# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

May (04/28/13 - 05/25/13)

Prepared

June 10, 2013

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

MAY (04/28/13 - 05/25/13)				FY 1 <sup>-</sup>	1-12	FISCAL YEAR 2012-2013							FY 1	1-12						
				T MONTH	,			**		1				MONTHS (0					*1	*
ACTU	IAL	BUDO	ET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD				ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	' ACT								ACT/	BUD .	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,085		3,663		(578)	(15.8%)	46	1.5%	3,039		UCLA Store	41,449		44,242		(2,793)	(6.3%)	(304)	(0.7%)	41,753	
1,497		1,422		75	5.3%	112	8.1%	1,385		UCLA Restaurants	13,271		12,838		433	3.4%	1,305	10.9%	11,966	
168		179		(11)	(6.1%)	(39)	(18.8%)	207		Services Division	2,915		3,052		(137)	(4.5%)	214	7.9%	2,701	
131		126		5	4.0%	19	17.0%	112		UCLA Student Union	1,286		1,199		87	7.3%	62	5.1%	1,224	
4,881		5,390		(509)	(9.4%)	138	2.9%	4,743		TOTAL	58,921		61,331		(2,410)	(3.9%)	1,277	2.2%	57,644	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,125	36.5%	1,238	33.8%	(113)	2.7	(5)	(0.7)	1,130	37.2%	UCLA Store	12,811	30.9%	13,620	30.8%	(809)	0.1	21	0.3	12,790	30.6%
1,037	69.3%	1,000	70.3%	37	(1.0)	64	(1.0)	973	70.3%	UCLA Restaurants	9,339	70.4%	9,062	70.6%	277	(0.2)	965	0.4	8,374	70.0%
168	100.0%	178	99.4%	(10)	0.6	(38)	0.5	206	99.5%	Services Division	2,909	99.8%	3,047	99.8%	(138)	0.0	212	(0.1)	2,697	99.9%
70	53.4%	62	49.2%	8	4.2	17	6.1	53	47.3%	UCLA Student Union	648	50.4%	590	49.2%	58	1.2	47	1.3	601	49.1%
2,400	49.2%	2,478	46.0%	(78)	3.2	38	(0.6)	2,362	49.8%	TOTAL	25,707	43.6%	26,319	42.9%	(612)	0.7	1,245	1.2	24,462	42.4%
										WAGES & BENEFITS										
527	17.1%	594	16.2%	67	(0.9)	25	1.1	552	18.2%	UCLA Store	5,264	12.7%	5,840	13.2%	576	0.5	98	0.1	5,362	12.8%
602	40.2%	608	42.8%	6	2.6	(10)	2.5	592	42.7%	UCLA Restaurants	5,927	44.7%	6,014	46.8%	87	2.1	(292)	2.4	5,635	47.1%
46	27.4%	53	29.6%	7	2.2	0	(5.2)	46	22.2%	Services Division	465	16.0%	507	16.6%	42	0.6	(11)	0.8	454	16.8%
63	48.1%	68	54.0%	5	5.9	8	15.3	71	63.4%	UCLA Student Union	640	49.8%	670	55.9%	30	6.1	7	3.1	647	52.9%
1,238	25.4%	1,323	24.5%	85	(0.9)	23	1.2	1,261	26.6%	TOTAL	12,296	20.9%	13,031	21.2%	735	0.3	(198)	0.1	12,098	21.0%
										OTHER CONTROLLABLES *										
127	4.1%	134	3.7%	7	(0.4)	(2)	0.0	125	4.1%	UCLA Store	1,934	4.7%	1,824	4.1%	(110)	(0.6)	(177)	(0.5)	1,757	4.2%
144	9.6%	138	9.7%	(6)	0.1	(4)	0.5	140	10.1%	UCLA Restaurants	1,486	11.2%	1,384	10.8%	(102)	(0.4)	(244)	(8.0)	1,242	10.4%
40	23.8%	44	24.6%	4	0.8	19	4.7	59	28.5%	Services Division	930	31.9%	1,009	33.1%	79	1.2	(95)	(1.0)	835	30.9%
72	55.0%	69	54.8%	(3)	(0.2)	(14)	(3.2)	58	51.8%	UCLA Student Union	568	44.2%	514	42.9%	(54)	(1.3)	(22)	0.4	546	44.6%
383	7.8%	385	7.1%	2	(0.7)	(1)	0.3	382	8.1%	TOTAL	4,918	8.3%	4,731	7.7%	(187)	(0.6)	(538)	(0.7)	4,380	7.6%
										CONTRIBUTION										
471	15.3%	511	14.0%	(40)	1.3	18	0.4	453		UCLA Store	5,612	13.5%	5,955	13.5%	(343)	0.0	(59)	(0.1)	5,671	13.6%
291	19.4%	255	17.9%	36	1.5	50	2.0	241	17.4%	UCLA Restaurants	1,925	14.5%	1,664	13.0%	261	1.5	428	2.0	1,497	12.5%
81 (65)	48.2%	81	45.3%	0 9	2.9 9.1	(20)	(0.6)	101	48.8%	Services Division	1,514	51.9%	1,531 (594)	50.2%	(17)	1.7	106 32	(0.2) 4.9	1,408 (592)	52.1%
778	(49.6%)	(74) <b>773</b>	(58.7%)	5		11 59	18.3 <b>0.7</b>	(76)	(67.9%)	UCLA Student Union	(560)	(43.5%)	` '	(49.5%)	34	6.0	507		. ,	(48.4%) 13.9%
//8	15.9%	773	14.3%	5	1.6	59	0.7	719	15.2%	TOTAL	8,491	14.4%	8,556	14.0%	(65)	0.4	507	0.5	7,984	13.9%
										ALLOCATED EXPENSES										
526	10.8%	528	9.8%	2	(1.0)	(11)	0.1	515		Admin&Support Services	5,014	8.5%	5,222	8.5%	208	0.0	(103)	0.0	4,911	8.5%
172	3.5%	186	3.5%	14	0.0	0	0.1	172		Maintenance Division	1,715	2.9%	1,806	2.9%	91	0.0	(52)	0.0	1,663	2.9%
111	2.3%	82	1.5%	(29)	(0.8)	6	0.2	117	2.5%	Utilities	898	1.5%	795	1.3%	(103)	(0.2)	(117)	(0.1)	781	1.4%
221 1.030	4.5% <b>21.1%</b>	237 <b>1.033</b>	4.4% <b>19.2%</b>	16 <b>3</b>	(0.1) (1.9)	0 <b>(5)</b>	0.2 <b>0.5</b>	221 <b>1,025</b>	4.7%	Depreciation TOTAL	2,225 <b>9,852</b>	3.8% <b>16.7%</b>	2,367 <b>10,190</b>	3.9% <b>16.6%</b>	142 338	0.1 (0.1)	(160) (432)	(0.2) (0.4)	2,065 <b>9,420</b>	3.6% <b>16.3%</b>
1,030	21.1/0	1,033	13.270	3	(1.9)	(3)	0.5	1,023	21.0%	1	9,032	10.7 /6	10,130	10.0 /6	330	(0.1)	(432)	(0.4)	3,420	10.5%
(252)	(5.2%)	(260)	(4.8%)	8	(0.4)	54	1.3	(306)	(6.5%)	NET INCOME (LOSS) FROM OPERATIONS	(1,361)	(2.3%)	(1,634)	(2.7%)	273	0.4	75	0.2	(1,436)	(2.5%)
(232)	(3.2%)	(200)	(4.0%)	8	(0.4)	34	1.3	(306)	(0.5%)	1	(1,361)	(2.3%)	(1,034)	(2.1 70)	213	0.4	/5	0.2	(1,436)	(2.5%)
	0.1%	0	0.0%	3			0.1	0	0.007	OTHER INC/(EXP)	40	0.40/	0	0.0%	40	0.4	(4)	0.0	44	0.1%
3 14	0.1%	12	0.0%	2	0.1 0.1	3 (3)	(0.1)	17	0.0%	Non-Recurrent Inc/(Exp) Interest Income	43 182	0.1% 0.3%	153	0.0%	43 29	0.1 0.1	(1) (14)	0.0 0.0	196	0.1%
(54)	(1.1%)	(54)	(1.0%)	0	(0.1)	(3)	0.1)	(56)	(1.2%)	Interest (Expense)	(536)	(0.9%)	(536)	(0.9%)	29	0.1	28	0.0	(564)	(1.0%)
0	0.0%	(34)	0.0%	0	0.0	0	0.1	(36)	0.0%	Income Taxes	(536)	0.0%	(536)	0.0%	0	0.0	0	0.0	(364)	0.0%
202	4.1%	202	3.7%	0	0.0	16	0.0	186	3.9%	Student Union Fee Income	2,024	3.4%	2,024	3.3%	0	0.0	169	0.0	1,855	3.2%
165	3.4%	160	3.0%	5	0.4	18	0.3	147		TOTAL	1,713	2.9%	1,641	2.7%	72	0.2	182	0.2	1,531	2.7%
(87)	(1.8%)	(100)	(1.9%)	13	0.1	72	1.6	(159)	(3.4%)	NET INCOME (LOSS)	352	0.6%	7	0.0%	345	0.6	257	0.4	95	0.2%
* Without Be	. ,	(100)	(1.070)		V.1	,,,	1.0	(100)	(0.770)		30Z	0.070		0.0 /0	0-70	0.0	201	V. <del>7</del>	33	U.L /0

<sup>\*</sup> Without Benefits

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

MAY (04/28/13 - 05/25/13)						FY 1	1-12	FISCAL YEAR 2012-2013						FY 1	1-12					
				T MONTH	,			*1					YTD 10	MONTHS (	07/29/12 - 0	5/25/13)			*	*
ACT	UAL	BUD	GET		VARIA			LAST YE	AR ACT		ACTU	JAL	BUD	GET			ANCE		LAST YEAR ACT	
\$	0.4	•	0/	ACT/		ACT/L	_	•	0/			0.4	•	01		/BUD	ACT/L	-	•	0/
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
				(==0)	(4= 00()		. ==./			GROSS INCOME					(0.000)	(0.00()	(00.4)	(0.70()		
3,085		3,663		(578)	(15.8%)	46	1.5%	3,039		UCLA Store	41,449		44,242		(2,793)	(6.3%)	(304)	(0.7%)	41,753	
1,497 168		1,422 179		75	5.3%	112	8.1%	1,385 207		UCLA Restaurants	13,271		12,838 3,052		433	3.4%	1,305 214	10.9% 7.9%	11,966 2,701	
131		179		(11) 5	(6.1%) 4.0%	(39) 19	(18.8%) 17.0%	112		Services Division UCLA Student Union	2,915 1,286		1,199		(137) 87	(4.5%) 7.3%	62	5.1%	1,224	
4,881		5,390		(509)	(9.4%)	138	2.9%	4,743		TOTAL	58,921		61,331		(2,410)	(3.9%)	1,277	2.2%	57,644	
4,001		0,000		(003)	` '	100		7,170		1	50,521		01,001		(2,410)	` ,	1,277		01,044	
1,125	36.5%	1,238	33.8%	(113)	Pts. 2.7	(5)	Pts. (0.7)	1,130	37.2%	GROSS MARGIN UCLA Store	12,811	30.9%	13,620	30.8%	(809)	Pts. 0.1	21	Pts. 0.3	12,790	30.6%
1,037	69.3%	1,000	70.3%	37	(1.0)	64	(1.0)	973	70.3%	UCLA Restaurants	9,339	70.4%	9,062	70.6%	277	(0.2)	965	0.3	8,374	70.0%
168	100.0%	178	99.4%	(10)	0.6	(38)	0.5	206	99.5%	Services Division	2,909	99.8%	3,047	99.8%	(138)	0.0	212	(0.1)	2,697	99.9%
70	53.4%	62	49.2%	8	4.2	17	6.1	53	47.3%	UCLA Student Union	648	50.4%	590	49.2%	58	1.2	47	1.3	601	49.1%
2,400	49.2%	2,478	46.0%	(78)	3.2	38	(0.6)	2,362	49.8%	TOTAL	25,707	43.6%	26,319	42.9%	(612)	0.7	1,245	1.2	24,462	42.4%
										TOTAL CONTROLLABLES										
654	21.2%	728	19.9%	74	(1.3)	23	1.1	677	22.3%	UCLA Store	7,199	17.4%	7,665	17.3%	466	(0.1)	(80)	(0.3)	7,119	17.1%
747	49.9%	745	52.4%	(2)	2.5	(15)	3.0	732	52.9%	UCLA Restaurants	7,414	55.9%	7,398	57.6%	(16)	1.7	(536)	1.6	6,878	57.5%
87	51.8%	96	53.6%	9	1.8	19	(0.6)	106	51.2%	Services Division	1,395	47.9%	1,516	49.7%	121	1.8	(106)	(0.2)	1,289	47.7%
135	103.1%	137	108.7%	2	5.6	(6)	12.1	129	115.2%	UCLA Student Union	1,208	93.9%	1,184	98.7%	(24)	4.8	(15)	3.6	1,193	97.5%
1,623	33.3%	1,706	31.7%	83	(1.6)	21	1.4	1,644	34.7%	TOTAL	17,216	29.2%	17,763	29.0%	547	(0.2)	(737)	(0.6)	16,479	28.6%
										CONTRIBUTION										
471	15.3%	511	14.0%	(40)	1.3	18	0.4	453	14.9%	UCLA Store	5,612	13.5%	5,955	13.5%	(343)	0.0	(59)	(0.1)	5,671	13.6%
291	19.4%	255	17.9%	36	1.5	50	2.0	241	17.4%	UCLA Restaurants	1,925	14.5%	1,664	13.0%	261	1.5	428	2.0	1,497	12.5%
81	48.2%	81	45.3%	0	2.9	(20)	(0.6)	101	48.8%	Services Division	1,514	51.9%	1,531	50.2%	(17)	1.7	106	(0.2)	1,408	52.1%
(65) <b>778</b>	(49.6%) <b>15.9%</b>	(74) <b>773</b>	(58.7%) 14.3%	9 <b>5</b>	9.1 <b>1.6</b>	11 <b>59</b>	18.3 <b>0.7</b>	(76) <b>719</b>	(67.9%)	UCLA Student Union TOTAL	(560) <b>8.491</b>	(43.5%) <b>14.4%</b>	(594) <b>8,556</b>	(49.5%) <b>14.0%</b>	34 (65)	6.0 <b>0.4</b>	32 <b>507</b>	4.9 <b>0.5</b>	(592) <b>7.984</b>	(48.4%) 13.9%
110	13.9%	113	14.3%	3	1.0	39	0.7	719	13.2%		0,491	14.470	6,556	14.0%	(65)	0.4	307	0.5	1,964	13.9%
										ALLOCATED EXPENSES										
519	16.8%	542	14.8%	23	(2.0)	3	0.4	522		UCLA Store	5,230	12.6%	5,478	12.4%	248	(0.2)	(34)	(0.2)	5,196	12.4%
375	25.1% 26.8%	363 42	25.5% 23.5%	(12)	0.4	(11)	1.2	364 49	26.3%	UCLA Restaurants	3,283	24.7%	3,385 498	26.4%	102	1.7	(340)	(0.1) 0.5	2,943 470	24.6% 17.4%
45 91	69.5%	86	68.3%	(3) (5)	(3.3)	4 (1)	(3.1) 10.9	90	23.7% 80.4%	Services Division UCLA Student Union	494 845	16.9% 65.7%	829	16.3% 69.1%	(16)	(0.6) 3.4	(24) (34)	0.5	811	66.3%
1.030	21.1%	1.033	19.2%	3	(1.9)	(5)	0.5	1.025	21.6%		9.852	16.7%	10.190	16.6%	338	(0.1)	(432)	(0.4)	9.420	16.3%
.,	2,0	.,000	.0.270		(1.0)	(0)	0.0	.,020	2070		0,002		.0,.00	10.070		(0)	(.02)	(61.)	0,120	10.070
										NET INCOME (LOSS) FROM OPERATIONS										
(48)	(1.0%)	(30)	(0.6%)	(18)	(0.4)	22	0.5	(70)	(1.5%)		382	0.6%	477	0.8%	(95)	(0.2)	(94)	(0.2)	476	0.8%
(85)	(1.0%)	(109)	(2.0%)	24	0.4)	38	0.5	(123)	(2.6%)		(1,358)	(2.3%)	(1,721)	(2.8%)	363	0.5	(94) 89	0.2	(1,447)	(2.5%)
37	0.8%	39	0.7%	(2)	0.3	(15)	(0.3)	52	1.1%	Services Division	1,020	1.7%	1,033	1.7%	(13)	0.0	82	0.1	938	1.6%
(156)	(3.2%)	(160)	(3.0%)	4	(0.2)	9	0.3	(165)	(3.5%)	UCLA Student Union	(1,405)	(2.4%)	(1,423)	(2.3%)	18	(0.1)	(2)	0.0	(1,403)	(2.4%)
(252)	(5.2%)	(260)	(4.8%)	8	(0.4)	54	1.3	(306)	(6.5%)	TOTAL	(1,361)	(2.3%)	(1,634)	(2.7%)	273	0.4	75	0.2	(1,436)	(2.5%)
										OTHER INC/(EXP)										
3	0.1%	0	0.0%	3	0.1	3	0.1	0	0.0%	Non-Recurrent Inc/(Exp)	43	0.1%	0	0.0%	43	0.1	(1)	0.0	44	0.1%
14	0.3%	12	0.2%	2	0.1	(3)	(0.1)	17	0.4%	Interest Income	182	0.3%	153	0.2%	29	0.1	(14)	0.0	196	0.3%
(54)	(1.1%)	(54)	(1.0%)	0	(0.1)	2	0.1	(56)	(1.2%)		(536)	(0.9%)	(536)	(0.9%)	0	0.0	28	0.1	(564)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
202	4.1%	202	3.7%	0 <b>5</b>	0.4	16	0.2	186	3.9%	Student Union Fee Income	2,024	3.4%	2,024	3.3%	0	0.1	169	0.2	1,855	3.2%
165	3.4%	160	3.0%		0.4	18	0.3	147	3.1%	TOTAL	1,713	2.9%	1,641	2.7%	72	0.2	182	0.2	1,531	2.7%
(87)	(1.8%)	(100)	(1.9%)	13	0.1	72	1.6	(159)	(3.4%)	NET INCOME (LOSS)	352	0.6%	7	0.0%	345	0.6	257	0.4	95	0.2%

#### P/L Reconciliation May-13

Financial Analysis							
	May	7-13					
Budgeted Net Income/(Loss)		(10					
UCLA Store							
Gross Margin:							
Bearwear gross income \$65K below plan due to poor traffic during One Day Sale and aggressive budget as compared to actual last year	(35)						
Fasttrack gross income \$7K below plan due to continued slow down in ancillary merchandise and aggressive budget	(7)						
Graduation Center gross income \$24K above plan mostly due to timing; graduating students have delayed in ordering regalia	15						
Campus Photo Studio \$15K above plan mostly due to timing; graduating students have delayed in ordering portrait packages/yearbooks	15						
The Market gross income \$36K below plan due to the transfer of Bare Escentuals cosmetics to the Women's Fast Track service area							
and the sales decline in cleaning/household and toiletries products due to the opening of the Target in Westwood	(8)						
Computer Store gross income \$655K below plan due to continued downward sales trend primarily in individual sales	(78)						
New Text gross margin below plan due to markdowns from higher sales on Amazon, especially in a small sales month	(10)						
Used Text gross margin below plan due to markdowns from Amazon sales, wholesale sales higher resulting in lower GM%	(8)						
Course Reader Solutions gross income \$16K above plan due to higher digital sales commission and late quarter sales	12						
HSS Essentials/Market gross margin below plan mainly due to cannibalization from the South Campus Store, and the Sizzling Summer							
Sale mark down of clearance merchandise	(9)						
HSS Dental gross income \$99K above plan due to less than planned backordered dental kit merchandise, and a greater amount of							
lower-margin items were used in the large May kit	10						
Total Wages lower than plan primarily career	41						
Other, mostly positive controllables including employee benefits and freight out	22						
Total Contribution	22	(40					
		(40)					
UCLA Restaurants	+						
Gross Margin:							
Rubio's gross income above plan mainly due to 7% increase in budgeted average check, and some customer gain	6						
Northern Lights gross income \$13K below plan due to slow response to new sandwich line and continuing loss of customers to							
surrounding competition	(11)						
North Campus Student Ctr. gross margin below plan as budget reflects a different sales program model. This area is actually showing							
considerable growth and improvement from the declining sales trends throughout this fiscal year	(9)						
Café Synapse gross margin below plan due to continuing downward sales trend, higher than anticipated cannibalization from CSSC							
and write off from over-accruals in catering sales	(15)						
Luvalle Food Servery gross income \$22K below plan due to aggressive budget for new sales program which has not gone into effect yet	(17)						
Taco Bell gross income \$11K below plan due to walking traffic patterns on A Level shifting with the Portola stair construction,							
overall customer base decrease in this area, and minimal response to most recent TB LTO programs	(8)						
Catering gross income \$104K above plan due to unbudgeted Alumni Day catering event in Pauley Pavilion	71						
Concessions gross income \$23K above plan primarily due to unanticipated championship events and higher than expected volume for							
Spring Sing and Softball	19						
Total Wages higher than plan in student wages and limited appointment, (partially offset by career)	(10)						
Other, positive controllables mostly employee benefits and bank card expense, (partially offset by repairs & maintenance)	10						
Total Contribution		36					
Services							
Gross Margin:							
Licensing domestic income below plan due to sales not as good as projected	(7)						
Leased Ops income above plan mainly due to unbudgeted income from the Kaplan Test Prep operation in LuValle Commons, partially	(1)						
	2						
offset by the termination of the lease for the Humanities computer center  Photography income below plan due mainly to concelled and postpopped companion and accompanion of the lease for the Humanities computer center.							
Photography income below plan due mainly to cancelled and postponed commencement events  Total Wagge lower than plan.	(6)						
Total Wages lower than plan	4						
Other, positive controllables mainly in Licensing	7	-					
Total Contribution	+ +	0					
UCLA Student Union	+						
Gross Margin:	1						
Student Union Ops gross income \$14K above plan due to a film shoot, new university events (Terasaki lecture & Urben Zen Yoga	+ +						
class), and the FAST Fashion Show increased their budget	10						
Post Office gross income \$8K below plan due to late year sales trends not captured in the budget	(2)						
Total Wages lower than plan	4						
Other, negative controllables	(3)						
Total Contribution		9					
Allocated Expenses and Other							
A&SS lower than plan	2						
Maintenance lower than plan mostly due to lower custodial career wages and employee benefits	14						
Utilities higher than plan due to an aggressive budget (in the hope of implementing cost saving measures) and accruals of Pauley utilities	(29)						
Depreciation lower than plan due to timing of capital projects and reduced expenditures	16						
	5 !						
Other Total	5	8					

## ASUCLA P/L Reconciliation Year-To-Date Through May 2013

Financial Analysis							
A districted extensions	φοι	00's					
Budgeted Net Income/(Loss)							
UCLA Store							
Gross Margin:							
Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors							
negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetic	(48)						
Bearwear MTW gross income \$217K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing	86						
The Market gross income \$168K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in							
October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack	(35)						
Essentials/Photo gross income \$69K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline							
in sales of office supplies due to the opening of City Target in Westwood	(32)						
Computer Store gross income \$2.7M below plan due to continued lower department and individual sales	(398)						
New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing	(44)						
Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock	(224)						
Course Reader Solutions gross income \$115K above plan due to additional off campus sales not budgeted, and higher adoptions than prior year	68						
Bookzone gross income \$122K below plan due to lower library sales, less customer traffic at One Day Sale, and overall competition trend	(37)						
Luvalle Essentials/Market gross income \$94K below plan due to carryover deficit from a weak first quarter; traffic is slower than planned	(50)						
HSS Essentials/Market gross income \$115K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February  Kinross gross income \$83K lower than plan due to much less foot traffic than planned (under review for re-marketing strategies)	(66)						
Kinross gross income \$83K lower than plan due to much less foot traffic than planned (under review for re-marketing strategies)  Total Wages lower than plan	348						
Other, mainly positive controllables including employee benefits and bank card expense (partially offset by professional services and payment to UCLA)	125						
Total Contribution	143	(34					
UCLA Restaurants		(54					
Gross Margin:							
Rubio's gross income above plan due to slight increase in customers, significant increase in average check and less sales lost to CSSC than planned	49						
Panda gross income above plan due to increase in customer base and increase in individual average consumption	17						
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	24						
Greenhouse gross income \$85K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	42						
Northern Lights gross income \$77K below plan due mainly to delay in launch of new Panini sandwich program	(63)						
North Campus Student Ctr. gross income \$115K below plan due to decline in customer count, although new operating plan is just getting underway	(81)						
Café Synapse gross income \$128K below plan due to continued drop in sales and higher loss of sales to CSSC; menu changes only introduced recently	(102)						
Luvalle Food Servery gross income \$110K below plan due to aggressive budget for new sales program which has not started yet	(86)						
Catering gross income \$409K above plan due to football training table during winter break, Alumni Day event, higher Athletic Department sales including a Hall of							
Fame event, and Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers	321						
Concessions gross income \$217K above plan due to several unanticipated high volume Athletic events, better attendance at men's basketball games, and other							
unbudgeted non-Athletic events that generated sales and consignment commission	167						
Total Wages higher than plan mainly student	(65)						
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and commission expense)	38						
Total Contribution		26					
Services							
Gross Margin:							
Licensing domestic income below plan due to lower than expected results not related to timing, and a timing issue for royalty income associated with the spike in							
sales in the Store last December that are now being reported	(42)						
Licensing foreign income below plan due to economic challenges in Europe, delay in new program launches in Singapore, Brazil and the Middle East, the decision to							
reduce the EU licensee's minimum guarantee, and not realizing any over-royalty above the guarantees in Europe and China	(112)						
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours, and rate corrections to prior period invoices for Blood	26						
Donor Center and Events	26						
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics  Tetal Wagge lawar than plan.	(11)						
Total Wages lower than plan  Other, positive controllables mainly in Licensing	27 95						
Other, positive controllables mainly in Licensing  Total Contribution	93	(1					
UCLA Student Union		(1					
Gross Margin:							
Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency							
gained by using rentals for multiple events that were closely grouped together	57						
Post Office gross income \$35K above plan due to higher sales trend earlier in the year	4						
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(3)						
Total Wages lower than plan	19						
Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance	(43)						
Total Contribution		3					
Allocated Expenses and Other							
A&SS lower than plan mainly total wages and employee benefits	208						
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	91						
Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer							
weather in early months (partially offset by lower reported steam and gas)	(103)						
Depreciation lower than plan due to timing of capitals and reduced expenditures	142						
	72						
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash							
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash  Total		41					

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

May 2013   April 2013   July 2012		Current Month	Prior Month	Prior Year		
CURRENT ASSETS: Cash and cash equivalents Accounts receivable Less: Allowance for doubtful accounts Lounts receivable, net Less: Allowance for doubtful accounts Loventries Sayado		May 2013	April 2013	July 2012		
Cash and cash equivalents         \$11,101         \$11,004         \$10,251           Accounts receivable         4,055         3,682         3,471           Less: Allowance for doubtful accounts         (116)         (121)         (114)           Accounts receivable, net         3,940         3,562         3,357           Student fees receivable         104         628         256           Inventories         5,673         6,388         7,324           Prepaid expenses and other current assets         147         116         265           Total current assets         20,965         21,697         21,453           LONG TERM ASSETS         20,965         21,697         21,453           Property, equipment and improvements         65,194         64,866         64,048           Less: Accountulated depreciation         (38,426)         (38,205)         (36,215)           Total Long Term Assets         26,768         26,661         27,834           TOTAL ASSETS         47,733         48,358         49,286           LIABILITIES         4000         \$3,407         \$5,681           Wages and payroll taxes payable         2,618         2,611         2,427           Sales Tax Payables & Other Liabilities <t< td=""><td>ASSETS</td><td></td><td></td><td></td></t<>	ASSETS					
Cash and cash equivalents         \$11,101         \$11,004         \$10,251           Accounts receivable         4,055         3,682         3,471           Less: Allowance for doubtful accounts         (116)         (121)         (114)           Accounts receivable, net         3,940         3,562         3,357           Student fees receivable         104         628         256           Inventories         5,673         6,388         7,324           Prepaid expenses and other current assets         147         116         265           Total current assets         20,965         21,697         21,453           LONG TERM ASSETS         20,965         21,697         21,453           Property, equipment and improvements         65,194         64,866         64,048           Less: Accountulated depreciation         (38,426)         (38,205)         (36,215)           Total Long Term Assets         26,768         26,661         27,834           TOTAL ASSETS         47,733         48,358         49,286           LIABILITIES         4000         \$3,407         \$5,681           Wages and payroll taxes payable         2,618         2,611         2,427           Sales Tax Payables & Other Liabilities <t< td=""><td>CLIDDENIT ACCETO.</td><td></td><td></td><td></td></t<>	CLIDDENIT ACCETO.					
Accounts receivable   4,055   3,682   3,471     Less: Allowance for doubtful accounts   (116)   (121)   (114)     Accounts receivable, net   3,940   3,562   3,357     Student fees receivable   104   628   256     Inventories   5,673   6,388   7,324     Prepaid expenses and other current assets   147   116   265     Total current assets   20,965   21,697   21,453     LONG TERM ASSETS   20,965   21,697   21,453     LONG TERM ASSETS   65,194   64,866   64,048     Less: Accumulated depreciation   38,426   (38,205)   (36,215)     Total Long Term Assets   26,768   26,661   27,834     TOTAL ASSETS   47,733   48,358   49,286     LIABILITIES AND RETAINED EARNINGS   21,611   2,427     Liabilities And Payroll taxes payable   34,000   \$3,407   \$5,681     Wages and payroll taxes payable   2,618   2,611   2,427     Sales Tax Payable & Other Liabilities   729   1,207   824     Interest payable   130   293   136     Deferred Income   270   258   184     Funds Held for Others   232   230   124     Current portion of long term debt   729   705   705     Total current liabilities   8,708   8,710   10,080     LONG TERM DEBT:   12,213   12,747   12,747     Total long term debt   12,213   12,747   12,747     TOTAL LIABILITIES   20,921   21,457   22,827     RETAINED EARNINGS:   Beginning Balance   26,459   26,459   26,722     Year-to-date net income/(loss)   352   440   (263)     Ending Balance   26,813   26,901   26,459     Ending Balance   26,813   26,901   26,459     Long Term Dear Income/(loss)   352   440   (263)     Ending Balance   26,813   26,901   26,459     Long Balance   26,859   26,459   26,722     Year-to-date net income/(loss)   352   440   (263)     Ending Balance   26,813   26,901   26,459     Long Balance   26,81		¢11 101	¢11 004	¢10.251		
Less: Allowance for doubtful accounts	•					
Accounts receivable, net   3,940   3,562   3,357			·	•		
Student fees receivable		\ /		`		
Inventories				·		
Prepaid expenses and other current assets						
Total current assets   20,965   21,697   21,453			•	•		
LONG TERM ASSETS   Property, equipment and improvements   Less: Accumulated depreciation   (38,426)   (38,205)   (36,215)   Total Long Term Assets   26,768   26,661   27,834   TOTAL ASSETS   47,733   48,358   49,286   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   47,733   48,358   49,286   49,286   47,733   48,358   49,286   49,286   47,733   48,358   49,286	·					
Property, equipment and improvements						
Current portion of long term debt   Current portion of long term	LONG TERM ASSETS					
Less: Accumulated depreciation         (38,426)         (38,205)         (36,215)           Total Long Term Assets         26,768         26,661         27,834           TOTAL ASSETS         47,733         48,358         49,286           LIABILITIES: AND RETAINED EARNINGS           CURRENT LIABILITIES: Accounts payable         \$4,000         \$3,407         \$5,681           Accounts payable         \$4,000         \$3,407         \$5,681           Wages and payroll taxes payable         2,618         2,611         2,427           Sales Tax Payable & Other Liabilities         729         1,207         824           Interest payable         130         293         136           Deferred Income         270         258         184           Funds Held for Others         232         230         124           Current portion of long term debt         729         705         705           Total current liabilities         8,708         8,710         10,080           LONG TERM DEBT:         40         12,213         12,747         12,747           Total long term debt         12,213         12,747         12,747           Total LIABILITIES         20,921         21,457 <td< td=""><td>Property, equipment and improvements</td><td>65,194</td><td>64,866</td><td>64,048</td></td<>	Property, equipment and improvements	65,194	64,866	64,048		
TOTAL ASSETS		(38,426)	(38,205)	(36,215)		
LIABILITIES AND RETAINED EARNINGS         CURRENT LIABILITIES:       34,000       \$3,407       \$5,681         Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         AU expansion loan       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	Total Long Term Assets		26,661	27,834		
LIABILITIES AND RETAINED EARNINGS         CURRENT LIABILITIES:       34,000       \$3,407       \$5,681         Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         AU expansion loan       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
CURRENT LIABILITIES:         Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       3,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       352       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	TOTAL ASSETS	47,733	48,358	49,286		
CURRENT LIABILITIES:         Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       3,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       352       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
CURRENT LIABILITIES:         Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       3,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       352       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       8,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	LIABILITIES AND RETAINED EARNINGS					
Accounts payable       \$4,000       \$3,407       \$5,681         Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       8,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	OLIDDENIT LIADILITIES					
Wages and payroll taxes payable       2,618       2,611       2,427         Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       3,710       10,080         LONG TERM DEBT:       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459		<b>#</b> 4.000	00.407	<b>05.004</b>		
Sales Tax Payable & Other Liabilities       729       1,207       824         Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       2000       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	· ·					
Interest payable       130       293       136         Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       20       21,213       12,747       12,747         AU expansion loan       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	• • • • • • • • • • • • • • • • • • • •	· ·	·	·		
Deferred Income       270       258       184         Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       3,708       12,747       12,747         AU expansion loan       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       352       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	•		·			
Funds Held for Others       232       230       124         Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:       LOURG TERM DEBT:         AU expansion loan       12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:         Beginning Balance       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459	, ,					
Current portion of long term debt       729       705       705         Total current liabilities       8,708       8,710       10,080         LONG TERM DEBT:        12,213       12,747       12,747         Total long term debt       12,213       12,747       12,747         TOTAL LIABILITIES       20,921       21,457       22,827         RETAINED EARNINGS:       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
Total current liabilities         8,708         8,710         10,080           LONG TERM DEBT:         3,747         12,747						
LONG TERM DEBT: AU expansion loan						
AU expansion loan Total long term debt  12,213 12,747 12,747 12,747  TOTAL LIABILITIES  20,921 21,457 22,827  RETAINED EARNINGS: Beginning Balance Year-to-date net income/(loss)  Ending Balance  26,459 26,459 26,459 26,722 26,459 26,722 26,813 26,901 26,459		3,1 33	3,1.10			
AU expansion loan Total long term debt  12,213 12,747 12,747 12,747  TOTAL LIABILITIES  20,921 21,457 22,827  RETAINED EARNINGS: Beginning Balance Year-to-date net income/(loss)  Ending Balance  26,459 26,459 26,459 26,722 26,459 26,722 26,813 26,901 26,459	LONG TERM DEBT:					
Total long term debt         12,213         12,747         12,747           TOTAL LIABILITIES         20,921         21,457         22,827           RETAINED EARNINGS:         26,459         26,459         26,722           Year-to-date net income/(loss)         352         440         (263)           Ending Balance         26,813         26,901         26,459		12,213	12,747	12,747		
RETAINED EARNINGS:       26,459       26,459       26,722         Beginning Balance       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
RETAINED EARNINGS:       26,459       26,459       26,722         Beginning Balance       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
RETAINED EARNINGS:       26,459       26,459       26,722         Beginning Balance       352       440       (263)         Ending Balance       26,813       26,901       26,459	TOTAL LIABILITIES	20,921	21,457	22,827		
Beginning Balance       26,459       26,459       26,722         Year-to-date net income/(loss)       352       440       (263)         Ending Balance       26,813       26,901       26,459						
Year-to-date net income/(loss)         352         440         (263)           Ending Balance         26,813         26,901         26,459	RETAINED EARNINGS:					
Year-to-date net income/(loss)         352         440         (263)           Ending Balance         26,813         26,901         26,459	Beginning Balance	26,459	26,459	26,722		
Ending Balance 26,813 26,901 26,459	<u> </u>	352	•	·		
TOTAL LIABILITIES AND RETAINED EARNINGS 47,733 48,358 49,286	Ending Balance	26,813	26,901	26,459		
TOTAL LIABILITIES AND RETAINED EARNINGS 47,733 48,358 49,286						
	TOTAL LIABILITIES AND RETAINED EARNINGS	47,733	48,358	49,286		

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

May 2013 (\$000's)

	Current Month	Year to Date	Prior Year to Date
The state of the s		2 4.10	2 0.00
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$87)	\$352	\$95
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	204	0.005	4 000
Depreciation - PP&E	221	2,225	1,968
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets:	0	0	97
Accounts receivable	(378)	(581)	(899)
Student fees receivable	523	155	(592)
Inventories	715	1,651	772
Prepaid expenses and other current assets	(31)	119	54
Increase/(decrease) in current liabilities:	(0.)		0
Accounts payable	592	(1,686)	(1,454)
Sales Tax payable & other liabilities	(479)	(98)	(161)
Wages and payroll taxes payable	7	189	(188)
Interest payable	(162)	(3)	218
Deferred Income	12	86	87
Funds held for others	2	110	71
Other Current Liabilities (Current Portion of LT Debt)	24	24	0
Net cash provided/(used) by operating activities	\$960	\$2,544	\$70
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(328)	(1,159)	(1,048)
Net cash used in investing activities	(\$328)	(\$1,159)	(\$1,048)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(534)	(534)	0
	Ì	` ′	
Net cash provided/(used) by financing activities	(\$534)	(\$534)	\$0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	\$97	\$850	(\$978)
CASH AND CASH EQUIVALENTS, Beginning	\$11,004	10,251	10,888
CASH AND CASH EQUIVALENTS, Ending	\$11,101	\$11,101	\$9,910

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

May 2013 (\$000's)

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	11,101
HTS Renovation Casual Dining	(137) (750)
Pauley Pavillion Remodel	(317)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	(4,304)
Adjustment for Cash Overdraft Entry	(600)
Uncommitted Cash	6,197
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	6,060
RESERVE SURPLUS (DEFICIT)	137

#### ASUCLA SERVICES AND ENTERPRISES

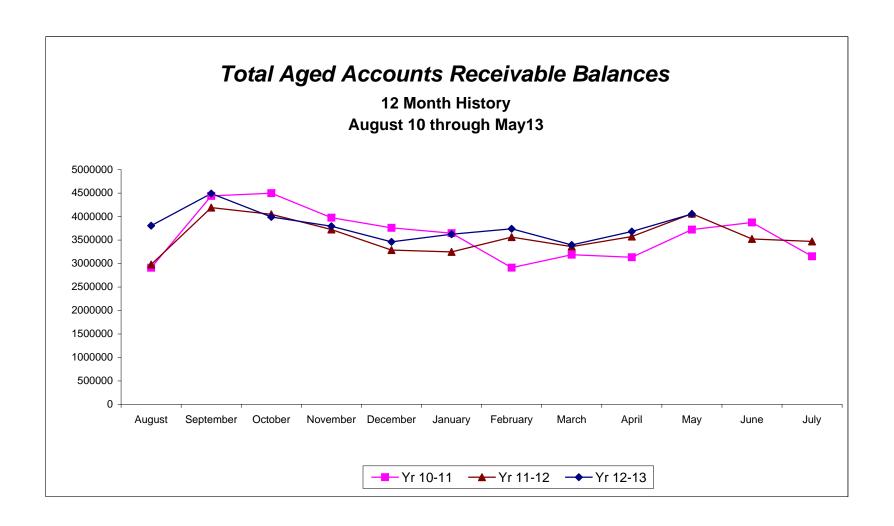
Capital Expenditures - Current Year Projects (\$000's)

FY 2012-2013 May 2013

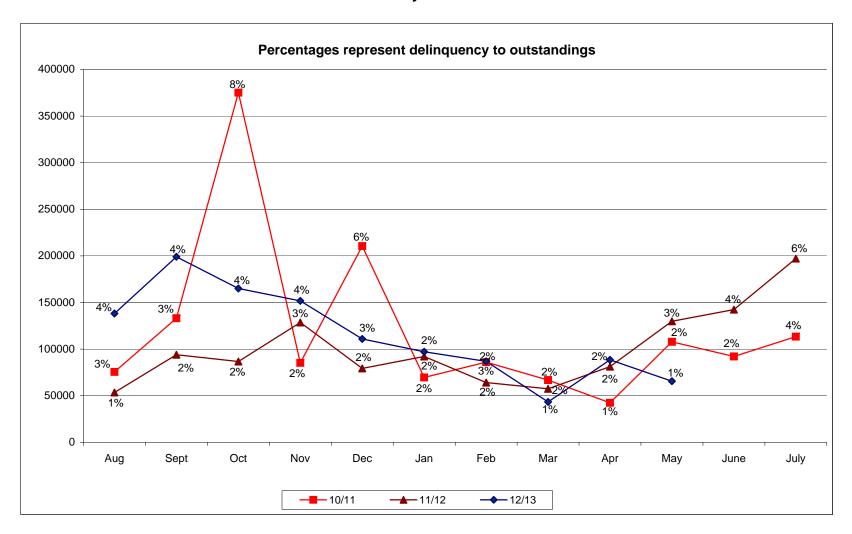
PROJECT NAME	BUDGET				PROJECTED Remaining		Over	-
la. 10		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services	50.0	40.5	0.0	40.0	07.0		0.0	la Danasa
2012-S001 Store General Replacement	50.0	10.5	2.3	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	11.3	2.6	13.9	26.1		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	7.6	0.0	7.6	0.0		(2.4)	Completed
2012-S032 Bearwear Remodel	0.0	26.8	0.0	26.8	13.2		40.0	In Progress
2012-S034 HSS Design	0.0	5.5	12.3	17.8	2.2		20.0	In Progress
Total Store/Services	2,140.0	87.9	17.2	105.1	92.5	2,000.0	57.6	
Food Service								
2012-F006 FS Miscellaneous and Unanticipated	50.0	40.9	0.0	40.9	9.1		0.0	In Progress
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0		(15.0)	Cancel
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	1.2	10.7	11.9	13.1	200.0	0.0	In Progress
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
						200.0		
2012-F014 TH Misc Kitchen Equipment	10.0	8.3	0.0	8.3	1.7		0.0	In Progress
2012-O036 NCSC Equipment Upgrade	0.0	19.0	29.4	48.4	0.6		49.0	In Progress
2012-0037 NCSC Marketing & Signage	0.0	0.0	12.8	12.8	5.2		18.0	In Progress
2012-O038 NCSC Facility Improvement	0.0	4.8	0.0	4.8	17.2		22.0	In Progress
Total Food Services	655.0	74.2	52.9	127.1	46.9	555.0	74.0	
Technology								. 5
2012-T015 Network Infrastructure Upgrade	20.0	7.9	4.4	12.3	7.7		0.0	In Progress
2012-T016 Printer Replacement	10.0	6.4	3.6	10.0	0.0		0.0	Completed Awaiting Invoice
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	96.0	8.0	104.0	7.7	172.0	(8.3)	
<u>Others</u>								
2012-O022 Custodial Replacements	10.0	6.2	0.0	6.2	3.8		0.0	In Progress
2012-O023 SUO General Replacement	25.0	16.6	0.0	16.6	8.4		0.0	In Progress
2012-O024 Information Technology Upgrades	5.0	5.8	0.0	5.8	0.0		8.0	Completed
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	6.7	20.4	27.1	0.0		2.1	Completed Awaiting Invoice
2012-O028 Finance Photocopier	15.0	3.5	0.0	3.5	11.5		0.0	In Progress
2012-O029 Finance Misc. Replacements	15.0	8.4	0.0	8.4	6.6		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	30.0	10.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-O031 Licensing Office Remodel	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O033 A2L Training Table/Meeting Room	0.0	51.3	2.5	53.8	16.2		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	26.4	26.4	0.0		26.4	Completed Awaiting Invoice
Total Others	550.0	128.5	59.3	187.8	46.5	415.0	99.3	
Total Current Year Projects	3,637.0	386.6	137.4	524.0	193.6	3,142.0	222.6	

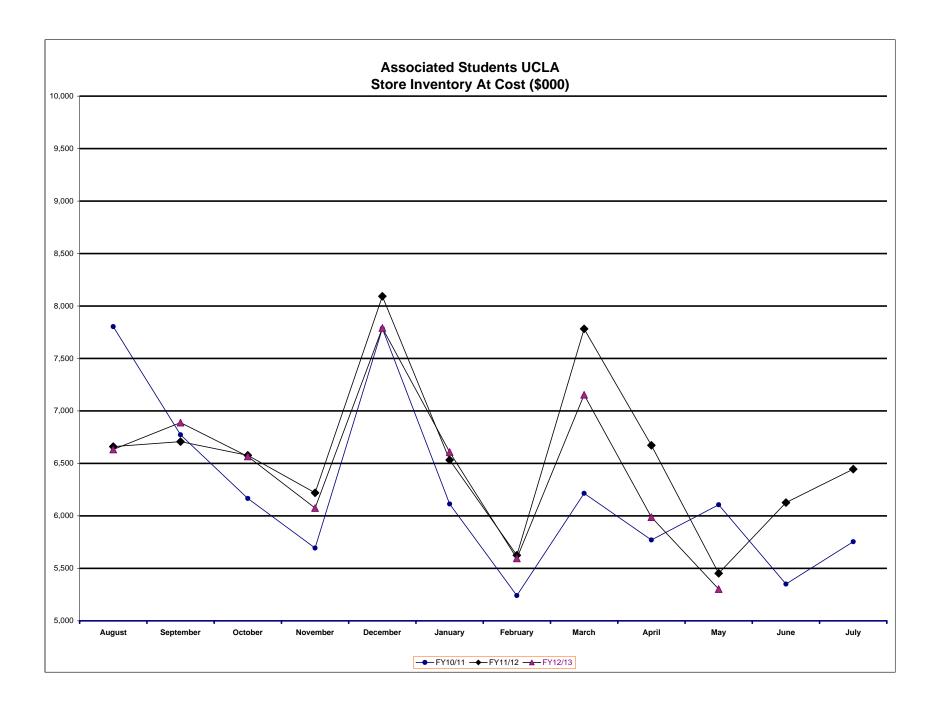
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

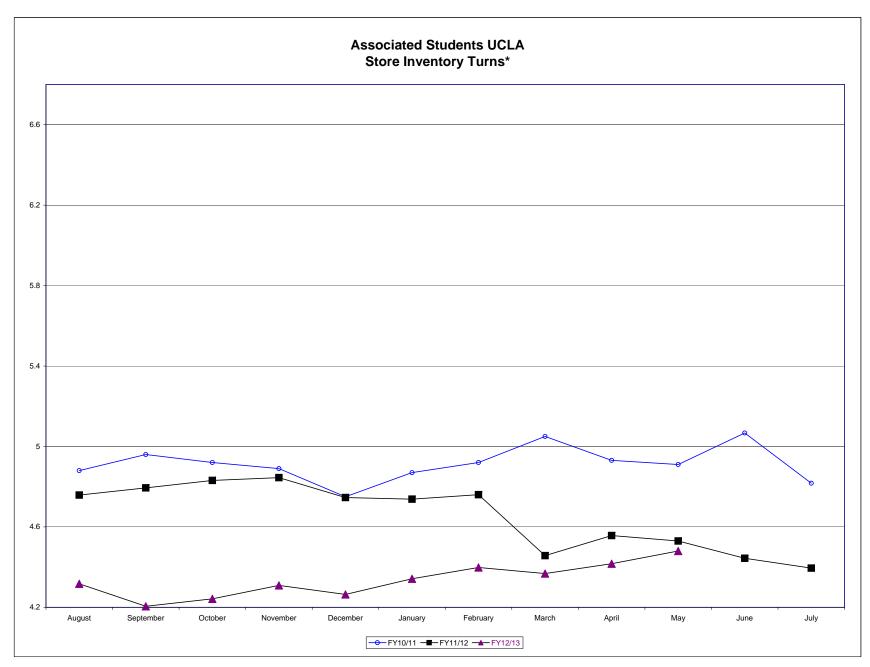
5/25/2013 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$642,426	16%	\$217,220	108%	\$11,817	25%	(\$2,057)	-220%	\$5,124	78%	\$3,968	37%	\$878,498	22%
ASUCLA PUBLICATIONS	\$197,722	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$197,722	5%
ASUCLA USA/GSA	\$96,612	3%	\$149	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,761	2%
DUE FROM VENDORS	\$880,598	23%	\$6,496	3%	\$11,783	25%	\$1,114	119%	\$742	11%	\$3,745	35%	\$904,478	22%
DENTAL KITS	\$322,275	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$322,275	8%
OTHER	\$1,648,403	44%	(\$22,090)	-11%	\$23,610	50%	\$1,881	201%	\$756	11%	\$3,064	28%	\$1,655,624	41%
TOTAL CURRENT MONTH	\$3,788,036	100%	\$201,775	100%	\$47,210	100%	\$938	100%	\$6,622	100%	\$10,777	100%	\$4,055,358	100%
	94%		5%		1%		0%		0%		0%		100%	
4/27/2013 April	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$732,943	22%	\$86,155	55%	\$17,841	43%	\$22,599	79%	\$4,888	57%	\$3,193	31%	\$867,619	24%
ASUCLA PUBLICATIONS	\$183,542	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$183,542	5%
ASUCLA USA/GSA	\$234,108	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,108	6%
DUE FROM VENDORS	\$477,353	14%	\$19,243	12%	(\$88)	0%	\$5,135	18%	\$3,424	39%	\$3	0%	\$505,070	14%
DENTAL KITS	\$80,291	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$80,291	2%
OTHER	\$1,727,202	50%	\$52,700	33%	\$23,355	57%	\$832	3%	\$362	4%	\$6,953	69%	\$1,811,404	49%
TOTAL CURRENT MONTH	\$3,435,439	100%	\$158,098	100%	\$41,108	100%	\$28,566	100%	\$8,674	100%	\$10,149	100%	\$3,682,034	100%
	94%		4%		1%		1%		0%		0%		100%	
	_													
3/30/2013 March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$712,494	21%	\$60,971	57%	\$31,299	152%	\$9,197	96%	\$2,195	20%	\$3,008	137%	\$819,164	25%
ASUCLA PUBLICATIONS	\$118,398	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,398	3%
ASUCLA USA/GSA	\$233,356	7%	\$0	0%	\$137	1%	\$0	0%	\$0	0%	\$0	0%	\$233,493	7%
DUE FROM VENDORS	\$518,572	16%	\$1,063	1%	\$1,408	7%	\$4,678	49%	\$3,118	28%	\$1,795	82%	\$530,634	16%
DENTAL KITS	\$150,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$150,706	4%
OTHER	\$1,512,725	47%	\$44,614	42%	(\$12,273)	-60%	(\$4,296)	-45%	\$5,703	52%	(\$2,610)	-119%	\$1,543,863	45%
TOTAL CURRENT MONTH	\$3,246,251	100%	\$106,648	100%	\$20,571	100%	\$9,579	100%	\$11,016	100%	\$2,193	100%	\$3,396,258	100%
	96%		3%		1%		0%		0%		0%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







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

			_					
	10(04/28/13-05/2 CURRENT MONTH				ISCAL YEAR 12-1 MO(07/29/12-05		FISCAL YI LAST YEA	AR 11-12
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
138,326 80,605	53,271 105,178	85,055 <24,573>	TEXTBOOKS GENERAL BOOKS	8,728,910 989,757	8,674,592 1,116,593	54,318 <126,836>	80,096 107,082	9,263,612 1,143,185
1,078,719	1,113,500		APPAREL & ACCESSORIES	8,885,573	8,763,602	121,971	1,099,597	7,873,481
1,031,800	1,733,800		SUPPLY DIVISION	13,532,690	16,504,800	<2,972,110>	1,055,898	14,532,984
161,645 59,609	151,569 55,000	10,076 4,609	LU VALLE COMMONS STORE E-COMMERCE	2,798,498 1,196,345	2,717,708 966,000	80,790 230,345	126,566 47,209	2,818,614 780,281
438,850	369,704	69,146	HEALTH SCIENCES STORE	4,529,616	4,638,834	<109,218>	486,554	4,495,268
2,989,554	3,582,022	<592,468>		40,661,389	43,382,129	<2,720,740>	3,003,003	40,907,426
1,949,456	2.411.384	461,928	Lance Control Color	28,459,671	30,450,689	1,991,018	1,897,411	20 705 257
1,949,456	2,411,384	461,928	Less: Cost of Sales	28,459,671	30,450,689	1,991,018	1,897,411	28,785,357
			Less: Shrinkage					
837 1,183	210 1,670	<627> 487	TEXTBOOKS GENERAL BOOKS	45,609 14,513	38,940 17,280	<6,669> 2,767	382 1,614	46,252 16,768
3,211	3,710	499	APPAREL & ACCESSORIES	34,720	34,090	<630>	3,193	30,481
3,210	4,580	1,370	SUPPLY DIVISION	38,122	44,060	5,938	3,322	40,497
969	820	<149>		16,611	14,150	<2,461>	789	16,927
222 1,875	190 1,590		E-COMMERCE HEALTH SCIENCES STORE	4,523 24,436	3,370 19,140	<1,153> <5,296>	176 1,957	2,904 23,689
11,508	12,770	1,262	SHRINKAGE	178,533	171,030	<7,503>	11,432	177,518
1,960,964	2,424,154	463,190	TOTAL COST OF SALES	28,638,204	30,621,719	1,983,515	1,908,844	28,962,874
65.2	67.3	2.1	COST OF SALES %	70.0	70.2	0.2	63.2	70.4
1,028,590	1,157,868	<129,278>	GROSS MARGIN	12,023,186	12,760,410	<737,224>	1,094,159	11,944,552
34.8	32.7	2.1	GROSS MARGIN %	30.0	29.8	0.2	36.8	29.6
0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.1>	0.4	0.4
34.4	32.3	2.1	NET GROSS MARGIN %	29.6	29.4	0.2	36.4	29.2
<2.0> 30.3	25.6 29.2		TEXTBOOKS GENERAL BOOKS	23.1 31.8	25.2 31.9	<2.1>	25.9 29.0	25.4
30.3 53.9	29.2 53.5	1.1 0.4	GENERAL BOOKS APPAREL & ACCESSORIES	31.8 50.6	31.9 51.7	<0.1> <1.1>	29.0 54.0	31.5 51.3
22.5	18.8	3.7	SUPPLY DIVISION	20.1	19.2	0.9	24.2	20.1
35.1	38.4		LU VALLE COMMONS STORE	28.1	30.3	<2.2>	39.7	28.8
53.2 23.8	52.3 28.4	0.9 <4.6>	E-COMMERCE HEALTH SCIENCES STORE	50.4 23.9	52.1 25.5	<1.8> <1.6>	51.2 24.3	51.7 23.4
23.0	20.4	(4.02	TIERETTI GOLENGES STORE	23.7	25.5	<1.0>	24.5	23.4
95,924	80,546	15,378	OTHER INCOME	787,345	859,538	<72,193>	36,192	845,325
1,124,515	1,238,414	<113,899>	GROSS MARGIN/OTHER	12,810,530	13,619,948	<809,418>	1,130,352	12,789,876
			Less: Controllable Exp					
253,468	291,787	38,319	Career Wages	2,600,551	2,892,280	291,729	274,227	2,746,216
2,830 139,676	2,500 142,693	<330> 3,017	Limited Appointment Student Wages	10,185 1,357,339	5,000 1,418,630	<5,185> 61,291	5,487 141,143	9,830 1,352,795
395,973	436,980	41,007	TOTAL WAGES	3,968,076	4,315,910	347,834	420,857	4,108,841
13.3	12.2	<1.1>	WAGE % TO SALES	9.8	10.0	0.2	14.0	10.0
130,621	156,651	26,030	Employee Benefits	1,296,217	1,524,535	228,318	131,119	1,253,138
5,698	5,170	<528>	Office Supplies	93,128	84,375	<8,753>	5,834	93,714
14,402	14,295	<107>	Telephone	139,579	141,990	2,412	15,383	143,262
80 <92>	125 24	45 116	Telex Postage	892 259	1,250 207	358 <52>	80 22	1,101 212
104	75	<29>	Trav/Trips/Conference	19,603	20,080	477	260	18,624
2,400	2,400	0	Membership Fees	4,500	4,425	<75>	2,400	4,475
3,934 9,987	4,150	216 10,638	Operating Supplies Freight Out	49,943	50,120	177 16.064	4,453 12,697	50,843
4,111	20,625 3,500	<611>	Transportation	273,956 12,216	290,020 11,950	<266>	4,720	251,833 13,046
0	0	0	Replacements	0	0	0	0	681
0	0	0	Merchandise Losses	0	0	0	0	431
<27>	0	27 0	Postage Stamp O/S Uniforms	<2> 733	0 100	2 <633>	<0> 399	<17>
14,546	15,650	1,104	Advertising	185,163	179,145	<6,018>	11,588	159,935
0	<1,600>	<1,600>		<56,613>	<64,806>	<8,193>	0	<61,166>
72 8,357	75 3,765	3 <4,592>	Direct Mail Adv. Repairs & Maintenance	248,344 46,044	240,750 29,460	<7,594> <16,584>	334 8,851	242,740 34,591
8,357	3,765	<4,592> 0	Interior Maintenance	46,044	29,460	<16,584>	8,851	34,591 175
0	0	0	Janitorial	<19>	0	19	0	28
57,588	63,437	5,849	Bank Card Expense	649,747	699,862	50,115	57,128	646,185
<744>	0	744 <51>	Overs/Shorts Credit Card Adjustments	4,875 7,289	0	<4,875> <7,289>	<145>	11,112 3,535
0	0	<0>	Textbook Rental Exp	374	0	<374>	0	0
0	0	0	Rentals-Facilities	1,150	2,050	900	0	4,171
124 0	0	<124> 0	Rentals-Truck Taxes & Licenses	1,570 300	1,300 300	<270> 0	0	1,608 900
4,713	200	<4,513>		64,681	3,492	<61,189>	186	2,386
<0>	0	0	Temp Agency Service	8,628	600	<8,028>	0	4,554
476 70	0 140	<476>	Commission Expense Concession Expense	38,838 39,002	37,400 39,000	<1,438> <2>	0 140	37,864 41,880
0	0	0	Prior Period Adj	39,002	39,000	<2> <53>	0	41,880 <53>
0	2	2	Alloc of Distr Cntr	0	12	12	0	0
1,330	2,080	750	Payment to UCLA	99,985	51,180	<48,805>	660 256 110	47,684
257,800 653,773	290,764 727,744	32,964 73,971	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,230,432 7,198,508	3,348,797 7,664,707	118,365 466,199	256,110 676,967	3,010,047 7,118,888
			GROSS CONTRIBUTION TO					
470,741	510,670	<39,929>	SVCS AND ENTERPRISES	5,612,023	5,955,241	<343,218>	453,385	5,670,989
			Less: Allocated Exp					
26,520	27,134	614	Allocated ExpHR	257,229	277,443	20,214	25,093	257,241
143,143 57,007	152,475 63,756	9,332 6,749	Allocated Exp. Fin Allocated ExpIS	1,453,679 601,157	1,521,341 649,925	67,662 48,768	132,592 61,337	1,424,210 606,338
29,249	31,510	2,261	Allocated Exp. Mktg	321,429	344,343	22,914	29,933	327,941
87,939	91,965	4,026	Allocated Exp Othr SA	911,677	968,085	56,408	93,921	941,577
68,859	71,515	2,656	Maintenance Utilities	678,830	696,951	18,121	67,628	657,949
40,146 66,271	28,361 69,375	<11,785> 3,104	Depreciation	325,004 681,922	276,708 693,750	<48,296> 11,828	42,229 69,331	282,676 697,797
519,134	536,091	16,957	TOTAL ALLOCATED EXP	5,230,927	5,428,546	197,619	522,064	5,195,728
<48,392>	<25,421>	< 22 071 ×	NET INCOME (LOSS)	381,096	526,695	<145,599>	<68,679>	475,261
\TU,372>	~2J,421>	~LL,7/12	1 (2003)	301,070	J20,07J	- 170,0772	NO0,0172	773,201

MAY. 10(04/28/13-05/25/13)		1	г	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12	
	CURRENT MONTH				MO(07/29/12-05		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
160,173	153,882	6,291	CENTRAL DIVISION	1,388,312	1,288,657	99,655	145,701	1,349,614
222,844	240,230		NORTH CAMPUS DIVISION	1,722,960	1,897,318	<174,358>	212,404	1,883,258
139,894	155,113		SOUTH DIVISION	1,287,507	1,366,652	<79,145>	140,161	798,869
246,624	269,700		LU VALLE DIVISION	2,242,982	2,333,374	<90,392>	239,449	2,201,700
249,300	255,570	<6,270> 99,996	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	2,261,127	2,271,540 2,018,591	<10,413> 440,229	244,787	2,344,924 1,788,215
271,157 1,289,992	171,161 1,245,656	44,336	TOTAL SALES	2,458,820 11,361,707	11,176,132	185,575	212,495 1,194,997	10,366,580
1,207,772	1,243,030	44,330	TOTAL SALES	11,301,707	11,170,132	103,373	1,174,777	10,300,300
460,064	422,339	<37,725>	Less: Cost of Sales	3,931,767	3,775,069	<156,698>	411,682	3,591,692
35.7	33.9		COST OF SALES %	34.6	33.8	<0.8>	34.5	34.7
829,928	823,317	6,611	GROSS MARGIN	7,429,940	7,401,063	28,877	783,315	6,774,888
64.3	66.1	<1.8>	GROSS MARGIN %	65.4	66.2	< 8.0>	65.6	65.4
67.6	68.6		CENTRAL DIVISION	67.3	68.7	<1.3>	67.9	66.7
60.7	64.3		NORTH CAMPUS DIVISION	62.7	63.9	<1.1>	67.3	64.6
63.8 68.1	66.7 68.9		SOUTH DIVISION LU VALLE DIVISION	64.7 68.8	66.8 69.4	<2.2> <0.6>	65.2 67.8	65.4 69.6
64.9	65.4		COOPERAGE DIVISION	64.6	65.8	<0.6>	63.5	64.9
62.7	62.8		SPECIAL EVENTS DIVISION	64.5	63.6	0.9	62.4	60.9
02.7	02.0	⟨0.2>	SI ECIAE EVENTS DIVISION	04.3	03.0	0.7	02.4	00.7
207,463	176,709	30,754	OTHER INCOME	1,908,902	1.661.368	247,534	190,174	1,599,365
1,037,391	1,000,026	37,365	GROSS MARGIN/OTHER	9,338,842	9,062,431	276,411	973,489	8,374,253
			Less: Controllable Exp					
					_			
258,207	271,068	12,861	Career Wages	2,749,088	2,778,362	29,274	267,530	2,678,810
8,656	986		Limited Appointment	32,910	14,767	<18,143>	1,091	17,789
223,085	206,485		Student Wages	2,013,804	1,920,754	<93,050>	207,904	1,826,203
<35,092> 454,856	<33,430> 445,109	1,662	Labor Recharge	<332,721> 4.463.080	<316,176>	16,545 <65,373>	<34,505>	<286,133>
454,856 35.3	445,109 35.7	<9,747> 0.5	TOTAL WAGES WAGE % TO SALES	4,463,080	4,397,707 39.4	<65,3/3> 0.1	442,019 37.0	4,236,669 40.9
33.3	33.7	0.3	WAGE 76 TO SALES	37.3	37.4	0.1	37.0	40.7
147,546	162,768	15,222	Employee Benefits	1,464,400	1,616,062	151,662	149,944	1,398,492
4,543	2,560		Office Supplies	20,392	16,455	<3,937>	3,975	21,775
4,387	4,608	221	Telephone	41,667	45,825	4,158	4,966	46,255
1,169	1,500	331	Training Programs	13,358	16,000	2,642	800	12,308
56,708	61,147	4,439	Paper	525,602	553,387	27,785	57,690	500,133
4.4	4.9	0.5	Paper % To Sales	4.6	5.0	0.3	4.8	4.8
5,282	3,764		Cleaning Supplies	48,530	37,995	<10,535>	4,871	35,869
0	0	0	Freight Out	0	0	0	0	7
<8,018>	<9,450>		Purchasing Rebates	<90,821>	<91,500>	<679>	<8,867>	<79,812>
4,443	2,450		Replacements	37,817	25,324	<12,493>	2,232	29,953
7,537	5,902 990	<1,635>		63,262	55,674	<7,588>	6,131	66,881
2,651 1,902	2,959		Uniforms Advertising	19,668 63,171	12,965 69,328	<6,703> 6,157	1,356 1,489	13,812 61,504
1,902	2,959 100		Menu Development	1,401	1,000	6,157 <401>	1,469	01,504
3	30	27	Dorm Coupons Expense	48	269	221	2	40
19,546	5,077		Repairs & Maintenance	107,697	51,925	<55.772>	7,677	72,434
20,058	31,329		Bank Card Expense	296,572	289,590	<6,982>	37,724	281,557
2,047	2,260	213	Sales Tax Expense	17,110	19,430	2,320	1,905	17,010
309	856	547	Overs/Shorts	8,939	7,844	<1,095>	1,951	8,782
0	0	0	Credit Card Adjustments	6	0	<6>	30	233
804	0		Rentals	14,575	3,100	<11,475>	185	3,365
622	401	<221>	Rentals-Truck	2,395	3,851	1,456	313	4,621
0	0	0	Taxes & Licenses	10,261	6,300	<3,961>	0	870
0	0	0	Professional Services	600	0	<600>	0	600
<0>	0	0	Temp Agency Service	9,553	0	<9,553>	15.047	144 224
20,119 291,659	21,018 300,269	899 8,610	Commission Expense TOTAL OTHER CONTROL.	274,557 2,950,758	259,591 3,000,415	<14,966> 49,657	15,967 290,343	144,236 2,640,924
746,514	745,378	<1,136>	TOTAL OTHER CONTROL.	7,413,838	7,398,122	49,657 <15,716>	732,363	6,877,592
740,514	773,370	< 1,130>	GROSS CONTRIBUTION TO	,,415,030	. 1070,122	×13,710>	102,000	5,011,312
290,877	254,648	36,229	SVCS AND ENTERPRISES	1,925,004	1,664,309	260,695	241,127	1,496,661
			Less: Allocated Exp					
30,463	27,639		Allocated ExpHR	289,383	282,325	<7,058>	26,354	265,607
69,471	61,081		Allocated Exp. Fin	508,023	493,922	<14,101>	60,432	457,809
27,667	24,759		Allocated ExpIS	210,271	204,421	<5,850>	27,955	195,982
14,195 42,679	12,237 35,715		Allocated Exp. Mktg Allocated Exp Othr SA	111,078 316,387	105,998	<5,080>	13,643	105,431
42,679 58,047	35,715 68,254		Maintenance	316,387 572,249	302,908 665,176	<13,479> 92,927	42,806 57,009	302,903 554,647
33,843	27,069	<6,774>		273,979	264,106	<9,927 <9,873>	35,599	238,296
99,038	106,614	7,576	Depreciation	1,001,409	1,066,140	64,731	100,242	822,605
375,403	363,368		TOTAL ALLOCATED EXP	3,282,779	3,384,996	102,217	364,040	2,943,280
,	/	,,		, , ,,,,,	, ,	. ,=	,	, , , , , , , ,
<84,526>	<108,720>	24,194	NET INCOME (LOSS)	<1,357,776>	<1,720,687>	362,912	<122,914>	<1,446,619>
385,322	389,947		TOTAL CUSTOMER COUNT	3,496,365	3,496,218	147	386,439	3,249,415
127,152	127,466		3RD PARTY CUST COUNT	1,173,557	1,164,862	8,695	126,058	990,563
258,170	262,481	<4,311>	ASUCLA CUSTOMER COUNT	2,322,808	2,331,356	<8,548>	260,381	2,258,852
			TOTAL AVERAGE OFFICE					
4.98	4.95	0.03	TOTAL AVERAGE CHECK	5.04	4.96	0.08	4.78	4.73
6.15	6.03	0.12	3RD PARTY AVG CHECK	6.21	6.04	0.18	6.07	6.02
4.40	4.42	<0.02>	ASUCLA AVERAGE CHECK	4.44	4.42	0.02	4.15	4.17
30,956	30,153	~8U3~	EMPLOYEE HOURS	295,890	295,271	<619>	30,007	285,553
41.67	41.31		SALES/LABOR HOUR	38.40	37.85	0.55	39.82	36.30
		0.00			07.00	0.00	07.02	00.00

### SERVICES DIVISION INCOME STATEMENT

MAY	10(04/28/13-05/2	25/13)	1	F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
	CURRENT MONTH		1		MO(07/29/12-05		LAST YEA	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
							-	
16,541	22,454	<5,913>	PHOTOGRAPHY	154,407	163,576	<9,169>	20,174	145,784
16,541	22,454	<5,913>	TOTAL SALES	154,407	163,576	<9,169>	20,174	145,784
197	721	524	Less: Cost of Sales	5,988	4,539	<1,449>	173	4,244
16,344	21,733	<5,389>	GROSS MARGIN	148,418	159,037	<10,619>	20,001	141,539
98.8	96.8	2.0	GROSS MARGIN %	96.1	97.2	<1.1>	99.1	97.1
98.8	96.8	2.0	PHOTOGRAPHY	96.1	97.2	<1.1>	99.1	97.1
63,247	70,000	<6.754×	TRADEMARKS AND LICENSING	1,880,515	2,034,525	<154,010>	103,660	1.745.092
88,597	86,215	2,382	LEASED OPS	880,071	853,729	26,342	82,735	810,095
151,843	156,215	<4,372>	OTHER INCOME	2,760,586	2,888,254	<127,668>	186,394	2,555,187
168,187	177,948	<9,761>	GROSS MARGIN/OTHER	2,909,004	3,047,291	<138,287>	206,395	2,696,726
·		·	Less: Controllable Exp			·	·	
20 E 47	24 220	2 772	·	211 042	329,236	17,394	21.010	210.002
30,547 452	34,320 0	3,773 <452>	Career Wages Limited Appointment	311,842 1,281	329,236	<1,281>	31,018 0	310,003 0
924	1,938	1,014	Student Wages	7,518	18,128	10,610	779	8,116
31,923	36,258	4,335	TOTAL WAGES	320,641	347,364	26,723	31,797	318,119
193.0	161.5	<31.5>	WAGE % TO SALES	207.7	212.4	4.7	157.6	218.2
170.0	101.0	(01.0)	WHOE 70 TO SHEES	207.7	212.1	17	107.0	210.2
14,540	16,472	1,932	Employee Benefits	144,101	160,093	15,992	14,315	135,966
896	700	<196>	Office Supplies	8,739	8,714	<25>	280	8,346
706	735	29	Telephone	6,711	7,294	583	723	7,198
84	105	21	Postage	898	1,050	152	31	1,937
546	0	<546>	Trav/Trips/Conference	12,302	15,500	3,198	0	14,668
0	0	0	Enforcement	8,000	8,000	0	0	<2,010>
0	0	0	Advertising	0	250	250	0	0
392	4,400	4,008	Business Promotion	20,521	44,600	24,079	6	17,883
23	214	191	Repairs & Maintenance	4,967	1,571	<3,396>	781	2,538
2,083	3,083	1,000	Professional Services	24,055	26,755	2,700	2,083	24,005
770	1,150	380	Legal	3,070	11,500	8,430	0	8,300
7,568	4,150	<3,418>	Trademark	37,674	41,500	3,826	6,604	41,996
0	7 000	0	Intern'l Agnt Fee/Tax	183,215	212,661	29,446	0 (72	102,338
6,325 0	7,000 0	675 0	Domestic Agency Fee Misc. Bank Charges	127,554 128	132,000 0	4,446 <128>	9,673 0	124,804 208
21,064	22,209	1,145	Payment to UCLA	492,315	497,535	5,220	39,287	482,556
54,997	60,218	5,221	TOTAL OTHER CONTROL.	1.074.249	1,169,023	94,774	73.784	970,731
86,920	96,476	9,556	TOTAL CONTROLLABLE EXP	1,394,890	1,516,387	121,497	105,581	1,288,851
		,	GROSS CONTRIBUTION TO	, , , , , , , , , , , , , , , , , , , ,	, , , , , , , , , , , , , , , , , , , ,	,		
81,267	81,472	<205>	SVCS AND ENTERPRISES	1,514,114	1,530,904	<16,790>	100,814	1,407,876
			Less: Allocated Exp					
2,138	2,251	113	Allocated ExpHR	20,784	22,352	1,568	1,896	19,947
7,583	7,438	<145>	Allocated Exp. Fin	102,530	107,657	5,127	8,728	96,555
3,111	3,110	<1>	Allocated ExpIS	43,976	46,150	2,174	4,169	42,950
1,596	1,537		Allocated Exp. Mktg	23,412	24,279	867	2,035	22,989
4,799	4,486		Allocated Exp Othr SA	66,092	68,200	2,108	6,384	66,081
12,214	12,686	472	Maintenance	120,412	123,628	3,216	11,996	116,708
7,121	5,029	<2,092>		57,650	49,071	<8,579>	7,491	50,142
6,039	5,695		Depreciation	58,770	56,950	<1,820>	5,849	54,172
44,601	42,232	<2,369>	TOTAL ALLOCATED EXP	493,626	498,287	4,660	48,548	469,544
36,666	39,240	<2,574>	NET INCOME (LOSS)	1,020,488	1,032,617	<12,129>	52,266	938,331

### UCLA STUDENT UNION INCOME STATEMENT

MAY. 10(04/28/13-05/25/13)		]	FISCAL YEAR 12-13			FISCAL YEAR 11-12		
C	URRENT MONTH	ł		YTD 10 MO(07/29/12-05/25/13)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
00.000	40.000	44.000	EVENT OF DUIDEO OF FLOR	000 444	0.40.000	40,400	00.700	070 740
32,300	18,300	14,000	EVENT SERVICES OFFICE	390,414	349,992	40,422	20,739	373,710
2,078	2,552		RECREATION & GAMES	22,832	25,691	<2,859>	2,432	21,265 535,875
53,410 87,788	59,299 80,151	<5,889> 7,637	AU POST OFFICE TOTAL SALES	562,030 975,276	532,563 908,246	29,467 67,030	52,630 75,801	930,851
07,700	00,131	7,037	TOTAL SALES	773,270	700,240	07,030	73,001	730,031
51,855	57,991	6,136	AU Post Office Cost	551,871	520,844	<31,027>	52,895	527,117
9,665	5,138		Facilities Costs	85,151	87,063	1,912	6,238	95,081
0	75	75	Cost of Sales GM RM	618	650	32	0	594
61,520	63,204	1,684	Less: Cost of Sales	637,640	608,557	<29,083>	59,133	622,792
70.1	78.9	8.8	COST OF SALES %	65.4	67.0	1.6	78.0	66.9
26,268	16,947	9,321	GROSS MARGIN	337,636	299,689	37,947	16,668	308,059
29.9	21.1	8.8	GROSS MARGIN %	34.6	33.0	1.6	22.0	33.1
70.4	71.0	1.0	EVENT CERVICES OFFICE	70.0	75.4	2.4		74.4
70.1 100.0	71.9 97.1	<1.8>	EVENT SERVICES OFFICE RECREATION & GAMES	78.2 97.3	75.1 97.5	3.1 <0.2>	69.9 100.0	74.6 97.2
2.9	2.2	0.7	AU POST OFFICE	97.3 1.8	2.2	<0.2> <0.4>	<0.5>	1.6
2.9	2.2	0.7	AU POST OFFICE	1.0	2.2	<0.4>	<0.5>	1.0
33,118	33,054	64	STUDENT UNION OPS	191,747	177,231	14,516	25,070	175,468
2,176	1,959	217	RECREATION & GAMES	19,257	19,592	<335>	2,081	24,004
8,324	10,439		AU POST OFFICE	99,716	93,753	5,963	9,286	93,800
43,618	45,452	<1,834>	OTHER INCOME	310,719	290,576	20,143	36,437	293,272
69,886	62,399	7,487	GROSS MARGIN/OTHER	648,355	590,265	58,090	53,105	601,331
								<u></u>
			Less: Controllable Exp					
28,249	30,648	2,399	Career Wages	296,241	303,808	7,567	29,756	291,447
20,126	21,468	1,342 3,741	Student Wages TOTAL WAGES	198,188	209,329	11,141 18,708	26,468	217,486
48,375 55.1	52,116 65.0	3,741 9.9	WAGE % TO SALES	494,429 50.7	513,137 56.5	5.8	56,224 74.2	508,934 54.7
33.1	03.0	7.7	WAGE 70 TO SALES	30.7	30.5	3.0	77.2	54.7
14,175	15,964	1,789	Employee Benefits	146,056	157,150	11,094	14,881	137,673
1,238	541	•	Office Supplies	12,435	7,665	<4,770>	2,002	9,434
3,664	3,446	<218>	Telephone	33,204	33,645	441	3,743	34,140
<0>	0	0	Trav/Trips/Conference	1,843	2,250	407	0	1,924
0	0	0	24 Hour Study Lounge	5,444	4,562	<882>	0	4,582
64	0	<64>	Student Comm Art	5,810	5,495	<315>	<0>	6,401
0	0	0	Training Programs	3,896	5,258	1,362	0	5,334
928	169		Annual ASUCLA Events	23,617	18,995	<4,622>	580	22,197
28,430 0	19,530 0	<8,900> 0	Student Event Exp Student Union Prog	131,130 0	92,912 0	<38,218> 0	18,130 0	119,180 200
0	340	340	Operating Supplies	3,166	3,215	49	366	5,571
0	30	30	Tournament Prizes	20	1,020	1,000	0	105
0	30	30	Replacements	608	537	<71>	0	880
0	0	0	Uniforms	563	600	37	0	1,267
0	20	20	Advertising	828	1,709	881	0	2,448
548	601	53	Business Promotion	4,838	5,980	1,142	465	8,214
2,264	575		Repairs & Maintenance	25,866	10,070	<15,796>	640	13,059
1,466	1,083		Repairs & Mtce-Equip	14,658	10,830	<3,828>	1,310	12,293
1,551	1,518		Bank Card Expense	14,147	13,530	<617>	1,540	13,490
0	36	36	Overs/Shorts	153	322	170	<3>	<30>
1,317 0	1,175 0	<142>	Commission Expense Student Support Svcs	12,262 2,769	11,754 2,637	<508> <132>	1,336 0	15,116 2,638
15,417	15,417	0	Interaction Fund	2,769 154,167	2,637 154,170	< 132>	15,417	2,638 154,167
15,373	24,000	8,627	Waiver Pool	116,473	126,500	3 10,027	12,067	113,685
86,436	84,475		TOTAL OTHER CONTROL.	713,953	670,806	<43,147>	72,475	683,969
134,811	136,591	1,780	TOTAL CONTROLLABLE EXP	1,208,383	1,183,943	<24,440>	128,698	1,192,902
			GROSS CONTRIBUTION TO					
<64,925>	<74,192>	9,267	SVCS AND ENTERPRISES	<560,027>	<593,678>	33,651	<75,593>	<591,571>
			Less: Allocated Exp					
	]							
3,241	3,236		Allocated ExpHR	32,015	32,951	936	3,352	31,863
5,917 2,428	5,228 2,186		Allocated Exp. Fin Allocated ExpIS	48,150 20,562	44,620 19,057	<3,530> <1,505>	4,742 2,265	45,601 20,104
2,426 1,246	1,080		Allocated Exp. Mktg	10,862	9,936	<1,505> <926>	2,265 1,105	10,854
3,745	3,154		Allocated Exp Othr SA	30,793	28,285	<2,508>	3,469	31,166
36,287	37,676	1,389	Maintenance	357,728	367,184	9,456	35,638	346,724
21,156	14,945	<6,211>		171,271	145,817	<25,454>	22,254	148,966
16,907	18,125		Depreciation	173,750	181,250	7,500	16,730	175,730
90,927	85,630		TOTAL ALLOCATED EXP	845,131	829,100	<16,030>	89,555	811,008
<155,852>	<159,822>	3,970	NET INCOME (LOSS)	<1,405,158>	<1,422,778>	17,620	<165,149>	<1,402,579>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

				I F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
CL	MAY. 10(04/28/13-05/25/13) CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
308,983	295,529	<13,454>	Career Wages	2,917,338	2,953,267	35,929	290,589	2,923,081
960	300	<660>	Limited Appointment	2,217	3,000	783	918	3,529
31,474	35,691	4,217	Student Wages	295,345	335,581	40,236	36,506	319,943
341,416	331,520	<9,896>	TOTAL WAGES	3,214,900	3,291,848	76,948	328,014	3,246,553
7.0	6.2	< 8.0>	WAGE % TO TOTAL SALES	5.5	5.4	<0.1>	6.9	5.6
0	1,000	1,000	Emp Awards, Profess.	9,770	10,000	230	0	11,667
3,000	833	<2,167>	Emp Awards, Students	7,000	8,330	1,330	3,300	4,161
134,701	139,248		Employee Benefits	1,283,447	1,368,714	85,267	125,366	1,201,001
12,292	7,572		Office Supplies	87,745	78,581	<9,164>	8,560	75,008
9,319	10,032	713	Telephone	90,148	98,660	8,512	10,301	95,386
1,083 272	1,103 2,196	20 1,924	Postage Trav/Trips/Conference	9,598 15,510	11,081 20,762	1,483 5,252	987 410	9,203 25,525
0	40	40	Expense Allowance	15,510	400	400	0	25,525
2,778	390		Employee Relations	19,801	18,034	<1,767>	2,125	15,887
0	52	52	Tuition Assistance	0	208	208	0	0
0	855	855	Fingerprinting	4,463	8,550	4,087	226	967
255	295	40	Recruitment	2,680	4,000	1,320	864	2,124
30	620	590	Operating Supplies	2,005	5,480	3,475	60	4,127
0	0	0	Freight Out	14	0	<14>	0	0
307	337	30	Uniforms	2,702	3,370	668	246	3,115
<182>	<1,500>		Security Expense	<6,377>	<15,000>	<8,623>	<1,631>	<28,382>
297	50		Security Equipment	1,948	500	<1,448>	1,191	2,087
3,001 <342>	2,482 100		Alarm Monitoring Advertising	26,211 7,976	24,820 15,300	<1,391> 7,324	2,658 1,200	24,547 16,259
2,572	1,906		Benefits U Adv	21,724	18,916	<2,808>	1,200 850	17,416
4,077	7,147		Repairs & Maintenance	49,320	59,862	10,542	4,439	44,481
9,900	10,244		Repairs & Mtce-Equip	99,023	102,440	3,417	17,993	107,627
44	18		Printing	823	250	<573>	0	437
11,023	11,023		Bruin One Card Exp	95,748	97,248	1,500	10,702	95,872
<10>	80	90	Overs/Shorts	66	800	734	<11>	<32>
20,440	21,000	560	Insurance Expense	204,400	210,000	5,600	18,338	183,380
5,879	4,477		Professional Services	33,169	37,750	4,581	2,602	27,894
773	796	23	Legal	8,276	7,822	<454>	814	8,139
10,123	10,123	0	External Audit	101,228	101,611	383	9,828	98,649
1,285 9,167	0 9,442	<1,285> 275	Temp Agency Service Internal Audit	8,481 91,667	3,868 94,844	<4,613> 3,177	487 9,167	5,797 92,079
5,700	5,700	0	Tax Consulting	12,025	12,000	3,177 <25>	3,700	92,079
10,773	10,300		Board of Directors	109,441	103,000	<6,441>	19,641	110,816
3,109	200		Special Projects	16,683	12,000	<4,683>	0	10,000
3,750	5,665		Misc. Bank Charges	33,710	46,772	13,062	4,000	35,319
2,926	3,255	329	Armored Carrier Expense	29,995	31,775	1,780	<378>	34,275
7,417	7,640		UCOP Payroll Services	74,168	76,400	2,232	7,417	74,167
15,498	15,929		UCLA Recharge Expense	154,980	159,290	4,310	15,498	154,580
1,540	500		Special Events	22,031	21,700	<331>	2,156	22,728
292,796	291,150		TOTAL CONTROLLARIE EVE	2,731,598	2,860,138	128,540	283,105	2,596,006
634,212	622,670	<11,542>	TOTAL CONTROLLABLE EXP	5,946,498	6,151,986	205,488	611,119	5,842,559
			Less: Allocated Exp					
14,823	15,395	572	Maintenance	146,130	150,035	3,905	14,558	141,635
8,642	6,108	<2,534>		69,964	59,591	<10,373>	9,091	60,852
14,794	17,273	2,480	Depreciation	149,118	172,730	23,612	13,635	159,994
38,259	38,776	518	TOTAL ALLOCATED EXP	365,212	382,356	17,144	37,284	362,481
672,471	661,446	<11,025>	NET EXPENSE	6,311,709	6,534,342	222,633	648,403	6,205,040
<564,137>	<566,794>	<2.657>	Allocated-Svs and Ent	<5,379,488>	<5,603,956>	<224,468>	<552,211>	<5,273,150>
<26,044>	<26,044>		Allocated-USAC	<258,069>	<258,069>	0	<24,983>	<246,580>
<3,831>	<3,831>	0	Allocated-GSA	<35,573>	<35,573>	0	<3,872>	<35,971>
<78,459>	<64,777>	13,682	Allocated-Comm Board	<638,579>	<636,744>	1,835	<67,337>	<649,339>
<672,471>	<661,446>	11,025	TOTAL OTHER	<6,311,709>	<6,534,342>	<222,633>	<648,403>	<6,205,040>
<0>	0	0	TOTAL EXPENSE	0	0	<0>	0	<0>

### MAINTENANCE DIVISION EXPENSE STATEMENT

MAY. 10(04/28/13-05/25/13)		]	F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12	
CURRENT MONTH			YTD 10 MO(07/29/12-05/25/13)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
HOTORE	DODGET	VAICIANCE		ACTORE	DODGET	VARIANCE	WONTH	110
92,466	101,796	9,330	Career Wages	931,508	984,254	52,746	97,998	933,906
4,048	0	•	Limited Appointment	37,560	0	<37,560>	110	10,895
0	0	0	Student Wages	<799>	0	799	0	0
<200>	0	200	Labor Recharge	<1,690>	0	1,690	<2.425>	<12.617>
<4,152>	<4,219>		Billed Labor Costs	<40,583>	<41,591>	<1,008>	<4,646>	<45,669>
<1,640>	<3,000>	<1,360>	Capitalized Wages	<48,123>	<30,000>	18,123	0	<42,603>
90,522	94,577	4,055	TOTAL WAGES	877,873	912,663	34,790	91,038	843,913
70,522	74,577	4,033	TOTAL WAGES	077,073	712,003	34,770	71,030	043,713
50.468	63.853	13.385	Employee Benefits	527,857	616,256	88.399	55,235	526.705
161	140	-,	Office Supplies	2,250	1,850	<400>	180	1,994
841	850	9	Telephone	6,683	8,766	2.083	787	8.109
0	180	180	Trav/Trips/Conference	431	1,800	1,369	35	1,895
<0>	0	0	Training Programs	4,543	0	<4,543>	0	0 1,075
5,844	4,544	<1,300>	3 3	46,592	43,784	<2,808>	4,692	45,305
4,767	4,031		Cleaning Supplies	46,029	42,488	<3,541>	3,317	47,371
1,216	1,069		Replacements	12,797	9,733	<3,064>	1,144	12,604
375	787	412	Laundry	6,164	8,983	2,819	573	7,088
12,857	13,725	868	Repairs & Maintenance	152,203	138,750	<13,453>	12,499	154,710
2,785	2,925	140	Repairs & Mtce-Elevator	30,035	29,250	<785>	2,798	28,843
179	200	21	Repairs & Mtce-Equip	956	800	<156>	2,770	947
225	275	50	Painting Program	1,744	2,750	1,006	270	2,745
0	225	225	Incidental Proj Exp	277	2,250	1,973	382	1,613
4,739	2,450		Air Conditioning-Maint	34,796	25,000	<9,796>	2,158	24,054
8,635	7,646	,	Rub Remvl/Hauling	78,590	74,193	<4,397>	8,473	72,493
3,841	3,219		Rodent & Pest Control	35,795	32,190	<3,605>	3,242	29,960
497	480		Rentals-Truck	6,146	6,000	<146>	388	6,977
97,431	106,599	9,168	TOTAL OTHER CONTROL.	993,889	1,044,843	50,954	96,173	973,413
187,953	201,176	13,223	TOTAL CONTROLLABLE EXP	1,871,763	1,957,506	85,743	187,210	1,817,326
107,700	201,170	10,220	TOTAL GOTT MOLEABLE EXT	1,071,700	1,707,000	00,710	107,210	1,017,020
			Less: Allocated Exp					
18,042	19,665	1,623	Depreciation	160,182	196,650	36,468	15,252	154,700
18,042	19,665	1,623	TOTAL ALLOCATED EXP	160,182	196,650	36,468	15,252	154,700
205,995	220,841	14,846	NET EXPENSE	2,031,944	2,154,156	122,212	202,463	1,972,026
		·					•	
<175,407>	<190,132>	<14,725>	Allocated-Svs and Ent	<1,729,219>	<1,852,940>	<123,721>	<172,271>	<1,676,028>
<6,057>	<6,057>	0	Allocated-USAC	<60,577>	<60,577>	0	<6,059>	<60,585>
<2,296>	<2,296>	0	Allocated-GSA	<22,953>	<22,953>	0	<2,296>	<22,960>
<7,412>	<6,961>	451	Allocated-Comm Board	<73,065>	<67,650>	5,415	<7,279>	<70,818>
<14,823>	<15,395>	<572>	Allocated-A & SS	<146,130>	<150,035>	<3,905>	<14,558>	<141,635>
<205,995>	<220,841>	<14,846>	TOTAL OTHER	<2,031,944>	<2,154,155>	<122,211>	<202,463>	<1,972,026>
<0>	0	0	TOTAL EXPENSE	0	1	1	<0>	0

### UTILITIES EXPENSE STATEMENT

MAY.	10(04/28/13-05/		
(	CURRENT MONTH		
ACTUAL	ACTUAL BUDGET		
19,596	14,946	<4,650>	Chiller Water
73,596	54,838	<18,758>	Elec-Non Air Cond.
12,987	7,225	<5,762>	Water-Non Air Cond.
9,296	8,134	<1,162>	Steam-Non Air Cond.
3,396	3,063	<333>	Gas
118,871	88,206	<30,665>	TOTAL OTHER CONTROL.
118,871	88,206	<30,665>	TOTAL CONTROLLABLE EXP
<102,266>	<75,404>	26,862	Allocated-Svs and Ent
<2,641>	<2,641>	0	Allocated-USAC
<1,001>	<1,001>	0	Allocated-GSA
<4,321>	<3,053>	1,268	Allocated-Comm Board
<8,642>	<6,108>	2,534	Allocated-A & SS
<118,871>	<88,207>	30,664	TOTAL OTHER
0	<1>	<1>	TOTAL EXPENSE

F	ISCAL YEAR 12-1	FISCAL YEAR 11-12			
YTD 10	MO(07/29/12-05	/25/13)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
159,226	131,728	<27,498>	11,241	108,887	
636,668	549,603	<87,065>	69,050	557,994	
94,640	69,099	<25,541>	26,506	83,014	
55,857	80,696	24,839	9,513	71,271	
22,887	30,373	7,486	8,521	26,433	
969,278	861,499	<107,779>	124,831	847,599	
969,278	861,499	<107,779>	124,831	847,599	
<827,905>	<735,698>	92,207	<107,573>	<720,081>	
<26,418>	<26,418>	0	<2,627>	<26,279>	
<10,010>	<10,010>	0	< 995 >	<9,960>	
<34,982>	<29,783>	5,199	<4,545>	<30,427>	
<69,963>	<59,591>	10,372	<9,091>	<60,852>	
<969,278>	<861,500>	107,778	<124,831>	<847,599>	
0	<1>	<1>	0	0	