,485>	217,265	1,500,116 1,147,612
145,841 246,756	142,266 267,979		SOUTH DIVISION LU VALLE DIVISION	1,147,478 1,902,464	2,085,312	<8,395> <182,848>	149,138 259,766	1,147,612
281,945	304,337		COOPERAGE DIVISION	2,096,730	2,261,626	<164,896>	264,550	2,011,826
166,241	169,078	,	SPECIAL EVENTS DIVISION	1,982,871	1,850,032	132,839	233,780	2,187,663
1,220,123	1,275,937		TOTAL SALES	9,903,636	10,212,229	<308,593>	1,297,730	10,071,715
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440,014	430,828	<9,186>	Less: Cost of Sales	3,433,375	3,450,931	17,556	445,359	3,471,703
36.1	33.8	<2.3>	COST OF SALES %	34.7	33.8	<0.9>	34.3	34.5
780,109	845,109	<65,000>	GROSS MARGIN	6,470,261	6,761,298	<291,037>	852,371	6,600,012
63.9	66.2	<2.3>	GROSS MARGIN %	65.3	66.2	<0.9>	65.7	65.5
67.2	60.1	-1.0	CENTRAL DIVISION	67.5	60.0	41.55	66.5	67.3
67.3 64.7	69.1 66.1		NORTH CAMPUS DIVISION	67.5 64.9	68.9 66.2	<1.5> <1.3>	66.5 63.6	67.3 63.0
63.7	66.0		SOUTH DIVISION	64.8	65.6	<0.8>	65.5	64.8
68.0	68.9		LU VALLE DIVISION	69.0	69.1	<0.1>	69.1	68.9
63.8	64.7		COOPERAGE DIVISION	64.0	64.6	<0.6>	64.4	64.6
56.6	62.9		SPECIAL EVENTS DIVISION	63.6	63.8	<0.2>	65.3	64.7
212,866	200,320	12,546	OTHER INCOME	1,769,742	1,636,332	133,410	202,588	1,701,439
992,975	1,045,429	<52,454>	GROSS MARGIN/OTHER	8,240,003	8,397,630	<157,627>	1,054,959	8,301,450
			Less: Controllable Exp					
360.005	200 240	10.464	Caroor Wages	2 520 520	2 502 465	63.645	262 602	2 400 001
269,885	280,349	10,464	Career Wages	2,529,520	2,592,165	62,645	263,682	2,490,881
115 204,742	512 221,608	397 16,866	Limited Appointment Student Wages	6,010 1,792,882	8,096 1,801,619	2,086 8,737	8,230 224,768	24,254 1,790,719
<38,087>	<37,917>	170	Labor Recharge	<312,146>	<307,415>	4,731	<36,909>	1,790,719 <297,629>
436,655	464,552	27,897	TOTAL WAGES	4,016,266	4,094,465	78,199	459,770	4,008,225
35.8	36.4	0.6	WAGE % TO SALES	40.6	40.1	<0.5>	35.4	39.8
147,853	164,958	17,105	Employee Benefits	1,345,608	1,475,715	130,107	140,305	1,316,854
1,356	1,870	514	Office Supplies	15,289	15,085	<204>	2,047	15,849
3,906	4,484	578	Telephone	38,240	39,036	796	4,102	37,280
1,195	1,250	55	Training Programs	11,408	16,950	5,542	1,158	12,189
61,367	61,212	<155>	Paper	466,586	478,335	11,749	63,163	468,894
5.0	4.8	<0.2>	Paper % To Sales	4.7	4.7	<0.0>	4.9	4.7
9,467	4,406		Cleaning Supplies	47,537	38,762	<8,775>	4,771	43,248
<9,629> 3,507	<9,600> 2,563	29 <944>	Purchasing Rebates Replacements	<92,759> 29,969	<83,700> 23,476	9,059 <6,493>	<8,958> 5,356	<82,803> 33,373
4,613	5,271	658	Laundry	46,081	46,729	648	5,997	55,725
1,701	955		Uniforms	15,563	13,378	<2,185>	1,869	17,017
974	2,610	1,636	Advertising	47,101	64,400	17,299	3,776	61,269
0	100		Menu Development	0	900	900	0	1,401
2	47	45	Dorm Coupons Expense	37	366	329	3	45
12,997	5,121	<7,876>	Repairs & Maintenance	104,994	49,278	<55,716>	9,067	88,152
45,847	34,889		Bank Card Expense	303,792	284,099	<19,693>	40,536	276,514
2,045	1,923	<122>	Sales Tax Expense	15,088	14,713	<375>	2,134	15,063
615	1,001	386	Overs/Shorts	15,849	8,214	<7,635>	1,909	8,629
0	0	0	Credit Card Adjustments	126	0	<126>	0	6
0	0	0	Rentals	2,419	1,500	<919>	45	13,771
0	425	425	Rentals-Truck	2,303	3,585	1,282	86	1,773
0	0	0	Taxes & Licenses	381	1,000	620	0	10,261
0	0		Professional Services	600 1.074	1 500	<600>	0 3 271	600
0 15,771	17,496	0 1,725	Temp Agency Service Commission Expense	1,074 222,826	1,500 256,269	426 33,443	3,271 24,915	9,553 254,438
303,587	300,981		TOTAL OTHER CONTROL.	2,640,112	2,749,590	109,478	305,553	2,659,099
740,242	765,533	25,291	TOTAL CONTROLLABLE EXP	6,656,378	6,844,055	187,677	765,324	6,667,323
,	,	,	GROSS CONTRIBUTION TO	.,,	.,,		//	.,,
252,733	279,896	<27,163>	SVCS AND ENTERPRISES	1,583,625	1,553,575	30,050	289,635	1,634,127
			Less: Allocated Exp					
	.							
36,379	31,077	,	Allocated ExpHR	289,029	279,812	<9,217>	27,053	258,920
48,954	48,797		Allocated Exp. Fin	462,936	468,646	5,710	48,108	438,552
24,441	20,193		Allocated ExpIS	200,437	194,348	<6,089>	19,338	182,604
9,872 29,776	10,770 29,252		Allocated Exp. Mktg Allocated Exp Othr SA	91,979 296,988	103,898 292,185	11,919	11,267	96,883 273,708
29,776 63,950	29,252 59,956		Allocated Exp Othr SA Maintenance	296,988 552,442	292,185 544,991	<4,803> <7,451>	28,189 55,072	2/3,/08 514,202
30,819	27,884		Utilities	273,233	249,108	<7,451> <24,125>	27,133	240,136
102,040	107,584	5,544	Depreciation	896,486	968,256	71,770	97,651	902,372
346,232	335,513		TOTAL ALLOCATED EXP	3,063,530	3,101,244	37,714	313,811	2,907,377
	,	-,		, ,	, . ,	- ,	,	, ,
<93,499>	<55,617>	<37,882>	NET INCOME (LOSS)	<1,479,905>	<1,547,669>	67,764	<24,176>	<1,273,250>
	Ī							
384,978	407,780		TOTAL CUSTOMER COUNT	3,007,998	3,172,612	<164,614>	405,894	3,111,047
135,511	137,773		3RD PARTY CUST COUNT	1,060,931	1,073,299	<12,368>	133,502	1,046,408
249,467	270,007	<20,540>	ASUCLA CUSTOMER COUNT	1,947,067	2,099,313	<152,246>	272,392	2,064,639
F 43	F 40	0.33	TOTAL AVERACE CUECK	F 40	F 4 F	0.35	F 0.4	F 0F
5.42	5.10		TOTAL AVERAGE CHECK	5.40	5.15	0.25	5.01	5.05
7.07 4.53	6.48 4.40	0.59 0.13	3RD PARTY AVG CHECK ASUCLA AVERAGE CHECK	6.12 4.57	5.73 4.50	0.39 0.08	6.16 4.44	6.22 4.45
4.33	4.40	0.13	ADUCEM MYENAGE CHECK	4.5/	4.50	0.00	7.77	7.73
29,582	30,337	755	EMPLOYEE HOURS	263,341	263,311	<30>	31,524	264,936
41.25	42.06		SALES/LABOR HOUR	37.61	38.78	<1.18>	41.17	38.02
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SERVICES DIVISION INCOME STATEMENT

APR. 09(03/30/14-04/26/14)] [FISCAL YEAR 13-14			FISCAL YEAR 12-13		
	CURRENT MONTH		1	YTD 9 MO(07/28/13-04/26/14)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
22,633	18,319	4,314	PHOTOGRAPHY	131.589	140,360	<8,771>	18,862	137,866
22,633	18,319	4,314	TOTAL SALES	131,589	140,360	<8,771>	18,862	137,866
							2.42	
470	633	163	Less: Cost of Sales	2,924	4,149	1,225	343	5,791
22,163 97.9	17,686 96.5	4,477 1.4	GROSS MARGIN GROSS MARGIN %	128,665 97.8	136,211 97.0	<7,546> 0.7	18,519 98.2	132,075 95.8
37.3	90.5	1.7	GROSS MARGIN 70	57.0	57.0	0.7	90.2	93.0
97.9	96.5	1.4	PHOTOGRAPHY	97.8	97.0	0.7	98.2	95.8
195,777	240,175	<44,398>	TRADEMARKS AND LICENSING	1,724,193	1,938,592	<214,399>	229,851	1,817,269
92,984	89,951	3,033	LEASED OPS	823,344	817,836	5,508	95,524	791,474
288,762	330,126		OTHER INCOME	2,547,538	2,756,428	<208,890>	325,374	2,608,743
310,925	347,812	<36,887>	GROSS MARGIN/OTHER	2,676,202	2,892,639	<216,437>	343,893	2,740,818
			Less: Controllable Exp					
31,392	32,054	662	Career Wages	292,745	285,582	<7,163>	30,590	281,295
0	0	0	Limited Appointment	0	0	0	829	829
1,470	1,938	468	Student Wages	14,268	16,190	1,922	773	6,594
32,863	33,992	1,129	TOTAL WAGES	307,014	301,772	<5,242>	32,192	288,718
145.2	185.6	40.4	WAGE % TO SALES	233.3	215.0	<18.3>	170.7	209.4
15,395	15,790	395	Employee Benefits	137,331	140,574	3,243	13,425	129,561
1,282	950		Office Supplies	5,623	8,153	2,530	1,373	7,843
657	741	84	Telephone	5,896	6,560	664	662	6,005
58	105	47	Postage	824	945	121	161	815
0	0	0	Trav/Trips/Conference	9,251	15,500	6,249	737	11,756
0	0	0	Enforcement	6,000	8,000	2,000	0	8,000
0	250	250	Advertising	0	250	250	0	0
1,437 0	4,000 214	2,563 214	Business Promotion Repairs & Maintenance	26,897 1,098	36,600 1,582	9,703 484	458 207	20,129 4,943
2,083	3,033	950	Professional Services	27,721	21,241	<6,480>	2,083	21,972
0	1,150	1,150	Legal	5,446	10,350	4,904	0	2,300
610	4,150	3,540	Trademark	25,459	37,350	11,891	7,637	30,107
34,220	41,721	7,501	Intern'l Agnt Fee/Tax	193,236	224,519	31,283	38,438	183,215
5,327	7,800	2,473	Domestic Agency Fee	112,160	128,900	16,740	5,455	121,229
0	0		Misc. Bank Charges	0	0	0	0	128
19,794	26,624	6,830	Payment to UCLA	460,860	497,713	36,853	16,769	471,251
80,863 113,726	106,528 140,520	25,665 26,794	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	1,017,801 1,324,815	1,138,237 1,440,009	120,436 115,194	87,404 119,596	1,019,252 1,307,970
115,720	110,320	20,731	GROSS CONTRIBUTION TO	1,32 1,013	1,110,003	113,131	115,550	1,507,570
197,199	207,292	<10,093>	SVCS AND ENTERPRISES	1,351,387	1,452,630	<101,243>	224,297	1,432,848
			Less: Allocated Exp					
2,738	2,274	<464>	Allocated ExpHR	22,113	20,701	<1,412>	1,894	18,646
10,303	11,166	863	Allocated Exp. Fin	100,601	107,952	7,351	10,698	94,947
5,311	4,766		Allocated ExpIS	45,133	46,175	1,042	4,437	40,865
2,145	2,542	397	Allocated Exp. Mktg	20,595	24,700	4,105	2,585	21,816
6,470	6,904	434	Allocated Exp Othr SA	66,380	69,725	3,345	6,468	61,293
13,456 6,485	19,397 9,021	5,941 2,536	Maintenance Utilities	116,244 57,493	176,315 80,587	60,071 23,094	11,588 5,709	108,198 50,529
6,240	6,431	2,536 191	Depreciation	54,074	57,879	3,805	5,709	52,732
53,149	62,501	9,352	TOTAL ALLOCATED EXP	482,635	584,034	101,399	49,164	449,026
144,051	144,791	<740>	NET INCOME (LOSS)	868,752	868,596	156	175,133	983,822

UCLA STUDENT UNION INCOME STATEMENT

APR. 09(03/30/14-04/26/14)		1	FISCAL YEAR 13-14 FISCA					
(CURRENT MONTH]	YTD 9 MO(07/28/13-04/26/14)		26/14)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
20.002	25 425	4.667	EVENT CED TOES OFFICE	272.640	242.460	64 450	24 550	250.445
30,092	25,425	,	EVENT SERVICES OFFICE	373,619	312,160	61,459	34,559	358,115
5 62,222	178 60,347	1,875	RECREATION & GAMES AU POST OFFICE	1,696 498,769	1,286 500,046	410 <1,277>	2,779 66,019	20,753 508,620
92,319	85,950	6,369	TOTAL SALES	874,084	813,492	60,592	103,357	887,488
32,313	03,330	0,505	TO THE STILLS	07 1,00 1	013,132	00,332	103,337	007,100
62,460	59,019	<3,441>	AU Post Office Cost	490,045	489,046	<999>	64,855	500,016
4,871	5,959	1,088	Facilities Costs	79,161	70,100	<9,061>	9,157	75,486
0	0	0	Cost of Sales GM RM	25	0	<25>	55	618
67,331	64,978	<2,353>		569,230	559,146	<10,084>	74,066	576,120
72.9	75.6	2.7	COST OF SALES %	65.1	68.7	3.6	71.7	64.9
24,988	20,972	4,016	GROSS MARGIN	304,853	254,346	50,507	29,291	311,368
27.1	24.4	2.7	GROSS MARGIN %	34.9	31.3	3.6	28.3	35.1
83.8	76.6	7.3	EVENT SERVICES OFFICE	78.8	77.5	1.3	73.5	78.9
100.0	100.0	0.0	RECREATION & GAMES	98.5	100.0	<1.5>	98.0	97.0
<0.4>	2.2		AU POST OFFICE	1.8	2.2	<0.5>	1.8	1.7
			1					
14,978	21,809	<6,831>	STUDENT UNION OPS	142,421	158,970	<16,549>	18,147	158,629
1,000	2,025	•	RECREATION & GAMES	13,132	16,256	<3,124>	2,541	17,081
11,076	10,623	453	AU POST OFFICE	88,896	88,029	867	11,705	91,391
27,054	34,457		OTHER INCOME	244,449	263,255	<18,806>	32,393	267,101
52,042	55,429	<3,387>	GROSS MARGIN/OTHER	549,302	517,601	31,701	61,683	578,469
			Less: Controllable Exp					
			LC33. CONTROLLAND					
31,254	31,003	<251>	Career Wages	280,519	279,019	<1,500>	30,097	267,992
16,991	18,895	1,904	Student Wages	147,040	163,474	16,434	21,464	178,063
48,245	49,898	1,653	TOTAL WAGES	427,560	442,493	14,933	51,561	446,054
52.3	58.1	5.8	WAGE % TO SALES	48.9	54.4	5.5	49.9	50.3
46 220	16.040	F44	5 L D C	4.42.204	140 426	6 752	11201	124 004
16,338	16,849 853	511	Employee Benefits	142,384	149,136	6,752	14,394	131,881
1,133 3,023	3,370	<280> 347	Office Supplies Telephone	13,160 28,574	9,851 29,740	<3,309> 1,166	752 3,580	11,197 29,540
1,160	1,100	<60>	'	1,848	2,250	402	0,380	1,844
0	0	0	24 Hour Study Lounge	5,329	4,562	<767>	0	5,444
0	0	0	Student Comm Art	5,393	5,495	102	231	5,745
281	0	<281>	Training Programs	2,887	5,208	2,321	0	3,896
1,666	614	<1,052>	Annual ASUCLA Events	23,531	18,826	<4,705>	1,108	22,689
8,574	10,044	1,470	Student Event Exp	74,317	88,112	13,795	11,826	102,700
<12>	240	252	Operating Supplies	1,986	2,475	489	<168>	3,166
0	0	0	Tournament Prizes	0	0	0	0	20
0	30	30	Replacements	0	507	507	0	608
0	0	0	Uniforms	838	600	<238>	0	563
235 490	255 601		Advertising Business Promotion	1,232 4,281	1,119 5,379	<113> 1.098	0 18	828 4,290
1,949	712		Repairs & Maintenance	11,099	9,989	<1,110>	2,316	23,602
0	0	•	Repairs & Mtce-Equip	0	0,505	0	1,466	13,192
1,657	1,418		Bank Card Expense	11,559	11,751	192	1,726	12,595
<792>	36		Overs/Shorts	53	299	247	155	153
600	1,215	615	Commission Expense	7,731	9,753	2,022	1,583	10,945
0	0	0	Student Support Svcs	2,908	2,625	<283>	0	2,769
15,417	15,417	0	Interaction Fund	138,750	138,753	3	15,417	138,750
9,407	18,000	8,593	STUDENT UNION EVENT F	83,198	102,500	19,302	12,626	101,099
61,127	70,754	9,627	TOTAL CONTROLLABLE EXP	561,056	598,930	37,874	67,030	627,517
109,371	120,652	11,281	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	988,616	1,041,423	52,807	118,591	1,073,572
<57,330>	<65,223>	7,893	SVCS AND ENTERPRISES	<439,314>	<523,822>	84,508	<56,907>	<495,102>
21,223	,_,,	. ,		22,22.0	,	,	,	,
			Less: Allocated Exp					
			All	22	20			20 :
4,020	3,338		Allocated ExpHR	30,776	30,303	<473>	3,035	28,774
3,950	3,858		Allocated Exp. Fin	43,412	41,152	<2,260>	4,219	42,233
2,036 822	1,647 878		Allocated ExpIS	19,279 8,894	17,638 9,426	<1,641> 532	1,750	18,134 9,616
2,480	878 2,386		Allocated Exp. Mktg Allocated Exp Othr SA	8,89 4 28,884	9,426 26,590	<2,294>	1,019 2,551	27,048
39,977	36,572		Maintenance	345,347	332,437	<12,910>	34,427	321,441
19,266	17,009	<2,257>		170,805	151,954	<18,851>	16,962	150,115
14,495	17,290	2,795	Depreciation	128,864	155,610	26,746	16,907	156,843
87,047	82,978		TOTAL ALLOCATED EXP	776,261	765,110	<11,151>	80,870	754,204
		_					_	
<144,376>	<148,201>	3,825	NET INCOME (LOSS)	<1,215,576>	<1,288,932>	73,356	<137,777>	<1,249,306>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

APR. 09(03/30/14-04/26/14)]	FISCAL YEAR 13-14		FISCAL YEAR 12-13			
	CURRENT MONTH				MO(07/28/13-04/		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
284,777	290,304	5,527	Career Wages	2,626,275	2,665,599	39,324	286,473	2,608,356
4,710	300	,	Limited Appointment	32,267	14,700	<17,567>	0	1,257
32,228 321,714	31,083 321,687		Student Wages TOTAL WAGES	257,932	264,799	6,867	31,406 317,879	263,871
5.1	4.6		WAGE % TO TOTAL SALES	2,916,474 5.7	2,945,098 5.4	28,624 <0.3>	4.8	2,873,484 5.3
5.1	4.0	<0.5>	WAGE 76 TO TOTAL SALES	5.7	5.4	<0.5>	4.0	5.5
0	0	0	Emp Awards, Profess.	11,682	10,200	<1,482>	0	9,770
2,000	0		Emp Awards, Students	6,000	4,000	<2,000>	0	4,000
127,783	140,826	13,043	Employee Benefits	1,158,697	1,270,422	111,725	121,280	1,148,745
7,165	7,772	607	Office Supplies	88,628	71,813	<16,815>	6,337	75,453
8,407	9,852	1,445	Telephone	76,486	88,011	11,525	8,750	80,828
529	1,119	590	Postage	8,376	9,903	1,527	996	8,515
3,690	2,150		Trav/Trips/Conference	16,008	21,245	5,237	83	15,239
, 0	20	20	Expense Allowance	, 0	180	180	0	, 0
4,954	236	<4,718>	Employee Relations	12,251	7,589	<4,662>	80	17,022
, 0	52	52	Tuition Assistance	, 0	52	52	0	, 0
576	0	<576>	Training Programs	576	0	<576>	0	0
1,740	855		Fingerprinting	4,989	7,695	2,706	0	4,463
536	430	<106>	Recruitment	3,427	4,015	588	120	2,425
294	620	326	Operating Supplies	1,268	4,860	3,592	28	1,974
0	0	0	Freight Out	0	0	0	0	14
246	300	54	Uniforms	2,438	2,700	262	246	2,395
643	<1,000>	•	Security Expense	629	<9,000>	<9,629>	<104>	<6,194>
0	50	50	Security Equipment	783	450	<333>	376	1,651
2,712	2,658	<54>	Alarm Monitoring	24,781	23,922	<859>	2,561	23,210
1,000	1,000	0	Advertising	9,465	9,000	<465>	3,440	8,318
2,100	2,100	0	Benefits U Adv	19,025	18,900	<125>	2,572	19,152
8,152	9,849	1,697	Repairs & Maintenance	47,720	53,208	5,488	4,852	45,242
15,000	0	•	Repair-Mtce Computer	20,760	0	<20,760>	0	0
11,560	10,320		Repairs & Mtce-Equip	91,928	92,880	952	9,549	89,123
0	42	42	Printing	477	561	84	82	779
12,509	12,509	0	Bruin One Card Exp	88,674	88,674	0	10,906	84,725
3	82	79	Overs/Shorts	<7>	339	346	<11>	76
18,041	22,484	4,443	Insurance Expense	162,369	202,356	39,987	20,440	183,960
4,814	4,713		Professional Services	28,880	34,884	6,004	2,874	27,289
917	928 10,427	11 694	Legal External Audit	8,250 88,097	8,244	<6>	1,323	7,504
9,733 398	200	<198>	Temp Agency Service	5,284	93,843 5,200	5,746 <84>	10,123 360	91,106 7,197
9,583	9,442	<196> <141>	Internal Audit		,	<1,272>	9,167	
9,363	9,442	0	Tax Consulting	86,250 6,978	84,978 6,516	<1,272> <462>	9,107	82,500 6,325
	10,300		Board of Directors	90,864		1,536		98,669
9,140 100	10,300	1,160 <100>	Special Projects	3,486	92,400 10,000	6,514	14,772 788	13,575
3,640	5,366	1,726	Misc. Bank Charges	28,763	36,147	7,384	3,567	29,960
3,011	3,074		Armored Carrier Expense	30,242	27,667	<2,575>	2,940	27,069
7,417	7,635		UCOP Payroll Services	66,750	68,715	1,965	7,417	66,751
15,929	15,929	0	UCLA Recharge Expense	146,111	143,361	<2,750>	15,498	139,482
1,437	300	-	Special Events	27,842	18,600	<9,242>	1,305	20,491
295,760	292,640		TOTAL OTHER CONTROL.	2,475,230	2,614,530	139,300	262,714	2,438,802
617,474	614,327	<3,147>	TOTAL CONTROLLABLE EXP	5,391,704	5,559,628	167,924	580,593	5,312,285
	·	•	1				·	
			Less: Allocated Exp					
16,330	16,219		Maintenance	141,073	147,432	6,359	14,063	131,307
7,870	7,543		Utilities	69,773	67,391	<2,382>	6,929	61,322
12,195	17,225	5,030	Depreciation	129,934	155,025	25,091	14,584	134,324
36,395	40,987	4,592	TOTAL ALLOCATED EXP	340,780	369,848	29,068	35,576	326,953
653,869	655,314	1,445	NET EXPENSE	5,732,485	5,929,476	196,992	616,169	5,639,238
∠EZO 22Z:	4E70 077:	.4 CEO:	Allocated Cur and Ent	√E 01E 7E0:	∠E 107 730:	×101.070:	∠EΣE 000:	-4 01F 2F1:
<578,227>	<579,877>	•	Allocated-Svs and Ent	<5,015,750>	<5,197,729>	<181,979>	<525,988>	<4,815,351>
<30,561>	<30,561>	0	Allocated-USAC	<238,844>	<238,844>	0	<29,844>	<232,025>
<3,831>	<3,831>	0	Allocated-GSA	<31,742>	<31,742>	0 <15.011>	<3,831>	<31,742>
<41,250> <653,869>	<41,046> <655,315>	204	Allocated-Comm Board TOTAL OTHER	<446,149> <5,732,484>	<461,160> <5,929,475>	<15,011> <196,991>	<56,506> <616,169>	<560,120> <5,639,238>
<033,009>	\U33,313>	<1, 111 0>	TOTAL OTTER	\J,/JZ,404>	\J,747,4/3>	<150,551>	<010,109 <i>></i>	<0.037,E200>
0	<1>	<1>	TOTAL EXPENSE	0	1	1	0	0
			ı		-	-	ŭ	J

MAINTENANCE DIVISION EXPENSE STATEMENT

APR.	09(03/30/14-04/2	26/14)]
(CURRENT MONTH	1	1
ACTUAL	BUDGET	VARIANCE	1
]
94,379	99,684	5,305	Career Wages
2,173	0	<2,173>	Limited Appointment
1,126	558	<568>	Student Wages
<160>	<80>	80	Labor Recharge
<4,530>	<4,198>	332	Billed Labor Costs
<900>	<4,500>	<3,600>	Capitalized Wages
92,088	91,464	<624>	TOTAL WAGES
·	·		1
60,017	61,659	1,642	Employee Benefits
189	145	<44>	Office Supplies
659	676	17	Telephone
0	30	30	Trav/Trips/Conference
0	0	0	Training Programs
5,128	4,858	<270>	5 5
5,644	4,374		Cleaning Supplies
1,608	1,061	,	Replacements
351	1,524		Laundry
19,742	14,905	,	Repairs & Maintenance
2,936	2,925		Repairs & Mtce-Elevator
0	50	50	Repairs & Mtce-Equip
440	200		Painting Program
0	100	100	Incidental Proj Exp
6,346	3,750		Air Conditioning-Maint
10,752	9,170		Rub Remvl/Hauling
3,861	3,573		Rodent & Pest Control
2,736	615		Rentals-Truck
2,730	013	0	Janitorial
120,408	109,615		TOTAL OTHER CONTROL.
212,495	201,079		TOTAL CONTROLLABLE EXP
212,433	201,075	VII,4102	TOTAL CONTROLLABLE EXT
			Less: Allocated Exp
			Less. Anocated Exp
13,890	16,138	2,248	Depreciation
13,890	16,138	2,248	TOTAL ALLOCATED EXP
226,385	217,217	<9,168>	NET EXPENSE
<193,244>	<185,418>	7,826	Allocated-Svs and Ent
<6,002>	<6,002>	7,820	Allocated-USAC
<2,644>	<0,002 <i>></i> <2,644>	0	Allocated-GSA
<8,165>	<6,933>	1,232	Allocated-Comm Board
<16,330>	<16,219>	1,232	Allocated-A & SS
<226,385>	<16,219 <i>></i>	9,169	TOTAL OTHER
\ZZU,303>	\Z1/,Z10>	9,109	TOTAL OTTILK
0	1	1	TOTAL EXPENSE

FISCAL YEAR 13-14 FISCAL YEAR 12-13							
	MO(07/28/13-04/	LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
ACTUAL	BUDGET	VARIANCE	MONTH	ווט			
901,546	925,047	22 E01	00 276	920 041			
	•	23,501	88,276	839,041			
22,773	0	<22,773>	5,084	33,512			
3,014	4,878	1,864	<799>	<799>			
<4,680>	<720>	3,960	<160>	<1,490>			
<39,266>	<38,372>	894	<4,316>	<36,430>			
<69,183>	<40,500>	28,683	<5,500>	<46,483>			
814,204	850,333	36,129	82,584	787,352			
F27.4F0	FF0 102	20.725	40 407	477 200			
537,458	558,183	20,725	48,407	477,389			
1,592	1,725	133	55	2,089			
6,220	6,143	<77>	630	5,841			
168	1,620	1,452	0	431			
0	0	0	4,543	4,543			
41,640	41,948	308	4,861	40,749			
43,733	41,730	<2,003>	4,145	41,261			
12,851	10,224	<2,627>	838	11,580			
4,244	6,764	2,520	478	5,789			
167,932	134,145	<33,787>	17,132	139,346			
26,660	28,400	1,740	2,996	27,251			
154	450	296	119	778			
2,180	1,800	<380>	257	1,519			
0	900	900	0	277			
34,225	33,750	<475>	1,781	30,057			
72,951	72,403	<548>	8,289	69,955			
32,633	32,159	<474>	2,917	31,954			
14,831	5,835	<8,996>	469	5,649			
2,592	0	<2,592>	0	0			
1,002,066	978,179	<23,887>	97,916	896,458			
1,816,270	1,828,512	12,242	180,500	1,683,810			
142 511	145 242	2 721	15 265	142 140			
142,511 142,511	145,242 145,242	2,731 2,731	15,365 15,365	142,140 142,140			
1,958,781	1,973,754	14,973	195,865	1,825,950			
1,550,701	1,5,5,154	17,573	173,003	1,023,330			
<1,669,364>	<1,685,435>	<16,071>	<166,417>	<1,553,812>			
<54,011>	<54,011>	0	<6,057>	<54,520>			
<23,796>	<23,796>	0	<2,296>	<20,657>			
<70,537>	<63,079>	7,458	<7,032>	<65,653>			
<141,073>	<147,432>	<6,359>	<14,063>	<131,307>			
<1,958,781>	<1,973,753>	<14,972>	<195,865>	<1,825,949>			
	·	-		-			
0	1	1	0	1			

UTILITIES EXPENSE STATEMENT

APR. (09(03/30/14-04/2	26/14)	
(Current Month		
ACTUAL	BUDGET	VARIANCE	
13,271	13,021	<250>	Chiller Water
67,202	64,202	<3,000>	Elec-Non Air Cond.
12,218	11,978	<240>	Water-Non Air Cond.
11,723	9,510	<2,213>	Steam-Non Air Cond.
4,839	2,891	<1,948>	Gas
109,253	101,602	<7,651>	TOTAL OTHER CONTROL.
109,253	101,602	<7,651>	TOTAL CONTROLLABLE EXP
<93,130>	<86,235>	6,895	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,320>	<1,320>	0	Allocated-GSA
<3,935>	<3,505>	430	Allocated-Comm Board
<7,870>	<7,543>	327	Allocated-A & SS
<109,253>	<101,601>	7,652	TOTAL OTHER
0	1	1	TOTAL EXPENSE

F	ISCAL YEAR 13-1	FISCAL YEAR 12-13			
		LAST YEAR ACTUAL			
	MO(07/28/13-04/				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
158,023	135,618	<22,405>	8,970	139,630	
594,175	576,557	<17,618>	64,517	563,072	
77,022	92,373	15,351	10,286	81,653	
111,542	80,409	<31,133>	8,908	46,561	
28,414	23,011	<5,403>	3,344	19,491	
969,176	907,968	<61,208>	96,025	850,407	
969,176	907,968	<61,208>	96,025	850,407	
<825,652>	<770,400>	55,252	<81,990>	<725,639>	
<26,976>	<26,976>	0	<2,641>	<23,777>	
<11,888>	<11,888>	0	<1,001>	<9,009>	
<34,887>	<31,314>	3,573	<3,464>	<30,661>	
<69,773>	<67,391>	2,382	<6,929>	<61,321>	
<969,176>	<907,969>	61,207	<96,025>	<850,407>	
<0>	<1>	<1>	0	0	