ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/24/15 - 06/27/15)

Prepared

July 14, 2015

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JUNE 2015 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		JU		15 - 06/27/1	5)			FY 1:	3-14]	FISCAL YEAR 2014-2015					FY 1	3-14			
			CURRENT	T MONTH				**	*						07/27/14 - 0				*	*
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
		_		ACT/I		ACT/LY		_					_		ACT/		ACT/L		_	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,903		3,564		1,339	37.6%	945	23.9%	3,958		UCLA Store	45,440		40,964		4,476	10.9%	2,238	5.2%	43,202	
1,312		1,331		(19)	(1.4%)	39	3.1%	1,273		UCLA Restaurants	15,154		14,772		382	2.6%	704	4.9%	14,450	
248 145		212 144		36 1	17.0% 0.7%	18 (9)	7.8% (5.8%)	230 154		Services Division UCLA Student Union	3,370 1,358		3,409 1,411		(39) (53)	(1.1%) (3.8%)	149 (50)	4.6% (3.6%)	3,221 1,408	
6,608		5.251		1,357	25.8%	993	17.7%	5,615		TOTAL	65,322		60,556		4.766	7.9%	3,041	4.9%	62,281	
0,000		3,231		1,337		993		3,013			03,322		00,330		4,700		3,041		02,201	
1,306	26.6%	1,276	35.8%	30	Pts. (9.2)	(112)	Pts. (9.2)	1,418	35.8%	GROSS MARGIN UCLA Store	14,571	32.1%	13,764	33.6%	807	Pts. (1.5)	716	Pts. 0.0	13,855	32.1%
917	69.9%	937	70.4%	(20)	(9.2)	22	(9.2)	895		UCLA Store UCLA Restaurants	10.615	70.0%	10.377	70.2%	238	(0.2)	428	(0.5)	10,187	70.5%
247	99.6%	212	100.0%	35	(0.3)	18	0.4)	229	99.6%	Services Division	3,367	99.9%	3,404	99.9%	(37)	0.0	149	0.0	3,218	99.9%
80	55.2%	73	50.7%	7	4.5	(5)	0.0	85	55.2%	UCLA Student Union	711	52.4%	695	49.3%	16	3.1	(4)	1.6	715	50.8%
2,550	38.6%	2,498	47.6%	52	(9.0)	(77)	(8.2)	2,627		TOTAL	29,264	44.8%	28,240	46.6%	1,024	(1.8)	1,289	(0.1)	27,975	44.9%
										WAGES & BENEFITS			·							
575	11.7%	570	16.0%	(5)	4.3	(34)	2.0	541	13.7%	UCLA Store	6.008	13.2%	5,958	14.5%	(50)	1.3	(186)	0.3	5,822	13.5%
654	49.8%	673	50.6%	19	0.8	(39)	(1.5)	615		UCLA Restaurants	6.918	45.7%	6,858	46.4%	(60)	0.7	(323)	(0.1)	6,595	45.6%
52	21.0%	52	24.5%	0	3.5	(5)	(0.6)	47	20.4%	Services Division	567	16.8%	568	16.7%	1	(0.1)	(27)	0.0	540	16.8%
67	46.2%	67	46.5%	0	0.3	(1)	(3.3)	66	42.9%	UCLA Student Union	692	51.0%	714	50.6%	22	(0.4)	9	(1.2)	701	49.8%
1,348	20.4%	1,362	25.9%	14	5.5	(79)	2.2	1,269	22.6%	TOTAL	14,185	21.7%	14,098	23.3%	(87)	1.6	(527)	0.2	13,658	21.9%
										OTHER CONTROLLABLES *										
155	3.2%	144	4.0%	(11)	0.8	(6)	0.6	149	3.8%	UCLA Store	2,246	4.9%	2,086	5.1%	(160)	0.2	(129)	0.0	2,117	4.9%
128	9.8%	127	9.5%	(1)	(0.3)	5	0.6	133	10.4%	UCLA Restaurants	1,626	10.7%	1,535	10.4%	(91)	(0.3)	(44)	0.2	1,582	10.9%
73	29.4%	51	24.1%	(22)	(5.3)	(8)	(1.1)	65		Services Division	1,065	31.6%	1,110	32.6%	45	1.0	(5)	1.3	1,060	32.9%
59	40.7%	57	39.6%	(2)	(1.1)	14	6.7	73	47.4%	UCLA Student Union	556	40.9%	530	37.6%	(26)	(3.3)	10	(0.7)	566	40.2%
415	6.3%	379	7.2%	(36)	0.9	5	1.2	420	7.5%	TOTAL	5,493	8.4%	5,261	8.7%	(232)	0.3	(168)	0.1	5,325	8.5%
										CONTRIBUTION										
576	11.7%	562	15.8%	14	(4.1)	(153)	(6.7)	729		UCLA Store	6,317	13.9%	5,720	14.0%	597	(0.1)	401	0.2	5,916	13.7%
135	10.3%	137	10.3%	(2)	0.0	(11)	(1.2)	146		UCLA Restaurants	2,071	13.7%	1,984	13.4%	87	0.3	62	(0.2)	2,009	13.9%
122 (46)	49.2% (31.7%)	109	51.4% (35.4%)	13	(2.2)	4 8	(2.1)	118		Services Division UCLA Student Union	1,735 (537)	51.5% (39.5%)	1,726 (549)	50.6% (38.9%)	9 12	0.9 (0.6)	117	1.3 (0.3)	1,618 (552)	50.2% (39.2%)
787	11.9%	(51) 757	14.4%	5 30	(2.5)	(152)	3.4 (4.8)	(54) 939		TOTAL	9,586	14.7%	8.881	14.7%	705	0.0	15 595	0.3	8,991	14.4%
101	11.9%	757	14.4%	30	(2.5)	(132)	(4.0)	939	10.7%		9,366	14.7%	0,001	14.7%	705	0.0	393	0.3	0,991	14.4%
										ALLOCATED EXPENSES								_		
541	8.2%	560	10.7%	19	2.5	(31)	0.9	510		Admin&Support Services	5,961	9.1%	6,127	10.1%	166	1.0	(233)	0.1	5,728	9.2%
245 99	3.7% 1.5%	195	3.7%	(50)	0.0	(35)	0.0	210	3.7%	Maintenance Division	2,302	3.5%	2,176	3.6%	(126)	0.1 0.1	(247)	(0.2)	2,055	3.3%
201	3.0%	104 213	2.0% 4.1%	5 12	0.5 1.1	15 19	0.5 0.9	114 220	2.0% 3.9%	Utilities Depreciation	1,090 2.174	1.7% 3.3%	1,084 2,348	1.8% 3.9%	(6) 174	0.1	30 226	0.1 0.6	1,120 2,400	1.8% 3.9%
1.086	16.4%	1.072	20.4%	(14)	4.0	(32)	2.4	1.054		TOTAL	11,527	17.6%	11,735	19.4%	208	1.8	(224)	0.5	11.303	18.1%
1,000	10.470	1,072	20.470	(14)	7.0	(32)	2.7	1,004	10.070		11,021	17.070	11,733	13.470	200	1.0	(224)	0.5	11,505	10.170
(299)	(4.5%)	(315)	(6.0%)	16	1.5	(184)	(2.5)	(115)	(2.0%)	NET INCOME (LOSS) FROM OPERATIONS	(1,941)	(3.0%)	(2,854)	(4.7%)	913	1.7	371	0.7	(2,312)	(3.7%)
										OTHER INC/(EXP)										
30	0.5%	0	0.0%	30	0.5	(28)	(0.5)	58		Non-Recurrent Inc/(Exp)	93	0.1%	0	0.0%	93	0.1	(117)	(0.2)	210	0.3%
12	0.2%	12	0.2%	0	0.0	(1)	0.0	13		Interest Income	152	0.2%	149	0.2%	3	0.0	(14)	(0.1)	166	0.3%
(44)	(0.7%) 0.0%	(44)	(0.8%)	0	0.1 0.0	3	0.1 0.0	(47) 0		Interest (Expense) Income Taxes	(487) 0	(0.7%) 0.0%	(487)	(0.8%)	0	0.1 0.0	28 0	0.1 0.0	(515) 0	(0.8%) 0.0%
213	3.2%	213	4.1%	0	(0.9)	(13)	(0.8)	226	4.0%	Student Union Fee Income	2,344	3.6%	2,344	3.9%	0	(0.3)	6	(0.2)	2,338	3.8%
211	3.2%	181	3.4%	30	(0.9)	(39)	(1.3)	250 250	4.0%	TOTAL	2,102	3.2%	2,344	3.3%	96	(0.3)	(97)	(0.2)	2,199	3.5%
(88)	(1.3%)	(134)	(2.6%)	46	1.3	(223)	(3.7)	135		NET INCOME (LOSS)	161	0.2%	(848)	(1.4%)	1.009	1.6	274	0.4	(113)	(0.2%)
(00)	(1.3%)	(134)	(2.070)	40	1.3	(223)	(3.1)	133	2.4 /0	INCOME (LUSS)	101	U.Z 70	(040)	(1.470)	1,009	1.0	214	0.4	(113)	(0.270)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - JUNE 2015 (\$000's) DIVISIONS FULLY ALLOCATED

		JU		15 - 06/27/1	5)			FY 13	3-14		FISCAL YEAR 2014-2015					FY 1	3-14			
			CURRENT	MONTH				**	*)7/27/14 - 0				*	*
ACTU	JAL	BUDO	SET		VARIA			LAST YE	AR ACT		ACT	JAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY	-											ACT/LY ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,903		3,564		1,339	37.6%	945	23.9%	3,958		UCLA Store	45,440		40,964		4,476	10.9%	2,238	5.2%	43,202	
1,312		1,331		(19)	(1.4%)	39	3.1%	1,273		UCLA Restaurants	15,154		14,772		382	2.6%	704	4.9%	14,450	
248		212		36	17.0%	18	7.8%	230		Services Division	3,370		3,409		(39)	(1.1%)	149	4.6%	3,221	
145		144		1	0.7%	(9)	(5.8%)	154		UCLA Student Union	1,358		1,411		(53)	(3.8%)	(50)	(3.6%)	1,408	
6,608		5,251		1,357	25.8%	993	17.7%	5,615		TOTAL	65,322		60,556		4,766	7.9%	3,041	4.9%	62,281	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,306	26.6%	1,276	35.8%	30	(9.2)	(112)	(9.2)	1,418		UCLA Store	14,571	32.1%	13,764	33.6%	807	(1.5)	716	0.0	13,855	32.1%
917	69.9%	937	70.4%	(20)	(0.5)	22	(0.4)	895		UCLA Restaurants	10,615	70.0%	10,377	70.2%	238	(0.2)	428	(0.5)	10,187	70.5%
247	99.6%	212	100.0%	35	(0.4)	18	0.0	229		Services Division	3,367	99.9%	3,404	99.9%	(37)	0.0	149	0.0	3,218	99.9%
80	55.2%	73	50.7%	7	4.5	(5)	0.0	85	55.2%	UCLA Student Union	711	52.4%	695	49.3%	16	3.1	(4)	1.6	715	50.8%
2,550	38.6%	2,498	47.6%	52	(9.0)	(77)	(8.2)	2,627	46.8%	TOTAL	29,264	44.8%	28,240	46.6%	1,024	(1.8)	1,289	(0.1)	27,975	44.9%
										TOTAL CONTROLLABLES										
730	14.9%	714	20.0%	(16)	5.1	(40)	2.5	690		UCLA Store	8,254	18.2%	8,044	19.6%	(210)	1.4	(315)	0.2	7,939	18.4%
783	59.7%	800	60.1%	17	0.4	(35)	(0.9)	748		UCLA Restaurants	8,544	56.4%	8,393	56.8%	(151)	0.4	(366)	0.2	8,178	56.6%
125	50.4%	103	48.6%	(22)	(1.8)	(13)	(1.7)	112	48.7%	Services Division	1,632	48.4%	1,678	49.2%	46	0.8	(32)	1.3	1,600	49.7%
126	86.9%	124	86.1%	(2)	(0.8)	13	3.4	139	90.3%	UCLA Student Union	1,249	92.0%	1,244	88.2%	(5)	(3.8)	18	(2.0)	1,267	90.0%
1,764	26.7%	1,741	33.2%	(23)	6.5	(75)	3.4	1,689	30.1%	TOTAL	19,679	30.1%	19,359	32.0%	(320)	1.9	(695)	0.4	18,984	30.5%
										CONTRIBUTION										
576	11.7%	562	15.8%	14	(4.1)	(153)	(6.7)	729		UCLA Store	6,317	13.9%	5,720	14.0%	597	(0.1)	401	0.2	5,916	13.7%
135	10.3%	137	10.3%	(2)	0.0	(11)	(1.2)	146		UCLA Restaurants	2,071	13.7%	1,984	13.4%	87	0.3	62	(0.2)	2,009	13.9%
122	49.2%	109	51.4%	13	(2.2)	4	(2.1)	118		Services Division	1,735	51.5%	1,726	50.6%	9	0.9	117	1.3	1,618	50.2%
(46) 787	(31.7%) 11.9%	(51) 757	(35.4%) 14.4%	5 30	3.7 (2.5)	(1 52)	3.4 (4.8)	(54) 939	. ,	UCLA Student Union TOTAL	(537) 9.586	(39.5%) 14.7%	(549) 8.881	(38.9%) 14.7%	12 705	(0.6) 0.0	15 595	(0.3) 0.3	(552) 8.991	(39.2%) 14.4%
101	11.070	101	14.470		(2.0)	(102)	(4.0)	500	10.170		3,000	14.170	0,001	14.170	700	0.0	000	0.0	0,001	14.470
507	40.00/		45.00/	(44)	0.4	(44)	4.0	550	44.00/	ALLOCATED EXPENSES	0.000	40.40/	0.045	44.00/	(50)		(407)	0.4	5.004	40.00/
597 343	12.2% 26.1%	556 357	15.6% 26.8%	(41) 14	3.4 0.7	(41)	1.8 1.5	556 351		UCLA Store UCLA Restaurants	6,098 3,851	13.4% 25.4%	6,045 3,883	14.8% 26.3%	(53) 32	1.4 0.9	(137)	0.4 0.8	5,961 3,790	13.8% 26.2%
50	20.1%	70	33.0%	20	12.8	8	1.5	50		Services Division	606	25.4% 18.0%	3,003 857	25.1%	32 251	7.1	(61) (16)	0.8	3,790 590	18.3%
96	66.2%	89	61.8%	(7)	(4.4)	1	(3.2)	97	63.0%	UCLA Student Union	972	71.6%	950	67.3%	(22)	(4.3)	(10)	(3.3)	962	68.3%
1,086	16.4%	1.072	20.4%	(14)	4.0	(32)	2.4	1,054		TOTAL	11,527	17.6%	11,735	19.4%	208	1.8	(224)	0.5	11,303	18.1%
1,000	10.470	1,012	20.470	(1-7)	4.0	(02)	2.17	1,004	10.070		11,027	111070	11,700	10.470	200	1.0	(224)	0.0	11,000	10.176
										NET INCOME (LOSS) FROM OPERATIONS										
(21)	(0.3%)	6	0.1%	(27)	(0.4)	(194)	(3.4)	173	2 10/	UCLA Store	219	0.3%	(325)	(0.5%)	544	0.8	264	0.4	(45)	(0.1%)
(208)	(3.1%)	(220)	(4.2%)	12	1.1	(3)	0.6	(205)		UCLA Store UCLA Restaurants	(1,780)	(2.7%)	(325)	(3.1%)	119	0.8	204 1	0.4	(45) (1,781)	(0.1%)
72	1.1%	39	0.7%	33	0.4	4	(0.1)	68		Services Division	1,129	1.7%	869	1.4%	260	0.4	101	0.2	1,028	1.7%
(142)	(2.1%)	(140)	(2.7%)	(2)	0.4	9	0.6	(151)	(2.7%)	UCLA Student Union	(1,509)	(2.3%)	(1,499)	(2.5%)	(10)	0.3	5	0.0	(1,514)	(2.4%)
(299)	(4.5%)	(315)	(6.0%)	16	1.5	(184)	(2.5)	(115)		TOTAL	(1,941)	(3.0%)	(2,854)	(4.7%)	913	1.7	371	0.7	(2,312)	(3.7%)
(===)	,,	,/	, ,			,,	\ <i>)</i>	,,	, , 0)	OTHER INC/(EXP)	, , /	()	,,,	, ,					, ,=/	,,,,,,
30	0.5%	0	0.0%	30	0.5	(28)	(0.5)	58	1.0%	Non-Recurrent Inc/(Exp)	93	0.1%	0	0.0%	93	0.1	(117)	(0.2)	210	0.3%
12	0.2%	12	0.2%	0	0.0	(1)	0.0	13		Interest Income	152	0.2%	149	0.2%	3	0.0	(14)	(0.1)	166	0.3%
(44)	(0.7%)	(44)	(0.8%)	0	0.1	3	0.1	(47)		Interest (Expense)	(487)	(0.7%)	(487)	(0.8%)	0	0.1	28	0.1	(515)	(0.8%)
` o´	0.0%	` o´	0.0%	0	0.0	0	0.0	` o´	, ,	Income Taxes	o o	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
213	3.2%	213	4.1%	0	(0.9)	(13)	(8.0)	226		Student Union Fee Income	2,344	3.6%	2,344	3.9%	0	(0.3)	6	(0.2)	2,338	3.8%
211	3.2%	181	3.4%	30	(0.2)	(39)	(1.3)	250	4.5%	TOTAL	2,102	3.2%	2,006	3.3%	96	(0.1)	(97)	(0.3)	2,199	3.5%
(88)	(1.3%)	(134)	(2.6%)	46	1.3	(223)	(3.7)	135	2.4%	NET INCOME (LOSS)	161	0.2%	(848)	(1.4%)	1,009	1.6	274	0.4	(113)	(0.2%)

P/L Reconciliation Jun-15

Financial Analysis	\$0	000's
	Ju	ın-15
Budgeted Net Income/(Loss)		(\$134)
UCLA Store		
Gross Margin:		
Campus Portrait above plan due to timing as shift to later sittings for yearbook portraits pushed production out to June	14	
New Text below plan due to lower sales from competition, student use and weak Summer Session A, vendor returns increased cost of sales for the month, (improvement expected with next month new receipts), and partial offset by a positive year-end shrinkage adjustment)	(15)	
Used Text below plan due mostly to a large negative year-end shrinkage adjustment and weak Session A textbook sales	(93)	
Course Reader above plan due to higher sales for digital course readers and new digital/print combo product	28	
Computer Store above plan due to unplanned library technology refresh and stronger than expected year-end department business	109	
HSS Books below plan due to a negative year-end shrinkage adjustment and textbooks declining sales trend	(10)	
HSS Dental below plan mostly due to a negative year-end shrinkage adjustment	(9)	
Total Wages higher than plan	(7)	
Other, negative various controllables	(3)	
Total Contribution		14
UCLA Restaurants		
Gross Margin:		
Panda above plan due mostly to all year trend of increased popularity of this location	8	
No Campus Student Ctr. below plan due to overly aggressive budget, anticipated sales increases not as high as planned but showing growth over prior year	(6)	
Luvalle Food Servery above plan due to great response to Fall menu changes and total average check increase	4	
Kerckhoff above plan due to continuing positive response to menu changes and service flow improvements	4	
Cooperage below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A	(10)	
Ostin Café above plan due to new service area with no budget history, area doing better than plan	5	
Tsunami above plan due to new budget written to reflect change in model to a 3rd party operation (new model not in operation yet)	4	
Taco Bell below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns, and increased traffic to 1st floor areas diverting customers away from A-Level	(9)	
Catering below plan due to loss of the Football meals for Spring quarter and lower commencement events and misc. social business	(18)	
Total Wages higher than plan	5	
Other, negative controllables mostly bank card, commission and paper	11	
Total Contribution		(2)
Services		
Gross Margin:		
Licensing Domestic above plan due to adjustments from prior quarters, new product licenses and some timing (next month will be slightly down to plan)	41	
Photography below plan due to overall orders/assignments from campus entities continue to decline	(4)	
Other, negative controllables mainly in Licensing	(24)	
		13
UCLA Student Union		
Gross Margin:		
Student Union Ops above plan due to unanticipated income from Bruin Transfer Day and Rehab Services	9	
Post Office below plan: sales trends are shifting in the postal marketplace and new postal regulations are impacting international sales	(2)	-
Other, negative controllables	(2)	
Total Contribution		5
Allocated Expenses and Other		
A&SS below plan mainly due to savings in total wages	19	
Utilities below plan: recently reduced rates and lower consumption in chiller water and steam (partially offset by a new energy management program fee)	5	
Maintenance above plan due mostly to unexpected repairs (mostly painting of the Luvalle roof)	(50)	-
Other, depreciation lower than plan due to timing of capitals and reduced expenditures, and positive non-recurring standard year-end entries	42	
Total Actual Net Income/(Loss)		16 (88

ASUCLA P/L Reconciliation Year-To-Date Through June 2015

Financial Analysis	- at	000's
Budgeted Net Income/(Loss)	+	(8-
uagerea (ver Income/(Loss)	+	(0
UCLA Store	†	-
Gross Margin:	1	
Bearwear above plan due to fan enthusiasm, special product offerings, increased campus visitors and return of August Football Event to campus	196	
E-Commerce above plan due to favorable response to the USC victory Score Big promotion and recent Spring promotions	45	
New Text below plan due to continued competition, peer to peer selling, student usage, and online digital availability	(88)	
Used Text below plan: higher sales (better availability of used books) are offset by a negative year-end shrinkage adjustment	(55)	1
Graduation ETC above plan due to increase in package sales versus cap and gown units (as we no longer facilitate the sale of Alumni Association memberships)	28	T
Course Reader Solutions above plan due to: accruing monthly versus budgeted for Jan., April, and July, an increase in digital sales, and an additional school week in December,	1 20	
(some offset with negative sales in printed course readers)	137	
Computer Store above plan from marketing, extended BTS promo, Ipad promo, remodel, department sales and Apple bonus that was not budgeted	305	
LuValle Books above plan due to better sell through of loose leaf textbooks options and more consignment sales from general book vendors	40	
LuValle General Mdse and HSS General Mdse above plan due to strong trend in market sales	69	
HSS Dental above plan due to higher dental counter sales which are partially offset by a negative year-end shrinkage adjustment	20	
Hilltop Shop above plan due to changes in product positioning and processing of bed linen pre-orders which helped free up space for a better shopping experience	70	
Total Wages higher than plan mostly student with some offset in career	(65)	
Other, negative controllables mostly office supplies, bank card and payment to UCLA	(105)	
Total Contribution		5
CLA Restaurants		
Gross Margin:		
Panda above plan due to a large increase in customers this year over last year's trends, budget based on prior year actuals	54	
Rubios above plan due to significant price increases this year	32	
Wetzels/RX above plan due to unbudgeted addition of frozen yogurt and continued Boba sales (not anticipated in the budget)	11	
La Cucina above plan due to small variances each month	21	
No Campus Student Ctr below plan mostly due to negative traffic impact from construction around Campbell Hall	(34)	
CSSC above plan as finals and break weeks were misaligned in budget (very soft budget for actual higher volume days)	7	
LuValle Food Servery above plan due to positive response to Fall menu changes and total average check increase	23	
Jimmys above plan due to due to mostly December calendar alignment budgeting error and some positive spring quarter results	13	
Cooperage below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A	(101)	
Kerckhoff Coffeehouse above plan due to great response to menu changes and service improvements	53	
Ostin Café above plan due to new service area with no budget history	15	
Tsunami above plan due to new budget written to reflect change in model to a 3rd party leased operation (new model not in operation yet)	45	
Taco Bell below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns, and increased traffic to 1st floor areas diverting customers away from A-Level	(83)	
Catering above plan due to more training table meals, new events and the grad picnic was larger than last year	84	
Concessions above plan due to several unbudgeted events	79	
Total Wages higher than plan mostly student	(94)	
Other, negative controllables (mostly paper, repairs and maintenance, bank card expense)	(38)	
Total Contribution		
ervices		
Gross Margin:		
Licensing international income below plan due to loss of women's business in India	(39)	
Licensing domestic income above plan due new product licensees, prior quarter receipts and some timing (next month will be slightly down to plan)	55	
Photography below plan due to an aggressive budget (less on campus events)	(37)	
Leased Ops below plan mostly from less rent than planned due to timing for the Enrollment Offices	(17)	
Total Wages lower than plan	4	
Other, positive controllables mainly in Licensing	43	
Total Contribution	1	T
UCLA Student Union	1	
Gross Margin:		
Student Union Ops above plan due to new University events and film shoots and higher student event income	29	
AU Post Office below plan mostly lower postage sales and products	(13)	
Total Wages lower than plan	20	t
Other, negative controllables mainly student event expense (corresponds with higher student event income), with some offset in positive student union event fund	(24)	T
Total Contribution	(24)	
llocated Expenses and Other		T
A&SS lower than plan mostly total wages, insurance expense and other various controllables	166	
Maintenance higher than plan mostly custodial wages, employee benefits and repairs & maintenance (Fast Track mold remediation and painting Luvalle roof)	(126)	T
	(6)	
Utilities higher than plan mostly in chiller water and water-non air cond., which are partially offset by Steam and Elec-Non Air Cond. Depresenting laws than plan due to timing of controls and reduced expenditures.		+
Depreciation lower than plan due to timing of capitals and reduced expenditures Other mainly positive non-requiring	174 96	\vdash
Other, mainly positive non-recurring Total	90	
Total	+	1

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

	Current Month	Prior Month	Prior Year
	June 2015	May 2015	July 2014
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,873	\$11,653	\$10,881
Accounts receivable	5,187	5,009	3,144
Less: Allowance for doubtful accounts	(255)	(248)	(182)
Accounts receivable, net	4,932	4,761	2,962
Student fees receivable	231	878	291
Inventories	5,299	5,154	6,114
Prepaid expenses and other current assets	209	189	302
Total current assets	22,544	22,635	20,550
LONG TERM ASSETS			
Long term note receivable	\$200	\$200	\$200
Property, equipment and improvements	67,530	67,490	67,008
Less: Accumulated depreciation	(43,572)	(43,384)	(41,459)
Total long term assets	24,158	24,306	25,748
TOTAL ASSETS	46,702	46,941	46,299
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,532	\$4,499	\$4,468
Wages and payroll taxes payable	2,947	2,899	2,992
Sales tax payable & other liabilities	595	1,021	846
Interest payable	236	285	112
Deferred income	281	292	224
Funds held for others	201	181	142
Current portion of long term debt	801	766	766
Total current liabilities	10,593	9,943	9,549
	-,	-,	-,-
LONG TERM DEBT:			
AU expansion loan	10,024	10,825	10,825
Total long term debt	10,024	10,825	10,825
	,	·	·
TOTAL LIABILITIES	20,617	20,768	20,375
	-,-	-,	-,
RETAINED EARNINGS:			
Beginning Balance	25,924	25,924	26,518
Year-to-date net income/(loss)	161	249	(594)
	.51	0	(551)
Ending Balance	26,085	26,173	25,924
9		,	,
TOTAL LIABILITIES AND RETAINED EARNINGS	46,702	46,941	46,299
. C L. I. I. L. I. I. L. I. II. II. I. L. I. III. I	70,102	70,071	+0,200

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

June 2015 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:	(\$88)	\$161	(\$113)
Depreciation (Increase)/decrease in current assets:	201	2,174	2,400
Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets	(171) 647 (145) (20)	(1, <mark>970)</mark> 60 815 93	(509) 317 855 30
Increase/(decrease) in current liabilities: Accounts payable Sales tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others	1,033 (426) 48 (49) (11) 20 35	1,064 (250) (45) 124 57 59 35	(588) (198) (170) (79) 107
Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities	\$1,074	\$2,377	57 \$2,210
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Long term note receivable Purchase of property, equipment and improvements	0 (53)	\$0 (584)	(200) (1,755)
Net cash used in investing activities	(\$53)	(\$584)	(\$1,955)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	(801)	(801)	(766)
Net cash provided/(used) by financing activities	(\$801)	(\$801)	(\$766)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENT	\$220	\$992	(\$511)
CASH AND CASH EQUIVALENTS, Beginning	\$11,653	10,881	11,541
CASH AND CASH EQUIVALENTS, Ending	\$11,873	\$11,873	\$11,029

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

June 2015

(\$000's)

CASH AND CASH EQUIVALENTS	11,873
Less: Committed Capital Projects	
	(4.000)
Ackerman B & A Level Remodel	(1,833)
Student Service Center	(199)
Food Service POS	(350)
KH Coffeehourse Patio Membrane	(225)
Subtotal	(2,607)
Adjustment for Cash Overdraft Entry	(1,515)
Uncommitted Cash	7,751
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,404
RESERVE SURPLUS (DEFICIT)	(2,653)

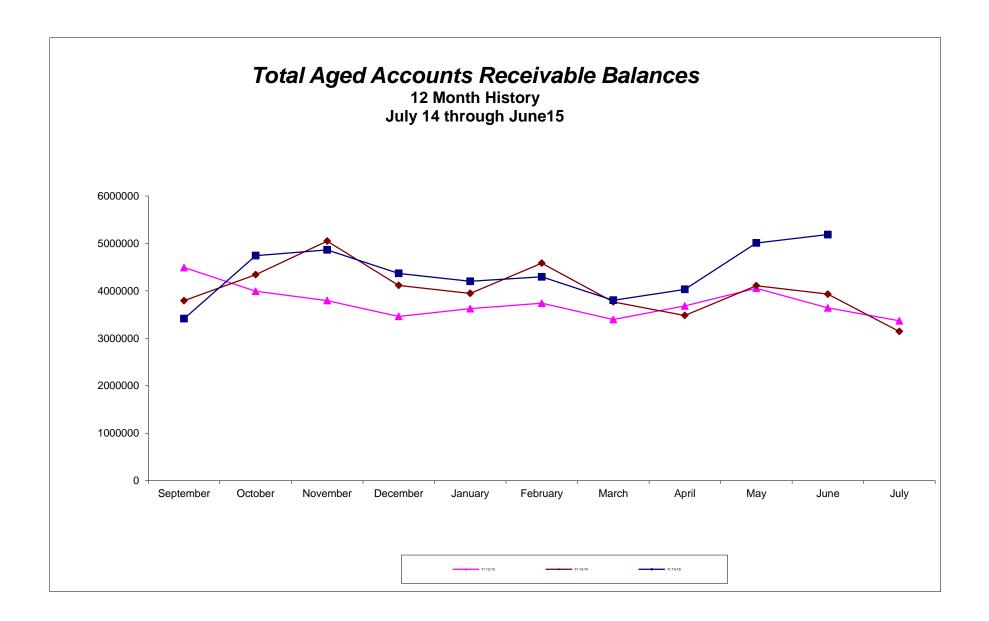
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

 100	14-20			004	_
 (ZU)	14-20	ID J	une	201	ລ

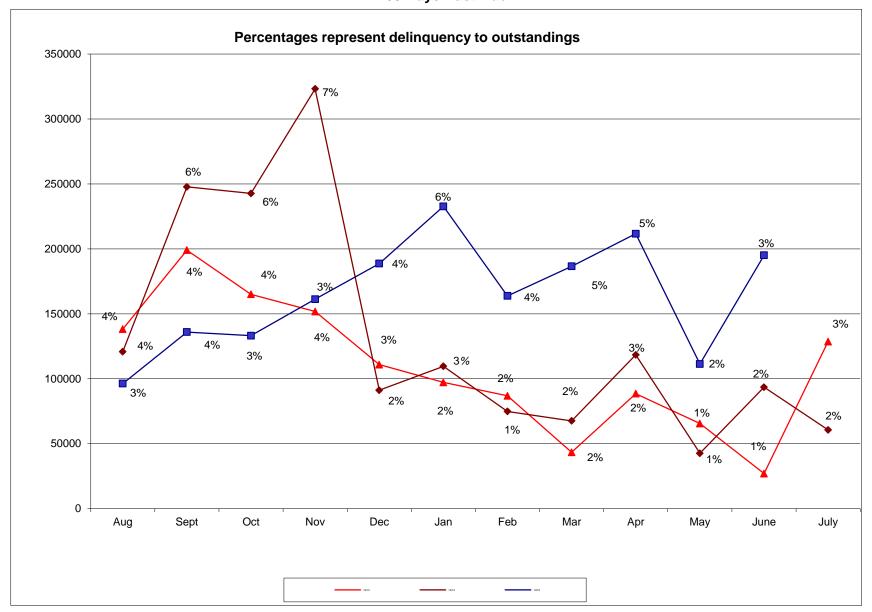
			FY 2014-20	015 June 20	715	PROJECTED			
PROJECT NAI	ME	BUDGET				Remaining		Over	-
PROJECT NAI	AL	DUDGET	Payments	PO's	Total	Balance	Pending	(Under)	Status
Store/Services			1 dyments	103	. Jour	Dalarice	rending	(Onder)	Cidiao
2014-S001	Store General Replacement	50.0	35.6	12.1	47.7	2.3		0.0	In Progress
2014-S002	HSS Remodel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2014-S003	Informal Photo-Equipment	7.0	0.0	0.0	0.0	0.0	7.0	0.0	Pending
2014-S004	Hill Top Shop Remodel	150.0	4.8	133.6	138.4	11.6	7.0	0.0	In Progress
2014-0029	Course Reader Consulting	0.0	0.0	25.0	25.0	0.0		25.0	Completed Awaioting Invoice
2014-O029 2014-O030	Fast Track Update	0.0	30.6	0.0	30.6	0.0		30.6	Completed
Total Store/Serv	rices	257.0	71.0	170.7	241.7	13.9	57.0	55.6	
Food Service	1	I	1						
2014-F005	FS Miscellaneous and Unanticipated	50.0	20.2	17.4	37.6	12.4		0.0	In Progress
2014-F005 2014-F006	LV Steam Table/ Food Warmer	22.0	21.1	0.0	21.1	0.0		(0.9)	Completed
2014-F006 2014-F007	Display Merchandiser	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
							15.0		In Progress
2014-F008	KCH Coffee Boba program	35.0	21.4	0.0	21.4	13.6	25.0	0.0	
2014-F009	Baskin Robbins move/Wetzel's reimage	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2014-F010	Electric Cart	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2014-0028	RX Yogurt	0.0	71.0	0.0	71.0	9.0		80.0	In Progress
Total Food Serv	ices	162.0	133.7	17.4	151.1	35.0	55.0	79.1	
Technology		l							
2014-T011	Network Infrastructure Upgrade	20.0	11.9	0.0	11.9	8.1		0.0	In Progress
2014-T011 2014-T012	Printer Replacement	10.0	8.4	3.2	11.6	0.0		1.6	Completed Awaioting Invoi
2014-1012 2014-T013	Marketing Hardware Upgrade	20.0	5.6	0.0	5.6	14.4		0.0	In Progress
2014-1013 2014-T014		6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
	Marketing Color Laser Printer						6.0		
2014-T015 2014-T016	Food Service POS Kronos System	350.0 150.0	0.0	0.0	0.0 0.0	0.0 0.0	350.0	0.0 (150.0)	Pending Cancel
			25.5						
Total Technolog	DY	556.0	25.9	3.2	29.1	22.5	356.0	(148.4)	
Others .									
2014-0017	SUO Meeting Room Upgrade	30.0	0.0	1.9	1.9	28.1		0.0	In Progress
2014-0018	SUO Chair Replacements	25.0	7.9	0.0	7.9	17.1		0.0	In Progress
2014-0019	SUO General Replacement	15.0	14.2	0.9	15.1	0.0		0.1	Completed
2014-0020	Custodial Replacements	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2014-0021	Fac. Misc. Remodels	25.0	0.0	22.4	22.4	2.6		0.0	In Progress
2014-0022	KH Coffeehouse Patio Membrane	225.0	0.0	0.0	0.0	0.0	225.0	0.0	Pending
2014-0023	Finance Misc. Replacements	20.0	11.1	0.0	11.1	8.9		0.0	In Progress
2014-0024	Marketing Misc. Furniture Replacement	2.5	0.0	0.0	0.0	0.0	2.5	0.0	Pending
2014-0025	AU 1st Floor Restroom Upgrade	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2014-0026	KH Grand Salon - AC Upgrade	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2014-0027	Additional Utility Efficiency Projects	50.0	16.5	0.0	16.5	33.5	0	0.0	In Progress
2014-0027	AU Solar Panels Expansion Design	0.0	0.0	20.0	20.0	0.0		20.0	Completed awaiting invoice
2014-0031	AU & KH Variable Pumps (VSD)	0.0	0.0	80.1	80.1	19.9		100.0	In Progress
2014-O032 2014-O033	Gender Neutral Restrooms	0.0	0.0	148.3	148.3	1.7		150.0	In Progress
2014-O033 2014-O034		0.0	0.0			90.0		90.0	Pending
2014-O034 2014-O035	HVAC Management System (VFD) AU 3rd floor HVAC	0.0	0.0	0.0 36.6	0.0 36.6	0.0		90.0 36.6	Completed Awaioting Invol
Tatal O#		420 5	40.7	240.0	250.0	204.5	274.5	30° 7	
Total Others		439.5	49.7	310.2	359.9	201.8	274.5	396.7	
Total Current Ye	ear Projects	1,414.5	280.3	501.5	781.8	273.2	742.5	383.0	

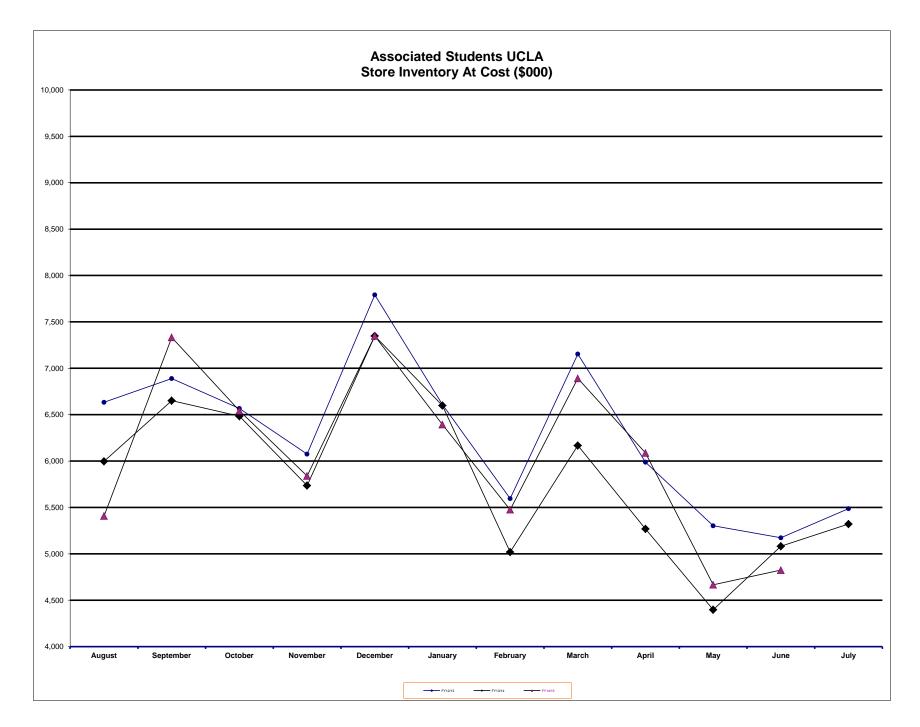
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

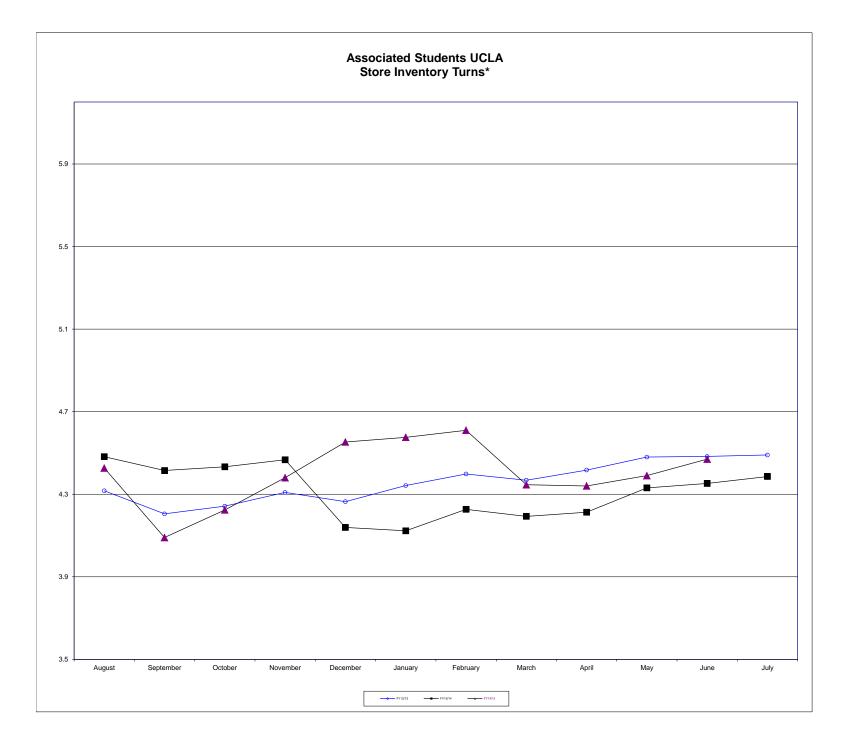
6/27/2015 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,993,260	41%	\$47,201	83%	\$23,943	19%	\$532	9%	\$13,791	67%	\$5,220	12%	\$2,083,947	39%
ASUCLA PUBLICATIONS	\$147,479	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$147,479	3%
ASUCLA USA/GSA	\$67,803	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,803	1%
DUE FROM VENDORS	\$1,047,924	21%	(\$3,909)	-7%	\$23,162	19%	\$5,240	85%	\$3,493	17%	\$39,582	87%	\$1,115,492	22%
DENTAL KITS	\$83,561	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,561	2%
OTHER	\$1,595,185	32%	\$13,494	24%	\$76,209	62%	\$345	6%	\$3,238	16%	\$332	1%	\$1,688,803	33%
TOTAL CURRENT MONTH	\$4,935,213	100%	\$56,785	100%	\$123,314	100%	\$6,117	100%	\$20,522	100%	\$45,134	100%	\$5,187,085	100%
	96%		1%		2%		0%		0%		1%		100%	
5/23/2015 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,062,689	23%	\$192,130	58%	\$7,882	24%	\$17,763	95%	\$3,370	197%	\$14,025	24%	\$1,297,859	26%
ASUCLA PUBLICATIONS	\$96,435	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,435	2%
ASUCLA USA/GSA	\$114,339	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,339	2%
DUE FROM VENDORS	\$1,399,044	31%	\$24,209	7%	\$17,379	54%	(\$3,490)	-19%	(\$2,327)	-136%	\$40,294	69%	\$1,475,108	29%
DENTAL KITS	\$284,383	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$284,383	6%
OTHER	\$1,607,995	35%	\$116,610	35%	\$7,064	22%	\$4,412	24%	\$668	39%	\$4,331	7%	\$1,741,080	35%
TOTAL CURRENT MONTH	\$4,564,885	100%	\$332,949	100%	\$32,325	100%	\$18,685	100%	\$1,711	100%	\$58,650	100%	\$5,009,205	100%
	91%		7%		1%		0%		0%		1%		100%	
4/25/2015 Apr	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$806,204	22%	\$167,974	90%	\$26,474	27%	\$6,362	12%	\$5,446	55%	\$13,211	25%	\$1,025,671	25%
ASUCLA PUBLICATIONS	\$95,932	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$95,932	2%
ASUCLA USA/GSA	\$110,518	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$110,518	3%
DUE FROM VENDORS	\$152,213	4%	\$17,902	10%	\$957	1%	\$2,155	4%	\$1,437	14%	\$37,858	72%	\$212,522	5%
DENTAL KITS	\$99,530	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$99,530	2%
OTHER	\$2,369,937	65%	(\$270)	0%	\$69,491	72%	\$43,719	84%	\$3,093	31%	\$1,403	3%	\$2,487,373	62%
TOTAL CURRENT MONTH	\$3,634,334	100%	\$185,606	100%	\$96,922	100%	\$52,236	100%	\$9,976	100%	\$52,472	100%	\$4,031,546	100%
	90%		5%		3%		1%		0%		1%		100%	



Aged Accounts Receivable Balances >60 Days Past Due







JUN 1	.1(05/24/15-06/	27/15)	Ī		SCAL YEAR 14-	15	ETCCAL VI	EAR 13-14
	URRENT MONT				MO(07/27/14-0			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,673,678	1,384,978	1,288,700	ACADEMIC SUPPORT DIV	20,263,071	17,194,819	3,068,252	1,849,706	19,255,023
2,6/3,6/8 1,474,481	1,384,978 1,467,562	1,288,700 6,919	GENERAL MDSE DIVISION	13,671,398	17,194,819	3,068,252 496,561	1,849,706	19,255,023 12,917,516
126,685	120,900	5,785	HILLTOP SHOP	1,253,157	1,074,022	179,135	117,918	1,039,377
225,114	206,456	18,658	LU VALLE COMMONS STORE	2,730,717	2,442,725	287,992	225,150	2,766,374
70,905	80,000		E-COMMERCE DIVISION	1,494,683	1,444,000	50,683	61,897	1,399,987
220,271 4,791,133	233,895 3,493,791	<13,624> 1,297,342	HEALTH SCIENCES STORE TOTAL SALES	4,750,226 44,163,251	4,649,999 39,980,402	100,227 4,182,849	210,809 3,878,656	4,810,587 42,188,866
4,791,133	3,493,791	1,297,342	TOTAL SALLS	44,103,231	39,900,402	4,102,049	3,676,030	42,100,000
3,477,338	2,274,395	<1,202,943>	Less: Cost of Sales	30,582,050	27,041,872	<3,540,178>	2,688,320	29,327,756
			Less: Shrinkage					
66,183	5,270	<60 913>	ACADEMIC SUPPORT DIV	138,156	65,530	<72.626>	<119,494>	<46.020>
22,073	5,510		GENERAL MDSE DIVISION	71,253	52,805	<18,448>	5,851	52,551
4,558	570		HILLTOP SHOP	9,888	5,100	<4,788>	<5,828>	<1,447>
12,796	850		LU VALLE COMMONS STORE	27,547	10,350	<17,197>	<11,378>	3,939
<2,474>	290		E-COMMERCE DIVISION	2,928	5,140	2,212	8,863	13,878
16,292 119,429	1,360 13,850	<105,579>	HEALTH SCIENCES STORE SHRINKAGE	37,601 287,373	18,800 157,725	<18,801> <129,648>	<26,791> <148,777>	<3,285> 19,616
3,596,767	2,288,245		TOTAL COST OF SALES	30,869,423	27,199,597	<3,669,826>	2,539,544	29,347,372
								, ,
72.6	65.1		COST OF SALES %	69.3	67.6	<1.6>	69.3	69.5
1,194,366	1,205,546	<11,180>	GROSS MARGIN	13,293,828	12,780,805	513,023	1,339,113	12,841,494
27.4 2.5	34.9 0.4		GROSS MARGIN % SHRINKAGE %	30.8 0.7	32.4 0.4	<1.6> <0.3>	30.7 <3.8>	30.5 0.1
2.5	011	12.12	or marking to 2.70	0.7	011	10.52	15.01	0.12
24.9	34.5	<9.6>	NET GROSS MARGIN %	30.1	32.0	<1.9>	34.5	30.4
			ACADEMIC SUBBOLL:					
8.4 50.2	16.0 50.4		ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	15.8 49.4	18.2 49.7	<2.4> <0.3>	18.9 51.8	17.2 49.5
37.9	40.1		HILLTOP SHOP	39.5	39.6	<0.1>	45.2	39.8
32.0	34.0		LU VALLE COMMONS STORE	31.6	32.3	<0.7>	34.6	29.8
52.5	52.1	0.4	E-COMMERCE DIVISION	51.0	50.6	0.4	36.9	49.7
33.1	36.4	<3.3>	HEALTH SCIENCES STORE	25.6	24.8	0.8	49.1	25.2
111,664	70.532	41,132	OTHER INCOME	1,277,079	983,228	293,851	79,286	1,013,412
1,306,030	1,276,078	29,952	GROSS MARGIN/OTHER	14,570,907	13,764,033	806,874	1,418,399	13,854,905
1,500,050	1/2/0/0/0	25/552	ONOSS I DINOSI I O I I IEN	1 1/57 0/507	13/10 1/033	000,07	17.110/5555	15/05 1/505
			Less: Controllable Exp					
247440	252 204		s	2 754 004	2 224 222	02.054	252.262	2 222 224
247,140 0	262,281 3,000	15,141 3,000	Career Wages Limited Appointment	2,751,984 2,412	2,834,838 7,000	82,854 4,588	253,268 0	2,823,931 0
185,891	160,336	<25,555>	Student Wages	1,719,942	1,567,273	<152,669>	157,908	1,565,389
433,031	425,617	<7,414>	TOTAL WAGES	4,474,338	4,409,111	<65,227>	411,175	4,389,319
9.0	12.2	3.1	WAGE % TO SALES	10.1	11.0	0.9	10.6	10.4
142.254	144 771	2 417	Employee Deposits	1 522 075	1 540 013	15.027	120 702	1 422 007
142,354 9,794	144,771 5,022	2,417 <4,772>	Employee Benefits Office Supplies	1,533,975 116,776	1,549,012 85,171	15,037 <31,605>	129,793 10,641	1,432,907 109,908
14,147	13,985		Telephone	148,147	150,565	2,418	14,643	150,425
80	80		Telex	880	880	0	80	880
20	20		Postage	297	188	<109>	21	278
<1,067> 0	100	1,167	Trav/Trips/Conference	32,792	28,550	<4,242>	1,014	28,272
2,852	0 2,710	0 <142>	Membership Fees Operating Supplies	4,300 46,159	4,300 39,130	0 <7,029>	0 4,073	1,900 52,068
18,170	19,718	1,548	Freight Out	298,226	305,722	7,496	19,228	301,055
1,511	900	<611>	Transportation	13,119	12,500	<619>	900	12,409
86	0		Merchandise Losses	700	0	<700>	0	0
0	0	0	Postage Stamp O/S	93	0	<93>	<8>	153
0 11,236	0 10,210	-1.0265	Uniforms Advertising	441 237,581	0 245,071	<441> 7,490	0 7,348	248 235,041
<2,000>	<600>	1,400	Vendor Adv. Allowance	<76,621>	<75,580>	1,041	<8,690>	<105,424>
274	50	<224>	Direct Mail Adv.	270,825	268,550	<2,275>	31	263,130
2,062	3,270	1,208	Repairs & Maintenance	48,267	47,377	<890>	3,374	53,478
60	0		Janitorial	60	0	<60>	0	0
57,546 1,521	53,247 0		Bank Card Expense Overs/Shorts	731,041 1,813	684,791 0	<46,250> <1,813>	50,055 <3,015>	682,120 12,025
1,521 <207>	0	<1,521> 207	Credit Card Adjustments	7,776	0	<1,813> <7,776>	<3,015> 114	4,151
7	0		Textbook Rental Exp	1,650	723	<927>	0	535
547	0	<547>	Rentals-Facilities	6,168	4,000	<2,168>	480	2,850
0	200	200	Rentals-Truck	2,504	2,000	<504>	0	2,300
0 8,079	0 8,700		Taxes & Licenses Professional Services	300 83,290	300 97,300	0 14,010	0 9,189	300 109,440
8,079 261	8,700		Temp Agency Service	4,603	97,300	<4,603>	9,189	1,672
23,158	24,650	1,492	Inventory Count	23,158	24,650	1,492	22,531	22,531
0	0	0	Commission Expense	42,360	38,800	<3,560>	0	38,849
155	75		Concession Expense	36,585	35,971	<614>	40	35,848
0 6,775	<1> 1,500		Alloc of Distr Cntr Payment to UCLA	0 162,613	2 85,126	2 <77,487>	0 16,873	0 100,672
297,423	288,607	<8,816>	TOTAL OTHER CONTROL.	3,779,879	3,635,099	<144,780>	278,714	3,550,022
730,454	714,224	<16,230>		8,254,217	8,044,210	<210,007>	689,890	7,939,341
			GROSS CONTRIBUTION TO					
575,577	561,854	13,723	SVCS AND ENTERPRISES	6,316,690	5,719,823	596,867	728,509	5,915,564
			Less: Allocated Exp					
			LCSS. Allocated Exp					
31,090	33,265	2,175	Allocated ExpHR	358,449	355,921	<2,528>	34,127	322,031
153,199	153,124		Allocated Exp. Fin	1,629,916	1,707,752	77,836	148,661	1,617,001
71,805	62,952		Allocated ExpIS	761,543	725,146	<36,397>	62,480	708,672
33,474 118.015	30,288 107 150	<3,186>	Allocated Exp. Mktg Allocated Exp Othr SA	333,300 1.087.606	330,894	<2,406>	19,176 100,899	310,563 1 045 313
118,015 93,925	107,150 71,560		Maintenance	1,087,606 890,431	1,071,407 798,039	<16,199> <92,392>	81,382	1,045,313 806,171
35,692	35,430		Utilities	394,483	368,895	<25,588>	41,270	405,534
59,348	62,418	3,070	Depreciation	642,373	686,605	44,232	68,266	745,134
596,548	556,187	<40,361>	TOTAL ALLOCATED EXP	6,098,101	6,044,659	<53,442>	556,263	5,960,418
<20,971>	5,667	<76 639×	NET INCOME (LOSS)	218,589	<324,836>	543,425	172,246	<44,855>
~20,9/1>	/100/	\ 20,030>	11L 1 111COLIL (LU33)	210,309	~JZ7,0J0>	J7J,423	1/2,240	\ ++ ,000>

1UN 1	1(05/24/15-06/	27/15)	1	F	ISCAL YEAR 14-	15	EISCAL VI	EAR 13-14
	URRENT MONTI				MO(07/27/14-0			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
142 200	142 555	.255	CENTRAL DIVICION	1 562 040	1 520 010	24.121	120 447	1 500 300
142,200 179,208	142,555 183,195		CENTRAL DIVISION NORTH CAMPUS DIVISION	1,563,049 2,069,042	1,538,918 2,074,564	24,131 <5,522>	139,447 166,800	1,509,298 1,942,346
139,691	148,412		SOUTH DIVISION	1,482,890	1,481,937	953	136,474	1,430,331
217,026	205,990	11,036	LU VALLE DIVISION	2,580,365	2,490,306	90,059	207,629	2,355,877
271,563	282,565	<11,002>	COOPERAGE DIVISION	2,850,367	2,975,869	<125,502>	254,729	2,634,946
142,293	178,602		SPECIAL EVENTS DIVISION	2,315,171	2,161,836	153,335	166,345	2,381,760
1,091,981	1,141,319	<49,338>	TOTAL SALES	12,860,883	12,723,430	137,453	1,071,425	12,254,557
394,479	394,541	62	Less: Cost of Sales	4,538,994	4,394,144	<144,850>	378,248	4,263,498
36.1	34.6	<1.6>	COST OF SALES %	35.3	34.5	<0.8>	35.3	34.8
697,502	746,778	<49,276>	GROSS MARGIN	8,321,889	8,329,286	<7,397>	693,177	7,991,058
63.9	65.4	<1.6>	GROSS MARGIN %	64.7	65.5	<0.8>	64.7	65.2
64.3 64.5	67.1 65.9		CENTRAL DIVISION	66.7 64.2	66.8 65.6	<0.1>	66.1 61.1	67.4 64.4
64.5	65.8		NORTH CAMPUS DIVISION SOUTH DIVISION	64.5	65.3	<1.4> <0.7>	64.0	64.6
67.2	68.1		LU VALLE DIVISION	67.8	68.3	<0.5>	67.3	68.8
63.6	64.4		COOPERAGE DIVISION	63.8	64.5	<0.7>	63.7	63.9
58.5	62.4	<3.8>	SPECIAL EVENTS DIVISION	62.3	62.9	<0.6>	67.7	63.8
219,684 917,186	189,749 936,527	29,935 <19,341>	OTHER INCOME GROSS MARGIN/OTHER	2,293,160 10,615,049	2,048,105 10,377,391	245,055 237,658	201,358 894,534	2,195,668 10,186,726
917,100	930,327	<19,541>	GROSS MARGIN/OTHER	10,015,049	10,377,391	237,036	094,554	10,166,726
			Less: Controllable Exp					
			·					
308,205	313,273	5,068	Career Wages	3,215,313	3,201,264	<14,049>	295,523	3,105,350
0	1,500	1,500	Limited Appointment	11,596	18,150	6,554	210.000	6,624
225,389 <40,983>	225,825 <42,598>	436 <1,615>	Student Wages Labor Recharge	2,339,731 <435,760>	2,272,290 <454,977>	<67,441> <19,217>	210,080 <35,677>	2,228,170 <384,987>
492,610	498,000	5,390	TOTAL WAGES	5,130,880	5,036,727	<94,153>	469,926	4.955.158
45.1	43.6			39.9	39.6	<0.3>	43.9	40.4
161,769	174,621	12,852	Employee Benefits	1,786,659	1,821,586	34,927	145,250	1,640,116
1,831	1,610	<221>		19,563	20,300	737	3,569	20,558
4,377 248	4,372 1,000	<5> 752	•	46,365	48,042 14,500	1,677 4,767	5,178 690	48,932 12,971
56,344	55,279	<1,065>	Training Programs	9,733 618,953	596,825	<22,128>	53,483	578,341
5.2	4.8		Paper % To Sales	4.8	4.7	<0.1>	5.0	4.7
4,970	4,457			56,440	48,838	<7,602>	4,440	57,073
<13,633>	<10,250>	3,383	Purchasing Rebates	<111,820>	<112,250>	<430>	<8,380>	<110,004>
7,308	2,868	<4,440>	•	36,636	30,670	<5,966>	5,858	39,539
4,238	7,433	3,195	Laundry	55,658	65,828	10,170	5,699	58,350
484	1,290	806	Uniforms	10,036	16,280	6,244	1,756	17,704
1,018 0	1,470 100	452 100	Advertising Menu Development	50,290 0	59,070 1,100	8,780 1,100	4,246 0	52,029 0
1	9	8	Dorm Coupons Expense	7	90	83	0	40
9,663	7,253	<2,410>	Repairs & Maintenance	107,204	76,518	<30,686>	8,120	122,623
30,190	32,284	2,094	Bank Card Expense	419,619	371,306	<48,313>	27,143	375,538
1,583	1,769	186	Sales Tax Expense	19,063	19,466	403	1,669	18,783
2,187	892	<1,295>	Overs/Shorts	19,990	9,804	<10,186>	2,370	20,045
26 690	0 500	<26> <190>	Credit Card Adjustments Rentals	216	1 500	<216>	0 54	155
729	425	<304>	Rentals-Truck	4,679 4,059	1,500 4,800	<3,179> 741	1,481	2,523 5,080
0	0	0	Taxes & Licenses	586	11,000	10,414	0	381
0	0	0	Professional Services	600	0	<600>	0	600
3,660	300		Temp Agency Service	8,880	1,800	<7,080>	784	2,358
12,373	13,893	1,520	Commission Expense	249,634	249,653	19	15,068	258,871
290,056 782,666	301,575 799,575	11,519 16,909	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,413,047 8,543,927	3,356,726 8,393,453	<56,321> <150,474>	278,477 748,403	3,222,605 8,177,763
702,000	177,313	10,303	GROSS CONTRIBUTION TO	ושלונדנוט	0,252,453	<1JU,4/4>	/ TUP,UJ	0,1//,/03
134,520	136,952	<2,432>	SVCS AND ENTERPRISES	2,071,122	1,983,938	87,184	146,131	2,008,963
							•	,
			Less: Allocated Exp					
35 360	20 022	3 EEN	Allocated EvoHP	400 262	405,281	~3 NO3-	39,003	364 053
35,368 40,986	38,922 57,182	3,554 16,196	Allocated ExpHR Allocated Exp. Fin	409,263 568,517	405,281 640,670	<3,982> 72,153	39,003 47,806	364,052 573,768
19,210	23,509	4,299	Allocated ExpIS	257,037	269,583	72,153 12,546	20,092	250,307
8,955	11,311	2,356	Allocated Exp. Mktg	115,175	124,670	9,495	6,167	110,693
31,573	40,014	8,441	Allocated Exp Othr SA	372,625	401,967	29,342	32,447	368,941
79,178	58,080	<21,098>		750,630	647,702	<102,928>	68,605	679,600
30,088	28,750	<1,338>	Utilities	332,548	299,344	<33,204>	34,791	341,864
97,240 342,599	99,424 357,192	2,184 14,593	Depreciation TOTAL ALLOCATED EXP	1,045,128 3,850,923	1,093,674 3,882,891	48,546 31,968	102,254 351,165	1,100,932 3,790,156
J72,J77	331,172	17,333	. STAL ALLOCATED LAF	5,030,323	3,002,031	31,700	331,103	3,7 30,130
<208,080>	<220,240>	12,160	NET INCOME (LOSS)	<1,779,801>	<1,898,953>	119,152	<205,034>	<1,781,194>
224 225	242 125	.4	TOTAL CUSTOMES COM	2.702.244	2.002.02	.40 700	225 544	2 722 225
331,022	342,139		TOTAL CUSTOMER COUNT	3,782,311	3,802,034	<19,723>	336,641	3,730,282
119,697 211,325	119,983 222,156	<286>	3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT	1,326,464 2,455,847	1,311,762 2,490,272	14,702 <34,425>	125,347 211,294	1,320,899 2,409,383
211,323	222,130	10,031/	, SCOLI COSTOPILIC COUNT	2, 133,047	2,130,212	·57,725/	£11,£J-1	2,100,000
5.92	5.40	0.52	TOTAL AVERAGE CHECK	5.70	5.43	0.26	5.58	5.42
8.06	6.97	1.10	3RD PARTY AVG CHECK	7.05	6.58	0.47	7.20	6.15
4.70	4.55	0.15	ASUCLA AVERAGE CHECK	4.75	4.66	0.09	4.61	4.57
21 412	22 244	831	EWDI UAEE HULIDO	33U E01	22/1 22/1	∠6.26N÷	21 047	225 100
31,413 34.76	32,244 35.40		EMPLOYEE HOURS SALES/LABOR HOUR	330,584 38.90	324,324 39.23	<6,260> <0.33>	31,047 34.51	325,180 37.69
1 31.73	33.10	10.03/		, 30.50	33.23	10.557	31.31	37.03

SERVICES DIVISION INCOME STATEMENT

JUN. 11(05/24/15-06/27/15)		1	FISCAL YEAR 14-15			FISCAL YEAR 13-14		
CURRENT MONTH				MO(07/27/14-06		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTUAL	DODGET	VARIANCE		ACTUAL	DODGET	VARIANCE	MONTH	110
14,601	19,015	<4 414×	PHOTOGRAPHY	147,189	186,121	<38,932>	19,132	165,766
14,601	19,015		TOTAL SALES	147,189	186,121	<38,932>	19,132	165,766
14,001	19,013	\ - 7,717/	TOTAL SALES	147,103	100,121	<30,332/	19,132	103,700
220	419	100	Lossy Cost of Calos	2 000	4 007	2 007	າາາ	2 204
239		180 <4,234>	Less: Cost of Sales GROSS MARGIN	2,990	4,997	2,007	223	3,204
14,362 98.4	18,596 97.8	,	GROSS MARGIN GROSS MARGIN %	144,199 98.0	181,124 97.3	<36,925>	18,909 98.8	162,562
98.4	97.8	0.6	GROSS MARGIN %	96.0	97.3	0.7	96.6	98.1
00.4	07.0	0.6	DUOTOCDADUN	00.0	07.2	0.7	00.0	00.1
98.4	97.8	0.6	PHOTOGRAPHY	98.0	97.3	0.7	98.8	98.1
125 507	04 722	40.065	TDADEMARKS AND LICENSIN	2 152 000	2 127 656	16 222	110 222	2 047 612
135,597	94,732	40,865	TRADEMARKS AND LICENSIN	2,153,989	2,137,656	16,333	118,222	2,047,613
97,464	98,412		LEASED OPS	1,068,840	1,085,491	<16,651>	92,244	1,007,962
233,060	193,144	39,916	OTHER INCOME	3,222,829	3,223,147	<318>	210,466	3,055,575
247,423	211,740	35,683	GROSS MARGIN/OTHER	3,367,028	3,404,271	<37,243>	229,375	3,218,137
			Less: Controllable Exp					
33,496	32,830		Career Wages	372,555	361,585	<10,970>	30,869	355,548
156	1,918		Student Wages	4,428	19,823	15,395	702	16,448
33,652	34,748	,	TOTAL WAGES	376,983	381,408	4,425	31,571	371,996
230.5	182.7	<47.7>	WAGE % TO SALES	256.1	204.9	<51.2>	165.0	224.4
17,881	17,007		Employee Benefits	189,658	186,771	<2,887>	15,182	167,950
164	700	536	Office Supplies	6,189	8,388	2,199	75	5,855
705	746	41	Telephone	7,373	7,968	595	755	7,494
49	105	56	Postage	751	1,155	404	50	874
1,950	3,000	1,050	Trav/Trips/Conference	21,047	20,000	<1,047>	0	9,251
0	0	0	Enforcement	7,818	10,000	2,182	0	6,000
0	0	0	Enforcement Adv.	500	1,000	500	0	0
0	206	206	Advertising	0	464	464	0	0
712	1,700	988	Business Promotion	30,211	36,300	6,089	210	31,107
719	222	<497>	Repairs & Maintenance	1,239	2,110	871	457	1,555
2,083	2,520	437	Professional Services	23,463	26,950	3,487	2,708	32,692
1,150	1,150	0	Legal	6,200	12,650	6,450	0	6,596
4,140	4,150	10	Trademark	45,440	45,650	210	5,789	35,397
8	0	<8>	Intern'l Agnt Fee/Tax	252,348	285,371	33,023	0	256,786
12,726	<913>		Domestic Agency Fee	135,535	120,893	<14,642>	10,715	130,426
49,080	37,415		Payment to UCLA	526,996	530,818	3,822	43,990	535,864
91,367	68,008		TOTAL OTHER CONTROL.	1,254,769	1,296,488	41,719	79,931	1,227,848
125,019	102,756	<22,263>	TOTAL CONTROLLABLE EXP	1,631,752	1,677,896	46,144	111,503	1,599,844
•			GROSS CONTRIBUTION TO	•				
122,404	108,984	13,420	SVCS AND ENTERPRISES	1,735,275	1,726,375	8,900	117,872	1,618,293
,	ĺ í	,	1 1	. ,	. ,	, i	,	,
			Less: Allocated Exp					
2,416	2,716	300	Allocated ExpHR	30,263	30,832	569	2,620	27,300
7,455	8,830	1,375	Allocated Exp. Fin	118,120	139,786	21,666	8,340	121,621
3,627	3,747	120	Allocated ExpIS	56,322	60,717	4,395	3,624	54,947
1,691	1,803	112	Allocated Exp. Mktg	24,977	27,890	2,913	1,112	24,316
5,961	6,378	417	Allocated Exp Othr SA	80,842	90,036	9,194	5,853	80,444
16,661	27,009	10,348	Maintenance	157,947	301,209	143,262	14,436	143,001
6,331	13,380	7,049	Utilities	69,974	139,316	69,342	7,321	71,935
6,052	6,148	96	Depreciation	67,660	67,621	<39>	6,240	66,554
50,194	70,011	19,817	TOTAL ALLOCATED EXP	606,105	857,407	251,302	49,547	590,117
30,134	70,011	19,01/	TOTAL ALLOCATED EXP	000,103	05/, 4 0/	231,302	/ ו לכ,לד	J3U,11/
72,210	38,973	33,237	NET INCOME (LOSS)	1,129,170	868,968	260,202	68,326	1,028,176
12,210	30,373	33,237	14L1 114COINE (ECCO)	1,129,110	000,300	200,202	00,320	1,020,170

UCLA STUDENT UNION INCOME STATEMENT

JUN. 1	.1(05/24/15-06/	27/15)]	FISCAL YEAR 14-15		FISCAL YEAR 13-14		
C	CURRENT MONTI	H ,		YTD 11 MO(07/27/14-06/27/15)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
78,887	64,196	,	EVENT SERVICES OFFICE	509,342	500,619	8,723	57,915	469,910
0	0 0	0	STUDENT UNION OPERATION	32 5	0 0	32 5	0 0	1 714
48,509	58,483	_	RECREATION & GAMES AU POST OFFICE	567,868	635,718	5 <67,850>	58,826	1,714 608,951
127,396	122,679	4,717	TOTAL SALES	1,077,247	1,136,337	<59,090>	116,740	1,080,575
,	,	,,,=,		_,,	_,,	.55,555	,	_,,
47,934	57,196	9,262	AU Post Office Cost	556,856	621,733	64,877	58,809	598,388
16,649	13,636	<3,013>	Facilities Costs	90,274	93,684	3,410	10,196	94,598
0	0	0	Cost of Sales GM RM	0	0	<0>	0	25
64,583	70,832	6,249	Less: Cost of Sales	647,131	715,417	68,286	69,005	693,011
50.7	57.7	7.1	COST OF SALES % GROSS MARGIN	60.1	63.0 420,920	2.9	59.1	64.1 387,564
62,813 49.3	51,847 42.3	10,966 7.1	GROSS MARGIN	430,116 39.9	37.0	9,196 2.9	47,736 40.9	35.9
79.5	72.5	7.1	GROSS MARGIN 70	39.9	37.0	2.9	70.5	33.9
78.9	78.8	0.1	EVENT SERVICES OFFICE	82.3	81.3	1.0	82.4	79.9
0.0	0.0	0.0	STUDENT UNION OPERATION	100.0	0.0	100.0	0.0	0.0
0.0	0.0	0.0	RECREATION & GAMES	99.4	0.0	99.4	0.0	98.6
1.2	2.2	<1.0>	AU POST OFFICE	1.9	2.2	<0.3>	0.0	1.7
8,355	10,866		STUDENT UNION OPS	179,153	162,600	16,553	26,725	203,097
0 9,096	0 10,295		RECREATION & GAMES AU POST OFFICE	0 101,898	0 111,911	0	30 10,711	15,490 108,631
17,451	21,161		OTHER INCOME	281,051	274,511	<10,013> 6,540	37,465	327,217
80,264	73,008	7,256	GROSS MARGIN/OTHER	711,167	695,431	15,736	85,201	714,781
00,20 :	757555	7,250		, 11/10/	0337.52	10,7.00	03/201	, 1 .,, 01
			Less: Controllable Exp					
30,369	30,322		Career Wages	327,340	333,522	6,182	31,254	343,026
20,020	19,982		Student Wages	185,610	199,893	14,283	18,521	183,012
50,390	50,304	<86>	TOTAL WAGES	512,951	533,415	20,464	49,775	526,038
39.6	41.0	1.5	WAGE % TO SALES	47.6	46.9	<0.7>	42.6	48.7
16,792	16,794	2	Employee Benefits	179,245	181,079	1,834	16,181	175,018
533	922	389	Office Supplies	10,916	12,476	1,560	1,096	15,950
3,427	3,370	<57>	Telephone	36,299	36,500	201	3,975	36,754
0	1,125	1,125	Trav/Trips/Conference	3,255	3,375	120	0	1,848
2,132	2,088	<44>	24 Hour Study Lounge	7,505	6,650	<855>	1,567	6,895
0	0	0	Student Comm Art	6,060	5,495	<565>	160	5,553
837	0		Training Programs	6,719	5,208	<1,511>	0	2,887
11,964	11,964		Annual ASUCLA Events Student Event Exp	36,422	30,959	<5,463>	11,964	36,309
11,106 0	6,154 240		Operating Supplies	119,288 919	79,242 2,955	<40,046> 2,036	21,430 0	120,768 1,950
6	0		Freight Out	6	2,933	2,030 <6>	0	1,930
0	0	0	Uniforms	600	600	0	0	838
5	20	15	Advertising	1,754	1,159	<595>	0	1,237
506	601	95	Business Promotion	5,647	6,581	934	499	5,285
1,285	273	<1,012>	Repairs & Maintenance	14,292	10,832	<3,460>	2,711	14,950
1,036	1,374	338	Bank Card Expense	13,149	14,939	1,790	1,096	13,962
217	35		Overs/Shorts	2,296	382	<1,914>	41	77
0	0	0	Commission Expense	0	0	0	0	9,253
0 15,417	0 15 417	0	Student Support Svcs	2,791	3,000	209	0 15 417	2,908
15,417	15,417 13,500	0 3,097	Interaction Fund STUDENT UNION EVENT F	169,583 118,825	169,587 140,000	4 21,175	15,417 13,260	169,583 118,826
75,665	73,877	<1,788>	TOTAL OTHER CONTROL.	735,571	711,019	<24,552>	89,399	740,850
126,055	124,181	<1,874>	TOTAL CONTROLLABLE EXP	1,248,522	1,244,434	<4,088>	139,173	1,266,888
	-	-	GROSS CONTRIBUTION TO				·	
<45,791>	<51,173>	5,382	SVCS AND ENTERPRISES	<537,355>	<549,003>	11,648	<53,972>	<552,107>
			Lassa Allassi I. I. E					
			Less: Allocated Exp					
3,619	3,932	313	Allocated ExpHR	40,942	43,028	2,086	4,132	38,650
4,360	5,987	1,627	Allocated Exp. Fin	48,845	59,097	10,252	5,602	54,491
2,121	2,540	419	Allocated ExpIS	23,286	25,879	2,593	2,434	24,387
989	1,222	233	Allocated Exp. Mktg	10,272	11,844	1,572	747	10,768
3,487	4,324	837	Allocated Exp Othr SA	33,435	38,295	4,860	3,931	36,363
49,497	37,453		Maintenance	469,240	417,674	<51,566>	42,887	424,836
18,809	18,542		Utilities	207,885	193,062	<14,823>	21,749	213,709
13,243	14,612	1,369	Depreciation	137,686	160,732	23,046	15,213	158,818
96,124	88,612	,512	TOTAL ALLOCATED EXP	971,591	949,611	<21,980>	96,695	962,022
<141,915>	<139,785>	<2,130>	NET INCOME (LOSS)	<1,508,946>	<1,498,614>	<10,332>	<150,667>	<1,514,129>
			i ' '			•	•	

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUN. 11(05/24/15-06/27/15)		1	F	SCAL YEAR 14-1	15	FISCAL YEAR 13-14		
	CURRENT MONTH			YTD 11 MO(07/27/14-06/27/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
286,530	293,493	6,963	Career Wages	3,299,424	3,314,041	14,617	293,621	3,209,857
1,840	4,564	2,724	Limited Appointment	24,501	55,640	31,139	4,875	45,950
29,193	32,701	3,508	Student Wages	329,500	361,685	32,185	26,602	318,068
317,562	330,758	13,196	TOTAL WAGES	3,653,425	3,731,366	77,941	325,099	3,573,875
4.8	6.3	1.5	WAGE % TO TOTAL SALES	5.6	6.2	0.6	5.8	5.7
0	0	0	Emp Awards, Profess.	11,156	15,700	4,544	0	11,682
<100>	0		Emp Awards, Students	9,100	9,400	300	0	9,000
147,156	142,233		Employee Benefits	1,590,765	1,571,531	<19,234>	131,017	1,420,064
12,841	7,461		Office Supplies	96,972	94,516	<2,456>	5,350	108,285
9,611 649	9,876 1,257	265 608	Telephone Postage	100,302 9,038	105,900 12,951	5,598 3,913	10,089 823	97,970 10,212
27	2,192	2,165	Trav/Trips/Conference	9,036 4,566	24,543	3,913 19,977	4,223	20,772
0	2,192	2,103	Expense Allowance	39	24,343	19,977	4,223	20,772
7,352	7,218		Employee Relations	25,340	22,589	<2,751>	5,550	20,356
0	52	52	Tuition Assistance	0	104	104	0,550	20,550
0	0	0	Training Programs	25	0	<25>	0	576
0	741	741	Fingerprinting	10,987	8,569	<2,418>	1,083	6,471
128	511	384	Recruitment	2,208	4,911	2,703	0	3,427
20	225	205	Operating Supplies	3,583	2,325	<1,258>	73	1,342
6	0	<6>	Freight Out	6	0	<6>	0	0
276	295		Uniforms	3,433	3,245	<188>	246	2,990
1,950	<500>	<2,450>	Security Expense	<681>	<5,500>	<4,819>	458	525
0	50		Security Equipment	498	550	52	112	896
2,562	2,810	248	Alarm Monitoring	29,513	30,910	1,397	2,722	30,065
1,017	1,000		Advertising	16,007	11,000	<5,007>	1,150	11,765
2,900	2,100		Benefits U Adv	19,951	23,100	3,149	<9,598>	11,527
4,706	5,624		Repairs & Maintenance	56,355	65,021	8,666	4,492	56,692
479	10.220		Repair-Mtce Computer	6,144	112 520	<6,144>	0	5,760
11,307 0	10,320 100	<987> 100	Repairs & Mtce-Equip Printing	112,325 0	113,520 945	1,195 945	3,801 0	114,301 477
2,000	2,900		Bruin One Card Exp	93,339	70,049	<23,290>	6,572	103,551
2,000	80		Overs/Shorts	<57>	880	937	12	<20>
16,081	19,846	3,765	Insurance Expense	176,891	218,296	41,405	18,041	198,451
2,460	4,346	1,886	Professional Services	39,731	40,339	608	<1,055>	30,695
1,424	888	<536>	Legal	12,397	9,668	<2,729>	917	10,083
9,774	10,740	966	External Audit	110,204	114,365	4,161	9,733	107,564
2,588	500	<2,088>	Temp Agency Service	10,564	7,200	<3,364>	1,560	7,134
8,955	9,871	917	Internal Audit	104,788	108,575	3,787	9,583	105,417
2,300	1,000	,	Tax Consulting	12,984	13,730	746	2,106	12,584
0	0	0	PROFESSIONAL FEES PCI	22,000	32,000	10,000	0	15,000
27,264	27,000		Board of Directors	151,450	128,800	<22,650>	14,829	117,687
342	0 5 702		Special Projects	3,863	3,200	<663>	348	3,834
3,662 3,056	5,792 3 300	,	Misc. Bank Charges	37,365 33,550	47,826 36,300	10,461	3,086 3,074	34,875 36 313
3,056 7,635	3,300 7,636		Armored Carrier Expense UCOP Payroll Services	33,550 82,893	36,300 83,989	2,750 1,096	3,074 7,417	36,313 81,583
13,955	7,636 15,929		UCLA Recharge Expense	153,488	83,989 175,219	21,731	7,417 15,929	177,969
1,202	1,666	1,974 464	Special Events	24,380	31,661	7,281	2,660	31,765
305,583	305,079		TOTAL OTHER CONTROL.	3,177,462	3,238,147	60,685	256,404	3,019,639
623,146	635,837	12,691	TOTAL CONTROLLABLE EXP	6,830,887	6,969,513	138,626	581,503	6,593,513
·	·	·	Less: Allocated Exp		. ,	·	·	•
20,219	16,168	•	Maintenance	191,683	180,302	<11,381>	17,519	173,544
7,683	8,004		Utilities	84,920	83,335	<1,585>	8,884	87,299
10,273	15,462		Depreciation	122,665	170,088	47,423	12,927	155,618
38,175	39,634	1,459	TOTAL ALLOCATED EXP	399,268	433,725	34,457	39,330	416,462
661,321	675,471	14,150	NET EXPENSE	7,230,155	7,403,238	173,083	620,833	7,009,975
<579,403>	<599,196>	∠10 703 ~	Allocated-Svs and Ent	<6,360,736>	<6,560,695>	<199,959>	<549,257>	<6,144,627>
<30,365>	<30,365>		Allocated-USAC	<333,951>	<333,951>	(199,939)	<26,722>	<292,127>
<3,259>	<3,259>		Allocated-GSA	<33,800>	<33,800>	0	<3,692>	<39,265>
<48,294>	<42,651>	5,643	Allocated-Comm Board	<501,667>	<474,792>	26,875	<41,163>	<533,956>
<661,321>	<675,471>		TOTAL OTHER	<7,230,155>	<7,403,238>	<173,083>	<620,833>	<7,009,975>
		·				,	,	•
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

JUN. 11(05/24/15-06/27/15)]	FI	SCAL YEAR 14-1	.5	FISCAL YEAR 13-14		
CURRENT MONTH		1	YTD 11 MO(07/27/14-06/27/15)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
115,163	105,914	<9,249>	Career Wages	1,200,055	1,193,926	<6,129>	110,613	1,110,606
2,257	0	<2,257>	Limited Appointment	42,785	0	<42,785>	2,012	26,365
783	1,236	453	Student Wages	8,739	13,308	4,569	835	5,115
<552>	<160>	392	Labor Recharge	<7,486>	<1,760>	5,726	<160>	<5,000>
<6,218>	<4,466>	1,752	Billed Labor Costs	<63,569>	<49,557>	14,012	<4,835>	<49,372>
<3,860>	<6,000>	<2,140>	Capitalized Wages	<42,926>	<66,000>	<23,074>	<600>	<70,383>
107,573	96,524	<11,049>	TOTAL WAGES	1,137,600	1,089,917	<47,683>	107,865	1,017,332
65,8 4 0	65,654		Employee Benefits	735, 4 18	718,336	<17,082>	60,766	658,677
165	128		Office Supplies	1,749	1,808	59	456	2,102
751	709	<42>	Telephone	7,931	7,761	<170>	751	7,814
0	430	430	Trav/Trips/Conference	1,257	1,930	673	0	338
5,410	5,162	<248>		53,741	54,026	285	7,381	53,215
5,984	4,374	<1,610>	Cleaning Supplies	52,373	50,478	<1,895>	7,575	54,394
2,136	971	<1,165>	Replacements	14,764	12,457	<2,307>	7,986	21,594
434	543	109	Laundry	5,607	6,893	1,286	446	5,021
12,755	17,875	5,120	Repairs & Maintenance	225,992	196,625	<29,367>	15,524	189,712
377	3,000	2,623	Repairs & Mtce-Elevator	24,425	35,075	10,650	2,983	32,658
0	75	75	Repairs & Mtce-Equip	0	825	825	339	675
44,944	225	<44,719>	Painting Program	48,675	2,475	<46,200>	528	2,392
<3,500>	50	3,550	Incidental Proj Exp	<106>	550	656	0	3,500
9,107	3,850	<5,257>	Air Conditioning-Maint	56,062	42,350	<13,712>	4,411	39,834
7,212	7,403	191	Rub Remvl/Hauling	78,732	88,126	9,394	6,466	88,236
4,243	3,629	<614>	Rodent & Pest Control	47,255	40,171	<7,084>	3,466	39,713
338	830	492	Rentals-Truck	6,211	9,130	2,919	235	16,760
0	0	0	Janitorial	0	0	0	0	2,592
156,196	114,908	<41,288>	TOTAL OTHER CONTROL.	1,360,085	1,269,016	<91,069>	119,313	1,219,227
263,769	211,432	<52,337>	TOTAL CONTROLLABLE EXP	2,497,685	2,358,933	<138,752>	227,179	2,236,559
			Less: Allocated Exp					
14,917	15,374	457	Depreciation	158,154	169,114	10,960	15,057	172, 4 66
14,917	15,374	457	TOTAL ALLOCATED EXP	158,154	169,114	10,960	15,057	172,466
278,686	226,806	<51,880>	NET EXPENSE	2,655,838	2,528,047	<127,791>	242,235	2,409,025
			l.,,					
<239,260>	<194,102>	45,158	Allocated-Svs and Ent	<2,268,247>	<2,164,624>	103,623	<207,310>	<2,053,608>
<6,535>	<6,535>	0	Allocated-USAC	<71,885>	<71,885>	0	<6,002>	<66,015>
<2,562>	<2,562>	0	Allocated-GSA	<28,182>	<28,182>	0	<2,645>	<29,086>
<10,110>	<7,439>	2,671	Allocated-Comm Board	<95,841>	<83,054>	12,787	<8,760>	<86,772>
<20,219>	<16,168>	4,051	Allocated-A & SS	<191,683>	<180,302>	11,381	<17,519>	<173,544>
<278,686>	<226,806>	51,880	TOTAL OTHER	<2,655,838>	<2,528,047>	127,791	<242,235>	<2,409,025>
0	0	0	TOTAL EXPENSE	<0>	0	0	0	0

UTILITIES EXPENSE STATEMENT

JUN. 1	.1(05/24/15-06/		
C	URRENT MONT	Н	
ACTUAL	BUDGET	VARIANCE	
14,284	25,143	10,859	Chiller Water
63,996	65,919	1,923	Elec-Non Air Cond.
10,801	8,329	<2,472>	Water-Non Air Cond.
4,908	11,080	6,172	Steam-Non Air Cond.
2,172	2,178	6	Gas
10,853	0	<10,853>	Energy Management
107,014	112,649	5,635	TOTAL OTHER CONTROL.
107,014	112,649	5,635	TOTAL CONTROLLABLE EXP
<90,919>	<96,102>	<5,183>	Allocated-Svs and Ent
<3,283>	<3,283>	0	Allocated-USAC
<1,287>	<1,287>	0	Allocated-GSA
<3,842>	<3,974>	<132>	Allocated-Comm Board
<7,683>	<8,004>	<321>	Allocated-A & SS
<107,014>	<112,650>	<5,636>	TOTAL OTHER
<0>	<1>	<1>	TOTAL EXPENSE

710,261 725,224 14,963 62,017 732,299 115,592 96,237 <19,355> 8,898 93,560 88,709 125,777 37,068 17,910 140,480 33,667 26,404 <7,263> 2,583 34,870 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,490 <1,182,540 1,175,599 <6,941> 122,775 1,211,490 <1,004,889> <1,000,617> 4,272 <105,131> <1,033,042 <36,113> <36,113> 0 <2,998> <32,973 <14,157> <14,157> 0 <1,320> <14,526 <42,460> <41,376> 1,084 <4,442> <43,650 <84,920> <83,335> 1,585 <8,884> <87,299	FI	SCAL YEAR 14-1	FISCAL YEAR 13-14			
223,457 201,957 <21,500> 31,367 210,260 710,261 725,224 14,963 62,017 732,299 115,592 96,237 <19,355> 8,898 93,560 88,709 125,777 37,068 17,910 140,483 33,667 26,404 <7,263> 2,583 34,870 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,493 <1,182,540	YTD 11	MO(07/27/14-06	5/27/15)	LAST YEAR ACTUAL		
710,261 725,224 14,963 62,017 732,299 115,592 96,237 <19,355> 8,898 93,56 88,709 125,777 37,068 17,910 140,48 33,667 26,404 <7,263> 2,583 34,870 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,49 <1,182,540	ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
710,261 725,224 14,963 62,017 732,299 115,592 96,237 <19,355> 8,898 93,56 88,709 125,777 37,068 17,910 140,48 33,667 26,404 <7,263> 2,583 34,870 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,49 <1,182,540						
115,592 96,237 <19,355> 8,898 93,56 88,709 125,777 37,068 17,910 140,48 33,667 26,404 <7,263> 2,583 34,87 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,49 <1,182,540	223,457	201,957	<21,500>	31,367	210,268	
88,709 125,777 37,068 17,910 140,48:33,667 33,667 26,404 <7,263> 2,583 34,876 10,853 0 <10,853> 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,493 <1,182,540	710,261	725,224	14,963	62,017	732,299	
33,667 26,404 <7,263> 2,583 34,876 10,853 0 <10,853> 0 6 1,182,540 1,175,599 <6,941> 122,775 1,211,493 <1,182,540	115,592	96,237	<19,355>	8,898	93,567	
10,853 0 <10,853 0 0 1,182,540 1,175,599 <6,941> 122,775 1,211,499 1,182,540 1,175,599 <6,941> 122,775 1,211,499 <1,004,889> <1,000,617> 4,272 <105,131> <1,033,042	88,709	125,777	37,068	17,910	140,487	
1,182,540 1,175,599 <6,941> 122,775 1,211,499 1,182,540 1,175,599 <6,941> 122,775 1,211,499 <1,004,889> <1,000,617> 4,272 <105,131> <1,033,043	33,667	26,404	<7,263>	2,583	34,870	
1,182,540 1,175,599 <6,941> 122,775 1,211,493 <1,004,889> <1,000,617> 4,272 <105,131> <1,033,043	10,853	0	<10,853>	0	0	
<1,004,889> <1,000,617> 4,272 <105,131> <1,033,043	1,182,540	1,175,599	<6,941>	122,775	1,211,491	
<36,113> <36,113> 0 <2,998> <32,973	1,182,540	1,175,599	<6,941>	122,775	1,211,491	
<36,113> <36,113> 0 <2,998> <32,973						
<14,157> <14,157> 0 <1,320> <14,520	<1,004,889>	<1,000,617>	4,272	<105,131>	<1,033,042>	
<42,460> <41,376> 1,084 <4,442> <43,650	<36,113>	<36,113>	0	<2,998>	<32,972>	
<84,920> <83,335> 1,585 <8,884> <87,299	<14,157>	<14,157>	0	<1,320>	<14,528>	
, , , , , , , , , , , , , , , , , , , ,	<42,460>	<41,376>	1,084	<4,442>	<43,650>	
<1,182,540> <1,175,598> 6,942 <122,775> <1,211,49	<84,920>	<83,335>	1,585	<8,884>	<87,299>	
	<1,182,540>	<1,175,598>	6,942	<122,775>	<1,211,491>	
<0> 1 1 40> <0> <1	<0>	1	1	<0>	<0>	