# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/25/14 - 06/28/14)

Prepared

July 15, 2014

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

#### **TABLE OF CONTENTS**

Income and Loss Summary Statement – Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

**Balance Sheet** 

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

**UCLA Store Operations Operating Summary Statement** 

**UCLA Restaurants Operating Summary Statement** 

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

**Utilities Operating Summary Statement** 

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

		Jl	JNE (05/25/	14 - 06/28/14	1)			FY 1:	2-13	FISCAL YEAR 2013-2014			FY 12-13							
			CURREN	T MONTH				*1	*	1			YTD 11	MONTHS (	07/28/13 - 06	5/28/14)			**	
ACTU	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										
3,958		4,126		(168)	(4.1%)	35	0.9%	3,923		UCLA Store	43,202		46,168		(2,966)	(6.4%)	(2,170)	(4.8%)	45,372	
1,273		1,286		(13)	(1.0%)	(21)	(1.6%)	1,294		UCLA Restaurants	14,450		14,574		(124)	(0.9%)	(115)	(0.8%)	14,565	
230		205		25	12.2%	30	15.0%	200		Services Division	3,221		3,399		(178)	(5.2%)	106	3.4%	3,115	
154		134		20	14.9%	6	4.1%	148		UCLA Student Union	1,408		1,334		74	5.5%	(26)	(1.8%)	1,434	
5,615		5,751		(136)	(2.4%)	50	0.9%	5,565		TOTAL	62,281		65,475		(3,194)	(4.9%)	(2,205)	(3.4%)	64,486	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,418	35.8%	1,385	33.6%	33	2.2	45	0.8	1,373	35.0%	UCLA Store	13,855	32.1%	14,717	31.9%	(862)	0.2	(329)	0.8	14,184	31.3%
895	70.3%	912	70.9%	(17)	(0.6)	(6)	0.7	901	69.6%	UCLA Restaurants	10,187	70.5%	10,327	70.9%	(140)	(0.4)	(53)	0.2	10,240	70.3%
229	99.6%	204	99.5%	25	0.1	29	(0.4)	200	100.0%	Services Division	3,218	99.9%	3,393	99.8%	(175)	0.1	109	0.1	3,109	99.8%
85	55.2%	65	48.5%	20	6.7	13	6.6	72	48.6%	UCLA Student Union	715	50.8%	648	48.6%	67	2.2	(5)	0.6	720	50.2%
2,627	46.8%	2,566	44.6%	61	2.2	81	1.0	2,546	45.8%	TOTAL	27,975	44.9%	29,085	44.4%	(1,110)	0.5	(278)	1.1	28,253	43.8%
										WAGES & BENEFITS										
541	13.7%	596	14.4%	55	0.7	8	0.3	549	14.0%	UCLA Store	5,822	13.5%	6,145	13.3%	323	(0.2)	(9)	(0.7)	5,813	12.8%
615	48.3%	690	53.7%	75	5.4	16	0.5	631	48.8%	UCLA Restaurants	6,595	45.6%	6,891	47.3%	296	1.7	(36)	(0.6)	6,559	45.0%
47	20.4%	49	23.9%	2	3.5	(1)	2.6	46	23.0%	Services Division	540	16.8%	542	15.9%	2	(0.9)	(29)	(0.4)	511	16.4%
66	42.9%	68	50.7%	2	7.8	0	1.7	66	44.6%	UCLA Student Union	701	49.8%	726	54.4%	25	4.6	5	(0.6)	706	49.2%
1,269	22.6%	1,403	24.4%	134	1.8	23	0.6	1,292	23.2%	TOTAL	13,658	21.9%	14,304	21.8%	646	(0.1)	(69)	(0.8)	13,589	21.1%
										OTHER CONTROLLABLES *										
149	3.8%	149	3.6%	0	(0.2)	6	0.2	155	4.0%	UCLA Store	2,117	4.9%	2,057	4.5%	(60)	(0.4)	(28)	(0.3)	2,089	4.6%
133	10.4%	123	9.6%	(10)	(0.8)	17	1.2	150	11.6%	UCLA Restaurants	1,582	10.9%	1,531	10.5%	(51)	(0.4)	55	0.3	1,637	11.2%
65	28.3%	66	32.2%	` 1 <sup>'</sup>	3.9	(13)	(2.3)	52	26.0%	Services Division	1,060	32.9%	1,187	34.9%	127	2.0	(78)	(1.4)	982	31.5%
73	47.4%	58	43.3%	(15)	(4.1)	(24)	(14.3)	49	33.1%	UCLA Student Union	566	40.2%	575	43.1%	9	2.9	51	2.8	617	43.0%
420	7.5%	396	6.9%	(24)	(0.6)	(14)	(0.2)	406	7.3%	TOTAL	5,325	8.5%	5,350	8.2%	25	(0.3)	0	(0.2)	5,325	8.3%
										CONTRIBUTION										
729	18.4%	641	15.5%	88	2.9	60	1.3	669	17.1%	UCLA Store	5,916	13.7%	6,515	14.1%	(599)	(0.4)	(365)	(0.1)	6,281	13.8%
146	11.5%	99	7.7%	47	3.8	27	2.3	119	9.2%	UCLA Restaurants	2,009	13.9%	1,904	13.1%	105	0.8	(35)	(0.1)	2,044	14.0%
118	51.3%	89	43.4%	29	7.9	16	0.3	102	51.0%	Services Division	1,618	50.2%	1,665	49.0%	(47)	1.2	2	(1.7)	1,616	51.9%
(54)	(35.1%)	(61)	(45.5%)	7	10.4	(11)	(6.0)	(43)	(29.1%)	UCLA Student Union	(552)	(39.2%)	(653)	(49.0%)	101	9.8	51	2.9	(603)	(42.1%)
939	16.7%	768	13.4%	171	3.3	92	1.5	847	15.2%	TOTAL	8,991	14.4%	9,431	14.4%	(440)	0.0	(347)	(0.1)	9,338	14.5%
										ALLOCATED EXPENSES										
510	9.1%	545	9.5%	35	0.4	5	0.2	515	9.3%	Admin&Support Services	5,728	9.2%	5,931	9.1%	203	(0.1)	(199)	(0.6)	5,529	8.6%
210	3.7%	186	3.2%	(24)	(0.5)	(39)	(0.6)	171	3.1%	Maintenance Division	2,055	3.3%	2,057	3.1%	2	(0.2)	(168)	(0.4)	1,887	2.9%
114	2.0%	92	1.6%	(22)	(0.4)	(4)	0.0	110	2.0%	Utilities	1,120	1.8%	1,028	1.6%	(92)	(0.2)	(112)	(0.2)	1,008	1.6%
220	3.9%	233	4.1%	13	0.2	(2)	0.0	218	3.9%	Depreciation	2,400	3.9%	2,563	3.9%	163	0.0	43	(0.1)	2,443	3.8%
1,054	18.8%	1,056	18.4%	2	(0.4)	(40)	(0.6)	1,014	18.2%	TOTAL	11,303	18.1%	11,579	17.7%	276	(0.4)	(436)	(1.2)	10,867	16.9%
										NET INCOME (LOSS)										
(115)	(2.0%)	(288)	(5.0%)	173	3.0	52	1.0	(167)	(3.0%)	FROM OPERATIONS	(2,312)	(3.7%)	(2,148)	(3.3%)	(164)	(0.4)	(783)	(1.3)	(1,529)	(2.4%)
										OTHER INC/(EXP)										
58	1.0%	0	0.0%	58	1.0	(306)	(5.5)	364		Non-Recurrent Inc/(Exp)	210	0.3%	0	0.0%	210	0.3	(197)	(0.3)	407	0.6%
13	0.2%	14	0.2%	(1)	0.0	0	0.0	13	0.2%	Interest Income	166	0.3%	186	0.3%	(20)	0.0	(29)	0.0	195	0.3%
(47)	(0.8%)	(46)	(0.8%)	(1)	0.0	(12)	(0.2)	(35)	(0.6%)	Interest (Expense)	(515)	(0.8%)	(511)	(0.8%)	(4)	0.0	55	0.1	(570)	(0.9%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
226	4.0%	211	3.7%	15	0.3	24	0.4	202	3.6%	Student Union Fee Income	2,338	3.8%	2,323	3.5%	15	0.3	111	0.3	2,227	3.5%
250	4.5%	179	3.1%	71	1.4	(294)	(5.3)	544	9.8%	TOTAL	2,199	3.5%	1,998	3.1%	201	0.4	(60)	0.0	2,259	3.5%
135	2.4%	(109)	(1.9%)	244	4.3	(242)	(4.4)	377	6.8%	NET INCOME (LOSS)	(113)	(0.2%)	(150)	(0.2%)	37	0.0	(843)	(1.3)	730	1.1%
* Without Be	enefits									<u> </u>										

Without Benefits

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

ACTUAL BUDGET VARIANCE  N. S.			Jl	JNE (05/25/	14 - 06/28/14	1)			FY 1:	2-13	FISCAL YEAR 2013-2014				FY 1:	2-13					
S   N				CURREN	T MONTH				*	*				YTD 11	MONTHS (	7/28/13 - 06	6/28/14)			**	*
S	ACT	JAL	BUD	GET					LAST YE	AR ACT		ACT	JAL	BUD	GET			_		LAST YEAR ACT	
3.958		.,								.,			.,								
1.288	\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
1,273   1,286   (1/3) (1.0%) (21) (1.6%) (21) (1.6%) (21) (1.6%) (22) (1.6%) (22) (22%) 25 (25) (22%) 25 (25) (22%) 25																					
220	- ,					, ,															
1.54						, ,		` ,								, ,	, ,	, ,	` ,		
5,615   5,751   1,30   1,24   5,0   1,0																, ,					
Fig.																		,	_ ,		
1416   36.8%   13.85   33.6%   33   32   2   45   0.8   1.373   3.0%   UCLA Store   13.855   32.1%   14.717   31.9%   (862)   0.2   (329)   0.5   14.186   30.9%   22   99.5%   29   99.5%   29   99.5%   29   99.5%   29   99.5%   29   99.5%   29   0.1   29   (0.4)   200   10.00%   Services Division   3.218   99.9%   3.393   99.9%   (175)   0.1   109   0.1   3.109   (2.2.86)   3.2.8   3.2	3,013		3,731		(130)	(,	30		3,303			02,201		03,473		(3,134)	, ,,,,	(2,203)	()	04,400	
885 70 3% 912 70 9% (17) (16) (6) (6) 0.7 901 68.9% (UCA Pastaunts 10.187 70.5% 10.327 70.9% (140) (0.4) (53) 0.2 10.240 85 229 99.6% 204 99.5% 20 6.7 13 6.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 48.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 67.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 67.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 67.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 67.9% (UCA Statements 17.15 50.9% 648 64.9% 67 22 (5) 0.6 72 67.9% (UCA Statements 17.15 50.9% 64.9% 64.9% (UCA Statements 17.15 50.9% (UCA Statements 17.15 50.9% (UCA Statements 17.15 50.9% (UCA Statements 17.15 50.9% (U	4 440	25.00/	4 205	22.00/	22		45		4.070	25.00/		42.055	20.40/	4 4 7 4 7	24.00/	(000)		(220)		44404	31.3%
228   99.6%   204   99.5%   25   0.1   29   (0.4)   200   (10.0%   Services Division   3.218   99.9%   3.333   99.8%   (17.5)   0.1   (109   0.1   3.109   2.655   5.5%   56.4   46.8%   57   2.2   (5)   0.6   72.   46.8%   ULA Student Union   71.5   50.8%   618   46.8%   67   2.2   (5)   0.6   72.   46.8%   ULA Student Union   71.5   50.8%   618   46.8%   67   2.2   (5)   0.6   72.0   46.8%   ULA Student Union   71.5   50.8%   618   44.8%   (1.110   0.5   (270)   1.1   22.23   (1.10   1.2   1.1   1.2   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.1   1.2   1.3   1																, ,					70.3%
Sept						, ,															99.8%
Total Controllables								. ,													50.2%
Contribution   Fig.	2,627	46.8%	2,566	44.6%	61	2.2	81	1.0	2,546	45.8%	TOTAL	27,975	44.9%	29,085	44.4%	(1,110)	0.5	(278)	1.1	28,253	43.8%
690   17.4%   7.44   18.0%   54   0.6   14   0.5   704   17.9%   UCLA Store   7.933   18.4%   8.202   17.8%   283   (0.6)   (37)   (1.0)   7.902   (1.12   48.7%   115   56.1%   3   7.4   (14)   0.3   98   49.0%   Services Division   1.600   49.7%   17.28   50.8%   128   1.1   (107)   (1.8)   1.893   139   90.3%   126   94.0%   (1.3)   3.7   (24)   (12.6)   115   77.7%   UCLA Store   1.600   49.7%   17.28   50.8%   128   1.1   (107)   (1.8)   1.493   1.983											TOTAL CONTROLLABLES										
Table   S8.8%   813   63.2%   65   4.4   34   1.6   782   60.4%   Color   Service Restaurants   8,178   56.6%   8,422   57.7%   244   1.2   18   (0.3)   8,196   112   48.7%   115   56.1%   3   7.4   (14)   0.3   98   49.0%   Service Restaurants   1.600   49.7%   1.7.26   50.8%   128   1.1   (107)   (1.8)   1.493   1.393   126   94.0%   (1.3)   3.7   (24)   (1.2.6)   115   77.7%   OLA Student Union   1.267   90.0%   1.301   97.5%   34   7.5   56   2.3   1.323   1.3	690	17.4%	744	18.0%	54	0.6	14	0.5	704	17.9%		7,939	18.4%	8,202	17.8%	263	(0.6)	(37)	(1.0)	7,902	17.4%
1,38   30,3%   1,26   34,0%   (13)   3,7   (24)   (12,6)   115   77,7%   UCA Student Union   1,267   90,0%   1,301   97,5%   34   7,5   66   2,3   1,323   1	748	58.8%	813	63.2%	65	4.4	34	1.6	782	60.4%	UCLA Restaurants	8,178	56.6%	8,422	57.8%	244	1.2	18	(0.3)	8,196	56.3%
1,889   30.1%   1,798   31.3%   109   1.2   10   0.4   1,699   30.5%   10TAL   18,984   30.5%   19,653   30.0%   669   (0.5)   (70)   (1.2)   18,914   18,914   18,914   18,914   18,914   19,	—		-		~									, -		-					47.9%
CONTRIBUTION   T.729					. ,		. ,														92.3%
18.4%	1,689	30.1%	1,798	31.3%	109	1.2	10	0.4	1,699	30.5%	TOTAL	18,984	30.5%	19,653	30.0%	669	(0.5)	(70)	(1.2)	18,914	29.3%
146   11.5%   99   7.7%   47   3.8   27   2.3   119   9.2%   UCLA Restaurants   2.009   13.3%   1.904   13.1%   105   0.8   (3.5)   (0.1)   2.044   (1.6)   (4.5.5%)   7   10.4   (1.1)   (6.0)   (4.3)   (2.9.1%)   UCLA Student Union   (5.52)   (3.9.2%)   (6.53)   (4.9.0%)   101   9.8   51   2.9   (6.03)   (9.3.3%)   (9.3.3%)   (9.3.3%)   (9.3.3%)   (9.3.3%)   (1.4.4%)   (4.40)   0.0   (3.47)   (0.1)   9.38   (9.3.3%)   (9.3.																					
118   51.3%   89   43.4%   29   7.9   16   0.3   10.2   51.0%   Services Division   1.618   50.2%   1.665   49.0%   (47)   1.2   2   (1.7)   1.616   (600)   (30.51%)   (61)   (45.5%)   (7   1.0.4   (11)   (6.0)   (43)   (29.1%)   UCLA Student Union   (552)   (39.2%)   (653)   (49.0%)   (440)   0.0   (440)   0.0   (447)   (1.1)   9.8   51   2.9   (600)																, ,					13.8%
(54) (35.1%) (61) (45.5%) 7 10.4 (11) (6.0) (43) (29.1%) UCLA Student Union (552) (39.2%) (653) (49.0%) 101 9.8 51 2.9 (603) 939 16.7% 768 13.4% 171 3.3 92 1.5 847 15.2% TOTAL 8,991 14.4% 9,431 14.4% (440) 0.0 (347) (0.1) 9,338 14.4%									-												14.0%
939   16.7%   768   13.4%   171   3.3   92   1.5   847   15.2%   TOTAL   8,991   14.4%   9,431   14.4%   (440)   0.0   (347)   (0.1)   9,338						-										` '			` ,		51.9% (42.1%)
ALLOCATED EXPENSES   14.0%   570   13.8%   14   (0.2)   (10)   (0.1)   546   13.9%   UCLA Store   5.961   13.8%   6.108   13.2%   147   (0.6)   (182)   (1.1)   5.779   351   27.6%   345   26.8%   6.0   (0.8)   (15)   (1.6)   336   26.0%   UCLA Restaurants   3.790   26.2%   3.825   26.2%   35   0.0   (172)   (1.4)   3.618   3.97   3.0   3.0   (1.1)   5.779   3.0   (1.1)   5.0   (1.1)   5.779   3.0   (1.1)   5.0   (1.1)   5.779   3.0   (1.1)   5.0   (1.1)   5.779   5.0   (1.1)   5.0   (1.1)   5.779   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.779   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.779   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.0   (1.1)   5.779   5.0   (1.1)   5.0   (1	` ,	, ,	· ,	` /			` '	. ,	,			` ′	,	, ,	, ,					` ,	14.5%
556   14.0%   570   13.8%   14   (0.2)   (10)   (0.1)   546   13.9%   UCLA Store   5.961   13.8%   6.108   13.2%   147   (0.6)   (182)   (1.1)   5.779   351   27.5%   345   26.8%   (6)   (0.8)   (1.5)   (1.6)   336   26.0%   UCLA Restaurants   3.790   26.2%   3.825   26.2%   35   0.0   (172)   (1.4)   3.618   3.979   3.999	303	10.1 70	700	10.470	.,,	0.0	- J2	1.0	047	10.270	1	0,551	14.470	5,401	14.470	(440)	0.0	(0+1)	(0.1)	3,000	14.076
351	EE6	14.00/	F70	12 00/	1.1	(0.2)	(10)	(0.1)	E 4 G	12.00/		E 061	12 00/	6 100	12 20/	1.17	(0.6)	(100)	(4.4)	E 770	12.7%
50 21.7% 55 26.8% 5 5.1 (5) 0.8 45 22.5% Services Division 590 18.3% 707 20.8% 117 2.5 (52) (1.0) 538 97 63.0% 86 64.2% (11) 1.2 (10) (4.2) 87 58.8% UCLA Student Union 962 68.3% 939 70.4% (23) 2.1 (30) (3.3) 932 1,054 18.8% 1,056 18.4% 2 (0.4) (40) (0.6) 1,014 18.2% NET INCOME (LOSS) FROM OPERATIONS (205) (3.7%) (246) (4.3%) 41 0.6 12 0.2 (217) (3.9%) UCLA Store (45) (0.1%) (4.9%) (1.921) (2.9%) 140 0.0 (207) (0.5) (1.574) (68 1.2% 34 0.6% 34 0.6 10 0.2 58 1.0% Services Division (151) (2.7%) (147) (2.6%) (4) (0.1) (21) (0.4) (130) (2.3%) UCLA Store (45) (0.1%) (1.514) (2.4%) (1.592) (2.4%) 78 0.0 21 0.0 (1.535) (115) (2.0%) (288) (5.0%) 173 3.0 52 1.0 (167) (3.0%) TOTAL (2.3%) UCLA Student Union (1.514) (2.4%) (1.592) (2.4%) 78 0.0 21 0.0 (1.535) (1.592) (2.4%) 78 0.0 21 0.0 (1.535) (1.592) (2.4%) (1.592) (2.4%) 78 0.0 21 0.0 (1.535) (1.592) (2.4%) (1.592) (2.4%) 78 0.0 21 0.0 (1.535) (1.592) (2.4%) (1.592)								. ,				- ,									24.8%
97 63.0% 86 64.2% (11) 1.2 (10) (4.2) 87 58.8% UCLA Student Union 962 68.3% 939 70.4% (23) 2.1 (30) (3.3) 932 1,054 18.8% 1,056 18.4% 2 (0.4) (40) (0.6) 1,014 18.2% TOTAL 11,303 18.1% 11,579 17.7% 276 (0.4) (436) (1.2) 10,867 173 3.1% 71 1.2% 102 1.9 51 0.9 122 2.2% UCLA Store (45) (0.1%) 407 0.6% (452) (0.7) (547) (0.9) 502 (205) (3.7%) (246) (4.3%) 41 0.6 12 0.2 (217) (3.9%) UCLA Restaurants (1,781) (2.9%) (1,921) (2.9%) 140 0.0 (207) (0.5) (1,574) 68 1.2% 34 0.6% 34 0.6 10 0.2 58 1.0% (151) (2.7%) (147) (2.6%) (4) (0.1) (21) (0.4) (130) (2.3%) UCLA Store (1,514) (2.4%) (1,529) (2.4%) 78 0.0 21 0.0 (1,535) (115) (2.0%) (288) (5.0%) 173 3.0 52 1.0 (167) (3.0%) TOTAL (2,312) (3.7%) (2,148) (3.3%) (164) (0.4) (783) (1,529) (1,529) (1,574) (0.8%) (46) (0.8%) (1) 0.0 (0.0) (0.0) (0.0) (0.0% Increast Income (1,514) (2.4%) (1,592) (2.4%) 78 0.0 21 0.0 (1,535) (1,535) (1,574) (1,						` '		. ,				-,						, ,	` '		17.3%
NET INCOME (LOSS) FROM OPERATIONS  173 3.1% 71 1.2% 102 1.9 51 0.9 122 2.2% UCLA Store (45) (0.1%) 407 0.6% (452) (0.7) (547) (0.9) 502 (205) (3.7%) (246) (4.3%) 41 0.6 12 0.2 (217) (3.9%) UCLA Restaurants (1.781) (2.9%) (1.921) (2.9%) 140 0.0 (207) (0.5) (1.574) (68 1.2% 34 0.6%) 140 0.6 10 0.2 58 1.0% Services Division 1,028 1.7% 958 1.5% 70 0.2 (50) 0.0 1,078 (151) (2.7%) (147) (2.6%) (4) (0.1) (21) (0.4) (130) (2.3%) UCLA Student Union (1.514) (2.4%) 78 0.0 21 0.0 (1.539) (1.15) (2.0%) (2.8%) (5.0%) 173 3.0 52 1.0 (167) (3.0%) TOTAL (2.312) (3.7%) (2.148) (3.3%) (164) (0.4) (783) (1.3) (1.529) (1.529) (47) (0.8%) (46) (0.8%) (1) 0.0 0 0.0 13 0.2% Interest Income 166 0.3% 186 0.3% (20) 0.0 (29) 0.0 195 (47) (0.8%) (46) (0.8%) (1) 0.0 0 0.0 0 0.0 0 0.0% Income Taxes 0 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0% Income Taxes 0 0 0.0% 0 0.0% 0 0.0 0 0					-																65.0%
Trop	1,054	18.8%	1,056	18.4%	2	(0.4)	(40)	(0.6)	1,014	18.2%	TOTAL	11,303	18.1%	11,579	17.7%	276	(0.4)	(436)	(1.2)	10,867	16.9%
173											NET INCOME (LOSS)										
(205) (3.7%) (246) (4.3%) 41 0.6 12 0.2 (217) (3.9%) UCLA Restaurants (1,781) (2.9%) (1,921) (2.9%) 140 0.0 (207) (0.5) (1,574) (68 1.2% 34 0.6% 34 0.6 10 0.2 58 1.0% Services Division 1,028 1.7% 958 1.5% 70 0.2 (50) 0.0 1,078 (151) (2.7%) (147) (2.6%) (4) (0.1) (21) (0.4) (130) (2.3%) UCLA Student Union (1,514) (2.4%) (1,592) (2.4%) 78 0.0 21 0.0 (1,535) (1,535) (1,541) (2.0%) (2.8%) (1,00) (2.3%) UCLA Student Union (1,514) (2.4%) (1,592) (2.4%) 78 0.0 21 0.0 (1,535) (1,535) (1,541) (2.2%) (1,541) (2.4%) (1,592) (2.4%) 78 0.0 21 0.0 (1,535) (1,535) (1,541) (2.2%) (1,541) (2.4%) (1,592) (2.4%) 78 0.0 21 0.0 (1,535) (1,541) (2.4%											( /										
68																					0.8%
(151)         (2.7%)         (147)         (2.6%)         (4)         (0.1)         (21)         (0.4)         (130)         (2.3%)         UCLA Student Union         (1,514)         (2.4%)         (1,592)         (2.4%)         78         0.0         21         0.0         (1,535)           (115)         (2.0%)         (288)         (5.0%)         173         3.0         52         1.0         (167)         (3.0%)         TOTAL         (2,312)         (3.7%)         (2,148)         (3.3%)         (164)         (0.4)         (783)         (1.3)         (1,529)           58         1.0%         0         0.0%         58         1.0         (306)         (5.5)         364         6.5%         Non-Recurrent Inc/(Exp)         210         0.3%         0         0.0%         210         0.3         (197)         (0.3)         407           13         0.2%         14         0.2%         (1)         0.0         0         0.0         13         0.2%         Interest Inc/(Exp)         210         0.3%         10         0.3         (197)         (0.3)         407           4(47)         (0.8%)         (46)         (0.8%)         (1)         0.0         0         0.0         <	, ,	, ,	, ,	, ,						(/			, ,		, ,				` '		(2.4%)
(115) (2.0%) (288) (5.0%) 173 3.0 52 1.0 (167) (3.0%) TOTAL (2,312) (3.7%) (2,148) (3.3%) (164) (0.4) (783) (1.3) (1,529)  OTHER INC/(EXP)  58 1.0% 0 0.0% 58 1.0 (306) (5.5) 364 6.5% Non-Recurrent Inc/(Exp) 210 0.3% 0 0.0% 210 0.3 (197) (0.3) 407  13 0.2% 14 0.2% (1) 0.0 0 0.0 13 0.2% Interest Income 166 0.3% 186 0.3% (20) 0.0 (29) 0.0 195  (47) (0.8%) (46) (0.8%) (1) 0.0 (12) (0.2) (35) (0.6%) Interest (Expense) (515) (0.8%) (511) (0.8%) (4) 0.0 55 0.1 (570)  0 0.0% 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0 100 0.0 0 0.0% Income Taxes 0 0.0% 0 0.0% 0 0.0% 0 0.0																					1.7%
State   Stat	` /	. /	. ,			` /		. ,	. ,	_ ` /			, ,	( ' '							(2.4%)
58         1.0%         0         0.0%         58         1.0         (306)         (5.5)         364         6.5%         Non-Recurrent Inc/(Exp)         210         0.3%         0         0.0%         210         0.3         (197)         (0.3)         407           13         0.2%         14         0.2%         (1)         0.0         0         0.0         13         0.2%         Interest Income         166         0.3%         186         0.3%         (20)         0.0         (29)         0.0         195           (47)         (0.8%)         (46)         (0.8%)         (1)         0.0         (12)         (0.2)         (35)         (0.6%)         Interest (Expense)         (515)         (0.8%)         (511)         (0.8%)         (4)         0.0         55         0.1         (570)           0         0.0%         0         0.0%         0         0.0         0         0         0.0%         0         0.0         0 </td <td>(115)</td> <td>(2.0%)</td> <td>(288)</td> <td>(5.0%)</td> <td>173</td> <td>3.0</td> <td>52</td> <td>1.0</td> <td>(167)</td> <td>(3.0%)</td> <td>1</td> <td>(2,312)</td> <td>(3.7%)</td> <td>(2,148)</td> <td>(3.3%)</td> <td>(164)</td> <td>(0.4)</td> <td>(783)</td> <td>(1.3)</td> <td>(1,529)</td> <td>(2.4%)</td>	(115)	(2.0%)	(288)	(5.0%)	173	3.0	52	1.0	(167)	(3.0%)	1	(2,312)	(3.7%)	(2,148)	(3.3%)	(164)	(0.4)	(783)	(1.3)	(1,529)	(2.4%)
13     0.2%     14     0.2%     (1)     0.0     0     0.0     13     0.2%     Interest Income     166     0.3%     186     0.3%     (20)     0.0     (29)     0.0     195       (47)     (0.8%)     (46)     (0.8%)     (1)     0.0     (12)     (0.2)     (35)     (0.6%)     Interest (Expense)     (515)     (0.8%)     (511)     (0.8%)     (4)     0.0     55     0.1     (570)       0     0.0%     0     0.0%     0     0.0%     0     0.0%     0     0.0     0     0.0       226     4.0%     211     3.7%     15     0.3     24     0.4     202     3.6%     Student Union Fee Income     2,338     3.8%     2,323     3.5%     15     0.3     111     0.3     2,227		4.00/		0.00/			(000)	(5.5)	201	0.50	` ,	040	0.00/		0.00/	046	0.0	(40=)	(0.0)	407	0.00/
(47)     (0.8%)     (46)     (0.8%)     (1)     0.0     (12)     (0.2)     (35)     (0.6%)     Interest (Expense)     (515)     (0.8%)     (511)     (0.8%)     (4)     0.0     55     0.1     (570)       0     0.0%     0     0.0%     0     0.0     0     0.0%     0     0.0%     0     0.0     0     0.0     0       226     4.0%     211     3.7%     15     0.3     24     0.4     202     3.6%     Student Union Fee Income     2,338     3.8%     2,323     3.5%     15     0.3     111     0.3     2,227			-					. ,			, , , ,			-							0.6% 0.3%
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 0.0 226 4.0% 211 3.7% 15 0.3 24 0.4 202 3.6% Student Union Fee Income 2,338 3.8% 2,323 3.5% 15 0.3 111 0.3 2,227																					(0.9%)
226 4.0% 211 3.7% 15 0.3 24 0.4 202 3.6% Student Union Fee Income 2,338 3.8% 2,323 3.5% 15 0.3 111 0.3 2,227	, ,										` . ,										0.0%
250 4.5% 179 3.1% 71 1.4 (294) (5.3) 544 9.8% TOTAL 2,199 3.5% 1,998 3.1% 201 0.4 (60) 0.0 2,259	226		-		-				-			2,338		-		-		111		2,227	3.5%
	250	4.5%	179	3.1%	71	1.4	(294)	(5.3)	544	9.8%	TOTAL	2,199	3.5%	1,998	3.1%	201	0.4	(60)	0.0	2,259	3.5%
135 2.4% (109) (1.9%) 244 4.3 (242) (4.4) 377 6.8% NET INCOME (LOSS) (113) (0.2%) (150) (0.2%) 37 0.0 (843) (1.3) 730	135	2.4%	(109)	(1.9%)	244	4.3	(242)	(4.4)	377	6.8%	NET INCOME (LOSS)	(113)	(0.2%)	(150)	(0.2%)	37	0.0	(843)	(1.3)	730	1.1%

#### P/L Reconciliation

Financial Analysis	\$00	00's
	Jur	n-14
Budgeted Net Income/(Loss)	`	(109
UCLA Store		
Gross Margin: *		
Bearwear gross income \$64K below plan due to aggressive budget as compared to prior year actual	(22)	
Fast Track gross margin below plan due mostly to a negative year-end shrinkage adjustment	(11)	
Graduation ETC gross income \$21K above plan due to timing as customers waited in prior months to place orders for regalia	7	
Market gross income \$28K below plan due to external construction and drop in sales of health and beauty items due to Target	(15)	
E-Commerce gross income \$15K below plan due to aggressive budget compared to prior year actual	(16)	
New Text gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)	19	
Used Text gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)	35	
Course Reader Solutions gross income \$12K below plan due mostly to timing for other income (will occur in future months)	(9)	
Bookzone gross margin above plan due to higher sales and a positive year-end shrinkage adjustment	16	
Computer Store gross income \$80K above plan due to a large department sale for a computer lab	6	
HSS Dental gross margin above plan due to a positive year-end shrinkage adjustment (partially offset by lower sales)	17	
HSS South Campus gross income \$9K above plan due mostly to an increase in foot traffic from the re-routing of the bus system	6	
Total Wages lower than plan	30	
Other, positive controllables mainly employee benefits	25	
Total Contribution		88
UCLA Restaurants		
Gross Margin:		
Greenhouse gross income \$19K above plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased		
traffic on 1st floor has helped sales in most areas in that location	9	
Northern Lights gross income \$8K below plan due to aggressive budget for new program last year, (improvement over last year)	(8)	
No Campus Student Ctr gross income \$17K below plan due to aggressive budget for new sales program started last Spring, construction	(0)	
around Campbell hall impeding some foot traffic and sales are starting to drop off from growth we saw first half of year	(16)	
	(10)	
Court Science Student Ctr gross income \$19K above plan due to good sales response to new chicken line in Fusion, and negative	11	
construction impacts on traffic in Ackerman are having a positive effect in CSSC		
Café Synapse gross income \$12K below plan due to ongoing decline in sales trend	(8)	
Luvalle Food Servery gross income \$8K below plan due to continued erosion of northern campus customer demographics and new	(7)	
sales programs planned for LuValle not started	(7)	
KH Coffeehouse gross income \$11K above plan due to conservative budget	9	
Taco Bell gross income \$7K below plan due to lower sales trends throughout all A-Level food areas in part due to Engineering and	(0)	
Lot 6 construction. Additionally, increased traffic to 1st floor areas diverting customers away from A-Level	(8)	
Ostin Café gross income \$18K below plan as it is still under construction (budgeted for June)	(11)	
Concessions gross income \$12K above plan due to unbudgeted regionals softball game	9	
Total Wages lower than plan	45	
Other, positive controllables mainly employee benefits	22	
Total Contribution		47
Services		
Gross Margin:		
Licensing domestic income above plan due to higher domestic income and miscellaneous income from the unbudgeted Coke contract	15	
Licensing foreign income above plan due to higher sales from Japan than anticipated	3	
Photography income above plan due to timing of Non-Athletics events and several large events for the Chancellor's Office,	$\longrightarrow$	
Arts & Architecture and an off-campus clients	6	
Total Wages lower than plan	2	
Other, mostly positive controllables	3	
		29
UCLA Student Union		
Gross Margin:		
Student Union Ops gross income \$19K above plan due to three new end-of-the-year concerts	22	
Student Union Recreation & Games income \$2K below plan due to closing of Coinz	(2)	
Other, negative controllables mainly student event expense	(13)	
· · · · · · · · · · · · · · · · · · ·		7
Total Contribution		
Allocated Expenses and Other	35	
Allocated Expenses and Other  A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.	35	
Allocated Expenses and Other  A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.  Utilities higher than plan due to higher consumption in chiller water (small leak) and steam (possible misread is being investigated)	(22)	
Allocated Expenses and Other  A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.  Utilities higher than plan due to higher consumption in chiller water (small leak) and steam (possible misread is being investigated)  Maintenance higher than plan mostly career wages, accruals for prior month paper, supplies and replacements and less capital projects	(22) (24)	
Allocated Expenses and Other  A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.  Utilities higher than plan due to higher consumption in chiller water (small leak) and steam (possible misread is being investigated)  Maintenance higher than plan mostly career wages, accruals for prior month paper, supplies and replacements and less capital projects  Depreciation lower than plan due to timing of capitals	(22) (24) 13	
Allocated Expenses and Other  A&SS lower than plan mostly employee benefits, repairs and maintenance and benefits U adv.  Utilities higher than plan due to higher consumption in chiller water (small leak) and steam (possible misread is being investigated)  Maintenance higher than plan mostly career wages, accruals for prior month paper, supplies and replacements and less capital projects	(22) (24)	73

 $<sup>{\</sup>rm * This\ month\ includes\ a\ benefit\ to\ gross\ margin\ overall\ due\ to\ the\ positive\ shrinkage\ adjustment\ of\ \$108K}$ 

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

UCLA Store  Cross Margin:  Berward grows income \$139K below plan due mostly to reduced foot traffic during baskerball games, aggressive sakes plan as compared to prior year actuals with the football viscory over USC, and reduced sales in flexoe, unbrellas and outerweet due to warmdy weather  Fastitudes gross income \$530K below plan due to change in groduct into to accommodate Computer Store remodel which was done after the budget was completed  The Marker gross incomes \$530K below plan due to change in groduct into to accommodate Computer Store remodel which was done after the budget was completed  The Marker gross incomes \$530K below plan due to post-game inpact of diminished foot traffic due to Lankin Conference Center construction.  And sakes decline in Health-Binarty products.  E. Commerce gross income \$530K below plan due to continued dimonstration of the Score High promotions, and successful LA Midnight limited  edition jersey sales and e-mails.  4. E. Commerce gross income \$530K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in fower postage income  (15)  Used Test gross income \$530K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in fower postage income  (16)  Comerce Reader Solutions gross income \$530K below plan due to continued downward sales trend in incurbook sales and lower web sales resulting in fower postage income  (17)  Lavalle Books gross income \$530K below plan due to continued downward sales trend in incividual CPU sales, tablet sales at lower average price points, and minimal form customer response to remodelling.  (18)  Lavalle Books gross income \$50K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and main price of the post of the po		
Gene Margin:  Ge	\$000	0's
Grows Margin:  Barrared grows issuems \$1,300 Keloon plan due mostly to reduced foot traffic during baskethall games, aggressive sales plan as compared to prior year status with the footful sixtensy over USC, and ordinoid sales in flavors, unit-relia and sourceward due to warring worther?  Grows Aggressive and the footful sixtensy procedure in the control of the state of the warring worther?  Grows Aggressive and the footful sixtensy procedure.  The Market gross income \$2200 Keloon plan resulting from continued impact of dismisshed foot traffic due to Luckiat Conference Center construction, and takes decline in Hindrich Reasory penalests.  Elementate gives some \$500 Keloon plan to the clinical guides in office supplies and hanteries due to Target offering lower prices and lower toke in calendars of the Penalestes of the plan foot to the continued supplies and hanteries due to Target offering lower prices and lower toke in calendars of the Penalestes (1) and the plan foot to foot		(15
Grown Margin:	-	
Bearvour gross income \$130 Kebor plan due month to reduced foot ruffic during backerholl gunes, aggressive also plan as compared to prior year sensitive with the football story on year lives. And reduced said in these sufferilla and conversus three to worthly worther [9].  Restricts, gross income \$500 Kebor plan due to change in problet risk to accommodate Compares Worth work done after the holder to was completed. The Marter gross income \$500 Kebor plan due to declaring stable in office supplies and the accommodate Compares Worth work of the stable in the control of the stable of th		
Bestrack grouns comes Selfs below pind the tendant policy of the self policy in self-policy in the commender with the secondary of the self-policy in self-policy in self-policy policy p		
The Market gross income \$200 X200 Kelow plan resulting from continued impact of diminished flost traffic due to Luckin Conference Center construction, and sales decilities in Health Theony produces  Econtacting gross income \$300 kelow plan due to declining sales in office supplies and hunteries due to Target officing lower prices and lower sales in calculate  6. E-Counterer gross income \$300 kelow plan due to positive impact from foodfull and the Score Big promotions, and successful LA Modingh Instinct  6. edition juvery asks and e mails  7. A second price of the positive impact from foodfull and the Score Big promotions, and successful LA Modingh Instinct  8. edition juvery asks and e mails  8. New Test gross income \$300 kelow plan due to continued downward sales trend in testohok sales and lower web sales resulting in lower postage income  9. Used Test gross income \$400 kelow plan due to continued downward sales trend in testohok sales and lower web sales resulting in lower postage income  9. Used Test gross income \$500 kelow plan due to continued downward sales trend in including and per to pere redding  9. Comparer Stone gross income \$510 kelow plan due to continued of degree trend individual CPU sales, tables as lower average proce points,  9. and impact from customer response to remodeling  1. Lavalle Books gross income \$510 kelow plan due to continued combulatization from the Court of Science store  1. (2)  1. Gross Wages lower than plan  1. (3)  1. Gross Wages lower than plan  1. (4)  1. Gross Wages lower than due to the program in Law care care plan was deferred, and som	36)	
The Market gross income \$200 Kelvo plan resulting from continued impact of diminished foot traffic due to Lankin Continuous Conter construction, and usels decilion in Health Emery products  (b) Econemic gross income \$30 Febru plan due to declining sales in office supplies and harteries due to Target officing lover prices and lower sales in calendary  (c) Econemic gross income \$30 Febru plan due to declining sales in office supplies and harteries due to Target officing lover prices and lower sales in calendary  (d) Econemic gross income \$30 Kelvor plan due to continued downward sales trend in testbook sales and lowers web sales resulting in lower postage income  (d) Duel Text gross income \$40 Kelvor plan due to continued downward sales trend in testbook sales and lowers web sales resulting in lower postage income  (d) Duel Text gross income \$50 Kelvor plan due to continued downward sales trend in testbook sales and lowers web sales resulting in lower postage income  (d) Computer Store gross income \$50 Kelvor plan due to continued downward sales trend in testbook sales and lower web sales resulting in lower postage income  (d) Computer Store gross income \$50 Kelvor plan due to continued downward sales trend in including and per to pree refiling  (1) Invalid Resulting some income \$50 Kelvor plan due to competition. Law school textbooks lower than anticipated and shift in restal income due to program change  (1) HSS General MDSE gross income \$50 Kelvor plan due to competition. Law school textbooks lower than anticipated and shift in restal ancome due to program change  (1) HSS General MDSE gross income \$50 Kelvor plan mostly due to continued cambulatization from the Court of Science store  (1) Gross Wargate Pock gross income \$50 Kelvor plan due to first year operation, sales much higher than anticipated and shift in restal income due to program change  (2) Crist Wargate Pock gross income \$50 Kelvor plan due to first year operation, sales much higher than anticipated  (3) Wargate Pock gross income \$50 Kelvor plan du	_	
and sales decline in Health Reasty products   Essentials gross income \$25 lebow plan due to declining sales in office supplies and Instantise due to Target officing lower prices and lower sales in culturals   F. Cumarices gross income \$90K. above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited   clining prices sales and e-multi-   New Test gross income \$45 KP, below plan due to continued stock shortage, compections, student usage and poet to gene selling   10		
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New Text gross income S419K below pland use to continued downward sales trend in neutrolox sales and lower web alser resulting in lower postage income  Used Text gross income S419K below pland use to continued downward sales trend in adult usage and peer to peer selling  Compute Stord gross income S11M below plan due to stalking to digital format  Computer Stord gross income S11M 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  (17)  Lavatile Books gross income S59K 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  (18)  Lavatile Books gross income S59K below plan due to continued downward sales trend in individual cPU sales, tablet sales at lower average price points,  and impact that the sales and sales and sales trend and sales trend as sales and sales trend in advertising. Broad sales and sales trend in advertising, professional services and poyment to UCLA)  14.  Total Contribution  15.  Cross Margini  Wolfgang Puck gross income S59K showp plan due to femoty per operation, sales much higher than anticipated  Westerlock RX gons income S59K below plan due to femaly sales program was deferred, and some customer traffic and/or purchasing patterns shirting  (4)  Gross Margini  Wolfgang Puck gross income S59K below plan due to continued drop in sales program sales programs started last Spring and the negative traffic impact from contribution around Campbell tall  Calé Synapse gross income S59K below plan due to continued drop in sales and a few departments have moved out of the bailding  (4)  Lavatile broad Servey gross income S59K below plan due to continued drop in sales and a few departments have moved out of the bailding  (4)  Calé Synapse gross income S59K below plan due to continued drop in sales and a few departments have moved out of the bailding  (4)  Lavatile boad Serve		
Lised Test gross income \$440K below plan due to continued stock shurtage, competition, student usage and peer to peer selling  Course Reader Solutions gross income \$190K below plan due to shifting to digital format  (1)  Computer Store gross income \$11M below plan due to continued downward sales trend in individual CPU sales, tublet sales at lower average price points, and impact from existomer response to remodeling  (1)  Lavalis Books gross income \$581K below plan due to continued downward sales trend in individual CPU sales, tublet sales at lower average price points, and impact from existomer seponse to remodeling  (1)  HSS General MDSE gross income \$51K below plan mostly due to continued cannibalization from the Court of Science store  (2)  CIVAR Sestaurants  CIVAR Restaurants	12	
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Computer Store gross income \$1.1M belows glut due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remodeling  Livalla Books gross income \$50.0K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change  (III)  HSS General MDSE gross income \$61K below plan due to continued cannibalization from the Court of Science store  (IV)  Total Wages lower than plan  Total Contribution  (IV)  Total Wages lower thin plan  (IV)  Total Contribution  (IV)  Total Wages lower thin plan  (IV)  Total	31)	
August   Brooks gross income SSO4K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change   CIT	12)	
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Total Contribution  UCLA Restaurants  OCCAS Margin:  Wolfgang Puck gross income \$30K above plan due to first year operation, sales much higher than anticipated  Wetzel-RX gross income \$30K above plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting  (4 Greenhouse gross income \$37K below plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has helped sales in most areas in that location  No Campus Student Cir gross income \$97K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from constructions around Campbell Hall  (8 Cafe Synapse gross income \$70K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from constructions around Campbell Hall  (8 Lavralle Food Servey gross income \$148 Kbelow plan due to new sales program has not started yet, and erosion of northern campus customer demographics  (9 Jimmy's gross income \$30K below plan due to Dengineering and Lot of construction impacting pedestrian traffic patterns  (10 Jimmy's gross income \$30K below plan due to Engineering and Lot of construction impacting pedestrian traffic patterns  (11 Cate Synapse gross income \$50K below plan due to Engineering and Lot of construction impacting pedestrian traffic patterns  (2 Taco Bell gross income \$50K below plan due to more Athletics training table, 4 day Bhal Conference, 2 weddings and the UCLA Graduated Student Picnic  Total Wagse lover than plan  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  Forest 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 Lain America  Licensing foreign income below plan due to aggressive bud	23	
Gross Marghri  Wolfgang Puck gross income \$39K above plan due to first year operation, sales much higher than anticipated  Wolfgang Puck gross income \$45K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting  (4)  Greenhouse gross income \$75K below plan due to camibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has helped sales in most areas in that location  No Campus Student Cir gross income \$75K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from construction around Campbell Hall  (8)  Calfe Synapse gross income \$70K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact from construction around Campbell Hall  (8)  Calfe Synapse gross income \$70K below plan due to continued drop in sales and a few departments have moved out of the building (4)  Lavalle Food Servery gross income \$145K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics (10)  Limmy's gross income \$50K below plan due to propriet plants of the sales program has not started yet, and erosion of northern campus customer demographics (10)  Cooperage gross income \$58K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns (5)  Taxo Bell gross income \$58K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns (5)  Total Wages lower than plan (5)  Total Wages lower than plan (6)  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  Total Contribution  Total Contribution  Cross Marghri  Leesing 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 licensing foreign income below plan due to the demise of the	13	
Gross Margin:  Wolfgang Puck gross income \$39K above plan due to first year operation, sales much higher than anticipated  Wotzels/KX gross income \$45K kelow plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting  (4)  Groenhouse gross income \$77K above plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has  belped sales in most areas in that octation  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  Café Synapse gross income \$13K below plan due to continued drop in sales and a few departments have moved out of the building  Luvalle Food Servery gross income \$143K below plan due to sew sales program has not started yet, and erosion of northern campus customer demographics  (10)  Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter  (1)  Cooperage gross incomes \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2)  Tasa Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2)  Taca Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (3)  Catering gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (4)  Tatal Wages lower than plan  (5)  Total Wages lower than plan  (6)  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  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 balg lecense and the delay in launching a new program in Latin America  (7)		(59
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from construction around Campbell Hall  Cafe Synapse gross income \$70K below plan due to continued drop in sales and a few departments have moved out of the building  (4)  Lavalle Food Servery gross income \$143K below plan due to new sales program has not started yet, and crosion of northern campus customer demographics  (10)  Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter  (1)  Cooperage gross income \$26K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5)  Tasnami gross income \$26K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5)  Catering gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5)  Catering gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5)  Catering gross income \$28K below plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  12)  Total Wages lower than plan  (12)  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  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  (9)  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (0)  Total Wages higher than plan  (1)  Other, positive controllables mainly in Licensing  Total Contribution  Total Contribution  Total Wages lower than plan  (1)  Total Wages lower than plan  Total Contribution  Total	39	
Café Synapse gross income \$70K below plan due to continued drop in sales and a few departments have moved out of the building  (4)  Livalle Food Servery gross income \$143K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics  (10)  Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soff Winter quarter  (5)  Cooperage gross income \$86K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5)  Tsunami gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (6)  Taco Bell gross income \$68K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (7)  Catering gross income \$288K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  Total Wages lower than plan  (12)  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  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  Licensing domestic income below plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income 810K below plan due to aggressive budget and less shoots overall  Total Wages higher than plan  (6)  Other, positive controllables mainly in Licensing  Total Contribution  Gross Margin:  Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision  Total Wages lower than plan  Other, positive controllables mainly student un		
Luvalle Food Servery gross income \$143K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics  (10  Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter  (11  Cooperage gross income \$30K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (22  Taco Bell gross income \$26K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (23  Taco Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (24  Taco Bell gross income \$28K below plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  25  Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  26  Catering gross income \$280K below plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  27  Cother, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  37  Total Contribution  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  (9  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income s10K below plan due to aggressive budget and less shoots overall  (0  Total Wages higher than plan  Other, positive controllables mainly in Licensing  Total Contribution  Total Contribution  Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially o	36)	
Jimmy's gross income \$30K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter  Cooperage gross income \$86K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2) Taco Bell gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2) Taco Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5) Catering gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5) Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  Total Wages lower than plan  (1) Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  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  (9) Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (0) Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7) Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution	19)	
Cooperage gross income \$86K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  Tsunami gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2) Taco Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5) Catering gross income \$289K above plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5) Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  Total Wages lower than plan  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  13) Total Contribution  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  (9) Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (1) Total Wages higher than plan  (2) Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7 Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution	)8)	
Tsunami gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (2) Taco Bell gross income \$58K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  (5) Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  21 Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  31 Total Contribution  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  (9) Licensing domestic income below plan due to lower overall performance  (7) Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income s10K below plan due to aggressive budget and less shoots overall  (1) Total Wages higher than plan  (2) Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution  4. Allocated Expenses and Other	9)	
Taco Bell gross income \$68K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns  Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  21  Total Wages lower than plan  12  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  13  Total Contribution  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  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (Cother, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  10  Other, positive controllables mainly student union event expenses  11  Total Contribution  Allocated Expenses and Other	56)	
Catering gross income \$289K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic  21. Total Wages lower than plan  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  13. Total Contribution  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  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (c) Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1 Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution  Allocated Expenses and Other	20)	
Total Wages lower than plan  Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  133  Total Contribution  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  (9  Licensing domestic income below plan due to lower overall performance  (7)  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  Total Wages higher than plan  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1  Other, positive controllables mainly student union event expenses  1  Total Other coprorate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)  7  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1  Total Contribution	59)	
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)  Total Contribution  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  (9)  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (1)  Total Wages higher than plan  (2)  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7.  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  11  Other, positive controllables mainly student union event expenses  12  Total Contribution  Allocated Expenses and Other	13	
Total Contribution  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  (9  Licensing domestic income below plan due to lower overall performance  (7)  Leased ops gross income above plan mostly due to unbudgested renewal of an agreement with the UCLA Events Office  Photography gross income below plan due to aggressive budget and less shoots overall  (1)  Other, positive controllables mainly in Licensing  (2)  Other, positive controllables mainly in Licensing  (3)  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1  Total Contribution  Allocated Expenses and Other	_	
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 (9  Licensing domestic income below plan due to lower overall performance (77  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall (6)  Other, positive controllables mainly in Licensing (13  Total Wages higher than plan (13  Total Contribution (14  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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) (7)  Total Wages lower than plan (14)  Other, positive controllables mainly student union event expenses (14)  Total Contribution (15)  Allocated Expenses and Other	33	
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 (9)  Licensing domestic income below plan due to lower overall performance (7)  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall (6)  Total Wages higher than plan (7)  Other, positive controllables mainly in Licensing 13  Total Contribution 14  Cross Margin:  Student Union Ops gross income \$79K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision 14  Total Wages lower than plan 17  Other, positive controllables mainly student union event expenses 11  Total Wages lower than plan 17  Other, positive controllables mainly student union event expenses 11  Total Contribution 4  Allocated Expenses and Other		10
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  (9  Licensing domestic income below plan due to lower overall performance  (7)  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (1)  Total Wages higher than plan  (2)  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7)  Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1)  Total Contribution  Allocated Expenses and Other		
bag license and the delay in launching a new program in Latin America  Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (i)  Total Wages higher than plan  (i)  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution  Allocated Expenses and Other	-	
Licensing domestic income below plan due to lower overall performance  Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  Cother, positive controllables mainly in Licensing  Total Wages higher than plan  Other, positive controllables mainly in Licensing  13  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other		
Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office  Photography gross income \$10K below plan due to aggressive budget and less shoots overall  (i)  Total Wages higher than plan  (i)  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution  Allocated Expenses and Other	97)	
Photography gross income \$10K below plan due to aggressive budget and less shoots overall  Total Wages higher than plan  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other		
Total Wages higher than plan  Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Malocated Expenses and Other	9	
Other, positive controllables mainly in Licensing  Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other	(8)	
Total Contribution  UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other	(3)	
UCLA Student Union  Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other	31	
Gross Margin:  Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other	-	(4
Student Union Ops gross income \$79K 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)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other		
Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)  7. Total Wages lower than plan  Other, positive controllables mainly student union event expenses  1. Total Contribution  Allocated Expenses and Other		
Total Wages lower than plan  Other, positive controllables mainly student union event expenses  Total Contribution  Allocated Expenses and Other		
Other, positive controllables mainly student union event expenses 1  Total Contribution 4  Allocated Expenses and Other	_	
Total Contribution Allocated Expenses and Other		
Allocated Expenses and Other	1	
	+	10
A&SS lower than pian mostly employee benefits and insurance expense 20.	-	
	)3	
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 (9	$\rightarrow$	
Depreciation lower than plan due to timing of capitals and reduced expenditures 16	_	
Other, mostly positive non-recurring 20	)3	
Total	4	47
Actual Net Income/(Loss)	$oldsymbol{ol}}}}}}}}}}}}}}}}}}$	(11

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

ASSETS  CURRENT ASSETS: Cash and cash equivalents		Current Month	Prior Month	Prior Year
CURRENT ASSETS: Cash and cash equivalents Accounts receivable Less: Allowance for doubtful accounts Less: Allowance for doubtful accounts (184) (174) (131) Accounts receivable, net S, 3,932 4,110 3,398 Less: Allowance for doubtful accounts (184) (174) (131) Accounts receivable, net S, 3,48 3,936 3,239 Student fees receivable T, 3 839 389 Inventories S, 5,523 4,825 6,379 Prepaid expenses and other current assets Total current assets Total current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets Total current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets Total current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets D, 5,523 4,825 6,379 Prepaid expenses and other current assets D, 5,523 4,825 2,587 D, 5,587 21,741 21,791  LONG TERM ASSETS  Less: Accumulated depreciation (41,268) (41,048) (38,869) Total Long Term Assets D, 5,523 2,56,330 2,56,330  TOTAL ASSETS  LIABILITIES Accounts payable S4,336 \$4,733 \$4,921  Wages and payroll taxes payable S4,336 \$4,733 \$4,921  Current portion of long term debt Total current liabilities S2,915 2,917 3,085  Total current liabilities S2,949 9,910 10,018  LONG TERM DEBT: AU expansion loan Total long term debt Total current liabilities S2,00,75 21,502 21,609  RETAINED EARNINGS: Beginning Balance S6,518 26,518 26,518  Ending Balance S2,6405 26,269 26,518		June 2014	May 2014	July 2013
Cash and cash equivalents	ASSETS			
Cash and cash equivalents				
Accounts receivable Less: Allowance for doubtful accounts Less: Allowance for doubtful accounts Accounts receivable, net 3,748 3,936 3,239 Student fees receivable 173 839 389 Inventories 5,523 4,825 6,379 Prepaid expenses and other current assets 213 188 243 Total current assets 20,587 21,741 21,791  LONG TERM ASSETS Long Term Note Receivable Total Long Term Note Receivable Froperty, equipment and improvements 66,961 66,879 65,205 Less: Accumulated depreciation (41,268) Total Long Term Assets  CURRENT LIABILITIES: Accounts payable Wages and payroll taxes payable Wages and payroll taxes payable Sales Tax Payable & Other Liabilities 637 768 837 Interest payable 65 303 146 Deferred Income 290 298 182 Funds Held for Others 240 192 139 Current portion of long term debt Total current liabilities 9,249 9,910 10,018  LONG TERM DEBT: AU expansion toan 10,825 11,591 11,591 TOTAL LIABILITIES 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518 26,518		_		
Less: Allowance for doubtful accounts	·			
Accounts receivable, net   3,748   3,936   3,239   Student fees receivable   73   839   389   Inventories   5,523   4,825   6,379   Prepaid expenses and other current assets   213   188   243   Total current assets   20,587   21,741   21,791		· ·		·
Student fees receivable   73		\ /	\ /	, ,
Inventories	· · · · · · · · · · · · · · · · · · ·	· ·	· ·	·
Prepaid expenses and other current assets				
Total current assets		· ·		·
LONG TERM ASSETS Long Term Note Receivable S200 \$200 \$0 Property, equipment and improvements Less: Accumulated depreciation Total Long Term Assets  CURRENT LIABILITIES: Accounts payable Wages and payroll taxes payable Sales Tax Payable & Other Liabilities Funds Held for Others Current portion of long term debt Total current liabilities  LONG TERM DEBT: AU expansion loan Total long term debt Total Long term debt Total LIABILITIES  AU expansion loan Total long term debt Total LOng Term DeBT: AU expansion loan Total long term debt Total current debt Total current debt Total current debt Total current debt Total long term debt Total lo				
Substitute	Total current assets	20,367	21,741	21,791
Substitute	LONG TERM ASSETS			
Property, equipment and improvements         66,961 (41,268) (41,048) (38,869)         65,205 (41,048) (38,869)           Total Long Term Assets         25,892 26,030 26,336           TOTAL ASSETS         46,479 47,771 48,128           LIABILITIES AND RETAINED EARNINGS           CURRENT LIABILITIES:         46,479 47,771 48,128           Accounts payable         \$4,336 \$4,733 \$4,921           Wages and payroll taxes payable         2,915 2,917 3,085           Sales Tax Payable & Other Liabilities         637 768 837           Interest payable         65 303 146           Deferred Income         290 289 182           Funds Held for Others         240 192 139           Current portion of long term debt         766 708 708           Total current liabilities         9,249 9,910 10,018           LONG TERM DEBT:         40 expansion loan         10,825 11,591 11,591           TOTAL LIABILITIES         20,075 21,502 21,609           RETAINED EARNINGS:         86,518 26,518 26,518 26,518         26,518 26,518           Beginning Balance         26,518 26,518 26,518 26,518         26,459 26,518           Year-to-date net income/(loss)         (113) (249) 59		\$200	\$200	\$0
Less: Accumulated depreciation         (41,268)         (41,048)         (38,869)           Total Long Term Assets         25,892         26,030         26,336           TOTAL ASSETS         46,479         47,771         48,128           LIABILITIES AND RETAINED EARNINGS           CURRENT LIABILITIES:           Accounts payable         \$4,336         \$4,733         \$4,921           Wages and payroll taxes payable         2,915         2,917         3,085           Sales Tax Payable & Other Liabilities         637         768         837           Interest payable         65         303         146           Deferred Income         290         289         182           Funds Held for Others         240         192         139           Current portion of long term debt         766         708         708           Total current liabilities         9,249         9,910         10,018           LONG TERM DEBT:         AU expansion loan         10,825         11,591         11,591           AU expansion loan         10,825         11,591         11,591           TOTAL LIABILITIES         20,075         21,502         21,609           RETAINED EARNINGS:         86	3			
Total Long Term Assets         25,892         26,030         26,336           TOTAL ASSETS         46,479         47,771         48,128           LIABILITIES AND RETAINED EARNINGS         46,479         47,771         48,128           CURRENT LIABILITIES:         200		-		·
TOTAL ASSETS  46,479  47,771  48,128  LIABILITIES AND RETAINED EARNINGS  CURRENT LIABILITIES: Accounts payable  \$4,336 \$4,733 \$4,921 Wages and payroll taxes payable  \$2,915 \$2,917 \$3,085 Sales Tax Payable & Other Liabilities  637 768 837 Interest payable  65 303 146 Deferred Income  290 289 182 Funds Held for Others  240 192 139 Current portion of long term debt 766 708 708 Total current liabilities  9,249 9,910 10,018  LONG TERM DEBT: AU expansion loan 10,825 11,591 11,591 TOTAL LIABILITIES 20,075 21,502 21,609  RETAINED EARNINGS: Beginning Balance 26,518 26,518 26,459 Year-to-date net income/(loss)  Ending Balance 26,405 26,269 26,518		· · /		
LIABILITIES AND RETAINED EARNINGS         CURRENT LIABILITIES:       \$4,336       \$4,733       \$4,921         Accounts payable       \$2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       11,591       11,591       11,591         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,518         Beginning Balance       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	Total Long Tom Adocto	20,002	20,000	20,000
LIABILITIES AND RETAINED EARNINGS         CURRENT LIABILITIES:       \$4,336       \$4,733       \$4,921         Accounts payable       \$2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       11,591       11,591       11,591         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,518         Beginning Balance       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	TOTAL ASSETS	46.479	47.771	48.128
CURRENT LIABILITIES:         Accounts payable       \$4,336       \$4,733       \$4,921         Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       655       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,000       30,000       30,000       30,000         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518		10,110	11,111	10,120
CURRENT LIABILITIES:         Accounts payable       \$4,336       \$4,733       \$4,921         Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       655       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,000       30,000       30,000       30,000         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518				
CURRENT LIABILITIES:         Accounts payable       \$4,336       \$4,733       \$4,921         Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       655       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,000       30,000       30,000       30,000         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	LIABILITIES AND RETAINED EARNINGS			
Accounts payable       \$4,336       \$4,733       \$4,921         Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       9,910       10,018         LONG TERM DEBT:       10,825       11,591       11,591         Total long term debt       10,825       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518         Beginning Balance       26,518       26,518       26,518         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,459       26,518	Elitaria in a maria de la companya d			
Accounts payable       \$4,336       \$4,733       \$4,921         Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       9,910       10,018         LONG TERM DEBT:       10,825       11,591       11,591         Total long term debt       10,825       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518         Beginning Balance       26,518       26,518       26,518         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,459       26,518	CURRENT LIABILITIES:			
Wages and payroll taxes payable       2,915       2,917       3,085         Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,024       11,591       11,591       11,591         AU expansion loan       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518		\$4 336	\$4 733	\$4 921
Sales Tax Payable & Other Liabilities       637       768       837         Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       11,591       11,591       11,591         AU expansion loan       10,825       11,591       11,591       11,591         Total long term debt       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	·			
Interest payable       65       303       146         Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       30,249       10,249       10,018         LONG TERM DEBT:       10,825       11,591       11,591       11,591         Total long term debt       10,825       11,591       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518		-	· ·	·
Deferred Income       290       289       182         Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       AU expansion loan       10,825       11,591       11,591         AU expansion loan       10,825       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518				
Funds Held for Others       240       192       139         Current portion of long term debt       766       708       708         Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:       LONG TERM DEBT:         AU expansion loan       10,825       11,591       11,591         Total long term debt       10,825       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518				
Total current liabilities         9,249         9,910         10,018           LONG TERM DEBT:           10,825         11,591         11,591           Total long term debt         10,825         11,591         11,591           TOTAL LIABILITIES         20,075         21,502         21,609           RETAINED EARNINGS:          26,518         26,518         26,459           Year-to-date net income/(loss)         (113)         (249)         59           Ending Balance         26,405         26,269         26,518				
Total current liabilities       9,249       9,910       10,018         LONG TERM DEBT:        10,825       11,591       11,591         Total long term debt       10,825       11,591       11,591         TOTAL LIABILITIES       20,075       21,502       21,609         RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	Current portion of long term debt			
AU expansion loan Total long term debt  TOTAL LIABILITIES  RETAINED EARNINGS: Beginning Balance Year-to-date net income/(loss)  Ending Balance  26,405  11,591		9,249	9,910	10,018
AU expansion loan Total long term debt  TOTAL LIABILITIES  RETAINED EARNINGS: Beginning Balance Year-to-date net income/(loss)  Ending Balance  26,405  11,591				
Total long term debt         10,825         11,591         11,591           TOTAL LIABILITIES         20,075         21,502         21,609           RETAINED EARNINGS:         26,518         26,518         26,459           Year-to-date net income/(loss)         (113)         (249)         59           Ending Balance         26,405         26,269         26,518				
TOTAL LIABILITIES  20,075  21,502  21,609  RETAINED EARNINGS: Beginning Balance 26,518 Year-to-date net income/(loss)  Ending Balance 26,405  26,269  26,518	•	·		·
RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	Total long term debt	10,825	11,591	11,591
RETAINED EARNINGS:       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	TOTAL LIADULITIES	00.075	04 500	04.000
Beginning Balance       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	TOTAL LIABILITIES	20,075	21,502	21,609
Beginning Balance       26,518       26,518       26,459         Year-to-date net income/(loss)       (113)       (249)       59         Ending Balance       26,405       26,269       26,518	RETAINED FARNINGS:			
Year-to-date net income/(loss)         (113)         (249)         59           Ending Balance         26,405         26,269         26,518		26 519	26 510	26 450
Ending Balance 26,405 26,269 26,518	• •	,	•	·
	real to date het income/(1000)	(113)	(249)	39
	Ending Balance	26.405	26.269	26.518
TOTAL LIABILITIES AND RETAINED FARNINGS   46 479   47 771   48 128	· ·			
101742 E. G.E. 1120 7440 142 E. MANINGO 101741 17171 1 101720	TOTAL LIABILITIES AND RETAINED EARNINGS	46,479	47,771	48,128

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

June 2014

(\$000's)

	Current	Year to	Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$135	(\$113)	\$730
Adjustments to reconcile net income/(loss) to net	·	,	
cash provided/(used) by operating activities:			
Depreciation - PP&E	220	2,400	2,443
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:			
Accounts receivable	188	(509)	(167)
Student fees receivable	766	317	152
Inventories	(698)	855	1,754
Prepaid expenses and other current assets	(25)	30	107
Increase/(decrease) in current liabilities:			
Accounts payable	(397)	(588)	(1,682)
Sales Tax payable & other liabilities	(131)	(198)	(181)
Wages and payroll taxes payable	(2)	(170)	181
Interest payable	(237)	(79)	(42)
Deferred Income	1	107	43
Funds held for others	47	100	100
Other Current Liabilities (Current Portion of LT Debt)	57	57	3
Net cash provided/(used) by operating activities	(\$75)	\$2,210	\$3,442
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Long Term Note Receivable	0	(\$200)	0
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(82)	(1,755)	(1,051)
r dichase of property, equipment and improvements	(02)	(1,733)	(1,031)
Net cash used in investing activities	(\$82)	(\$1,955)	(\$1,051)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	(766)	(766)	(1,155)
Thirdipal payments on Ao expansion loan	(100)	(700)	(1,100)
Net cash provided/(used) by financing activities	(\$766)	(\$766)	(\$1,155)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(\$923)	(\$511)	\$1,236
CASH AND CASH EQUIVALENTS, Beginning	\$11,952	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$11,029	\$11,029	\$11,486

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

June 2014 (\$000's)

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	11,029
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(391)
Uncommitted Cash	8,355
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	8,997
RESERVE SURPLUS (DEFICIT)	(642)

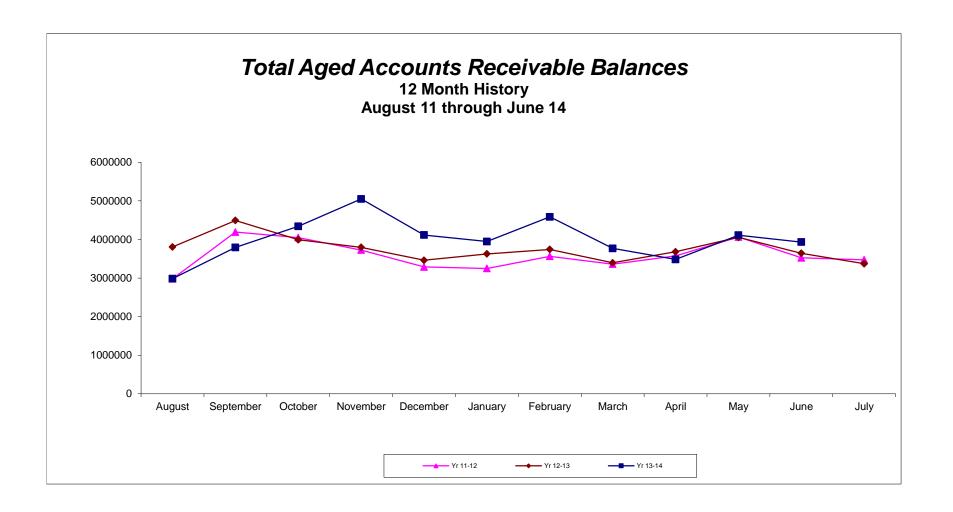
### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 June 2014

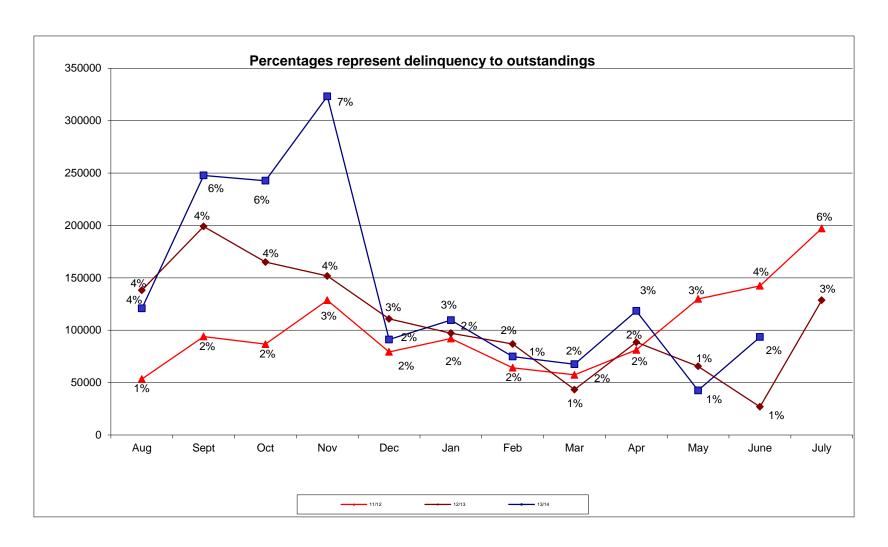
		11201	3-2014 June 2	-014	PROJECTED			
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	<del>-</del> Status
Store/Services								
2013-S001 Store General Replacement	50.0	34.6	8.6	43.2	6.8		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
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	20.5	0.0	20.5	29.5		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Completed Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	23.7	3.8	27.5	2.5		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	5.6	7.0	12.6	12.4		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	25.7	0.0	25.7	4.3		30.0	Pending
Total Store/Services	236.0	204.3	42.2	246.5	55.5	6.0	72.0	J J
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	15.9	5.1	21.0	29.0		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancel
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	23.0	23.0	0.0		(27.0)	Cancel
2013-F014 Infrastucture & Equiptment-Drake Concessions	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F016 Relaxtation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0	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	48.1	48.1	26.9		0.0	In Progress
2013-F020 Relocate Isunanni 2013-F041 Food Carts	0.0	15.1	12.1	27.2	2.8		30.0	In Progress
Total Food Services	356.0	31.0	94.3	125.3	72.7	26.0	(132.0)	III Flogress
Technology			<u> </u>					
2013-T021 Network Infrastructure Upgrade	20.0	20.5	0.0	20.5	0.0		0.5	Completed
2013-T021 Network illinastructure opgrade	10.0	8.7	5.6	14.3	0.0		4.3	Completed Awaioting Invoice
2013-T022 Filine Replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T023 VM server/SAN replacement 2013-T024 AU Expansion of UCLA Wireless Network	8.0	4.5	2.6	7.1	0.9	90.0	0.0	In Progress
2013-T024 AO Expansion of OCLA Wheless Network 2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.9	10.0	0.0	Pending
2013-T025 Cateling Software 2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0	10.0	(20.0)	Cancel
2013-T020 Marketing Flandware Opgrade  2013-T027 Marketing Software Upgrade	7.5	5.5	0.0	5.5	0.0		(20.0)	Completed
2013-T027 Marketing Software Opgrade 2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0		(6.0)	Cancel
Total Technology	171.5	39.2	8.2	47.4	0.9	100.0	(23.2)	Cancel
Others	1		<b></b>		0.0	100.0	(20.2)	
2013-0029 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	1.2	7.7	8.9	6.1		0.0	In Progress
2013-0031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Completed
2013-O032 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	Pendina
2013-O034 AGB/BRR Trash Cans	7.2	9.1	0.0	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-O036 Fac. Misc. Remodels	25.0	20.1	(4.9)	15.2	9.8		0.0	In Progress
2013-O037 Lu Valle Roof Membrane	75.0	2.3	37.6	39.9	35.1		0.0	In Progress
2013-0038 Energy/utilities Efficiency Project	75.0	30.7	1.0	31.7	43.3		0.0	In Progress
2013-0039 Finance Misc. Replacements	15.0	0.6	0.0	0.6	14.4		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0		(50.0)	Cancel
2013-O042 Daily Bruin Flooring	0.0	96.8	0.0	96.8	0.0		96.8	Completed
2013-O043 Black Experience Mural	0.0	35.0	2.2	37.2	0.0		37.2	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	0.0	11.8	0.0	11.8	0.0	40.0	11.8	Completed
Total Others	636.2	232.1	89.0	321.1	434.8	12.0	131.7	
Total Current Year Projects	1,399.7	506.6	233.7	740.3	563.9	144.0	48.5	

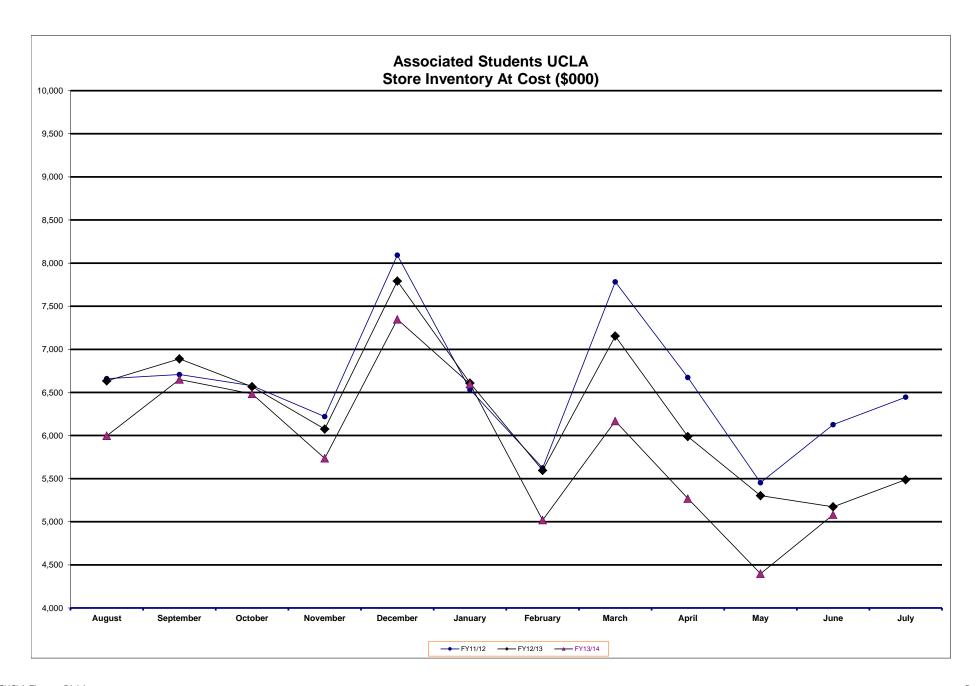
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

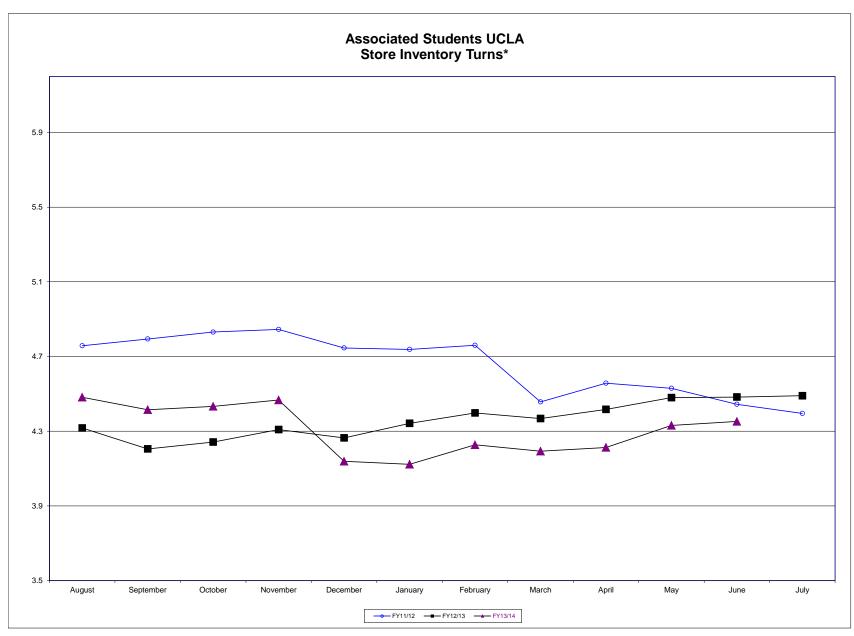
6/28/2014 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,405,611	37%	\$24,103	44%	\$1,369	2%	\$3,060	16%	\$550	3%	\$3,274	87%	\$1,437,967	37%
ASUCLA PUBLICATIONS	\$81,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,366	2%
ASUCLA USA/GSA	\$76,372	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,372	2%
DUE FROM VENDORS	\$699,163	18%	(\$2,155)	-4%	\$25,566	46%	\$15,411	84%	\$10,274	66%	(\$4,757)	-126%	\$743,502	19%
DENTAL KITS	\$84,444	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$84,444	2%
OTHER	\$1,436,600	39%	\$33,188	60%	\$28,697	52%	(\$40)	0%	\$4,802	31%	\$5,254	139%	\$1,508,501	38%
TOTAL CURRENT MONTH	\$3,783,556	100%	\$55,136	100%	\$55,632	100%	\$18,431	100%	\$15,626	100%	\$3,771	100%	\$3,932,152	100%
	96%		2%		2%		0%		0%		0%		100%	
5/24/2014 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$698,839	17%	\$74,309	53%	\$4,115	15%	\$1,651	46%	\$60	2%	\$3,579	43%	\$782,553	19%
ASUCLA PUBLICATIONS	\$92,124	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$92,124	2%
ASUCLA USA/GSA	\$126,537	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,537	3%
DUE FROM VENDORS	\$1,108,921	29%	\$23,912	17%	\$21,364	76%	(\$3,741)	-105%	(\$2,494)	-88%	\$4,226	51%	\$1,152,188	28%
DENTAL KITS	\$245,463	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,463	6%
OTHER	\$1,655,930	43%	\$41,206	30%	\$2,393	9%	\$5,664	159%	\$5,278	186%	\$505	6%	\$1,710,976	42%
TOTAL CURRENT MONTH	\$3,927,814	100%	\$139,427	100%	\$27,872	100%	\$3,574	100%	\$2,844	100%	\$8,310	100%	\$4,109,841	100%
	96%		3%		1%		0%		0%		0%		100%	
	0	0/	00	0/	00	0/	00	0/	400	0/	450	0/	Tatal	0/
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	32%	\$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	65%	\$73,003	91%	\$10,979	61%	\$1,079	15%	\$3,204	23%	\$2,088,968	60%
TOTAL CURRENT MONTH	\$3,206,039	100%	\$157,654	99%	\$79,854	100%	\$17,998	100%	\$6,872	100%	\$13,679	100%	\$3,482,096	100%
	92%		5%		2%		1%		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.

70.00	11(05/25/14-06/	20/14)	1		ICCAL VEAD 12.1	4 1	FICCAL VI	TAD 12 12
	CURRENT MONTI				ISCAL YEAR 13-1 MO(07/28/13-06			EAR 12-13 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,849,706	1,857,532	<7.826>	ACADEMIC SUPPORT DIV	19,255,023	21,412,234	<2,157,211>	1,718,668	21,089,194
1,413,177	1,498,614		GENERAL MDSE DIVISION	12,917,516	13,432,327	<514,811>	1,468,989	13,311,819
117,918	122,000		HILLTOP SHOP	1,039,377	1,084,000	<44,623>	117,484	1,041,058
225,150 61,897	262,302 80,000		LU VALLE COMMONS STORE E-COMMERCE DIVISION	2,766,374 1,399,987	3,233,373 1,329,000	<466,999> 70,987	222,325 76,335	3,020,824 1,272,680
210,809	222,538	<11,729>	HEALTH SCIENCES STORE	4,810,587	4,780,935	29,652	245,300	4,774,915
3,878,656	4,042,986	<164,330>	TOTAL SALES	42,188,866	45,271,869	<3,083,003>	3,849,101	44,510,490
2,688,320	2,725,013	36,693	Less: Cost of Sales	29,327,756	31,272,219	1,944,463	2,588,721	31,048,392
2,000,320	2,723,013	30,093	Less. Cost of Sales	29,327,730	31,2/2,219	1,544,405	2,300,721	31,040,332
			Less: Shrinkage					
<119,494>	6,460	125,954	ACADEMIC SUPPORT DIV	<46,020>	79.100	125,120	<25,935>	54,568
5,851	5,530	<321>		52,551	53,700	1,149	11,249	59,338
<5,828>	580	6,408	HILLTOP SHOP	<1,447>	5,120	6,567	<3,392>	979
<11,378>	1,330	12,708	LU VALLE COMMONS STORE	3,939	16,380	12,441	<11,433>	5,178
8,863 <26,791>	290 1,320	<8,5/3> 28,111	E-COMMERCE DIVISION HEALTH SCIENCES STORE	13,878 <3,285>	4,750 19,850	<9,128> 23,135	<806> <8,503>	3,717 15,933
<148,777>	15,510	164,287	SHRINKAGE	19,616	178,900	159,284	<38,819>	139,714
2,539,544	2,740,523	200,979	TOTAL COST OF SALES	29,347,372	31,451,119	2,103,747	2,549,902	31,188,106
69.3	67.4	<1.9>	COST OF SALES %	69.5	69.1	<0.4>	67.3	69.8
1,339,113	1,302,463	36,650	GROSS MARGIN	12,841,494	13,820,750	<979,256>	1,299,199	13,322,385
30.7	32.6	<1.9>	GROSS MARGIN %	30.5	30.9	<0.4>	32.7	30.2
<3.8>	0.4	4.2	SHRINKAGE %	0.1	0.4	0.4	<1.0>	0.3
34.5	32.2	2.3	NET GROSS MARGIN %	30.4	30.5	<0.1>	33.8	29.9
18.9	15.1	3.9	ACADEMIC SUPPORT DIV	17.2	18.1	<0.9>	16.7	17.4
51.8	51.6	0.2	GENERAL MDSE DIVISION	49.5	49.7	<0.3>	51.1	49.2
45.2 34.6	39.9 28.7	5.4 5.8	HILLTOP SHOP LU VALLE COMMONS STORE	39.8 29.8	39.7 29.2	0.1 0.6	43.4 33.7	39.9 28.5
36.9	52.1	<15.3>	E-COMMERCE DIVISION	49.7	50.6	<0.9>	50.6	50.4
49.1	37.6	11.5	HEALTH SCIENCES STORE	25.2	25.4	<0.2>	39.9	24.7
79,286	82,752	<3,466>	OTHER INCOME	1,013,412	896,415	116,997	73,784	861,129
1,418,399	1,385,215	33,184	GROSS MARGIN/OTHER	13,854,905	14,717,165	<862,260>	1,372,983	14,183,513
			Less: Controllable Exp					
253,268	272,212	18,944	Career Wages	2,823,931	2,926,894	102,963	255,995	2,856,546
0	5,544	5,544	Limited Appointment	0	36,721	36,721	3,024	13,209
157,908	163,759	5,851	Student Wages	1,565,389	1,548,410	<16,979>	158,957	1,516,296
411,175 10.6	441,515 10.9	30,340 0.3	TOTAL WAGES WAGE % TO SALES	4,389,319 10.4	4,512,025 10.0	122,706 <0.4>	417,975 10.9	4,386,051 9.9
10.0	10.5	0.5	WAGE 70 TO SALES	10.4	10.0	ν.τ>	10.9	9.9
129,793	154,089	24,296	Employee Benefits	1,432,907	1,633,054	200,147	130,691	1,426,908
10,641	4,800	<5,841>	Office Supplies Telephone	109,908	88,768	<21,140>	8,010 14,323	101,137 153,902
14,643 80	14,338 110	30	Telex	150,425 880	156,815 1,210	6,390 330	14,323	972
21	40	19	Postage	278	440	162	26	284
1,014	1,300	286	Trav/Trips/Conference	28,272	21,667	<6,605>	2,043	21,646
0 4,073	0 4,320	0 247	Membership Fees Operating Supplies	1,900 52,068	2,100 57,570	200 5,502	0 5,113	4,500 55,055
19,228	21,010	1,782	Freight Out	301,055	301,660	605	20,136	294,092
900	900	0	Transportation	12,409	12,600	191	900	13,116
<8> 0	0	8	Postage Stamp O/S Uniforms	153 248	0	<153> <248>	0	<2> 733
7,348	10,710	3,362	Advertising	235,041	197,892	<37,149>	9,661	194,824
<8,690>	<1,600>	7,090	Vendor Adv. Allowance	<105,424>	<62,906>	42,518	<895>	<57,508>
31	55	24	Direct Mail Adv.	263,130	260,605	<2,525>	68	248,412
3,374 0	2,175 0	<1,199> 0	Repairs & Maintenance Janitorial	53,478 0	37,050 0	<16,428> 0	723 0	46,767 <19>
50,055	56,199	6,144	Bank Card Expense	682,120	734,208	52,088	54,206	703,953
<3,015>	0	3,015	Overs/Shorts	12,025	0	<12,025>	1,224	6,099
114 0	0	<114>	Credit Card Adjustments Textbook Rental Exp	4,151 535	0	<4,151> <535>	184 258	7,473 631
480	0	<480>	Rentals-Facilities	2,850	0	<2,850>	0	1,150
0	0	0	Rentals-Truck	2,300	1,300	<1,000>	212	1,782
0 9,189	0 6,500	0 <2,689>	Taxes & Licenses Professional Services	300 109,440	300 71,950	0 <37,490>	0 7,831	300 72,512
0	350	350	Temp Agency Service	1,672	1,050	<622>	0	8,628
22,531	25,600	3,069	Inventory Count	22,531	25,600	3,069	26,902	26,902
0 40	0 140	0 100	Commission Expense Concession Expense	38,849 35,848	37,100 33,708	<1,749> <2,140>	0 0	38,838 39,002
0	0	0	Prior Period Adj	35,848	33,708	<2,140> 0	0	39,002 53
0	0	0	Alloc of Distr Cntr	0	13	13	0	0
16,873 278,714	1,720 302,756	<15,153> 24,042	Payment to UCLA TOTAL OTHER CONTROL.	100,672 3,550,022	76,637 3,690,391	<24,035> 140,369	4,200 285,895	104,185 3,516,328
689,890	744,271	54,381		7,939,341	8,202,416	263,075	703,871	7,902,379
			GROSS CONTRIBUTION TO					
728,509	640,944	87,565	SVCS AND ENTERPRISES	5,915,564	6,514,749	<599,185>	669,112	6,281,134
			Less: Allocated Exp					
34,127	29,870	<4,257>		322,031	310,677	<11,354>	26,871	284,100
148,661 62,480	162,379 68,509	13,718 6,029	Allocated Exp. Fin Allocated ExpIS	1,617,001 708,672	1,728,639 718,035	111,639 9,363	146,945 62,856	1,600,624 664,013
19,176	36,308	17,132	Allocated Exp15 Allocated Exp. Mktg	310,563	718,035 384,065	73,502	34,427	355,856
100,899	102,684	1,785	Allocated Exp Othr SA	1,045,313	1,090,131	44,818	101,232	1,012,909
81,382	69,495	<11,887>		806,171	770,186	<35,985>	68,628	747,458
41,270 68,266	31,680 68,324	<9,590> 58	Utilities Depreciation	405,534 745,134	354,169 751,564	<51,365> 6,430	39,898 66,665	364,902 748,587
556,263	569,249	12,986	TOTAL ALLOCATED EXP	5,960,418	6,107,466	147,048	547,522	5,778,449
			1					
172,246	71,695	100,551	NET INCOME (LOSS)	<44,855>	407,283	<452,138>	121,590	502,685

AND   1.195/129/4-04/2014-5   FEGOL VERY 12/15	MILE	11/05/25/14-04/2	08/14\	1	-	ISCAL VEAD 12 1	<u>4</u> I	EICCNI VI	AD 12-12
ACTUAL   BOOGET   WASHINGT   1939   1477.249   13.049   14.072   14.072									
139,447									
16,680   19,090   -25,590   Res Cord Formation   15,674   14,287   15,749   17,590   1,88,256   15,674   14,287   15,749   15,7							-		
156,474   128,869									
200,0262   200,229   -1,6500   UNLE DIVISION   2,255,677   2,247,007   1919,996   2,441,988   204,1989   304,945   314,792   4,353   374,007   2,007,000   2,007									
254-772   28-16.19   -26-8980   CORPERAGE DIVISION   2.643-966   2.244-202   2.294-265   227-472   2.498-988   1.061-10   1.072   4.255-327   1.072-10   1.072-97   2.072-86   1.072-97   2.072-86   1.072-97   2.072-86   2.072-86   2.072-86   2.072-86   2.072-97   2.072-86   2.072-86   2.072-86   2.072-86   2.072-86   2.072-97   2.072-86   2.072-86   2.072-97   2.072-86   2.072-97   2.072-86   2.072-97   2.072-86   2.072-97   2.072-86   2.072-97   2.072-86   2.072-97									
16,934   16,792   4,935   9PECAL EVENTS DIVISION   2,981,790   2,2177,974   20,976   195,374   2,694,195   197,475									
378_246	166,345			SPECIAL EVENTS DIVISION					
53.3   34.1   4.12-  OST OF SALES %   34.8   33.8   4.10-  36.2   34.8   69.177   723.153   4.2958-0 (ROSS MARCIN M.	1,071,425	1,096,957	<25,532>	TOTAL SALES	12,254,557	12,556,188	<301,631>	1,086,199	12,447,906
53.3   34.1   4.12-  OST OF SALES %   34.8   33.8   4.10-  36.2   34.8   69.177   723.153   4.2958-0 (ROSS MARCIN M.	270.242	272.000	.4 400	Lanni Cook of Color	4 363 400	4 247 252	.45.540	202 502	4 225 266
69.1177   723.135   <a href="#right-229"> 60.51</a>									
66.7 65.8 1.2.2 GROSS MARCIN % 63.2 66.2 1.1.0 63.8 65.3 66.7 66.2 61.0 69.4 1.1.0 67.4 67.3 66.5 67.4 67.3 67.3 67.3 67.5 67.4 67.7 50.0TID DIVISION 68.8 69.0 1.0.2 67.4 66.6 6.9 67.7 67.2 67.0 67.0 67.0 67.0 67.0 67.0 67.0 67.0									
61.1   66.2   4.51.   NORTH CAMPUS DIVISION   64.4   66.2   4.1.8   61.3   62.6   64.6   65.7   4.1.1   64.3   64.6   67.3   68.5   4.1.2   UTVALE DIVISION   68.8   66.0   4.0.2   67.1   68.7   68.5   64.6   60.7   64.6   64	,								
61.1   66.2   4.51.   NORTH CAMPUS DIVISION   64.4   66.2   4.1.8   61.3   62.6   64.6   65.7   4.1.1   64.3   64.6   67.3   68.5   4.1.2   UTVALE DIVISION   68.8   66.0   4.0.2   67.1   68.7   68.5   64.6   60.7   64.6   64									
64-0   65-7   1-1-7   SOUTH DIVISION   64-6   65-7   1-1-1   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-3   64-6   64-7   64-1   64-6   64-7   64-1   64-6   67-7   64									
67.3 68.5 < 1.2   LI VALLE DIVISION 68.8   69.0									
63.7   64.6   <0.9   COOPENAGE DIVISION   63.8   63.6   63.6   0.2   59.7   64.1									
201,358   188,824   12,534   71HER INCOME   2,195,668   2,018,279   177,389   208,164   2,117,065   994,534   911,959   <17,4255   6ROSS MARGIN/OTHER   10,186,726   10,326,569   <139,7832   990,770   10,239,612   12,95,6									
B94,534   911,959   <17,425   GROSS MAGGIN/OTHER   10,186,726   10,326,509   <139,7833   900,770   10,239,612	67.7	62.6	5.0	SPECIAL EVENTS DIVISION	63.8	63.6	0.2	59.7	64.1
B94,534   911,959   <17,425   GROSS MAGGIN/OTHER   10,186,726   10,326,509   <139,7833   900,770   10,239,612   Less: Controllable Exp									
Less: Controllable Exp    Less: Controllable Exp   Less: Controllable Exp									
295,523   311,991	894,534	911,959	<17,425>	GROSS MARGIN/OTHER	10,186,726	10,326,509	<139,/83>	900,770	10,239,612
295,523   311,991				Less: Controllable Exp					
0   512   512   Limited Appointment   6,624   9,120   236,082   236,082   236,082   246,092									
210,080   236,082   250,002   Student Wages   2,228,170   236,018   218,083   2,231,887   436,6926   439,97   2478,024   6,663   433,575   246,267   446,47   TOTAL WAGES   4,955,188   4,955,188   4,04   40,4									
\$36,677>   \$40,012>   \$1.665   Labor Recharge   \$389,987>   \$2378,024>   \$6,66   \$33,575>   \$236,0265   \$49,926   \$49,926   \$14,573   \$46,67   \$71,14   MAGES   \$49,551,188   \$5,074,731   \$119,573   \$483,520   \$4,946,60   \$33,75   \$145,250   \$175,679   \$30,629   Employee Benefits   \$1,640,116   \$1,816,593   \$176,477   \$147,733   \$1,612,193   \$3,669   \$2,205   \$4,369   \$1,660   \$1,000   \$310   Training Programs   \$1,977   \$19,200   \$6,225   \$4,369   \$46,004   \$2,642   \$2,3034   \$4,804   \$4,264   \$2,642   \$2,3034   \$4,804   \$4,264   \$2,642   \$2,3034   \$4,804   \$4,265   \$4,640   \$4,265   \$4,2									
469,926   514,573   441,647   TOTAL WAGES   4,955,158   5,074,731   119,573   481,520   4,946,600									
43.9   46.9   3.1   WAGE % TO SALES									
145,250		- ,	,		, ,		,	,	
3,569   2,205   <1,364   Office Supplies   20,558   20,010   <548   2,642   23,034   6690   1,000   310   Training Programs   12,971   19,200   6,229   515   13,873   53,883   52,616   6867   Paper   578,341   590,111   10,700   60,443   586,045   50,444   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,330   4,440   4,340   4,440   4,340   4,4									
5,178			/				,	,	
690						,		,	
S3,483   S2,616   <867 - Paper   S78,341   S89,011   10,670   60,443   S86,045						,			,
5.0									
4,440				·		,		,	,
5,858				Cleaning Supplies			,		
5,699					,				
1,756				•					
4,246				•					,
0									
8,120	0	100	100	Menu Development		1,100	1,100		
27,143	-				-			-	
1,669									
2,370 917 <1,453> Overs/Shorts 20,045 10,120 <9,925> 711 9,649   0 0 0 Credit Card Adjustments 155 0 <155> 20 27   54 500 446 Rentals 2,523 2,000 <523> 625 15,200   1,481 415 <1,066> Rentals 2,523 2,000 <4253> 625 15,200   1,481 415 <10 0 0 0 Taxes & 10 1,000 620 0 10,261   0 0 0 Taxes & 10 1,000 620 0 10,261   0 0 0 Professional Services 600 0 0 600 0 600 0 600   784 500 <284> Temp Agency Service 2,358 2,000 358> 946 10,498   15,068 14,700 <368-   Commission Expense 258,871 288,873 30,002 9,229 283,785   278,477 298,742 20,265   748,403 813,315 64,912   TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 2,008,963 1,904,251 104,712 119,063 2,044,067   Less: Allocated Exp HR									
0 0 0 0 Credit Card Adjustments 155 0 155> 20 27 54 500 446 Rentals 2,523 2,000 <523> 625 15,200 1,481 415 <1,066									
S4			,						
0 0 0 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0		500	446	Rentals	2,523	2,000	<523>	625	15,200
0			,						
Temp Agency Service		_						-	
15,068									
278,477   298,742   20,265   TOTAL OTHER CONTROL.   3,222,605   3,347,527   124,922   298,187   3,248,945   748,403   813,315   64,912   TOTAL CONTROLLABLE EXP (ROSS CONTRIBUTION TO SVCS AND ENTERPRISES   146,131   98,644   47,487   5VCS AND ENTERPRISES   2,008,963   1,904,251   104,712   119,063   2,044,067   2,073   2,089,963   1,904,251   104,712   119,063   2,044,067   2,073   2,089,963   1,904,251   104,712   119,063   2,044,067   2,073   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,136,136   2,089,964,13									
T48,403									
146,131   98,644   47,487   SVCS AND ENTERPRISES   2,008,963   1,904,251   104,712   119,063   2,044,067				TOTAL CONTROLLABLE EXP					
Less: Allocated Exp	446 :=:	20.5			2 222 5 5 5	1001	101=:=	***	2011-1-
39,003 34,813 <4,190> Allocated Exp. +HR 364,052 348,809 <15,243> 31,085 320,468 47,806 50,605 2,799 Allocated Exp. Fin 573,768 585,380 11,612 48,484 556,507 20,092 21,351 1,259 Allocated ExpIS 250,307 242,665 <7,642> 20,739 231,010 6,167 11,315 5,148 Allocated Exp. Mktg 110,693 129,911 19,218 11,359 122,437 32,447 32,001 <446> Allocated Exp. Mktg 110,693 129,911 19,218 11,359 122,437 32,447 32,001 <446> Allocated Exp. Othr SA 368,941 365,165 <3,776> 33,402 349,789 68,605 59,957 <8,648> Maintenance 679,600 664,477 <15,123> 57,853 630,102 102,254 107,584 5,330 Depreciation 1,100,932 1,183,424 82,492 99,105 1,100,514 351,165 344,958 <6,207> TOTAL ALLOCATED EXP 3,790,156 3,825,388 35,232 335,661 3,618,440      341,728 <5,087> TOTAL CUSTOMER COUNT 1,320,899 1,326,037 <17,427> 219,196 2,542,005 15.88 5.12 0.46 TOTAL AVERAGE CHECK 5.42 5.15 0.27 5.10 5.04 7.20 6.43 0.76 3RD PARTY OURT COUNT 2,409,383 2,580,810 <171,427> 219,196 2,542,005 14.05 33,597 2,547 EMPLOYEE HOURS 325,178 327,361 2,183 32,124 328,012 328,012 10,005 12,183 32,124 328,012 10,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 11,005 12,183 32,124 328,012 11,005 12,183 11,005 12,183 11,005 13,0	146,131	98,644	47,487	SVCS AND ENTERPRISES	2,008,963	1,904,251	104,712	119,063	2,044,067
39,003 34,813 <4,190> Allocated Exp. +HR 364,052 348,809 <15,243> 31,085 320,468 47,806 50,605 2,799 Allocated Exp. Fin 573,768 585,380 11,612 48,484 556,507 20,092 21,351 1,259 Allocated ExpIS 250,307 242,665 <7,642> 20,739 231,010 6,167 11,315 5,148 Allocated Exp. Mktg 110,693 129,911 19,218 11,359 122,437 32,447 32,001 <446> Allocated Exp. Mktg 110,693 129,911 19,218 11,359 122,437 32,447 32,001 <446> Allocated Exp. Othr SA 368,941 365,165 <3,776> 33,402 349,789 68,605 59,957 <8,648> Maintenance 679,600 664,477 <15,123> 57,853 630,102 102,254 107,584 5,330 Depreciation 1,100,932 1,183,424 82,492 99,105 1,100,514 351,165 344,958 <6,207> TOTAL ALLOCATED EXP 3,790,156 3,825,388 35,232 335,661 3,618,440      341,728 <5,087> TOTAL CUSTOMER COUNT 1,320,899 1,326,037 <17,427> 219,196 2,542,005 15.88 5.12 0.46 TOTAL AVERAGE CHECK 5.42 5.15 0.27 5.10 5.04 7.20 6.43 0.76 3RD PARTY OURT COUNT 2,409,383 2,580,810 <171,427> 219,196 2,542,005 14.05 33,597 2,547 EMPLOYEE HOURS 325,178 327,361 2,183 32,124 328,012 328,012 10,005 12,183 32,124 328,012 10,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 32,124 328,012 11,005 12,183 11,005 12,183 32,124 328,012 11,005 12,183 11,005 12,183 11,005 13,0				Less: Allocated Evn					
47,806         50,605         2,799         Allocated Exp. Fin         573,768         585,380         11,612         48,484         556,507           20,092         21,351         1,259         Allocated ExpIS         250,307         242,665         <7,642>         20,739         231,010           6,167         11,315         5,148         Allocated Exp. Mktg         110,693         129,911         19,218         11,359         122,437           32,447         32,001         <446>> Allocated Exp. Othr SA         368,941         365,165         <3,776>         33,402         349,789           68,605         59,957         <8,648>         Maintenance         679,600         664,477         <15,123				Less. / mocated Exp					
47,806         50,605         2,799         Allocated Exp. Fin         573,768         585,380         11,612         48,484         556,507           20,092         21,351         1,259         Allocated ExpIS         250,307         242,665         <7,642>         20,739         231,010           6,167         11,315         5,148         Allocated Exp. Mktg         110,693         129,911         19,218         11,359         122,437           32,447         32,001         <446>> Allocated Exp. Othr SA         368,941         365,165         <3,776>         33,402         349,789           68,605         59,957         <8,648>         Maintenance         679,600         664,477         <15,123	39,003	34,813	<4,190>	Allocated ExpHR	364,052	348,809	<15,243>	31,085	320,468
6,167         11,315         5,148         Allocated Exp. Mktg         110,693         129,911         19,218         11,359         122,437           32,447         32,001         <446>> Allocated Exp. Othr SA         368,941         365,165         <3,776>         33,402         349,789           68,605         59,957         <8,648>         Maintenance         679,600         664,477         <15,123	47,806	50,605			573,768	585,380		48,484	556,507
32,447         32,001         <446> Allocated Exp Othr SA         368,941         365,165         <3,776>         33,402         349,789           68,605         59,957         <8,648> Maintenance         679,600         664,477         <15,123>         57,853         630,102           34,791         27,332         <7,459>         Utilities         341,864         305,557         <36,307>         33,634         307,613           102,254         107,584         5,330         Depreciation         1,100,932         1,183,424         82,492         99,105         1,100,514           351,165         344,958         <6,207>         TOTAL ALLOCATED EXP         3,790,156         3,825,388         35,232         335,661         3,618,440           <205,034>         <246,314>         41,280         NET INCOME (LOSS)         <1,781,194>         <1,921,137>         139,943         <216,598>         <1,574,373>           336,641         341,728         <5,087>         TOTAL CUSTOMER COUNT         3,730,282         3,906,847         <176,565>         337,254         3,833,620           125,347         122,035         3,312         3RD PARTY CUST COUNT         1,320,899         1,326,037         <5,138>         118,058         1,291,615           211,2					,				
68,605         59,957         <8,648>         Maintenance         679,600         664,477         <15,123>         57,853         630,102           34,791         27,332         <7,459>         Utilities         341,864         305,557         <36,307>         33,634         307,613           351,165         344,958         <6,207>         TOTAL ALLOCATED EXP         3,790,156         3,825,388         35,232         335,661         3,618,440           <205,034>         <246,314>         41,280         NET INCOME (LOSS)         <1,781,194>         <1,921,137>         139,943         <216,598>         <1,574,373>           336,641         341,728         <5,087>         TOTAL CUSTOMER COUNT         3,730,282         3,906,847         <176,565>         337,254         3,833,620           125,347         122,035         3,312         3RD PARTY CUST COUNT         1,320,899         1,326,037         <5,138>         118,058         1,291,615           211,294         219,693         <8,399>         ASUCIA CUSTOMER COUNT         2,409,383         2,580,810         <171,427>         219,196         2,542,005           5.58         5.12         0.46         TOTAL AVERAGE CHECK         5.42         5.15         0.27         5.10         5.04 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
34,791         27,332         <7,459>         Utilities         341,864         305,557         <36,307>         33,634         307,613           102,254         107,584         5,330         Depreciation         1,100,932         1,183,424         82,492         99,105         1,100,514           351,165         344,958         <6,207>         TOTAL ALLOCATED EXP         3,790,156         3,825,388         35,232         335,661         3,618,440           <205,034>         <246,314>         41,280         NET INCOME (LOSS)         <1,781,194>         <1,921,137>         139,943         <216,598>         <1,574,373>           336,641         341,728         <5,087>         TOTAL CUSTOMER COUNT         3,730,282         3,906,847         <176,565>         337,254         3,833,620           125,347         122,035         3,312         3RD PARTY CUST COUNT         1,320,899         1,326,037         <5,138>         118,058         1,291,615           211,294         219,693         <8,399>         ASUCIA CUSTOMER COUNT         2,409,383         2,580,810         <171,427>         219,196         2,542,005           5.58         5.12         0.46         TOTAL AVERAGE CHECK         5.42         5.15         0.27         5.10         5.04									
102,254   107,584   5,330   Depreciation   1,100,932   1,183,424   82,492   99,105   1,100,514     351,165   344,958   <6,207 > TOTAL ALLOCATED EXP   3,790,156   3,825,388   35,232   335,661   3,618,440     <									
<205,034>         <246,314>         41,280         NET INCOME (LOSS)         <1,781,194>         <1,921,137>         139,943         <216,598>         <1,574,373>           336,641         341,728         <5,087>         TOTAL CUSTOMER COUNT         3,730,282         3,906,847         <176,565>         337,254         3,833,620           125,347         122,035         3,312         3RD PARTY CUST COUNT         1,320,899         1,326,037         <5,138>         118,058         1,291,615           211,294         219,693         <8,399>         ASUCIA CUSTOMER COUNT         2,409,383         2,580,810         <171,427>         219,196         2,542,005           5.58         5.12         0.46         TOTAL AVERAGE CHECK         5.42         5.15         0.27         5.10         5.04           7.20         6.43         0.76         3RD PARTY AVG CHECK         6.15         5.74         0.41         6.40         6.23           4.61         4.39         0.22         ASUCIA AVERAGE CHECK         4.57         4.48         0.09         4.40         4.44           31,050         33,597         2,547         EMPLOYEE HOURS         325,178         327,361         2,183         32,124         328,012	102,254	107,584	5,330	Depreciation	1,100,932	1,183,424	82,492	99,105	1,100,514
336,641 341,728 <5,087> TOTAL CUSTOMER COUNT 1,320,899 1,326,037 <5,138> 337,254 3,833,620 125,347 122,035 3,312 3RD PARTY CUST COUNT 1,320,899 1,326,037 <5,138> 118,058 1,291,615 211,294 219,693 <8,399> ASUCLA CUSTOMER COUNT 2,409,383 2,580,810 <171,427> 219,196 2,542,005 5.58 5.12 0.46 TOTAL AVERAGE CHECK 5.42 5.15 0.27 5.10 5.04 7.20 6.43 0.76 3RD PARTY AVG CHECK 6.15 5.74 0.41 6.40 6.23 4.61 4.39 0.22 ASUCLA AVERAGE CHECK 4.57 4.48 0.09 4.40 4.44 31,050 33,597 2,547 EMPLOYEE HOURS 325,178 327,361 2,183 32,124 328,012		344,958	<6,207>	TOTAL ALLOCATED EXP			35,232	335,661	
336,641 341,728 <5,087> TOTAL CUSTOMER COUNT 1,320,899 1,326,037 <5,138> 337,254 3,833,620 125,347 122,035 3,312 3RD PARTY CUST COUNT 1,320,899 1,326,037 <5,138> 118,058 1,291,615 211,294 219,693 <8,399> ASUCLA CUSTOMER COUNT 2,409,383 2,580,810 <171,427> 219,196 2,542,005 5.58 5.12 0.46 TOTAL AVERAGE CHECK 5.42 5.15 0.27 5.10 5.04 7.20 6.43 0.76 3RD PARTY AVG CHECK 6.15 5.74 0.41 6.40 6.23 4.61 4.39 0.22 ASUCLA AVERAGE CHECK 4.57 4.48 0.09 4.40 4.44 31,050 33,597 2,547 EMPLOYEE HOURS 325,178 327,361 2,183 32,124 328,012	>20E 024	2016 21 A:	41 200	NET INCOME (LOCC)	∠1 701 104:	Z1 021 127	120.042	216 FOO	∠1 E7/ 272·
125,347   122,035   3,312   3RD PARTY CUST COUNT   1,320,899   1,326,037   <5,138   118,058   1,291,615   2,109,693   <8,399   ASUCIA CUSTOMER COUNT   2,409,383   2,580,810   <171,427   219,196   2,542,005	<205,054>	<240,314>	41,280	INL I INCOME (LUSS)	<1,/01,194>	<1,321,13/>	139,943	<210,598>	<1,3/4,3/3>
125,347   122,035   3,312   3RD PARTY CUST COUNT   1,320,899   1,326,037   <5,138   118,058   1,291,615   2,109,693   <8,399   ASUCIA CUSTOMER COUNT   2,409,383   2,580,810   <171,427   219,196   2,542,005	336.641	341,728	<5.087>	TOTAL CUSTOMER COUNT	3,730,282	3,906,847	<176,565>	337,254	3,833.620
211,294         219,693         <8,399>         ASUCLA CUSTOMER COUNT         2,409,383         2,580,810         <171,427>         219,196         2,542,005           5.58         5.12         0.46         TOTAL AVERAGE CHECK         5.42         5.15         0.27         5.10         5.04           7.20         6.43         0.76         3RD PARTY AVG CHECK         6.15         5.74         0.41         6.40         6.23           4.61         4.39         0.22         ASUCLA AVERAGE CHECK         4.57         4.48         0.09         4.40         4.44           31,050         33,597         2,547         EMPLOYEE HOURS         325,178         327,361         2,183         32,124         328,012									
7.20         6.43         0.76         3RD PARTY AVG CHECK         6.15         5.74         0.41         6.40         6.23           4.61         4.39         0.22         ASUCLA AVERAGE CHECK         4.57         4.48         0.09         4.40         4.44           31,050         33,597         2,547         EMPLOYEE HOURS         325,178         327,361         2,183         32,124         328,012									
7.20         6.43         0.76         3RD PARTY AVG CHECK         6.15         5.74         0.41         6.40         6.23           4.61         4.39         0.22         ASUCLA AVERAGE CHECK         4.57         4.48         0.09         4.40         4.44           31,050         33,597         2,547         EMPLOYEE HOURS         325,178         327,361         2,183         32,124         328,012				TOTAL AVEC A CE CITETI					
4.61     4.39     0.22     ASUCLA AVERAGE CHECK     4.57     4.48     0.09     4.40     4.44       31,050     33,597     2,547     EMPLOYEE HOURS     325,178     327,361     2,183     32,124     328,012									
31,050 33,597 2,547 EMPLOYEE HOURS 325,178 327,361 2,183 32,124 328,012									
	7.01	т.ээ	0.22	, SOCE THE ENDER CHECK	7.57	טד.די	0.05	טד.די	דד.ד
34.48   32.12   2.36   SALES/LABOR HOUR   37.68   38.30   <0.62>   33.81   37.95									
	34.48	32.12	2.36	SALES/LABOR HOUR	37.68	38.30	<0.62>	33.81	37.95

## SERVICES DIVISION INCOME STATEMENT

JUN. 11(05/25/14-06/28/14) CURRENT MONTH			1 [	F	ISCAL YEAR 13-1	4 T	FISCAL YEAR 12-13			
	CURRENT MONTH	· ,	1 1		MO(07/28/13-06		LAST YEAR			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
19,132	13,567	5,565	PHOTOGRAPHY	165,766	175,695	<9,929>	20,422	174,828		
19,132	13,567	5,565	TOTAL SALES	165,766	175,695	<9,929> <9.929>	20,422	174,828		
23/232	25/507	3,555		100,700	27.57555	15/5251	20, .22	17 1,020		
223	529	306	Less: Cost of Sales	3,204	5,313	2,109	309	6,298		
18,909	13,038	5,871	GROSS MARGIN	162,562	170,382	<7,820>	20,112	168,531		
98.8	96.1	2.7	GROSS MARGIN %	98.1	97.0	1.1	98.5	96.4		
98.8	96.1	2.7	PHOTOGRAPHY	98.1	97.0	1.1	98.5	96.4		
118,222	100,000	18,222	TRADEMARKS AND LICENSING	2,047,613	2,223,659	<176,046>	90,475	1,970,990		
92,244	91,038	1,206	LEASED OPS	1,007,962	999,319	8,643	89,312	969,383		
210,466	191,038	19,428	OTHER INCOME	3,055,575	3,222,978	<167,403>	179,787	2,940,373		
229,375	204,076	25,299	GROSS MARGIN/OTHER	3,218,137	3,393,360	<175,223>	199,899	3,108,904		
			Less: Controllable Exp							
30,869	32,057	1,188	Career Wages	355,548	349,696	<5,852>	30,325	342,166		
0	0	0	Limited Appointment	0	0	0	405	1,686		
702	1,610	908	Student Wages	16,448	19,738	3,290	507	8,026		
31,571	33,667	2,096	TOTAL WAGES	371,996	369,434	<2,562>	31,237	351,878		
165.0	248.2	83.1	Wage % to sales	224.4	210.3	<14.1>	153.0	201.3		
15 102	15 701	609	Employee Benefits	167.050	172 155	4 20E	14 974	150 075		
15,182 75	15,791 700	625	Employee Benefits Office Supplies	167,950 5,855	172,155 9,553	4,205 3,698	14,874 360	158,975 9,099		
755	738	<17>		7,494	8,039	545	695	7,406		
50	105	55	Postage	874	1,155	281	0	898		
0	3,000	3,000	Trav/Trips/Conference	9,251	18,500	9,249	0	12,302		
0	0	0	Enforcement	6,000	8,000	2,000	0	8,000		
0	200	200	Advertising	0	450	450	0	0		
210	4,000	3,790	Business Promotion	31,107	44,600	13,493	707	21,228		
457 2,708	216 3,033	<241> 325	Repairs & Maintenance Professional Services	1,555 32,692	2,012 27,307	457 <5,385>	35 3,133	5,002 27,188		
2,708	1,150	1,150	Legal	6,596	12,650	6,054	544	3,614		
5,789	4,150		Trademark	35,397	45,650	10,253	3,113	40,787		
0	0	0	Intern'l Agnt Fee/Tax	256,786	299,384	42,598	0	183,215		
10,715	16,700	5,985	Domestic Agency Fee	130,426	153,400	22,974	9,047	136,601		
0	0	0	Misc. Bank Charges	0	0	0	0	128		
43,990	31,673		Payment to UCLA	535,864	556,010	20,146	33,868	526,183		
79,931 111,503	81,456 115,123	1,525 3,620	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	1,227,848 1,599,844	1,358,865 1,728,299	131,017 128,455	66,376 97,613	1,140,625 1,492,503		
111,505	115,125	3,020	GROSS CONTRIBUTION TO	1,399,644	1,720,299	120,433	97,013	1,492,303		
117,872	88,953	28,919	SVCS AND ENTERPRISES	1,618,293	1,665,061	<46,768>	102,286	1,616,401		
			Less: Allocated Exp							
2,620	2,278	<342>	Allocated ExpHR	27,300	25,474	<1,826>	2,008	22,792		
8,340	7,804		Allocated Exp. Fin	121,621	128,991	7,370	7,257	109,787		
3,624	3,398		Allocated ExpIS	54,947	55,140	193	3,208	47,184		
1,112	1,801	689	Allocated Exp. Mktg	24,316	29,535	5,219	1,757	25,169		
5,853	5,092		Allocated Exp Othr SA	80,444	83,276	2,832	5,166	71,258		
14,436 7,321	19,397 8,842	4,961 1,521	Maintenance Utilities	143,001 71,935	214,971 98,849	71,970 26,914	12,173 7,077	132,585 64,727		
6,240	6,431	1,321	Depreciation	66,554	70,741	4,187	6,039	64,809		
49,547	55,043	5,496	TOTAL ALLOCATED EXP	590,117	706,977	116,860	44,685	538,311		
68,326	33,910	34,416	NET INCOME (LOSS)	1,028,176	958,084	70,092	57,601	1,078,089		

### UCLA STUDENT UNION INCOME STATEMENT

1UN. 1	1(05/25/14-06/2	8/14)	1	F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
	CURRENT MONTH		1	YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
57,915	54,800	-, -	EVENT SERVICES OFFICE	469,910	389,160	80,750	64,277	454,692
0	152	<152>	RECREATION & GAMES	1,714	1,613	101	1,598	24,429
58,826	56,767	2,059	AU POST OFFICE	608,951	611,023	<2,072>	63,170	625,200
116,740	111,719	5,021	TOTAL SALES	1,080,575	1,001,796	78,779	129,045	1,104,321
58,809	55,518		AU Post Office Cost	598,388	597,581	<807>	63,534	615,404
10,196	13,516	•	Facilities Costs	94,598	88,499	<6,099>	12,636	97,787
0	0	0	Cost of Sales GM RM	25	0	<25>	135	752
69,005	69,034	29	Less: Cost of Sales	693,011	686,080	<6,931>	76,304	713,943
59.1	61.8	2.7	COST OF SALES % GROSS MARGIN	64.1	68.5	4.4	59.1	64.7
47,736 40.9	42,685	5,051 2.7	GROSS MARGIN %	387,564 35.9	315,716 31.5	71,848	52,741 40.9	390,377 35.4
40.9	38.2	2.7	GROSS MARGIN %	33.9	31.5	4.4	40.9	33.4
82.4	75.3	7.1	EVENT SERVICES OFFICE	79.9	77.3	2.6	80.3	78.5
0.0	100.0		RECREATION & GAMES	98.6	100.0	<1.4>	91.6	96.9
0.0	2.2		AU POST OFFICE	1.7	2.2	<0.5>	<0.6>	1.6
0.0	2.2	12.27	101051011102		2.2	10.57	10.02	1.0
26,725	10,866	15,859	STUDENT UNION OPS	203,097	204,740	<1,643>	6,020	197,767
30	1,661		RECREATION & GAMES	15,490	19,998	<4,508>	1,500	20,757
10,711	9,993	718	AU POST OFFICE	108,631	107,565	1,066	11,337	111,053
37,465	22,520	14,945	OTHER INCOME	327,217	332,303	<5,086>	18,857	329,577
85,201	65,205	19,996	GROSS MARGIN/OTHER	714,781	648,019	66,762	71,599	719,954
	,	•	· · · · · · · · · · · · · · · · · · ·	,	•			,
			Less: Controllable Exp					
31,254	31,003	<251>	Career Wages	343,026	341,025	<2,001>	30,097	326,337
18,521	20,155	1,634	Student Wages	183,012	202,113	19,101	20,852	219,041
49,775	51,158	1,383	TOTAL WAGES	526,038	543,138	17,100	50,949	545,378
42.6	45.8	3.2	WAGE % TO SALES	48.7	54.2	5.5	39.5	49.4
16,181	17,113		Employee Benefits	175,018	183,086	8,068	14,963	161,019
1,096	655		Office Supplies	15,950	11,027	<4,923>	1,038	13,473
3,975	3,370		Telephone	36,754	36,500	<254>	3,376	36,581
0	1,125	1,125	Trav/Trips/Conference	1,848	3,375	1,527	0	1,843
1,567	2,088		24 Hour Study Lounge	6,895	6,650	<245>	2,149	7,593
160	0		Student Comm Art	5,553	5,495	<58>	<959>	4,851
0	0	0	Training Programs	2,887	5,208	2,321	0	3,896
11,964	11,964	0	Annual ASUCLA Events	36,309	30,959	<5,350>	11,967	35,584
21,430	6,154		Student Event Exp	120,768	113,797	<6,971>	1,972	133,102
0 0	240	240 0	Operating Supplies	1,950	2,955 0	1,005 0	10	3,176
0	0 30	30	Tournament Prizes Replacements	0	567	567	0 0	20 608
0	0	0	Uniforms	838	600	<238>	0	563
0	20	20	Advertising	1,237	1,159	<78>	260	1,088
499	601		Business Promotion	5,285	6,581	1,296	475	5,313
2,711	273		Repairs & Maintenance	14,950	11,012	<3,938>	1,034	26,899
2,711	0		Repairs & Mtce-Equip	14,950	11,012	<3,936>	1,466	16,124
1,096	1,334		Bank Card Expense	13,962	14,359	397	1,256	15,403
41	34		Overs/Shorts	77	366	289	0	153
0	997		Commission Expense	9,253	11,999	2,746	900	13,162
0	0		Student Support Svcs	2,908	2,625	<283>	0	2,769
15,417	15,417	0	Interaction Fund	169,583	169,587	4	15,417	169,583
13,260	13,500	240	STUDENT UNION EVENT F	118,826	140,000	21,174	8,262	124,734
89,399	74,915	<14,484>	TOTAL OTHER CONTROL.	740,850	757,907	17,057	63,585	777,538
139,173	126,073	<13,100>		1,266,888	1,301,045	34,157	114,534	1,322,916
			GROSS CONTRIBUTION TO					
<53,972>	<60,868>	6,896	SVCS AND ENTERPRISES	<552,107>	<653,026>	100,919	<42,935>	<602,962>
			Less: Allocated Exp					
			l.,,					
4,132	3,461		Allocated ExpHR	38,650	37,397	<1,253>	3,276	35,291
5,602	5,120		Allocated Exp. Fin	54,491	51,753	<2,738>	5,361	53,511
2,434	2,229		Allocated ExpIS	24,387	22,172	<2,215>	2,370	22,932
747	1,181		Allocated Exp. Mktg	10,768	11,863	1,095	1,298	12,160
3,931	3,341		Allocated Exp Othr SA	36,363	33,434	<2,929>	3,817	34,610
42,887	36,573		Maintenance	424,836	405,322	<19,514>	36,166	393,894
21,749	16,672	<5,077>		213,709	186,387	<27,322>	21,025	192,296
15,213	17,290		Depreciation	158,818	190,190	31,372	13,312	187,062
96,695	85,867	<10,828>	TOTAL ALLOCATED EXP	962,022	938,518	<23,504>	86,625	931,756
<150,667>	<146,735>	<2 027 <b>~</b>	NET INCOME (LOSS)	<1,514,129>	<1,591,544>	77,415	<129,560>	<1,534,718>
. 230,007 /	-1.0,7557	10,0027	(2000)	12/01/1/12/2	,	. , , 113	-127,0007	, 1,, 10,

## ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUN. 11(05/25/14-06/28/14)		1	F.	ISCAL YEAR 13-1	4 <b>I</b>	FISCAL YE	AR 12-13	
CURRENT MONTH			YTD 11 MO(07/28/13-06/28/14)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
293,621	290,304	<3,317>	Career Wages	3,209,857	3,246,207	36,350	287,984	3,205,322
4,875	300	•	Limited Appointment	45,950	15,300	<30,650>	0	2,217
26,602	29,987	3,385	Student Wages	318,068	325,823	7,755	25,779	321,124
0	0	0	Labor Recharge	0	0	0	<200>	<200>
325,099	320,591	<4,508>	TOTAL WAGES	3,573,875	3,587,330	13,455	313,563	3,528,463
5.8	5.6	<0.2>	WAGE % TO TOTAL SALES	5.7	5.5	<0.3>	5.6	5.5
0	0	0	Emp Awards, Profess.	11,682	12,700	1,018	0	9,770
0	0	0	Emp Awards, Students	9,000	7,400	<1,600>	0	7,000
131,017	140,780	9,763	Employee Benefits	1,420,064	1,552,026	131,962	134,973	1,418,420
5,350	7,473	2,123	Office Supplies	108,285	89,006	<19,279>	6,038	93,783
10,089	9,871	<218>	Telephone	97,970	107,758	9,788	9,973	100,121
823	1,196	373	Postage	10,212	12,217	2,005	912	10,510
4,223	2,233	<1,990>		20,772	26,135	5,363	1,241	16,752
0	20	20	Expense Allowance	0	220	220	0	0
5,550	7,273	1,723	Employee Relations	20,356	22,075	1,719	5,056	24,857
0	0	0	Tuition Assistance	0	104	104	0	0
0	0	0	Training Programs	576	0	<576>	0	0
1,083 0	798 511	<285>	Fingerprinting Recruitment	6,471 3,427	9,291	2,820	0	4,463
73	620	511 547	Operating Supplies	3,427 1,342	4,911 6,100	1,484 4,758	188 343	2,868 2,348
0	620 0	547 0	Freight Out	1,342	6,100 0	4,758	343	2,3 <del>4</del> 8 14
246	300	54	Uniforms	2,990	3,300	310	246	2,947
458	<1,000>		Security Expense	525	<11,000>	<11,525>	<671>	<7,048>
112	50		Security Equipment	896	550	<346>	0	1,948
2,722	2,658		Alarm Monitoring	30,065	29,238	<827>	2,561	28,772
1,150	1,000	<150>	Advertising	11,765	11,000	<765>	2,524	10,499
<9,598>	2,100	11,698	Benefits U Adv	11,527	23,100	11,573	2,572	24,296
4,492	5,835	1,343	Repairs & Maintenance	56,692	66,219	9,527	4,591	53,911
0	0	0	Repair-Mtce Computer	5,760	0	<5,760>	0	0
3,801	10,320	6,519	Repairs & Mtce-Equip	114,301	113,520	<781>	9,150	108,172
0	25	25	Printing	477	611	134	11	833
6,572	6,572	0	Bruin One Card Exp	103,551	103,551	0	5,365	101,113
12	82	70	Overs/Shorts	<20>	503	523	<23>	43
18,041 <1,055>	22,484 4,713	4,443 5,768	Insurance Expense Professional Services	198,451 30,695	247,324 44,060	48,873 13,365	20,440 2,874	224,840 36,042
917	928	11	Legal	10,083	10,100	15,505	1,020	9,296
9,733	10,427	694	External Audit	107,564	114,697	7,133	10,123	111,351
1,560	500		Temp Agency Service	7,134	7,200	67	22	8,503
9,583	9,442	•	Internal Audit	105,417	103,862	<1,555>	9,167	100,833
2,106	1,000		Tax Consulting	12,584	13,386	802	2,280	14,305
0	0	0	PROFESSIONAL FEES PCI	15,000	0	<15,000>	0	0
14,829	15,000		Board of Directors	117,687	117,700	13	26,560	136,001
348	0	<348>	Special Projects	3,834	10,000	6,166	675	17,358
3,086	5,423		Misc. Bank Charges	34,875	46,849	11,974	2,666	36,376
3,074	3,074		Armored Carrier Expense	36,313	33,815	<2,498>	2,940	32,935
7,417	7,635		UCOP Payroll Services	81,583	83,985	2,402	7,417	81,585
15,929	15,929	0	UCLA Recharge Expense	177,969	175,219	<2,750>	15,498	170,478
2,660	300		Special Events	31,765	19,200	<12,565>	<781>	21,250
256,404 581 503	295,572	39,168 34,660	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,019,639	3,217,932	198,293	285,947	3,017,545
581,503	616,163	34,000	TOTAL CONTROLLABLE EXP	6,593,513	6,805,262	211,749	599,510	6,546,008
			Less: Allocated Exp					
17,519	16,220	<1.299>	Maintenance	173,544	179,756	6,212	14,774	160,904
8,884	7,394	<1,490>		87,299	82,662	<4,637>	8,589	78,553
12,927	17,225	4,298	Depreciation	155,618	189,475	33,857	14,862	163,979
39,330	40,839	1,509	TOTAL ALLOCATED EXP	416,462	451,893	35,431	38,225	403,436
620,833	657,002	36,169	NET EXPENSE	7,009,975	7,257,155	247,180	637,735	6,949,444
<549,257>	<585,541>		Allocated-Svs and Ent	<6,144,627>	<6,382,509>	<237,882>	<552,918>	<5,932,406>
<26,722>	<26,722>	0	Allocated-USAC	<292,127>	<292,127>	0	<26,204>	<284,273>
<3,692>	<3,692>	0	Allocated-GSA	<39,265>	<39,265>	0	<3,692>	<39,265>
<41,163>	<41,047>	116	Allocated-Comm Board	<533,956>	<543,253>	<9,297>	<54,921>	<693,500>
<620,833>	<657,002>	<36,169>	TOTAL OTHER	<7,009,975>	<7,257,154>	<247,179>	<637,735>	<6,949,444>
0	0	<0>	TOTAL EXPENSE	0	1	1	0	0
U	U	<0>	TOTAL LAFLINGE	U	1	1	U	U

## MAINTENANCE DIVISION EXPENSE STATEMENT

CURRENT MONTH           ACTUAL         BUDGET         VARIANCE           110,613         101,351         <9,262>         Career Wages           2,012         0         <2,012>         Limited Appointment           835         558         <277>         Student Wages           460>         <80>         80         Labor Recharge           64,835>         <4,216>         619         Billed Labor Costs           600>         <4,500>         <3,900>         Capitalized Wages           107,865         93,113         <14,752>         TOTAL WAGES           60,766         62,162         1,396         Employee Benefits           0ffice Supplies         Office Supplies         Trav/Trips/Conference           751         684         <67>         Telephone           0         0         Trav/Trips/Conference           7,381         4,985         <2,396>         Paper           7,575         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           2,983         2,925         <58>         Repairs & Mitce-Elevator	1I IN	11(05/25/14-06/2	8/14)	1
ACTUAL   BUDGET   VARIANCE				
110,613				
2,012	ACTUAL	DODGET	VARIANCE	
2,012	110.613	101.351	<9.262>	Career Wages
Student Wages   Labor Recharge   Billed Labor Costs	,		•	_
<160>         <80>         Labor Recharge           <4,835>         <4,216>         619         Billed Labor Costs           <600>         <4,500>         <3,900>         Capitalized Wages           107,865         93,113         <14,752>         TOTAL WAGES           60,766         62,162         1,396         Employee Benefits           456         145         <311>         Office Supplies           751         684         <67>         Telephone           0         480         480         Trav/Trips/Conference           0         0         0         Training Programs           7,381         4,985         <2,396>         Paper           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Mice-Elevator           8 Repairs & More-Elevator         Repairs & Mtce-Elevator           339         50         <289		_	,	
<4,835>         <4,216>         619         Billed Labor Costs           <600>         <4,500>         <3,900>         Capitalized Wages           107,865         93,113         <14,752>         TOTAL WAGES           60,766         62,162         1,396         Employee Benefits           60,766         145         <311>         Office Supplies           751         684         <67>         Telephone           0         0         0         Tran/Trips/Conference           7,381         4,985         <2,396>         Paper           7,755         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Mtce-Elevator           8,2933         2,925         <58>         Repairs & Mtce-Elevator           3339         50         <289>         Repairs & Mtce-Elevator           4,411         3,750         <661>         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rentals-Truck				_
Capitalized Wages   107,865   93,113   <14,752   107AL WAGES   107,865   93,113   <14,752   107AL WAGES   107AL WAGES   145   311   07AL WAGES   145   375   348   4,985   4,985   4,396   7,575   4,374   4,3201   07AL WAGES   7,986   971   4,7015   07AL WAGES   7,986   971   4,905   446   649   203   203   2,925   446   649   203   238   2,925   446   649   203   238   2,925   4,411   3,750   4,411   3,750   4,411   3,750   4,411   3,750   4,411   3,750   4,466   7,403   937   810   804				
107,865				
60,766 62,162 1,396   456 145				
456         145         <311>         Office Supplies           751         684         <67>         Telephone           0         480         480         Trav/Trips/Conference           0         0         0         Training Programs           7,381         4,985         <2,396>         Paper           7,575         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Maintenance           2,983         2,925         <58>         Repairs & Mtce-Elevator           339         50         <289>         Repairs & Mtce-Elevator           4,411         3,750         <661>         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rentals-Truck           3         0         0         0         0           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP     <	107,865	93,113	<14,/52>	TOTAL WAGES
456         145         <311>         Office Supplies           751         684         <67>         Telephone           0         480         480         Trav/Trips/Conference           0         0         0         Training Programs           7,381         4,985         <2,396>         Paper           7,575         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Maintenance           2,983         2,925         <58>         Repairs & Mtce-Elevator           339         50         <289>         Repairs & Mtce-Elevator           4,411         3,750         <661>         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rentals-Truck           3         0         0         0         0           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP     <	60 766	62 162	1 396	Employee Renefits
751 684 <			•	
0         480         480         Trav/Trips/Conference           0         0         0         Training Programs           7,381         4,985         <2,396>         Paper           7,575         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Maintenance           2,983         2,925         <58>         Repairs & Mtce-Elevator           339         50         <289>         Repairs & Mtce-Elevator           Repairs & Mtce-Elevator         Repairs & Mtce-Elevator           4,411         3,750         <661>         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rodent & Pest Control           235         615         380         Rentals-Truck           30         0         0         Janitorial           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP		_		
0         0         Training Programs           7,381         4,985         <2,396>         Paper           7,575         4,374         <3,201>         Cleaning Supplies           7,986         971         <7,015>         Replacements           446         649         203         Laundry           15,524         14,905         <619>         Repairs & Maintenance           2,983         2,925         <58>         Repairs & Mtce-Elevator           339         50         <289>         Repairs & Mtce-Elevator           828         200         <328>         Painting Program           0         100         100         Incidental Proj Exp           4,411         3,750         <661>         Air Conditioning-Maint           8,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rodent & Pest Control           235         615         380         Rentals-Truck           3 119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP           Less: Allocated Exp            <16,138	_			
7,381	-			
7,575				
7,986 971 <7,015> Replacements 446 649 203 Laundry 15,524 14,905 <619> Repairs & Maintenance 2,983 2,925 <58> Repairs & Mtce-Elevator 339 50 <289> Repairs & Mtce-Equip 528 200 328> Painting Program 0 100 100 Incidental Proj Exp 4,411 3,750 <661> Air Conditioning-Maint 6,466 7,403 937 Rub Remvl/Hauling 3,466 3,573 108 Rodent & Pest Control 235 615 380 Rentals-Truck 3 119,313 107,971 <11,342> Rodent & Pest Control 119,313 107,971 <11,342> TOTAL OTHER CONTROL. 227,179 201,084 <26,095> TOTAL CONTROLLABLE EXP  15,057 16,138 1,081 TOTAL ALLOCATED EXP 15,057 16,138 1,081 TOTAL ALLOCATED EXP 242,235 217,222 <25,013> NET EXPENSE <a href="https://doi.org/10.100/dice.com/bio/schild/">Allocated-Svs and Ent Allocated-GSA</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">Allocated-GSA</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">Allocated-Comm Board</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">https://doi.org/10.100/dice.com/bio/schild/</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">https://doi.org/10.100/dice.com/bio/schild/</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">https://doi.org/10.100/dice.com/bio/schild/</a> <a href="https://doi.org/10.100/dice.com/bio/schild/">https://doi.org/10.100/dice.com/bio/schild/</a> <a #page-14"="" href="https://doi.org/10.100/dice.com/b&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;•&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;446       649       203       Laundry         15,524       14,905       &lt;619&gt;       Repairs &amp; Maintenance         2,983       2,925       &lt;58&gt;       Repairs &amp; Mtce-Elevator         339       50       &lt;289&gt;       Repairs &amp; Mtce-Equip         528       200       &lt;328&gt;       Painting Program         0       100       100       Incidental Proj Exp         4,411       3,750       &lt;661&gt;       Air Conditioning-Maint         6,466       7,403       937       Rodent &amp; Pest Control         235       615       380       Rentals-Truck         3anitorial       119,313       107,971       &lt;11,342&gt;         119,313       107,971       &lt;11,342&gt;       TOTAL OTHER CONTROL.         227,179       201,084       &lt;26,095&gt;       TOTAL CONTROLLABLE EXP         Less: Allocated Exp         Less: Allocated Exp         Less: Allocated-Svs and Ent         &lt;40,025&lt;/td&gt;       &lt;6,002&lt;/td&gt;       &lt;25,013&gt;         &lt;6,002&lt;/td&gt;       &lt;6,002&lt;/td&gt;       &lt;410&lt;/td&gt;         &lt;2,645&lt;/td&gt;       &lt;2,645&gt;       &lt;410&lt;/td&gt;         &lt;8,760&lt;/td&gt;       &lt;6,934&lt;/td&gt;       1,826         &lt;17,519&lt;/td&gt;       &lt;16,220&lt;/td&gt;       1,299         Allocated-Comm Board       &lt;17&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;15,524       14,905       &lt;619&gt;       Repairs &amp; Maintenance         2,983       2,925       &lt;58&gt;       Repairs &amp; Mtce-Elevator         339       50       &lt;289&gt;       Repairs &amp; Mtce-Equip         528       200       &lt;328&gt;       Painting Program         0       100       100       Incidental Proj Exp         4,411       3,750       &lt;661&gt;       Air Conditioning-Maint         6,466       7,403       937       Rub Remvl/Hauling         3,466       3,573       108       Rodent &amp; Pest Control         235       615       380       Rentals-Truck         Janitorial       119,313       107,971       &lt;11,342&gt;       TOTAL OTHER CONTROL.         227,179       201,084       &lt;26,095&gt;       TOTAL CONTROLLABLE EXP         Less: Allocated Exp       Less: Allocated Exp         15,057       16,138       1,081       TOTAL ALLOCATED EXP         242,235       217,222       &lt;25,013&gt;       NET EXPENSE         &lt;207,310&gt;       &lt;185,422&gt;       21,888       Allocated-Svs and Ent         &lt;6,002&gt;       0       Allocated-GSA         &lt;8,760&gt;       &lt;6,934&gt;       1,826       Allocated-Comm Board         &lt;17,519&gt;       &lt;16,220&gt;       &lt;td&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;•&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;2,983         2,925         &lt;58&gt;         Repairs &amp; Mtce-Elevator           339         50         &lt;289&gt;         Repairs &amp; Mtce-Equip           528         200         &lt;328&gt;         Painting Program           0         100         100         Incidental Proj Exp           4,411         3,750         &lt;661&gt;         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rodent &amp; Pest Control           235         615         380         Rentals-Truck           Janitorial         119,313         107,971         &lt;11,342&gt;         TOTAL OTHER CONTROL.           227,179         201,084         &lt;26,095&gt;         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         &lt;25,013&gt;         NET EXPENSE           &lt;207,310&gt;         &lt;185,422&gt;         21,888         Allocated-Svs and Ent           &lt;6,002&gt;         &lt;6,002&gt;         &lt;0&lt;/td&gt;         Allocated-GSA           &lt;8,760&gt;         &lt;6,934&gt;         1,826         Allocated-Comm Board           &lt;17,519&gt;&lt;/td&gt;&lt;td&gt;446&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;,&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;339         50         &lt;289&gt;         Repairs &amp; Mtce-Equip           528         200         &lt;328&gt;         Painting Program           0         100         100         Incidental Proj Exp           4,411         3,750         &lt;661&gt;         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rodent &amp; Pest Control           235         615         380         Rentals-Truck           0         0         Janitorial           119,313         107,971         &lt;11,342&gt;         TOTAL OTHER CONTROL.           227,179         201,084         &lt;26,095&gt;         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         &lt;25,013&gt;         NET EXPENSE           &lt;207,310&gt;         &lt;185,422&gt;         21,888         Allocated-Svs and Ent           &lt;6,002&gt;         &lt;6,002&gt;         &lt;0&lt;/td&gt;         Allocated-GSA           &lt;8,760&gt;         &lt;6,934&gt;         1,826         Allocated-Comm Board           &lt;17,519&gt;         &lt;16,220&gt;         1,299         Allocated-A &amp; SS&lt;/td&gt;&lt;td&gt;15,524&lt;/td&gt;&lt;td&gt;14,905&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;528         200         &lt;328&gt;         Painting Program           0         100         100         Incidental Proj Exp           4,411         3,750         &lt;661&gt;         Air Conditioning-Maint           6,466         7,403         937         Rub Remvl/Hauling           3,466         3,573         108         Rodent &amp; Pest Control           235         615         380         Rentals-Truck           0         0         Janitorial           119,313         107,971         &lt;11,342&gt;         TOTAL OTHER CONTROL.           227,179         201,084         &lt;26,095&gt;         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         &lt;25,013&gt;         NET EXPENSE           &lt;207,310&gt;         &lt;185,422&gt;         21,888         Allocated-Svs and Ent           &lt;6,002&gt;         &lt;6,002&gt;         &lt;0&lt;/td&gt;         Allocated-GSA           &lt;8,760&gt;         &lt;6,934&gt;         1,826         Allocated-Comm Board           &lt;17,519&gt;         &lt;16,220&gt;         1,299         Allocated-Comm Board           &lt;17,519&gt;         &lt;16,220&gt;         2,5012         TOTAL OTHE&lt;/td&gt;&lt;td&gt;2,983&lt;/td&gt;&lt;td&gt;2,925&lt;/td&gt;&lt;td&gt;&lt;58&gt;&lt;/td&gt;&lt;td&gt;Repairs &amp; Mtce-Elevator&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;0 100 100 100 Incidental Proj Exp 4,411 3,750 &lt;661&gt; Air Conditioning-Maint 6,466 7,403 937 Rub Remvl/Hauling 3,466 3,573 108 Rodent &amp; Pest Control 235 615 380 Rentals-Truck 0 0 0 Janitorial 119,313 107,971 &lt;11,342&gt; TOTAL OTHER CONTROL. 227,179 201,084 &lt;26,095&gt; TOTAL CONTROLLABLE EXP  Less: Allocated Exp  15,057 16,138 1,081 Depreciation 15,057 16,138 1,081 TOTAL ALLOCATED EXP 242,235 217,222 &lt;25,013&gt; NET EXPENSE    &lt;a href="><a href="#page-14"><a hr<="" td=""><td>339</td><td>50</td><td>&lt;289&gt;</td><td>Repairs &amp; Mtce-Equip</td></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a></a>	339	50	<289>	Repairs & Mtce-Equip
4,411       3,750       <661> Air Conditioning-Maint         6,466       7,403       937       Rub Remvl/Hauling         3,466       3,573       108       Rodent & Pest Control         235       615       380       Rentals-Truck         119,313       107,971       <11,342>       TOTAL OTHER CONTROL.         227,179       201,084       <26,095>       TOTAL CONTROLLABLE EXP         Less: Allocated Exp         15,057       16,138       1,081       Depreciation         15,057       16,138       1,081       TOTAL ALLOCATED EXP         242,235       217,222       <25,013>       NET EXPENSE         <207,310>       <185,422>       21,888       Allocated-Svs and Ent         <6,002>       <6,002>       0       Allocated-GSA         <8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	528	200	<328>	Painting Program
6,466 7,403 937 Rub Remvl/Hauling 3,466 3,573 108 Rodent & Pest Control 235 615 380 Rentals-Truck 3 intorial 119,313 107,971 <11,342> TOTAL OTHER CONTROL. 227,179 201,084 <26,095> TOTAL CONTROLLABLE EXP  Less: Allocated Exp  15,057 16,138 1,081 Depreciation 15,057 16,138 1,081 TOTAL ALLOCATED EXP 242,235 217,222 <25,013> NET EXPENSE <a href="#">&lt;207,310&gt;</a> <185,422> 21,888 Allocated-Svs and Ent <a href="#">&lt;6,002&gt;</a> <6,002> 0 Allocated-USAC <2,645> <2,645> 0 Allocated-GSA <a href="#">&lt;4,760&gt;</a> <6,934> 1,826 Allocated-Comm Board <a href="#">&lt;17,519&gt;&lt;16,220&gt; 1,299 Allocated-A &amp; SS</a> TOTAL OTHER	0	100	100	Incidental Proj Exp
3,466 3,573 108 Rodent & Pest Control Rentals-Truck Janitorial TOTAL OTHER CONTROL.  119,313 107,971 <11,342> TOTAL OTHER CONTROL.  227,179 201,084 <26,095> TOTAL CONTROLLABLE EXP  Less: Allocated Exp  15,057 16,138 1,081 Depreciation TOTAL ALLOCATED EXP  242,235 217,222 <25,013> NET EXPENSE  <207,310> <185,422> 21,888 Allocated-Svs and Ent Allocated-USAC Allocated-GSA (8,760> <6,002> 0 Allocated-GSA Allocated-Comm Board (17,519> <16,220> 1,299 Allocated-A & SS  <242,235 <217,223> 25,012 TOTAL OTHER	4,411	3,750	<661>	Air Conditioning-Maint
235         615         380         Rentals-Truck Janitorial           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent Allocated-USAC           <6,002>         <6,002>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           TOTAL OTHER	6,466	7,403	937	Rub Remvl/Hauling
0         0         0         Janitorial           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER	3,466	3,573	108	Rodent & Pest Control
0         0         0         Janitorial           119,313         107,971         <11,342>         TOTAL OTHER CONTROL.           227,179         201,084         <26,095>         TOTAL CONTROLLABLE EXP           Less: Allocated Exp         Less: Allocated Exp           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER	•		380	Rentals-Truck
227,179   201,084   <26,095   TOTAL CONTROLLABLE EXP	0	0	0	Janitorial
227,179   201,084   <26,095   TOTAL CONTROLLABLE EXP	119.313	107.971	<11.342>	TOTAL OTHER CONTROL.
Less: Allocated Exp  15,057				
15,057         16,138         1,081         Depreciation           15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-USAC           <2,645>         <2,645>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER		·	·	
15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-USAC           <2,645>         <2,645>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER				Less: Allocated Exp
15,057         16,138         1,081         TOTAL ALLOCATED EXP           242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-USAC           <2,645>         <2,645>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER	15.053	16.133	1 001	D
242,235         217,222         <25,013>         NET EXPENSE           <207,310>         <185,422>         21,888         Allocated-Svs and Ent           <6,002>         <6,002>         0         Allocated-USAC           <2,645>         <2,645>         0         Allocated-GSA           <8,760>         <6,934>         1,826         Allocated-Comm Board           <17,519>         <16,220>         1,299         Allocated-A & SS           <242,235>         <217,223>         25,012         TOTAL OTHER				
<207,310>       <185,422>       21,888       Allocated-Svs and Ent         <6,002>       <6,002>       0       Allocated-USAC         <2,645>       <2,645>       0       Allocated-GSA         <8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	•			
<6,002>       <6,002>       0       Allocated-USAC         <2,645>       <2,645>       0       Allocated-GSA         <8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	242,235	217,222	<25,013>	NEI EXPENSE
<6,002>       <6,002>       0       Allocated-USAC         <2,645>       <2,645>       0       Allocated-GSA         <8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	<207.310>	<185.422>	21.888	Allocated-Svs and Ent
<2,645>       <2,645>       0       Allocated-GSA         <8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	,		•	
<8,760>       <6,934>       1,826       Allocated-Comm Board         <17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	•			
<17,519>       <16,220>       1,299       Allocated-A & SS         <242,235>       <217,223>       25,012       TOTAL OTHER	•	,	-	
<242,235> <217,223> 25,012 TOTAL OTHER			•	
0 <1> TOTAL EXPENSE	<2 <del>1</del> 2,233>	<217,223 <i>&gt;</i>	25,012	TOTAL OTTIEK
	0	<1>	<1>	TOTAL EXPENSE

FISCAL YEAR 13-14 FISCAL YEAR 12-13								
			FISCAL YEAR 12-13					
YTD 11 MO(07/28/13-06/28/14)			LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
1,110,606	1,126,082	15,476	97,914	1,029,422				
26,365	0	<26,365>	362	37,922				
5,115	5,994	879	0	<799>				
<5,000>	<880>	4,120	<160>	<1,850>				
<49,372>	<46,807>	2,565	<2,385>	<42,967>				
<70,383>	<49,500>	20,883	<2,597>	<50,719>				
1,017,332	1,034,889	17,557	93,134	971,008				
658,677	682,004	23,327	52,050	579,906				
2,102	2,015	<87>	29	2,278				
7,814	7,486	<328>	822	7,504				
338	2,130	1,792	0	431				
0	0	0	0	4,543				
53,215	51,791	<1,424>	6,233	52,825				
54,394	50,478	<3,916>	4,442	50,471				
21,594	12,457	<9,137>	2,561	15,358				
5,021	8,062	3,041	1,131	7,295				
189,712	163,955	<25,757>	6,831	159,034				
32,658	·			•				
	34,250	1,592 <125>	2,783	32,818				
675	550		53	1,010				
2,392	2,200	<192>	330	2,074				
3,500	1,100	<2,400>	0	277				
39,834	41,250	1,416	2,149	36,945				
88,236	88,125	<111>	9,121	87,712				
39,713	39,305	<408>	4,177	39,972				
16,760	7,140	<9,620>	1,351	7,497				
2,592	0	<2,592>	0	0				
1,219,227	1,194,298	<24,929>	94,062	1,087,951				
2,236,559	2,229,187	<7,372>	187,196	2,058,958				
172 466	177 510	E 0E3	10 120	170 220				
172,466	177,518	5,052	18,138	178,320				
172,466	177,518	5,052	18,138	178,320				
2,409,025	2,406,705	<2,320>	205,334	2,237,279				
<2,053,608>	<2,054,955>	<1,347>	<174,821>	<1,904,040>				
<66,015>	<66,015>	0	<6,056>	<66,633>				
<29,086>	<29,086>	0	<2,296>	<25,249>				
<86,772>	<76,893>	9,879	<7,387>	<80,452>				
<173,544>	<179,756>	<6,212>	<14,774>	<160,904>				
<2,409,025>	<2,406,705>	2,320	<205,334>	<2,237,278>				
12, 103,0237	-2,100,7007	2,320	\203,33T>	-2,231,210>				
0	0	<0>	0	1				

### UTILITIES EXPENSE STATEMENT

JUN.	11(05/25/14-06/2	28/14)	
(	CURRENT MONTH	1	
ACTUAL	BUDGET	VARIANCE	
31,367	19,106	<12,261>	Chiller Water
62,017	63,066	1,049	Elec-Non Air Cond.
8,898	8,526	<372>	Water-Non Air Cond.
17,910	6,530	<11,380>	Steam-Non Air Cond.
2,583	2,447	<136>	Gas
122,775	99,675	<23,100>	TOTAL OTHER CONTROL.
122,775	99,675	<23,100>	TOTAL CONTROLLABLE EXP
<105,131>	<84,527>	20,604	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,320>	<1,320>	0	Allocated-GSA
<4,442>	<3,436>	1,006	Allocated-Comm Board
<8,884>	<7,394>	1,490	Allocated-A & SS
<122,775>	<99,675>	23,100	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

F.	ISCAL YEAR 13-1	FISCAL YEAR 12-13			
YTD 11	MO(07/28/13-06	LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
210,268	172,565	<37,703>	27,894	187,120	
732,299	704,829	<27,470>	68,522	705,190	
93,567	111,473	17,906	10,701	105,341	
140,487	96,514	<43,973>	9,185	65,042	
34,870	28,167	<6,703>	1,857	24,744	
1,211,491	1,113,548	<97,943>	118,159	1,087,437	
1,211,491	1,113,548	<97,943>	118,159	1,087,437	
<1,033,042>	<944,976>	88,066	<101,634>	<929,539>	
<32,972>	<32,972>	0	<2,641>	<29,059>	
<14,528>	<14,528>	0	<1,001>	<11,011>	
<43,650>	<38,410>	5,240	<4,294>	<39,276>	
<87,299>	<82,662>	4,637	<8,589>	<78,552>	
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<0>	0	0	0	0	