ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

June (05/27/12 - 06/30/12)

Prepared

July 17, 2012

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		JU	INE (05/27/	12 - 06/30/12	2)		1	FY 1	0-11	1			F	ISCAL YEA	R 2011-201	2			FY 1	0-11
				T MONTH	,			*1		1		YTD 11 MONTHS (07/31/11 - 06/30/12)				**				
ACTU	JAL	BUDO	3ET		VARIA			LAST YE	AR ACT	1	ACT	JAL	BUD	GET		VARI	ANCE		LAST YEAR ACT	
				ACT/		ACT/LY										BUD		Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,989		4,618		(629)	(13.6%)	(885)	(18.2%)	4,874		UCLA Store	45,742		49,550		(3,808)	(7.7%)	(2,415)	(5.0%)	48,157	
1,217		1,193		24	2.0%	186	18.0%	1,031		UCLA Restaurants	13,183		13,036		147	1.1%	705	5.6%	12,478	
214		207		7	3.4%	32	17.6%	182		Services Division	2,915		3,107		(192)	(6.2%)	54	1.9%	2,861	
141		134		7	5.2%	(10)	(6.6%)	151		UCLA Student Union	1,365		1,342		23	1.7%	18	1.3%	1,347	
5,561		6,152		(591)	(9.6%)	(677)	(10.9%)	6,238		TOTAL	63,205		67,035		(3,830)	(5.7%)	(1,638)	(2.5%)	64,843	
					Pts.	(0.1)	Pts.			GROSS MARGIN					(000)	Pts.	// O=\	Pts.		
1,318 843	33.0% 69.3%	1,429 844	30.9% 70.7%	(111)	2.1 (1.4)	(21) 124	5.5 (0.4)	1,339 719	69.7%	UCLA Store UCLA Restaurants	14,108 9,217	30.8% 69.9%	14,797 9,219	29.9% 70.7%	(689) (2)	0.9 (0.8)	(197) 393	1.1 (0.8)	14,305 8,824	29.7% 70.7%
213	99.5%	206	99.5%	(1) 7	0.0	31	(0.4)	182	100.0%	Services Division	2,910	99.8%	3,101	99.8%	(2) (191)	0.0	53	(0.8)	2,857	99.9%
66	46.8%	74	55.2%	(8)	(8.4)	(11)	(4.2)	77	51.0%	UCLA Student Union	668	48.9%	685	51.0%	(17)	(2.1)	(13)	(1.7)	681	50.6%
2,440	43.9%	2,553	41.5%	(113)	2.4	123	6.8	2,317		TOTAL	26,903	42.6%	27,802	41.5%	(899)	1.1	236	1.5	26,667	41.1%
,		,		(-,				,-		1	.,		,		(,				-,-	
566	14.2%	572	12.4%	6	(1.8)	(30)	(3.2)	536	11.0%	WAGES & BENEFITS UCLA Store	5,928	13.0%	6,099	12.3%	171	(0.7)	(195)	(1.1)	5,733	11.9%
604	49.6%	635	53.2%	31	3.6	(78)	1.4	526	51.0%	UCLA Restaurants	6,240	47.3%	6,320	48.5%	80	1.2	(532)	(1.1)	5,708	45.7%
45	21.0%	55	26.6%	10	5.6	3	5.4	48	26.4%	Services Division	499	17.1%	592	19.1%	93	2.0	(12)	(0.1)	487	17.0%
65	46.1%	67	50.0%	2	3.9	(5)	(6.4)	60	39.7%	UCLA Student Union	712	52.2%	707	52.7%	(5)	0.5	(49)	(3.0)	663	49.2%
1,280	23.0%	1,329	21.6%	49	(1.4)	(110)	(4.2)	1,170	18.8%	TOTAL	13,379	21.2%	13,718	20.5%	339	(0.7)	(788)	(1.8)	12,591	19.4%
										OTHER CONTROLLABLES *										
139	3.5%	155	3.4%	16	(0.1)	13	(0.4)	152	3.1%	UCLA Store	1,896	4.1%	1,937	3.9%	41	(0.2)	29	(0.1)	1,925	4.0%
114	9.4%	107	9.0%	(7)	(0.4)	(4)	1.3	110	10.7%	UCLA Restaurants	1,356	10.3%	1,239	9.5%	(117)	(0.8)	(24)	0.4	1,332	10.7%
52	24.3%	62	30.0%	10	5.7	0	4.3	52	28.6%	Services Division	886	30.4%	926	29.8%	40	(0.6)	(6)	0.4	880	30.8%
54	38.3%	61	45.5%	7	7.2	(7)	(7.2)	47	31.1%	UCLA Student Union	600	44.0%	611	45.5%	11	1.5	1	0.6	601	44.6%
359	6.5%	385	6.3%	26	(0.2)	2	(0.7)	361	5.8%	TOTAL	4,738	7.5%	4,713	7.0%	(25)	(0.5)	0	(0.2)	4,738	7.3%
										CONTRIBUTION										
613	15.4%	702	15.2%	(89)	0.2	(37)	2.1	650	13.3%	UCLA Store	6,284	13.7%	6,761	13.6%	(477)	0.1	(363)	(0.1)	6,647	13.8%
125	10.3%	101	8.5%	24	1.8	42	2.2	83	8.1%	UCLA Restaurants	1,621	12.3%	1,660	12.7%	(39)	(0.4)	(164)	(2.0)	1,785	14.3%
117	54.7%	88	42.5%	29	12.2	35	9.6	82	45.1%	Services Division	1,524	52.3%	1,584	51.0%	(60)	1.3	34	0.2	1,490	52.1%
(53)	(37.6%)	(54)	(40.3%)	1	2.7	(22)	(17.1)	(31)	(20.5%)	UCLA Student Union	(645)	(47.3%)	(633)	(47.2%)	(12)	(0.1)	(62)	(4.0)	(583)	(43.3%)
802	14.4%	837	13.6%	(35)	0.8	18	1.8	784	12.6%	TOTAL	8,784	13.9%	9,372	14.0%	(588)	(0.1)	(555)	(0.5)	9,339	14.4%
										ALLOCATED EXPENSES										
475	8.5%	523	8.5%	48	0.0	2	(0.9)	477		Admin&Support Services	5,385	8.5%	5,451	8.1%	66	(0.4)	(195)	(0.5)	5,190	8.0%
167	3.0%	169	2.7%	2	(0.3)	(13)	(0.5)	154		Maintenance Division	1,830	2.9%	1,911	2.9%	81	0.0	(48)	(0.2)	1,782	2.7%
88 224	1.6%	74	1.2%	(14)	(0.4)	(4)	(0.3)	84	1.3%	Utilities	869	1.4%	830	1.2%	(39) 140	(0.2)	(48)	(0.1)	821	1.3%
954	4.0% 17.2%	221 987	3.6% 16.0%	(3) 33	(0.4) (1.2)	(26) (41)	(0.8) (2.6)	198 913		Depreciation TOTAL	2,289 10,373	3.6% 16.4%	2,429 10,621	3.6% 15.8%	140 248	0.0 (0.6)	(101) (392)	(0.2) (1.0)	2,188 9,981	3.4% 15.4%
334	11.2/0	901	10.0 /0	33	(1.2)	(+1)	(2.0)	313	14.0 /0	1	10,313	10.4/0	10,021	13.070	240	(0.0)	(392)	(1.0)	3,301	13.470
(152)	(2.7%)	(150)	(2.4%)	(2)	(0.3)	(23)	(0.6)	(129)	(2.1%)	NET INCOME (LOSS) FROM OPERATIONS	(1,589)	(2.5%)	(1,249)	(1.9%)	(340)	(0.6)	(947)	(1.5)	(642)	(1.0%)
(132)	(2.1 /0)	(130)	(4.470)	(2)	(0.3)	(23)	(0.0)	(129)	(2.170)	1	(1,369)	(2.3 /0)	(1,249)	(1.3/0)	(340)	(0.0)	(347)	(1.5)	(042)	(1.0%)
13	0.2%	0	0.0%	13	0.2	(136)	(2.2)	149	2 40/	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	57	0.1%	0	0.0%	57	0.1	(170)	(0.3)	227	0.4%
17	0.2%	18	0.0%	(1)	0.2	(136)	0.0	17	0.3%	Interest Income	213	0.1%	190	0.0%	23	0.0	(64)	(0.3)	277	0.4%
(56)	(1.0%)	(56)	(0.9%)	0	(0.1)	3	(0.1)	(59)	(0.9%)	Interest (Expense)	(621)	(1.0%)	(621)	(0.9%)	0	(0.1)	29	0.0	(650)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	3.3%	186	3.0%	0	0.3	1	0.3	185	3.0%	Student Union Fee Income	2,041	3.2%	2,041	3.0%	0	0.2	7	0.1	2,034	3.1%
160	2.9%	148	2.4%	12	0.5	(132)	(1.8)	292	4.7%	TOTAL	1,690	2.7%	1,610	2.4%	80	0.3	(198)	(0.2)	1,888	2.9%
8	0.1%	(2)	0.0%	10	0.1	(155)	(2.5)	163	2.6%	NET INCOME (LOSS)	101	0.2%	361	0.5%	(260)	(0.3)	(1,145)	(1.7)	1,246	1.9%
* Without Be	nafite	. /1																		

^{*} Without Benefits

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

JUNE (05/27/12 - 06/30/12)					FY 1	0-11	FISCAL YEAR 2011-2012						FY 1	0-11						
			CURREN	T MONTH				*1	•						07/31/11 - 0				**	
ACTU	JAL	BUDO	3ET		VARIA			LAST YE	AR ACT		ACTU	JAL	BUD	GET	VARIANCE				LAST YEAR ACT	
_				ACT/		ACT/LY		_								BUD	ACT/L		_	
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
		4.040		(000)	(40.00()	(00=)	(40.00()			GROSS INCOME					(0.000)	(= =o()	(0.445)	(= aa()	40.4==	
3,989		4,618		(629)	(13.6%)	(885)	(18.2%)	4,874		UCLA Store	45,742		49,550		(3,808)	(7.7%)	(2,415)	(5.0%)	48,157	
1,217 214		1,193		24 7	2.0% 3.4%	186 32	18.0% 17.6%	1,031 182		UCLA Restaurants Services Division	13,183		13,036		147	1.1% (6.2%)	705	5.6% 1.9%	12,478	
141		207 134		7	5.2%	(10)	(6.6%)	151		UCLA Student Union	2,915 1,365		3,107 1,342		(192) 23	1.7%	54 18	1.9%	2,861 1,347	
5,561		6.152		(591)	(9.6%)	(677)	(10.9%)	6,238		TOTAL	63.205		67,035		(3,830)	(5.7%)	(1,638)	(2.5%)	64.843	
3,301		0,132		(391)	(,	(6/7)		0,236			63,203		67,035		(3,630)	` '	(1,030)	,,	64,643	
1.318	33.0%	1,429	30.9%	(111)	Pts. 2.1	(21)	Pts. 5.5	1.339	27 59/	GROSS MARGIN UCLA Store	14.108	30.8%	14.797	29.9%	(689)	Pts. 0.9	(197)	Pts. 1.1	14,305	29.7%
843	69.3%	844	70.7%	(111)	(1.4)	124	(0.4)	719		UCLA Store UCLA Restaurants	9,217	69.9%	9,219	70.7%	(2)	(0.8)	393	(0.8)	8,824	70.7%
213	99.5%	206	99.5%	7	0.0	31	(0.4)	182	100.0%	Services Division	2,910	99.8%	3,101	99.8%	(191)	0.0	53	(0.0)	2,857	99.9%
66	46.8%	74	55.2%	(8)	(8.4)	(11)	(4.2)	77	51.0%	UCLA Student Union	668	48.9%	685	51.0%	(17)	(2.1)	(13)	(1.7)	681	50.6%
2,440	43.9%	2,553	41.5%	(113)	2.4	123	6.8	2,317		TOTAL	26,903	42.6%	27,802	41.5%	(899)	1.1	236	1.5	26,667	41.1%
										TOTAL CONTROLLABLES										
705	17.7%	727	15.7%	22	(2.0)	(16)	(3.6)	689	14.1%	UCLA Store	7,824	17.1%	8,036	16.2%	212	(0.9)	(166)	(1.2)	7,658	15.9%
718	59.0%	742	62.2%	24	3.2	(82)	2.7	636	61.7%	UCLA Restaurants	7,596	57.6%	7,559	58.0%	(37)	0.4	(557)	(1.2)	7,039	56.4%
97	45.3%	118	57.0%	21	11.7	3	9.6	100	54.9%	Services Division	1,386	47.5%	1,517	48.8%	131	1.3	(19)	0.3	1,367	47.8%
119	84.4%	128	95.5%	9	11.1	(12)	(13.5)	107	70.9%	UCLA Student Union	1,312	96.1%	1,318	98.2%	6	2.1	(48)	(2.3)	1,264	93.8%
1,639	29.5%	1,715	27.9%	76	(1.6)	(107)	(4.9)	1,532	24.6%	TOTAL	18,118	28.7%	18,430	27.5%	312	(1.2)	(790)	(2.0)	17,328	26.7%
										CONTRIBUTION										
613	15.4%	702	15.2%	(89)	0.2	(37)	2.1	650	13.3%	UCLA Store	6,284	13.7%	6,761	13.6%	(477)	0.1	(363)	(0.1)	6,647	13.8%
125	10.3%	101	8.5%	24	1.8	42	2.2	83	8.1%	UCLA Restaurants	1,621	12.3%	1,660	12.7%	(39)	(0.4)	(164)	(2.0)	1,785	14.3%
117	54.7%	88	42.5%	29	12.2	35	9.6	82	45.1%	Services Division	1,524	52.3%	1,584	51.0%	(60)	1.3	34	0.2	1,490	52.1%
(53)	(37.6%)	(54)	(40.3%)	1 (2.5)	2.7	(22)	(17.1)	(31) 784	(20.5%)	UCLA Student Union	(645)	(47.3%)	(633)	(47.2%)	(12)	(0.1)	(62)	(4.0)	(583)	(43.3%)
802	14.4%	837	13.6%	(35)	8.0	18	1.8	784	12.6%	TOTAL	8,784	13.9%	9,372	14.0%	(588)	(0.1)	(555)	(0.5)	9,339	14.4%
										ALLOCATED EXPENSES										
517	13.0%	567	12.3%	50	(0.7)	30	(1.8)	547		UCLA Store	5,713	12.5%	5,910	11.9%	197	(0.6)	(32)	(0.7)	5,681	11.8%
311	25.6% 20.1%	298 41	25.0% 19.8%	(13)	(0.6)	(62)	(1.4) 0.2	249 37	24.2% 20.3%	UCLA Restaurants Services Division	3,254 512	24.7% 17.6%	3,297 519	25.3% 16.7%	43 7	0.6	(310)	(1.1) (0.5)	2,944 490	23.6% 17.1%
43 83	58.9%	81	60.4%	(2) (2)	(0.3) 1.5	(6) (3)	(5.9)	80	53.0%	UCLA Student Union	894	65.5%	895	66.7%	1	(0.9) 1.2	(22) (28)	(0.5)	866	64.3%
954	17.2%	987	16.0%	33	(1.2)	(41)	(2.6)	913	14.6%	TOTAL	10.373	16.4%	10.621	15.8%	248	(0.6)	(392)	(1.0)	9.981	15.4%
334	17.270	301	10.0 /6	33	(1.2)	(41)	(2.0)	913	14.0 /6		10,373	10.476	10,021	13.0 /6	240	(0.0)	(392)	(1.0)	3,301	13.470
										NET INCOME (LOSS) FROM OPERATIONS										
96	1.7%	133	2.2%	(37)	(0.5)	(5)	0.1	101	1 60/	UCLA Store	571	0.9%	850	1.3%	(279)	(0.4)	(396)	(0.6)	967	1.5%
(186)	(3.3%)	(196)	(3.2%)	10	(0.5)	(21)	(0.7)	(165)		UCLA Store UCLA Restaurants	(1,633)	(2.6%)	(1,636)	(2.4%)	(279)	(0.4)	(473)	(0.8)	(1,160)	(1.8%)
74	1.3%	48	0.8%	26	0.5	29	0.6	45	0.7%	Services Division	1.012	1.6%	1,065	1.6%	(53)	0.0	12	0.0	1,000	1.5%
(136)	(2.4%)	(135)	(2.2%)	(1)	(0.2)	(26)	(0.6)	(110)	(1.8%)	UCLA Student Union	(1,539)	(2.4%)	(1,528)	(2.3%)	(11)	(0.1)	(90)	(0.2)	(1,449)	(2.2%)
(152)	(2.7%)	(150)	(2.4%)	(2)	(0.3)	(23)	(0.6)	(129)	. ,	TOTAL	(1,589)	(2.5%)	(1,249)	(1.9%)	(340)	(0.6)	(947)	(1.5)	(642)	(1.0%)
							_	_	-	OTHER INC/(EXP)							_		_	_
13	0.2%	0	0.0%	13	0.2	(136)	(2.2)	149		Non-Recurrent Inc/(Exp)	57	0.1%	0	0.0%	57	0.1	(170)	(0.3)	227	0.4%
17	0.3%	18	0.3%	(1)	0.0	0	0.0	17	0.3%	Interest Income	213	0.3%	190	0.3%	23	0.0	(64)	(0.1)	277	0.4%
(56)	(1.0%)	(56)	(0.9%)	0	(0.1)	3	(0.1)	(59)	(0.9%)	Interest (Expense)	(621)	(1.0%)	(621)	(0.9%)	0	(0.1)	29	0.0	(650)	(1.0%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	3.3%	186	3.0%	0	0.3	(420)	0.3	185	3.0%	Student Union Fee Income	2,041	3.2%	2,041	3.0%	0	0.2	7	0.1	2,034	3.1%
160	2.9%	148	2.4%	12	0.5	(132)	(1.8)	292		TOTAL	1,690	2.7%	1,610	2.4%	80	0.3	(198)	(0.2)	1,888	2.9%
8	0.1%	(2)	0.0%	10	0.1	(155)	(2.5)	163	2.6%	NET INCOME (LOSS)	101	0.2%	361	0.5%	(260)	(0.3)	(1,145)	(1.7)	1,246	1.9%

ASUCLA P/L Reconciliation Jun-12

Financial Analysis							
	Jun	-12					
Budgeted Net Income/(Loss)		(2)					
UCLA Store	++						
Gross Margin:	+ +						
· · · · · · · · · · · · · · · · · · ·	+ +						
Bearwear gross income \$89K below plan due to aggressive plan when compared to prior year and warmer weather negatively	(45)						
impacted fleece sales	(45)						
Graduation Center gross income \$41K below plan due to timing: sales budgeted in June occurred in May due to the change in the	(10)						
Campus Portrait Studio/Yearbook schedule; year-to-date sales above plan	(19)						
Campus Photo gross income \$21K above plan due to timing: Yearbook Portrait extension pushed out prior month budgeted sales	13						
Computer Store gross income \$497K below plan due to reduced sales to departments and individual customers	(38)						
New Text gross income \$6K below plan due to continued downward trend in textbook sales due to competition	(8)						
APS gross income \$33K below plan due to downward trend of printed readers, will be partially offset by digital commission income	+						
next month	(11)						
Other, positive controllables mainly employee benefits and bank card expense	19						
Total Contribution	++	(89)					
UCLA Restaurants	\perp						
Gross Margin:							
Panda Express gross income above plan because the loss of sales to the newly opened CSSC was not as high as anticipated	11						
North Campus Student Ctr gross income \$45K below plan due to not fully realizing planned increase for facility and menu renovations	(29)						
Café Synapse gross income \$14K below plan due to delay in starting new sales programs and higher loss of sales to CSSC	(11)						
Luvalle Food Servery gross income \$21K above plan due to budget not lined up correctly with actual academic calendar	13						
YRL Café gross income \$24K above plan due to much better results than anticipated	16						
Cooperage gross income \$11K above plan as the budgeted loss of sales from CSSC was not as high as anticipated	9						
Catering gross income \$15K above plan due to several unbudgeted formal parties and multiple events that rented china and servers	10						
Concessions gross income \$19K below plan due to lower sales for Stage Canteen coffee and from second coffee cart not opened	(18)						
Total Wages lower than plan, mainly student	21						
Other	2						
Total Contribution		24					
Services							
Gross Margin:							
Licensing domestic income below plan	(8)						
Licensing foreign income above plan due to incremental income from Aprilactual of \$11K was higher than April accrual of \$5K	6						
Photography income above plan due to more commencement business and timing for June events budgeted in prior months	9						
Total Wages lower than plan, mainly career	7						
Other, positive controllables mainly in licensing	15						
Total Contribution		29					
UCLA Student Union							
Gross Margin:							
Student Union Ops gross margin below plan due to an aggressive budget for student events and no advertising income							
as year-end promotional activity did not occur	(7)						
Other, positive controllables mainly waiver pool	8						
Total Contribution		1					
Allocated Expenses and Other							
A&SS lower than plan mostly total wages and timing for board of directors (some June budgeted expenses will occur next month)	48						
Utilities higher than plan due to higher rates and consumption in steam (cooler month than prior year), higher water consumption at							
Kerckhoff and higher consumption in Electricity, Water and Gas for CSSC (management is reviewing these issues with UCLA)	(14)						
Other, mostly positive non-recurring	11						
Total	+ ***	45					
Actual Net Income/(Loss)	+ +	8					

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

Financial Analysis	\$00	10's
Budgeted Net Income/(Loss)		361
Shagarea From Incomo (2008)		
UCLA Store		
Gross Margin:		
Bearwear gross income \$438K below plan due mainly to reduced fan enthusiasm and the relocation of Pauley Pavilion events during the remodel	(281)	
Graduation Center gross income \$45K above plan due to the extension of Yearbook Portrait season	47	
Computer Store gross income \$2.8M below plan due mostly to lower department and individual sales	(244)	
New Text gross income \$363K below plan due to less requisitions and titles requested in comparison to last year; also students shopping elsewhere	(133)	
Used Text gross income \$360K above plan due to better availability of used titles	73	
APS gross margin above plan due mainly to unplanned commission income for online electronic course readers, partially offset by regular sales lower than planned	35	
Luvalle Books gross income \$217K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(66)	
Luvalle Essentials/Market gross income \$91K below plan due to a very difficult retail climate and aggressive sales plan	(55)	
Kinross and South Campus Stores' gross income \$184K below plan mainly due to the delay in opening	(78)	
Total Wages lower than plan	87	
Other, positive controllables mainly employee benefits and bank card expense	138	
Total Contribution		(477
UCLA Restaurants		
Gross Margin:		
Rubios gross income above plan due primarily to delayed opening of CSSC	28	
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	104	
North Campus Student Center gross sales \$142K below plan due to aggressive budget this fiscal year; ytd sales slightly higher than prior year	(104)	
Court Science Stu Ctr., Subway and Yoshinoya gross income \$470K below plan due to construction issues delaying opening from September to late February	(348)	
Café Synapse gross income \$90K below plan due mostly to delay in starting new sales programs	(69)	
YRL gross income \$145K above plan due to higher than anticipated sales for first year in operation	100	
KH Coffeehouse gross income \$87K above plan due to increased enrollment and delayed opening of CSSC	47	
Cooperage gross income \$163K above plan due to increased enrollment and delayed opening of CSSC	85	
Catering gross income \$422K above plan due to athletics training table growth and multiple new client events throughout the year	257	
Concessions gross income \$160K below plan due to delay in opening second coffee cart in addition to lower sales than planned at Wooden Center athletics events	(112)	
Total Wages lower than plan, primarily student wages	34	
Other, mainly negative controllables including bank card expense, laundry, and repairs and maintenance, with some positive offsets in areas such as employee benefits,		
advertising, and paper	(61)	
Total Contribution		(39
Services		
Gross Margin:	1	
Licensing domestic income below plan due to a slowdown in nationwide sales	(90)	
Licensing foreign income below plan due mainly to a six month delay in launching the program in India	(47)	
Leased Ops income below plan mainly due to delay in opening of CSSC until the end of February when utilities charges and ATM rents started	(50)	
Photography income below plan due mainly to some cancelled events	(5)	
Total Wages lower than plan, mainly career	62	
Other, positive controllables mainly employee benefits, business promotion and domestic agency fee	70	
Total Contribution	1	(60
UCLA Student Union	+ +	(00
Gross Margin:	1	
Student Union Ops gross income \$31K above plan due to increased social business, strong parents weekend and UCLA's New Admit presentations	6	
Recreation and Games gross income below plan due to sales much lower than prior year, which budget was based on	(25)	
Other, mostly positive controllables	7	
Total Contribution	+ +	(12
Allocated Expenses and Other	1 1	(12
A&SS lower than plan mainly in total wages, employee benefits, bank charges and repairs and maintenance	66	
Maintenance lower than plan due to positive employee benefits and more time spent on capital projects thus less labor and materials spent on repairs and maintenance,	1	
in addition to bringing pm drain cleaning service in-house	81	
Utilities higher than plan due mainly to higher than planned consumption in electricity and water, especially at CSSC, and higher water rates than planned	(39)	
	140	
Depreciation lower than plan due to timing of capitals in addition to the CSSC delayed opening until February Other, mainly positive interest income from higher amounts of invested cash, and positive non recurring	+ +	
Other, mainly positive interest income from higher amounts of invested cash, and positive non-recurring	80	32
Total		12

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

	Current Month	Prior Month	Prior Year-End
	June 2012	May 2012	July 2011
ASSETS			
OLIDDENIT ACCETO			
CURRENT ASSETS: Cash and short term investments	\$9,760	¢0.010	\$10,888
Accounts receivable	3,525	\$9,910 4,062	3,154
Less: Allowance for doubtful accounts	(102)	4,062	(81)
Accounts receivable, net	3,423	3,973	3,074
Student fees receivable	5	834	246
Inventories	6,521	5,872	6,644
Prepaid expenses and other current assets	163	180	233
Total current assets	19,871	20,770	21,085
	,	·	,
LONG TERM ASSETS			
Property, equipment and improvements	64,265	64,190	63,237
Less: Accumulated depreciation	(36,261)	(36,049)	(34,082)
Total Long Term Assets	28,004	28,141	29,155
TOTAL ASSETS	47,876	48,911	50,240
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$4,240	\$4,038	\$5,491
Wages and payroll taxes payable	2,369	2,441	2,630
Sales Tax Payable & Other Liabilities	592	689	851
Interest payable	79	365	143
Deferred Income	214	264	176
Funds Held for Others	107	172	101
Current portion of long term debt	705	673	673
Total current liabilities	8,306	8,642	10,065
LONG TERM DEBT:			
AU expansion loan	12,747	13,452	13,452
Total long term debt	12,747	13,452	13,452
TOTAL LIABILITIES	21,053	22,094	23,518
RETAINED EARNINGS:			
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	101	95	688
Ending Balance	26,823	26,817	26,722
TOTAL LIADILITIES AND DETAINED FARMINGS	47.070	40.044	E0 040
TOTAL LIABILITIES AND RETAINED EARNINGS	47,876	48,911	50,240

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

June 2012

(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable Sales Tax payable \$090 Sales Tax payable \$090 Sales Tax payable \$090 Interest payable \$090 Deferred Income \$090 Funds held for others \$090 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	1	Prior
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	Year to	Year to
Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Increase/(decrease) in current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	Date	Date
Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Increase/(decrease) in current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)		
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of property, equipment and improvements Net cash used in investing activities (\$87 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$101	\$1,247
Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Net cash used in investing activities (\$87 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	·	. ,
Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable Sales Tax payable Sales Tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)		
Loss (Gain) on disposals of fixed assets (Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories (648 Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)		2,188
(Increase)/decrease in current assets: Accounts receivable Student fees receivable Inventories (648 Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$0	0
Accounts receivable Student fees receivable Inventories (648 Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$0	99
Student fees receivable Inventories (648 Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	(0.40)	(4.400)
Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	(\$349)	(1,188) 223
Prepaid expenses and other current assets 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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities (\$87 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$238 \$124	1,653
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 Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities (\$87 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$70	1,053
Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	Ψ7.0	37
Sales Tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (72 (286 (50 (50 (50 (50 (50 (50 (50 (5	(\$1,251)	(454)
Wages and payroll taxes payable Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (7286) (587) (7286) (587) (587)	,	, ,
Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	, , , ,	
Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (65 (65 (65 (65 (65 (65 (65 (6		
Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities \$642 CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$37	9
Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$6	34
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$32	0
Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$713	\$3,167
Purchase of textbook rental equipment Purchase of property, equipment and improvements Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)		
Net cash used in investing activities (\$87 CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	\$0	3
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan (705)	(\$1,135)	(1,705)
Principal payments on AU expansion loan (705)	(\$1,135)	(\$1,702)
Principal payments on AU expansion loan (705)		
	(\$705)	(642)
Net cash provided/(used) by financing activities (\$705	(\$705)	(\$642)
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT (\$151	(\$1,128)	\$823
CASH AND SHORT TERM INVESTMENTS, Beginning \$9,910	10,888	\$10,097
CASH AND SHORT TERM INVESTMENTS, Ending \$9,760	\$9,760	\$10,920

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

June 2012 (\$000's)

Court of Sciences Student Center (114) AGB Drape Replacement & Sound Paneling (150) HTS Renovation (150) Pauley Pavillion Remodel (650) AU & KH HVAC Sustem Upgrade (130) Subtotal (1,194) Adjustment for Cash Overdraft Entry (112) Uncommitted Cash 8,453 BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931 RESERVE SURPLUS (DEFICIT)	CASH AND SHORT TERM INVESTMENTS Less: Committed Capital Projects	9,760
HTS Renovation (150) Pauley Pavillion Remodel (650) AU & KH HVAC Sustem Upgrade (130) Subtotal (1,194) Adjustment for Cash Overdraft Entry (112) Uncommitted Cash 8,453 BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	· · · · · · · · · · · · · · · · · · ·	(114)
Pauley Pavillion Remodel (650) AU & KH HVAC Sustem Upgrade (130) Subtotal (1,194) Adjustment for Cash Overdraft Entry (112) Uncommitted Cash BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	AGB Drape Replacement & Sound Paneling	(150)
AU & KH HVAC Sustem Upgrade (130) Subtotal (1,194) Adjustment for Cash Overdraft Entry (112) Uncommitted Cash 8,453 BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	HTS Renovation	(150)
Subtotal (1,194) Adjustment for Cash Overdraft Entry (112) Uncommitted Cash 8,453 BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	Pauley Pavillion Remodel	(650)
Adjustment for Cash Overdraft Entry Uncommitted Cash BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	AU & KH HVAC Sustem Upgrade	(130)
Uncommitted Cash BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	Subtotal	(1,194)
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) 7,931	Adjustment for Cash Overdraft Entry	(112)
,	Uncommitted Cash	8,453
RESERVE SURPLUS (DEFICIT) 522	BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	7,931
RESERVE SURPLUS (DEFICIT) 522		
	RESERVE SURPLUS (DEFICIT)	522

ASUCLA SERVICES AND ENTERPRISES

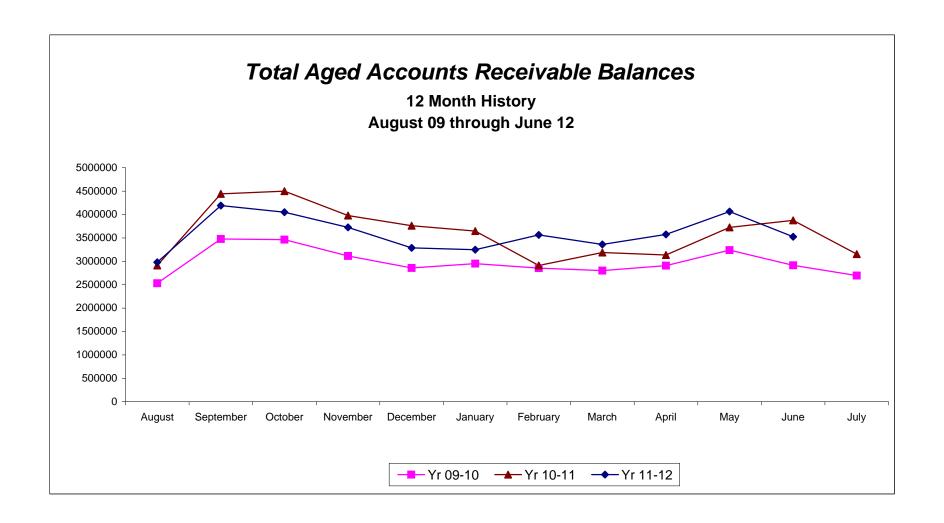
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012 June 2012

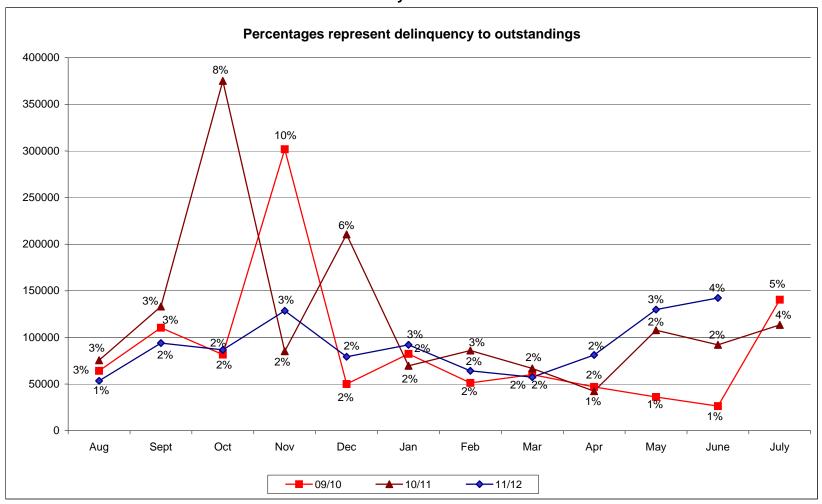
PROJECT NAME	BUDGET				PROJECTED			
Name (Oam dage					Remaining		Over	-
		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services								
2011-S001 Store General Replacement	50.0	31.7	16.0	47.7	2.3		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0		(2,000.0)	Cancelled moved to FY 12-13
2011-S003 Informal Photo-Photo Equipment	10.0	9.8	0.0	9.8	0.0		(0.2)	Completed
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	300.0	0.0	300.0	0.0		300.0	Completed
2011-S033 Text book Multi Store Fulfillment Modification	0.0	0.0	12.3	12.3	2.7		15.0	In Progress
2011-S034 Kinross Grad Student Center	0.0	29.3	0.0	29.3	0.0		29.3	Completed
2011-S039 LVC Store Customer Service Reconfiguration	0.0	0.0	5.5	5.5	8.5		14.0	Pending
Total Store/Services	2,210.0	370.8	33.8	404.6	13.5	150.0	(1,641.9)	
Food Service								
2011-F005 FS Miscellaneous and Unanticipated	50.0	39.7	16.6	56.3	0.0		6.3	Completed Awaiting Invoice
2011-F006 FS Patio Furniture Upgrade	40.0	40.6	0.0	40.6	0.0		0.6	Completed
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	650.0	0.0	Pending
2011-F010 LVC Patio Awning	15.0	3.7	0.0	3.7	11.3	555.5	0.0	In Progress
2011-F011 LVC Office Carpet	10.0	4.1	0.0	4.1	5.9		0.0	In Progress
2011-F012 LVC Freezer	10.0	0.0	9.8	9.8	0.0		(0.2)	Completed Awaiting Invoice
2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F010 Space Saving Sherving 2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage 2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F010 Synapse Mend Renovation Equipment opgrades	0.0	28.8	0.0	28.8	0.0	15.0	28.8	Completed
2011-F031 F3 Haming Table 2011-F038 NC Design	0.0	0.0	24.8	26.6 24.8	0.0		24.8	•
Total Food Services	970.0	116.9	51.2	168.1	17.2	845.0	60.3	Completed Awaiting Invoice
	370.0	110.3	31. <u>Z</u>	100.1	11.2	043.0	00.5	
Technology	20.0	6.6	4.4	11.0	9.0		0.0	In Drawes
2011-T019 Network Infrastructure Upgrade		9.8		9.8	9.0 0.0		0.0	In Progress
2011-T020 Printer Replacement	10.0		0.0				(0.2)	Completed
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0		(150.0)	Cancelled moved to FY 12-13
2011-T022 Marketing Oversized HP Design Jet Printer Total Technology	30.0 210.0	19.4 35.8	0.0 4.4	19.4 40.2	0.0 9.0	0.0	(10.6) (160.8)	Completed
	210.0	33.6	4.4	40.2	3.0	U,U	(100.0)	
<u>Others</u> 2011-O023 Custodial Replacements	15.0	12.7	4.7	17.4	0.0		2.4	Completed Augitine Invains
2011-0023 Custodiai Replacements 2011-0024 Global Viewpoint Globe	10.0	0.0	4. <i>7</i> 0.0	0.0	0.0		(10.0)	Completed Awaiting Invoice
2011-0024 Global Viewpoint Globe 2011-0025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Cancel Pending
2011-0025 Sound barrier Reinforcement 2nd Fr Eng/AGB 2011-0026 Fac. Misc. Remodels	25.0	3.7	23.6	27.3	0.0	20.0	2.3	Completed Awaiting Invoice
2011-0020 Fac. Miss. Remodels 2011-0027 KH Meeting Room Carpet	45.0	16.1	0.0	16.1	28.9		0.0	In Progress
2011-0027 Kit Meeting Room Carpet 2011-0028 Finance Misc. Replacements	15.0	22.6	5.3	27.9	0.0		12.9	Completed Awaiting Invoice
2011-0029 MCO Equipment	10.0	21.5	0.0	21.5	0.0		11.5	Completed
2011-O030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2011-O035 AU & KH HVAC System Upgrade	0.0	0.0	25.0	25.0	130.0	00.0	155.0	In Progress
2011-0036 AU A-Level Student Lockers	0.0	3.2	6.4	9.6	0.0		9.6	Completed Awaiting Invoice
2011-0037 CSSC Digital Signage	0.0	0.0	0.0	0.0	5.0		5.0	Pending
Total Others	200.0	79.8	65.0	144.8	163.9	80.0	188.7	
Total Current Year Projects	3,590.0	603.3	154.4	757.7	203.6	1,075.0	(1,553.7)	

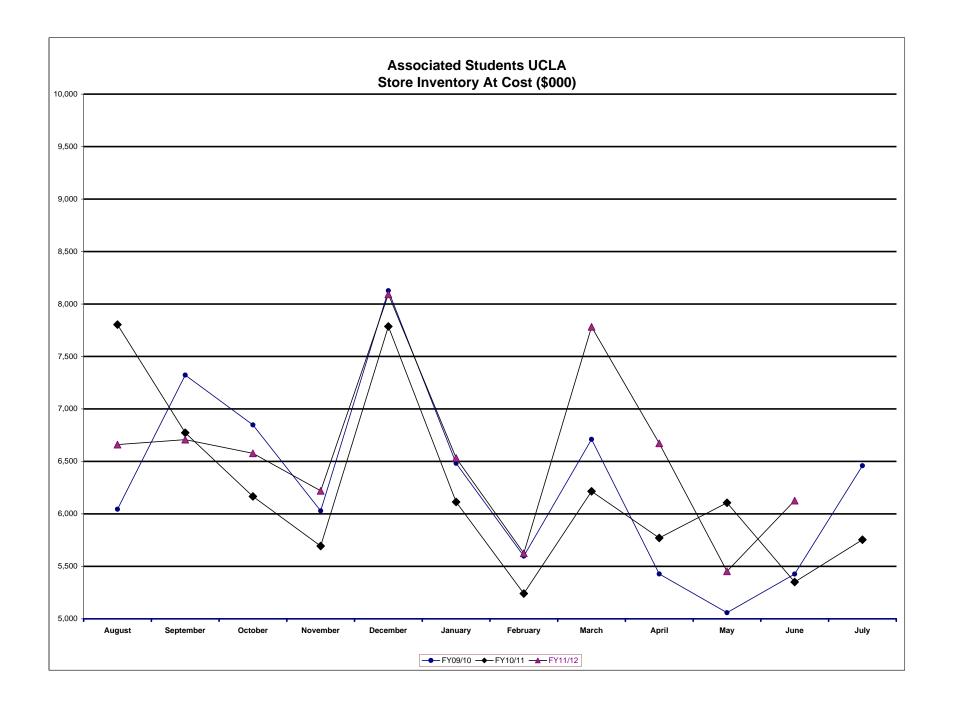
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

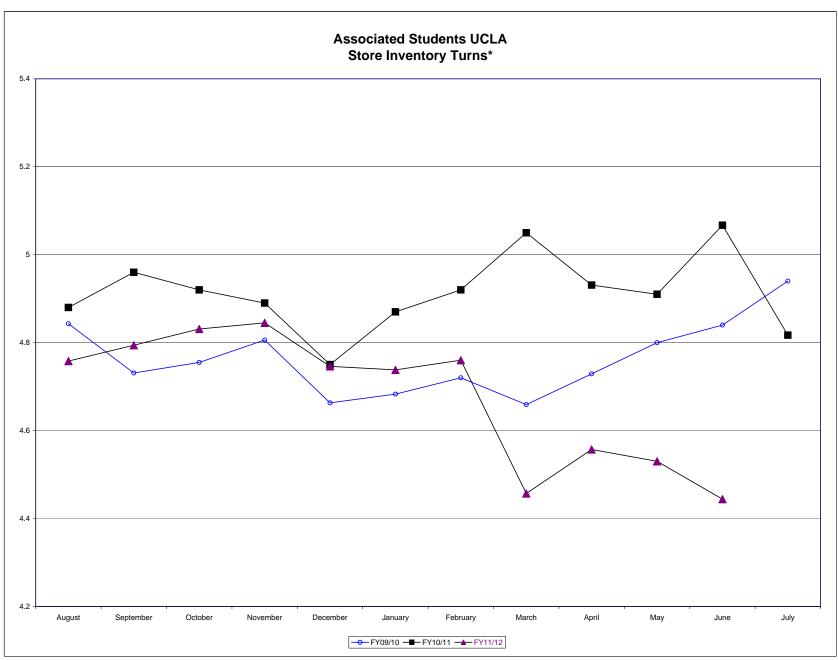
6/30/2012 June	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$945,969	29%	\$101,897	69%	\$35,655	51%	\$8,605	27%	\$4,688	20%	\$8,477	49%	\$1,105,291	31%
ASUCLA PUBLICATIONS	\$104,003	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$104,003	3%
ASUCLA USA/GSA	\$54,140	2%	\$7,789	5%	\$1,087	2%	\$0	0%	\$0	0%	\$0	0%	\$63,016	2%
DUE FROM VENDORS	\$718,092	22%	\$3,524	2%	\$3,430	5%	\$22,413	70%	\$14,942	64%	\$7,607	44%	\$770,008	22%
DENTAL KITS	\$178,695	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$178,695	5%
OTHER	\$1,232,607	38%	\$35,553	24%	\$29,590	42%	\$937	3%	\$3,656	16%	\$1,260	7%	\$1,303,603	37%
TOTAL CURRENT MONTH	\$3,233,506	100%	\$148,763	100%	\$69,762	100%	\$31,955	100%	\$23,286	100%	\$17,344	100%	\$3,524,616	100%
	92%		4%		2%		1%		1%		0%		100%	
5/26/2012 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$658,065	19%	\$229,033	71%	\$41,012	48%	\$11,604	53%	\$5,591	63%	\$5,968	47%	\$951,273	23%
ASUCLA PUBLICATIONS	\$119,150	3%	\$1,223	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,373	3%
ASUCLA USA/GSA	\$111,558	3%	\$1,767	1%	\$727	1%	(\$33)	0%	\$89	1%	\$0	0%	\$114,108	3%
DUE FROM VENDORS	\$1,113,178	31%	\$3,840	1%	\$37,235	43%	\$2,688	12%	\$1,792	20%	\$5,756	45%	\$1,164,489	29%
DENTAL KITS	\$335,909	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$335,909	8%
OTHER	\$1,270,525	35%	\$88,305	27%	\$7,248	8%	\$7,750	35%	\$1,397	16%	\$1,052	8%	\$1,376,277	34%
TOTAL CURRENT MONTH	\$3,608,385	100%	\$324,168	100%	\$86,222	100%	\$22,009	100%	\$8,869	100%	\$12,776	100%	\$4,062,429	100%
	89%		8%		2%		1%		0%		0%		100%	
4/28/2012 April	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$913,483	30%	\$339,697	84%	\$29,838	68%	\$6,867	38%	\$2,850	27%	\$4,573	49%	\$1,297,308	36%
ASUCLA PUBLICATIONS	\$113,028	4%	\$577	0%	\$1,254	3%	\$0	0%	\$0	0%	\$0	0%	\$114,859	3%
ASUCLA USA/GSA	\$61,562	2%	\$1,782	0%	\$369	1%	\$89	1%	\$0	0%	\$0	0%	\$63,802	2%
DUE FROM VENDORS	\$367,587	12%	\$39,614	10%	\$1,227	3%	\$6,247	36%	\$4,165	40%	\$4,191	45%	\$423,031	12%
DENTAL KITS	\$107,663	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$107,663	3%
OTHER	\$1,525,056	49%	\$23,814	6%	\$11,058	25%	\$4,367	25%	\$3,505	33%	\$593	6%	\$1,568,393	44%
TOTAL CURRENT MONTH	\$3,088,379	100%	\$405,484	100%	\$43,746	100%	\$17,570	100%	\$10,520	100%	\$9,357	100%	\$3,575,056	100%
	87%		11%		1%		1%		0%		0%		100%	



Aged Accounts Receivable Balances >60 Days Past Due







^{*}This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

IIIN :	11(05/27/12-06/3	20/12\	1		ISCAL YEAR 11-1	12	FISCAL Y	AD 10 11
	CURRENT MONTH	+			MO(07/31/11-06		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
488,274	488,667	<393>	TEXTBOOKS	9,751,886	9,913,179	<161,293>	613,570	9,937,276
112,626	151,500	<38,874>	GENERAL BOOKS	1,255,812	1,279,649	<23,837>	121,155	1,213,841
1,065,183	1,178,540 2,198,100		APPAREL & ACCESSORIES SUPPLY DIVISION	8,938,664 16,230,295	9,360,681 19,122,200	<422,017> <2,891,905>	982,911 2,486,121	9,041,635 18,347,842
1,697,311 260,875	2,198,100		LU VALLE COMMONS STORE	3,079,490	3,378,027	<2,891,905>	269,431	3,364,485
49,451	54,000	<4,549>	E-COMMERCE	829,732	849,000	<19,268>	47,548	815,590
245,936 3,919,656	212,600 4,550,867	33,336 <631,211>	HEALTH SCIENCES STORE TOTAL SALES	4,741,204 44,827,082	4,855,700 48,758,436	<114,496> <3,931,354>	271,255 4,791,990	4,557,245 47,277,915
3,717,030	4,550,667	(031,211)	TOTAL SALLS	44,027,002	40,730,430	<3,731,3342	4,771,770	47,277,713
2,683,712	3,172,720	489,008	Less: Cost of Sales	31,469,069	34,562,908	3,093,839	3,531,962	33,667,623
			Less: Shrinkage					
			Less. Silllikage					
5,985	2,170		TEXTBOOKS	52,236	41,190	<11,046>	<9,239>	38,777
<9,698>	2,430 3,980	12,128 4,707	GENERAL BOOKS APPAREL & ACCESSORIES	7,070 29,754	20,480	13,410	9,621 10,330	25,915 40,794
<727> <8,843>	5,460	14,303	SUPPLY DIVISION	31,654	35,705 49,760	5,951 18,106	1,705	44,838
<3,135>	1,390	4,525	LU VALLE COMMONS STORE	13,792	17,960	4,168	<12,999>	5,199
<795>	190	985 <2,904>	E-COMMERCE HEALTH SCIENCES STORE	2,109	2,960	851	4,134	6,964
4,264 <12,949>	1,360 16,980	29,929	SHRINKAGE	27,953 164,568	21,770 189,825	<6,183> 25,257	<544> 3,008	22,435 184,923
2,670,763	3,189,700	518,937	TOTAL COST OF SALES	31,633,637	34,752,733	3,119,096	3,534,970	33,852,546
40 E	69.7	1.2	COST OF SALES %	70.2	70.9	0.7	72.7	71.2
68.5 1,248,894	1,361,167	1.3 <112,273>	GROSS MARGIN	13,193,446	14,005,703	<812,257>	73.7 1,257,020	13,425,369
31.5	30.3	1.3	GROSS MARGIN %	29.8	29.1	0.7	26.3	28.8
<0.3>	0.4	0.7	SHRINKAGE %	0.4	0.4	0.0	0.1	0.4
31.9	29.9	2.0	NET GROSS MARGIN %	29.4	28.7	0.7	26.2	28.4
21.1 40.0	25.6 32.4	<4.5> 7.7	TEXTBOOKS GENERAL BOOKS	25.1 32.3	25.2 30.8	<0.0> 1.5	25.5 21.4	24.8 29.6
53.6	53.2	0.4	APPAREL & ACCESSORIES	51.6	51.9	<0.3>	52.4	52.2
20.1	17.3	2.9	SUPPLY DIVISION	20.1	18.8	1.4	14.7	18.7
31.1 53.9	28.9 51.9	2.2 2.0	LU VALLE COMMONS STORE E-COMMERCE	29.0 51.8	29.9 53.2	<0.9> <1.4>	33.0 42.5	28.7 52.0
32.7	35.3	<2.5>	HEALTH SCIENCES STORE	23.9	24.9	<1.0>	31.6	23.4
69,220	67,491	1,729	OTHER INCOME	914.544	791,796	122,748	81.551	879,218
1,318,114	1,428,658	<110,544>	GROSS MARGIN/OTHER	14,107,990	14,797,499	<689,509>	1,338,571	14,304,587
			Less: Controllable Exp					
270,109	280,686	10,577	Career Wages	3,016,325	3,063,558	47,234	276,120	3,010,972
5,138	0	<5,138>	Limited Appointment	14,969	0	<14,969>	0	0
158,570 433,817	154,687 435,373	<3,883> 1,556	Student Wages TOTAL WAGES	1,511,365 4,542,658	1,565,624 4,629,182	54,259 86,524	147,330 423,450	1,480,372 4,491,344
11.1	9.6	<1.5>		10.1	9.5	<0.6>	8.8	9.5
122.010	12/ 750	4 722	Formal access Department	1 205 155	1 4/0 052	04.700	110 /05	1 241 250
132,018 6,000	136,750 4,875	4,732 <1,125>	Employee Benefits Office Supplies	1,385,155 99,714	1,469,953 86,672	84,798 <13,042>	112,635 8,182	1,241,259 101,356
14,737	14,408	<329>	Telephone	157,999	157,542	<457>	14,561	156,404
80	135	55	Telex	1,181	1,485	304	80	1,339
28 2,520	22 100	<6> <2,420>	Postage Trav/Trips/Conference	240 21,144	249 21,730	9 586	41 1,756	323 18,060
0	0	0	Membership Fees	4,475	4,998	523	0	5,010
4,402	4,695	293 447	Operating Supplies	55,245	51,410	<3,835>	3,771	48,430
18,053 1,075	18,500 1,075	0	Freight Out Transportation	269,886 14,120	235,215 15,825	<34,671> 1,705	20,617 3,234	235,301 11,256
0	0	0	Replacements	681	0	<681>	0	171
0	0	0	Merchandise Losses	431	0	<431>	0	28
<7>	0	7	Postage Stamp O/S Uniforms	<23> 576	272	<304>	0	<5> 272
6,168	8,065	1,897	Advertising	166,103	179,748	13,645	10,990	172,111
0	<6,250>		Vendor Adv. Allowance	<61,166>	<65,506>	<4,340>	<2,561>	<62,051>
92 2,826	85 1,175	<1,651>	Direct Mail Adv. Repairs & Maintenance	242,832 37,417	235,935 24,495	<6,897> <12,922>	51 1,745	229,831 31,444
0	0	0	Interior Maintenance	175	0	<175>	0	170
<28>	72.400	28	Janitorial	704.445	001.075	07.410	62.251	747.544
58,280 <947>	73,699 0	15,419 947	Bank Card Expense Overs/Shorts	704,465 10,165	801,875 0	97,410 <10,165>	62,351 <4,215>	767,546 14,358
59	0	<59>	Credit Card Adjustments	3,594	0	<3,594>	204	8,167
0	250	250	Textbook Rental Exp	0	2,750	2,750	0	3,349
0	0	0	Rentals-Facilities Rentals-Truck	4,171 1,608	2,320 1,600	<1,851> <8>	0	429 2,324
0	0	0	Taxes & Licenses	900	0	<900>	0	0
355	73	<282>	Professional Services	2,741	4,803	2,062	1,696	20,465
520 23,190	1,000 27,150	480 3,960	Temp Agency Service Inventory Count	5,074 23,190	6,145 27,150	1,071 3,960	752 24,934	10,443 24,934
23,170	27,130	0	Commission Expense	37,864	35,400	<2,464>	0	32,553
140	140		Concession Expense	42,021	42,000	<21>	140	33,744 0
0	0 4,001	0 4,001	Prior Period Adj Alloc of Distr Cntr	<53> 0	0 10	53 10	0	0
1,836	1,640	<196>	Payment to UCLA	49,520	63,196	13,676	4,088	57,490
271,397 705,214	291,588 726,961	20,191 21,747	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	3,281,444 7,824,102	3,407,272 8,036,454	125,828 212,353	265,053 688,503	3,166,511 7,657,855
703,214	120,901	21,141	GROSS CONTRIBUTION TO	1,024,102		212,333	000,303	
612,900	701,697	<88,797>	SVCS AND ENTERPRISES	6,283,889	6,761,045	<477,156>	650,068	6,646,732
			Less: Allocated Exp					
			·			_		
26,511	24,703		Allocated ExpHR	283,752	276,021	<7,731>	23,816	269,003
141,103 62,638	161,837 67,054	20,734 4,416	Allocated Exp. Fin Allocated ExpIS	1,565,313 668,976	1,688,129 695,646	122,816 26,670	156,009 63,551	1,593,703 635,583
26,414	35,348	8,934	Allocated Exp. Mktg	354,355	377,676	23,321	33,795	369,781
93,115	113,701	20,586	Allocated Exp Othr SA	1,034,692	1,038,975	4,283	109,111	1,014,562
66,353 31,738	67,117 26,856	764 <4,882>	Maintenance Utilities	724,302 314,414	759,936 300,532	35,635 <13,882>	61,638 30,480	708,234 297,213
69,446	70,434	988	Depreciation	767,243	774,774	7,531	70,581	792,603
517,318	567,050	49,732	TOTAL ALLOCATED EXP	5,713,046	5,911,689	198,643	548,981	5,680,682
95,582	134,647	<39,065>	NET INCOME (LOSS)	570,842	849,356	<278,514>	101,088	966,050
-			•					

CURRENT FOOTH	II IN 1	11(05/27/12-04/2	10/12)	1		ISCAL YEAR 11-1	12	FISCAL VE	AR 10-11
ACTIVAL BIDDET WARRINGT W									
2713-168 272-000 cdp. (no.) model (color) cdp. (no.) cdp									
2713-168 272-000 cdp. (no.) model (color) cdp. (no.) cdp									
18.56 14.196									
200121 15-115 4-400 LU VALE DIVISION 2-01-221 2-20-914 189-97 15-549 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 2-10-727 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97 16-749 181-97									
231.465 207.484 24.211 CODERAGE DIVISION 1.05.187 22.97 70.00 27.05.71 22.4970 2.09.977 10.7779 1.065.312 4.1733 10.7745 10.05.85.16 10.05.299 1.05.2799 1.06.75.26 2.09.977 10.05.85.16 10.05.299 1.05.299 1.05.294 2.09.277 10.05.85.16 10.05.299 1.05.299									
1,00,744 191,997 11,200.5 9FCOLINE EVENTS DIVISION 1,005,000 1,005									
1,007,199 1,005,322 -0,173 1,007,341ES 1,003,739 1,407,592 -0,52,541 1,007									
373.948 349.671									
\$\frac{66.271}{66.07} \$\frac{60.07}{60.07} \$\frac{22.00}{2.000} \$\frac{60.07}{60.07} \$\frac{22.00}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{2.000} \$\frac{60.07}{60.07} \$\frac{7.20}{60.07} \$\frac{60.07}{60.07} \$\f	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,			,	, ,			
64.211 695.661 -22.400 600.55 MARGINI			<24,277>		3,965,640	3,816,642	<148,998>		
64.0 66.6 -2.2 -2.5									
65.0									
65.0 66.0 61.1 57.7 50.01Th (IMPUSION) 64.6 64.1 61.4 63.6 64.9 66.7 62.2 62.7 50.01Th (IMPUSION) 64.4 64.4 60.0 67.7 70.2 65.0 66.5 65.1 65.1 65.1 65.0 65.0 65.7 62.2 50.01 65.0 64.9 64.4 66.3 64.4 66.3	64.0	66.6	<2.6>	GROSS MARGIN %	65.2	66.8	<1.6>	64.4	66.4
65.0 66.0 61.1 57.7 50.01Th (IMPUSION) 64.6 64.1 61.4 63.6 64.9 66.7 62.2 62.7 50.01Th (IMPUSION) 64.4 64.4 60.0 67.7 70.2 65.0 66.5 65.1 65.1 65.1 65.0 65.0 65.7 62.2 50.01 65.0 64.9 64.4 66.3 64.4 66.3	65.0	67.6	<2.7×	CENTRAL DIVISION	66.5	67.8	<1.2×	64.2	66.7
66.9 66.2 42.2 LUNING 19.0 67.7 2.2 2.5 67.7 63.3 65.5 65.0 65.1 4.1 1.5 CODERAGE DIVISION 64.4 66.3 4.1 4.5 63.1 63.5									
66.0									
S8.7	66.9	69.2	<2.2>	LU VALLE DIVISION	69.4	69.4	<0.0>	67.9	70.2
179.421	65.0	66.1			64.9	66.3	<1.4>	63.1	65.3
B42.632 B43.704	58.7	63.9	<5.2>	SPECIAL EVENTS DIVISION	60.7	63.9	<3.2>	63.3	65.0
B42.632 B43.704	470 404	440.040	04.070	OTHER INCOME	4 770 70/	4 5 40 004	000 445	454.070	4 (44 57)
Less: Controllable Exp									
288,223 287,676 -547- Career Wages 2,967,033 2,922,555 -44,478- 262,506 2,723,917 324 0 -424- Limited Appointment 18,114 400 -417,714- 197 12,223,000 2,2369,000	042,032	643,704	<1,072>	GROSS WARGIN/OTHER	9,210,000	9,219,272	<2,301>	/19,130	0,023,039
288,223 287,676 -547- Career Wages 2,967,033 2,922,555 -44,478- 262,506 2,723,917 324 0 -424- Limited Appointment 18,114 400 -417,714- 197 12,223,000 2,2369,000				Less: Controllable Exp					
324]				
202,849	288,223	287,676	<547>	Career Wages	2,967,033	2,922,555	<44,478>	262,506	2,723,917
459,700 489,904 21,204 141,406 459,004 459,0									,
469,700									
44.3 46.0 1.7 WAGE % TO SALES 41.2 41.2 < -0.0 46.4 40.1									<273,703>
144,653									
984 2,300 1,316 Office Supplies 52,759 20,395 2,2364 1,204 21,517 4,401 4,911 510 Telephone 50,656 54,021 3,365 4,720 51,317 0 0 0 0 TrayTrips/Conference 50,656 54,021 3,365 1,000 1 0 10 10 565 1,000 341 Training Programs 12,967 15,400 2,433 920 8,804 52,856 50,501 4,23,555 Paper 57 0 Sales 4,9 4,9 4,9 0,1 4,9 4,9 4,315 3,617 4698 Cleaning Supplies 40,184 38,030 4,21,544 4,28 33,103 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	44.3	46.0	1.7	WAGE % TO SALES	41.2	41.2	<0.0>	46.4	40.1
984 2,300 1,316 Office Supplies 52,759 20,395 2,2364 1,204 21,517 4,401 4,911 510 Telephone 50,656 54,021 3,365 4,720 51,317 0 0 0 0 TrayTrips/Conference 50,656 54,021 3,365 1,000 1 0 10 10 565 1,000 341 Training Programs 12,967 15,400 2,433 920 8,804 52,856 50,501 4,23,555 Paper 57 0 Sales 4,9 4,9 4,9 0,1 4,9 4,9 4,315 3,617 4698 Cleaning Supplies 40,184 38,030 4,21,544 4,28 33,103 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	144 653	153 931	9 278	Employee Benefits	1 543 144	1 589 908	46 764	120 649	1 349 613
4,401					, ,				
6.69	4,401						3,365		
52,856	0	0	0	Trav/Trips/Conference	0	0	0	10	10
S. 1									
A.315	. ,								
Color									
Commission Com									
5,138		-				-			
6,850 5,856 6,994 Laundry 73,730 49,576 <24,154s 73,221 583,425									
596									
0 100 100 Menu Development 0 1,100 1,100 0 108 0 108 0 71 71 71 Dorm Coupons Expense 40 743 703 11 205 5,341 3,967 <1,374> Repairs & Maintenance 77,775 47,252 <30,523> 11,758 72,429 23,396 19,127 <4,269 Bank Card Expense 304,952 214,552 <00,400> 15,452 208,639 1,609 1,918 309 Sales Tax Expense 18,619 21,436 2,817 1,446 20,142 900 443 <547> Overs/Shorts 9,772 5,082 <4,600> 607 7,768 91 300 <0 0 0 Credit Card Adjustments 233 0 <233> 0 144 931 300 <631> Rentals 4,296 800 <3,496> 258 1,086 972 350 <622> Rentals 1,296 800 <3,496> 258 1,086 972 350 <622> Rentals 4,296 800 <3,496> 258 1,086 972 350 <622> Rentals 1,296 800 <1,743> 3,393 9,432 9,43									
0 71 71 71 Dorm Coupons Expense 70 743 703 11 205 5.341 3,967 <1.374> Repairs & Maintenance 77,775 47,252 <303,523 11,758 72,429 223,396 19,127 <4,269 8 Bank Card Expense 304,952 214,552 <90,400 > 15,452 206,639 1,600 1,918 309 Sales Tax Expense 18,619 21,436 2,817 1,446 20,142 990 443 <547	628	3,620	2,992	Advertising	62,132	85,455	23,323	4,424	76,794
5,341			100			1,100	1,100		
23.396									
1,609									, ,
990									
0 0 0 0 credit Card Adjustments 233 0 0 <233> 0 144 931 300 <631> Rentals									
931 300 <631> Rentals 4.296 800 <3,496> 258 1.086 972 350 <622> Rentals-Truck 5,593 3,850 <1,743 3,393 9,432 0 0 0 0 0 0 0 0 0									
972 350 				,					
0 0 0 0 7 Taxes & Licenses 870 1,500 630 0 1,278 0 0 0 0 Professional Services 600 0 0 <600> 0 2,063 750 250 <500> Temp Agency Service 750 500 <250> 120 120 120 11,454 12,708 1,254 Commission Expense 155,690 157,851 2,161 12,618 254,901 258,267 261,390 3,123 TOTAL OTHER CONTROL 7,7967 742,294 24,327 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 124,665 101,410 23,255 SVCS AND ENTERPRISES 28,092 27,285 <807> Allocated Exp. HR 293,699 281,217 <12,482> 22,819 260,737 43,035 41,818 <1,217> Allocated Exp. HR 293,699 281,217 <12,482> 22,819 260,737 43,035 41,818 <1,217> Allocated Exp. HR 293,699 281,217 <12,482> 22,819 260,737 8,056 9,134 1,078 Allocated Exp. HS 215,086 201,182 <13,904> 13,442 187,053 8,056 9,134 1,078 Allocated Exp. HS 13,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Othr SA 331,302 297,261 <34,041> 23,079 293,057 55,936 56,749 813 Maintenance 610,583 640,531 29,948 51,960 597,036 26,755 22,637 <4,118> Utilities 265,051 293,343 <11,088 27,938 27,759,588 <13,178> TOTAL ALLOCATED EXP 3,253,994 3,296,508 42,513 246,507 2,944,473 28,387 32,2421 16,376 10,077 NET INCOME (LOSS) <1,632,670> <1,636,206> 3,534 28,737> 267,412 3,395,807 18,450 102,491 15,959 3RD PARTY AVG CHECK 4.75 4.64 0.11 4.38 4.30 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 5,052 2.03 53,096 2.000 5.827 5.844 28,048 305,827 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 5,052 2.03 53,096 2.000 5.827 5.844 28,048 305,827 5.844 28,048 305,827 5.845 5.844 28,048 305,827 5.845 5.									
0 0 0 7 Professional Services 600 0 6000 0 6000 0 1 2,063 750 750 250 7500 7500 750 750 250 7500 750	0		0	Taxes & Licenses					
11,454 12,708 1,254 Commission Expense 155,690 157,851 2,161 12,618 254,901 258,267 261,390 3,123 TOTAL CONTROL. 2,899,191 2,829,082 <70,109> 230,398 2,681,156 2,161 12,618 254,901 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,618 2,549,011 2,829,082 <70,109> 230,398 2,681,156 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,161 2,1618 2,1618 2,1618 2,1611 2,1618 2,161								0	2,063
258,267 261,390 3,123 TOTAL OTHER CONTROL. 2,899,191 2,829,082 <70,109 230,398 2,681,156 717,967 742,294 24,327 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,621,325 1,660,302 <38,977 83,009 1,784,555 1,660,302 <38,977 83,009 1,784,555 1,660,302 <38,977 83,009 1,784,555 1,660,302 1,784 1,784 1,784 1,785 1,785 1,785 1,885									
T17,967									
124,665									
124,665	/17,967	/42,294	24,327		7,595,560	7,558,970	<36,590>	636,121	1,039,284
Less: Allocated Exp 28,092 27,285 <807> Allocated ExpHR 293,699 281,217 <12,482> 22,819 260,737 43,035 41,818 <1,217> Allocated Exp. Fin 500,844 488,254 <12,590> 32,998 465,802 19,104 17,327 <1,777> Allocated ExpIS 215,086 201,182 <13,904> 13,442 187,053 8,056 9,134 1,078 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp Othr SA 331,302 297,261 <34,041> 23,079 293,057 55,936 56,749 813 Maintenance 610,583 640,531 29,948 51,960 597,036 26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208 <8,131> Depreciation 923,944 1,025,288 101,345 71,367 781,409 310,716 297,538 <13,178> TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 13,8797 322,421 16,376 TOTAL CUSTOMER COUNT 1,109,013 1,106,765 2,248 85,579 977,933 220,347 219,930 417 ASUCLA CUSTOMER COUNT 2,479,199 2,568,784 <89,585> 181,833 2,417,874 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 6.17 5.82 0.35 3RD PARTY CUST COUNT 2,479,199 2,568,784 <89,585> 181,833 2,417,874 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2.070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827	124 665	101 410	23 255		1.621.325	1.660 302	<38 977 \	83 009	1.784 555
28,092 27,285 <807> Allocated Exp. FIR 293,699 281,217 <12,482> 22,819 260,737 43,035 41,818 <1,217> Allocated Exp. Fin 500,844 488,254 <12,590> 32,998 465,802 19,104 17,327 <1,777> Allocated Exp. IS 215,086 201,182 <13,904> 13,442 187,053 8,056 9,134 1,078 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Wktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Wktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208	124,003	101,410	25,255	2.30 AND ENTENNINGES	.,021,323	.,000,302	\JU,711>	55,007	.,,,,,,,,,
28,092 27,285 <807> Allocated Exp. FIR 293,699 281,217 <12,482> 22,819 260,737 43,035 41,818 <1,217> Allocated Exp. Fin 500,844 488,254 <12,590> 32,998 465,802 19,104 17,327 <1,777> Allocated Exp. IS 215,086 201,182 <13,904> 13,442 187,053 8,056 9,134 1,078 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Wktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Wktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208				Less: Allocated Exp]				
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19,104 17,327 <1,777> Allocated ExpIS 215,086 201,182 <13,904> 13,442 187,053 8,056 9,134 1,078 Allocated Exp. Mktg 113,487 109,432 <4,055> 7,148 108,831 28,399 29,380 981 Allocated Exp Othr SA 331,302 297,261 <34,041> 23,079 293,057 55,936 56,749 813 Maintenance 610,583 640,531 29,948 51,960 597,036 26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208 <8,131> Depreciation 923,944 1,025,288 101,345 71,367 781,409 310,716 297,538 <13,178> TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 338,797 322,421 16,376 TOTAL CUSTOMER COUNT 3,588,212 3,675,549 <87,337> 267,412 3,395,807 118,450									
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28,399 29,380 981 Allocated Exp Othr SA 331,302 297,261 <34,041> 23,079 293,057 55,936 56,749 813 Maintenance 610,583 640,531 29,948 51,960 597,036 26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208 <8,131> Depreciation 923,944 1,025,288 101,345 71,367 781,409 310,716 297,538 <13,178> TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 <186,051> <196,128> 10,077 NET INCOME (LOSS) <1,632,670> <1,636,206> 3,536 <165,498> <1,159,918									
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26,755 22,637 <4,118> Utilities 265,051 253,343 <11,708> 25,694 250,548 101,339 93,208 <8,131> Depreciation 923,944 1,025,288 101,345 71,367 781,409 310,716 297,538 <13,178> TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 <186,051> <196,128> 10,077 NET INCOME (LOSS) <1,632,670> <1,636,206> 3,536 <165,498> <1,159,918									
101,339 93,208 <8,131 Depreciation 923,944 1,025,288 101,345 71,367 781,409 310,716 297,538 <13,178 TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 <									
310,716 297,538 <13,178> TOTAL ALLOCATED EXP 3,253,996 3,296,508 42,513 248,507 2,944,473 <									
<186,051> <196,128> 10,077 NET INCOME (LOSS) <1,632,670> <1,636,206> 3,536 <165,498> <1,159,918 338,797 322,421 16,376 TOTAL CUSTOMER COUNT 3,588,212 3,675,549 <87,337> 267,412 3,395,807 118,450 102,491 15,959 3RD PARTY CUST COUNT 1,109,013 1,106,765 2,248 85,579 977,933 220,347 219,930 417 ASUCIA CUSTOMER COUNT 2,479,199 2,568,784 <89,585> 181,833 2,417,874 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCIA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2.070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827									
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118,450 102,491 15,959 3RD PARTY CUST COUNT 1,109,013 1,106,765 2,248 85,579 977,933 220,347 219,930 417 ASUCLA CUSTOMER COUNT 2,479,199 2,568,784 <89,585> 181,833 2,417,874 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2.070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827	<186,051>	<196,128>	10,077	NET INCOME (LOSS)	<1,632,670>	<1,636,206>	3,536	<165,498>	<1,159,918>
118,450 102,491 15,959 3RD PARTY CUST COUNT 1,109,013 1,106,765 2,248 85,579 977,933 220,347 219,930 417 ASUCLA CUSTOMER COUNT 2,479,199 2,568,784 <89,585> 181,833 2,417,874 4.90 4.79 0.11 TOTAL AVERAGE CHECK 4.75 4.64 0.11 4.38 4.30 6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2.070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827									
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6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2,070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827	220,347	219,930	41 /	ASUCLA CUSTOMER COUNT	2,479,199	2,568,784	<89,585>	181,833	2,417,874
6.17 5.82 0.35 3RD PARTY AVG CHECK 6.04 5.70 0.34 6.05 5.87 4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2,070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827	4 00	170	0.11	TOTAL AVERAGE CHECK	A 7E	1 61	0.11	1 30	4 20
4.21 4.31 <0.10> ASUCLA AVERAGE CHECK 4.17 4.18 <0.01> 4.23 4.15 31,126 33,196 2,070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827									
31,126 33,196 2,070 EMPLOYEE HOURS 316,679 322,523 5,844 28,048 305,827									
33.32 31.49 1.83 SALES/LABOR HOUR 36.01 35.62 0.39 31.18 35.53	31,126	33,196	2,070	EMPLOYEE HOURS	316,679	322,523	5,844	28,048	305,827
									35.53

SERVICES DIVISION INCOME STATEMENT

JUN. 11(05/27/12-06/30/12)] [FI	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
	CURRENT MONTH				MO(07/31/11-06		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
22,076	13,269	8,807	PHOTOGRAPHY	167,860	173,667	<5,807>	7,250	160,630
22,076	13,269	8,807	TOTAL SALES	167,860	173,667	<5,807>	7,250	160,630
441	600	159	Less: Cost of Sales	4,685	5,496	811	464	4,197
21,635	12,669	8,966	GROSS MARGIN	163,175	168,171	<4,996>	6,787	156,433
98.0	95.5	2.5	GROSS MARGIN %	97.2	96.8	0.4	93.6	97.4
98.0	95.5	2.5	PHOTOGRAPHY	97.2	96.8	0.4	93.6	97.4
103,478	106,000	<2,522>	TRADEMARKS AND LICENSING	1,848,570	1,985,025	<136,455>	95,000	1,842,631
88,335	87,413	922	LEASED OPS	898,430	948,070	<49,640>	79,924	858,083
191,813	193,413	<1,600>	OTHER INCOME	2,747,000	2,933,095	<186,095>	174,924	2,700,714
213,449	206,082	7,367	GROSS MARGIN/OTHER	2,910,175	3,101,266	<191,091>	181,711	2,857,146
			Less: Controllable Exp					
30,677	37,818	7,141	Career Wages	340,680	402,426	61,746	29,470	321,978
0	0		Limited Appointment	0	0	0	5,220	26,100
224	361	137	Student Wages	8,341	8,161	<180>	340	5,315
30,901	38,179	7,278	TOTAL WAGES	349,021	410,587	61,566	35,030	353,393
140.0	287.7	147.8	WAGE % TO SALES	207.9	236.4	28.5	483.2	220.0
14,389	17,305	2,916	Employee Benefits	150,356	181,265	30,909	12,708	133,522
14,389	700		Office Supplies	8,369	9,661	1,292	569	8,812
694	600		Telephone	7,892	6,591	<1,301>	745	8,176
332	105	<227>	Postage	2,269	1,155	<1,114>	36	800
143	3,000	2,857	Trav/Trips/Conference	14,810	20,500	5,690	2,180	17,740
0	0	2,037	Enforcement	<2,010>	8,000	10,010	0	9,612
0	200	200	Advertising	0	489	489	0	39
75	2,760	2,685	Business Promotion	17,959	30,960	13,001	58	28,500
0	210	210	Repairs & Maintenance	2,538	1,895	<643>	0	1,354
2,083	3,777	1,694	Professional Services	26,088	38,072	11,984	2,927	38,297
540	1,150	610	Legal	8,840	12,650	3,810	520	14,854
0	0	0	External Audit	0	0	0	0	5,000
3,302	3,500	198	Trademark	45,298	38,500	<6,798>	1,623	46,655
1,896	0	<1,896>	Intern'l Agnt Fee/Tax	104,233	103,670	<563>	0	117,102
9,771	16,600	6,829	Domestic Agency Fee	134,576	152,000	17,424	9,500	129,108
28	0	<28>	Misc. Bank Charges	236	0	<236>	0	0
32,650	29,525	<3,125>	Payment to UCLA	515,206	501,458	<13,748>	34,000	454,150
65,927	79,432	13,505	TOTAL OTHER CONTROL.	1,036,658	1,106,866	70,208	64,867	1,013,723
96,829	117,611	20,782	TOTAL CONTROLLABLE EXP	1,385,679	1,517,453	131,774	99,897	1,367,116
116,620	88,471	28,149	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,524,495	1,583,813	<59,318>	81,814	1,490,031
1.0,020	-5,	_5,,	Less: Allocated Exp	.,-= .,	.,	.57/5.62	2.70.1	.,
			·					
1,888	2,166		Allocated ExpHR	21,835	24,546	2,711	1,970	21,184
7,316	7,023		Allocated Exp. Fin	103,871	108,488	4,617	5,516	100,567
3,359	3,001		Allocated ExpIS	46,309	46,242	<67>	2,316	41,672
1,416	1,582		Allocated Exp. Mktg	24,405	25,138	733	1,232	24,283
4,993	5,088		Allocated Exp Othr SA	71,074	68,256	<2,818>	3,976	65,259
11,770	11,939		Maintenance	128,478	134,760	6,282	10,933	125,625
5,630	4,763		Utilities	55,772	53,308	<2,464>	5,407	52,720
6,338 42,710	5,277 40,839	<1,061> <1,871>	Depreciation TOTAL ALLOCATED EXP	60,510 512,254	58,047 518,785	<2,463> 6,531	5,272 36,622	58,415 489,725
			NET INCOME (LOSS)					
73,910	47,632	26,278	INL I IINCOIVIE (LUSS)	1,012,241	1,065,028	<52,787>	45,192	1,000,305

UCLA STUDENT UNION INCOME STATEMENT

JUN. 11(05/27/12-06/30/12)]	FISCAL YEAR 11-12			FISCAL YE	FISCAL YEAR 10-11	
CURRENT MONTH			YTD 11 MO(07/31/11-06/30/12)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
(4.200	F0 400	F 000	EVENT CERVICES OFFICE	420.040	2/4 045	70.400	75.000	202 5/2
64,308 2,818	58,400 3,727		EVENT SERVICES OFFICE RECREATION & GAMES	438,018 24,083	364,915 37,397	73,103 <13,314>	75,392 2,966	393,562 33,807
55,480	44,489	< 909 > 10,991	AU POST OFFICE	591,356	576,751	<13,314 <i>></i> 14,605	2,966 55,388	581,619
122,606	106,616	15,990	TOTAL SALES	1,053,457	979,063	74,394	133,746	1,008,988
,	,	,		1,222,121	,	,	,	.,,
55,001	43,733	<11,268>	AU Post Office Cost	582,118	566,945	<15,173>	53,123	568,996
19,397	16,240	<3,157>	Facilities Costs	114,478	89,683	<24,795>	20,916	96,760
34	75	41	Cost of Sales GM RM	628	725	97	100	688
74,432	60,048	<14,384>	Less: Cost of Sales	697,224	657,353	<39,871>	74,139	666,443
60.7 48,173	56.3	<4.4>	COST OF SALES % GROSS MARGIN	66.2 356,232	67.1 321,710	1.0 34,522	55.4 59,607	66.1 342,545
39.3	46,568 43.7	<4.4>	GROSS MARGIN %	33.8	321,710	1.0	44.6	342,545
37.3	43.7	\1.12	GROSS WARGIN 70	33.0	32.7	1.0	44.0	34.0
69.8	72.2	<2.4>	EVENT SERVICES OFFICE	73.9	75.4	<1.6>	72.3	75.4
98.8	98.0	0.8	RECREATION & GAMES	97.4	98.1	<0.7>	96.6	98.0
0.9	1.7	<0.8>	AU POST OFFICE	1.6	1.7	<0.1>	4.1	2.2
6,595	16,838		STUDENT UNION OPS	182,063	224,106	<42,043>	3,886	200,380
1,661	2,681		RECREATION & GAMES	25,665	37,293	<11,628>	3,357	36,555 101,534
9,831 18,087	7,832 27,351	1,999 <9,264>	AU POST OFFICE OTHER INCOME	103,631 311,359	101,532 362,931	2,099 <51,572>	9,858 17,101	101,534 338,469
66,260	73,919	<7,204 <i>></i>	GROSS MARGIN/OTHER	667,591	684,641	<17,050>	76,708	681,014
30,200	,3,717	·1,007/	S. S. S. S. W. II. GIIV, O I I I EIX	557,571	1 70,700	· 17,0302	,0,100	551,014
			Less: Controllable Exp					
			· ·					
29,756	29,682		Career Wages	321,204	324,058	2,854	28,881	315,923
21,247	23,228	1,981	Student Wages	238,733	232,101	<6,632>	19,699	212,994
51,003	52,910	1,907	TOTAL WAGES	559,937	556,159	<3,778>	48,580	528,917
41.6	49.6	8.0	WAGE % TO SALES	53.2	56.8	3.7	36.3	52.4
14,404	14,250	<154>	Employee Benefits	152,077	150,786	<1,291>	11,786	133,874
834	659		Office Supplies	10,269	8,364	<1,905>	1,057	8,956
3,416	3,453	37	Telephone	37,556	37,967	411	3,506	38,126
109	1,325	1,216	Trav/Trips/Conference	2,032	3,675	1,643	0	1,708
2,883	1,888	<995>	24 Hour Study Lounge	7,465	6,050	<1,415>	2,215	6,769
<449>	0	449	Student Comm Art	5,952	5,495	<457>	0	5,609
117	0		Training Programs	5,451	4,211	<1,240>	0	4,807
11,464 6,079	11,464 7,849	<u>> 1,770</u>	Annual ASUCLA Events Student Event Exp	33,662 125,259	30,159 128,418	<3,503> 3,159	11,464 2,708	31,628 137,283
0,079	7,849	0	Student Event Exp	200	128,418	3,139 <200>	2,708	137,263
220	240	20	Operating Supplies	5,791	3,455	<2,336>	256	9,513
0	70	70	Tournament Prizes	105	1,090	985	0	1,005
0	30	30	Replacements	880	567	<313>	51	510
<65>	0	65	Uniforms	1,202	1,200	<2>	0	103
45	20		Advertising	2,493	1,604	<889>	74	9,086
462	476		Business Promotion	8,675	5,206	<3,469>	542	4,795
994 1,205	448 1,083		Repairs & Maintenance Repairs & Mtce-Equip	14,054 13,498	11,768 11,913	<2,286> <1,585>	785 1,083	13,959 11,767
1,205	1,063		Bank Card Expense	13,496	11,913	<1,565 <i>></i> <92>	1,063	14,578
<6>	27	33	Overs/Shorts	<37>	345	382	<4>	<4>
1,090	1,609	519	Commission Expense	16,207	22,376	6,169	2,014	22,405
0	0	0	Student Support Svcs	2,638	2,450	<188>	0	2,512
15,417	15,417	0	Interaction Fund	169,583	169,587	4	15,417	169,583
8,935	13,500	4,565	Waiver Pool	122,620	140,000	17,380	4,593	106,770
68,427	74,958 127,868	6,531 8,438	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	752,396 1,312,333	761,358	8,962 5.194	58,880 107,460	735,341
119,430	127,000	0,430	GROSS CONTRIBUTION TO	1,312,333	1,317,517	5,184	107,400	1,264,258
<53,170>	<53,949>	779	SVCS AND ENTERPRISES	<644,741>	<632,876>	<11,865>	<30,752>	<583,244>
			Less: Allocated Exp					
2 117	2.002	.445	Allocated Even LID	24.000	22 420	-1.040	2 722	21 702
3,117 4,812	3,002 4,552		Allocated ExpHR Allocated Exp. Fin	34,980 50,413	33,138 48,995	<1,842> <1,418>	2,732 4,685	31,702 48,315
2,209	1,945		Allocated ExpIS	22,313	20,846	<1,410>	1,967	19,993
932	1,025		Allocated Exp. Mktg	11,786	11,326	<460>	1,046	11,559
3,284	3,298		Allocated Exp Othr SA	34,450	30,871	<3,579>	3,377	31,661
34,967	35,479	512	Maintenance	381,691	400,455	18,764	32,482	373,225
16,725	14,151	<2,574>		165,691	158,372	<7,319>	16,062	156,622
17,038	17,382		Depreciation	192,769	191,202	<1,567>	17,312	192,981
83,084	80,834	<2,250>	TOTAL ALLOCATED EXP	894,093	895,205	1,112	79,663	866,058
<136,255>	<134,783>	<1 472 >	NET INCOME (LOSS)	<1,538,834>	<1,528,081>	<10,753>	<110,415>	<1,449,303>
		11/1/2/	(2000)	,000,001/	,525,001/	,,,,,,,		,,000>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUN. 11(05/27/12-06/30/12)			FISCAL YEAR 11-12			FISCAL YEAR 10-11		
	CURRENT MONTH				YTD 11 MO(07/31/11-06/30		/30/12) LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
286,294	298,063	11,769	Career Wages	3,209,375	3,254,548	45,173	293,225	3,195,134
807	300		Limited Appointment	4,336	3,300	<1,036>	482	33,442
26,528	32,475	5,947	Student Wages	346,471	371,565	25,094	31,918	352,766
313,629	330,838	17,209	TOTAL WAGES	3,560,182	3,629,413	69,231	325,626	3,581,341
5.6	5.4	<0.3>	WAGE % TO TOTAL SALES	5.6	5.4	<0.2>	5.2	5.5
0	1 000	1 000	Franchisconda Drafaca	11 //7	11 000	.//7	0	0.550
0	1,000 833	1,000	Emp Awards, Profess.	11,667	11,000	<667>	0	9,558 9,600
124,264	126,099	833 1,835	Emp Awards, Students	4,161	9,163	5,002	2,000 108.390	9,600 1,184,989
i i		•	Employee Benefits	1,325,265	1,353,674	28,409		
6,300	7,422 10,207	1,122 241	Office Supplies	81,308	85,043	3,735	7,912	82,623 105,914
9,966 901	1,222	321	Telephone Postage	105,351 10,104	111,033 12,511	5,682 2,407	10,168 1,316	105,914
1,348	351		Trav/Trips/Conference	26,873	4,067	<22,806>	279	2,191
1,346	40	<997 <i>></i>	Expense Allowance	20,873	4,067	<22,806 <i>></i> 440	68	350
4,741	3,655		Employee Relations	20,628	18,515	<2,113>	379	19,997
4,741	3,055	<1,060>	Tuition Assistance	20,628	208	208	0	19,997
986	38		Fingerprinting	1,953	988	<965>	0	342
338	250		Recruitment	2,461	3,760	1,299	600	4,100
11	620	609	Operating Supplies	4,138	6,820	2,682	65	5,748
0	0	009		4,138	6,820 0	2,682	00	5,748
0	0	0	Freight Out	0	0	0	0	6 425
307	250	-	Replacements		-	-	0	
			Uniforms	3,422	2,750	<672>	-	2,243
<1,861>	<5,119>		Security Expense	<30,243>	<56,302>	<26,059>	<7,757>	<64,117>
<240>	50	290	Security Equipment	1,847	550	<1,297>	0	424 28,933
2,503	2,450		Alarm Monitoring	27,050	26,605	<445>	5,565	
1,363	1,200		Advertising	17,622	13,200	<4,422>	1,489	28,324
<8,150>	1,850	10,000	Benefits U Adv	9,266	20,480	11,214	2,014	22,247
4,496	5,762	1,266	Repairs & Maintenance	48,977	65,516	16,539	4,752	61,577
9,836	10,244	408	Repairs & Mtce-Equip	117,463	112,684	<4,779>	9,557	95,691
98 4,391	8		Printing	535	366	<169>	0	397
	8,891	4,500	Bruin One Card Exp Overs/Shorts	100,263	104,763 880	4,500 909	3,749	114,678
3 18,338	80 13,042	77 .F. 204		<29> 201,718			11 241	24 124,751
-	3,858		Insurance Expense		143,462	<58,256>	11,341	·
4,787 814	3,858 838		Professional Services	32,681	41,146	8,465	2,646	34,669 10,038
9,828	9,828	24 0	Legal	8,953	9,068	115 <117>	814 9,828	·
			External Audit	108,477	108,360			108,359
1,668 9,167	200 9,375	<1,468> 208	Temp Agency Service Internal Audit	7,465	4,000	<3,465>	1,133	4,739
9,167 2,647			Tax Consulting	101,246	103,125	1,879 <147>	9,375 0	103,125
2,647	2,500 0	<147>	Miscellaneous	12,347 0	12,200 0	<147>	0	6,950 143
			Board of Directors		-		24,928	119,733
14,670	34,000	19,330		125,486	135,000	9,514		-
624	0 5 4 3 5		Special Projects Misc. Bank Charges	10,624	0	<10,624>	284	15,581
2,197	5,635	,	3	37,516	58,145 50,400	20,629	3,919	43,040
5,896	4,600		Armored Carrier Expense UCOP Payroll Services	40,170	50,600	10,430	4,498	46,775
7,417	7,417 12 516		,	81,583 170,079	81,587 149,676	4 <21,402>	7,417 11,950	81,583 120,350
15,498	13,516		UCLA Recharge Expense	170,078	148,676 22,200	,	11,850	130,350
0 255,149	500 282,712	500 27,563	Special Events TOTAL OTHER CONTROL.	22,728 2,851,155	22,200	<528> <24,872>	427 239,009	23,578 2,581,767
568,778	613,550	44,772	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	6,411,337	6,455,696	44,359	564,635	6,163,108
300,776	013,330	44,772	TOTAL CONTROLLABLE EXP	0,411,337	0,455,090	44,309	304,033	0,103,106
			Less: Allocated Exp					
14,284	14,499	215	Maintenance	155,919	163,654	7,735	13,269	152,461
6,832	5,781	<1,051>		67,684	64,696	<2,988>	6,561	63,981
14,035	17,470	3,435	Depreciation	174,029	192,170	18,141	17,369	188,190
35,151	37,750	2,599	TOTAL ALLOCATED EXP	397,632	420,520	22,888	37,199	404,632
603,929	651,300	47,371	NET EXPENSE	6,808,969	6,876,216	67,247	601,834	6,567,740
<509,792>	<560,269>		Allocated-Svs and Ent	<5,782,942>	<5,871,640>	<88,698>	<514,585>	<5,594,309>
<25,142>	<25,142>	0	Allocated-USAC	<271,722>	<271,722>	0	<24,114>	<261,314>
<3,733>	<3,733>	0	Allocated-GSA	<39,704>	<39,704>	0	<3,690>	<38,650>
<65,262>	<62,156>	3,106	Allocated-Comm Board	<714,601>	<693,150>	21,451	<59,445>	<673,467>
<603,929>	<651,300>	<47,371>	TOTAL OTHER	<6,808,969>	<6,876,216>	<67,247>	<601,834>	<6,567,740>
		2	TOTAL EVDENCE		_			•
0	0	<0>	TOTAL EXPENSE	<0>	0	0	0	<0>

MAINTENANCE DIVISION EXPENSE STATEMENT

JUN. 1	11(05/27/12-06/3	30/12)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
92,825	91,269		Career Wages
274	0	<274>	Limited Appointment
0	0	0	Student Wages
<200>	0	200	Labor Recharge
<4,041>	<3,596>	445	Billed Labor Costs
<12,750>	<3,000>	9,750	Capitalized Wages
76,108	84,673	8,565	TOTAL WAGES
54,224	54,474	250	Employee Benefits
261	165	<96>	Office Supplies
731	1,001	270	Telephone
0	30	30	Trav/Trips/Conference
5,083	4,664	<419>	Paper
4,462	4,348	<114>	Cleaning Supplies
758	763	5	Replacements
1,075	812	<263>	Laundry
21,012	15,600	<5,412>	Repairs & Maintenance
2,787	2,925	138	Repairs & Mtce-Elevator
0	100	100	Repairs & Mtce-Equip
355	210	<145>	Painting Program
382	250	<132>	Incidental Proj Exp
3,226	2,650	<576>	Air Conditioning-Maint
7,723	6,804	<919>	Rub Remvl/Hauling
3,242	3,219	<23>	Rodent & Pest Control
1,285	955		Rentals-Truck
106,605	98,970	<7,635>	TOTAL OTHER CONTROL.
182,714	183,643	929	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
16,093	17,078	985	Depreciation
16,093	17,078	985	TOTAL ALLOCATED EXP
198,806	200,721	1,915	NET EXPENSE
<169,026>	<171,285>	<2,259>	Allocated-Svs and Ent
<6,059>	<6,059>	0	Allocated-USAC
<2,295>	<2,295>	0	Allocated-GSA
<7,142>	<6,583>	559	Allocated-Comm Board
<14,284>	<14,499>	<215>	Allocated-A & SS
<198,806>	<200,721>	<1,915>	TOTAL OTHER
			TOTAL EVERNOS
0	0	<0>	TOTAL EXPENSE

	ISCAL YEAR 11-1	FISCAL YEAR 10-11					
	MO(07/31/11-06	LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
1,026,732	1,040,956	14,224	91,198	1,003,769			
11,169	0	<11,169>	4,401	21,013			
0	0	0	<424>	<424>			
<12,817>	0	12,817	0	0			
<49,710>	<38,987>	10,723	<4,390>	<48,732>			
<55,353>	<33,000>	22,353	<7,220>	<45,398>			
920,021	968,969	48,948	83,566	930,228			
580,929	609,879	28,950	48,713	534,945			
2,255	2,140	<115>	140	2,315			
8,840	10,967	2,127	849	10,266			
1,895	330	<1,565>	0	0			
50,388	48,448	<1,940>	5,101	49,114			
51,833	51,106	<727>	4,288	51,140			
13,363	9,896	<3,467>	894	10,961			
8,163	9,850	1,687	671	8,750			
175,722	171,600	<4,122>	9,351	167,700			
31,630	32,175	545	2,786	30,237			
947	1,100	153	175	777			
3,099	2,310	< 789 >	621	3,884			
1,995	2,750	755	247	2,121			
27,280	29,650	2,370	2,218	21,092			
80,216	80,997	781	6,301	79,723			
33,202	35,127	1,926	2,797	33,433			
8,262	10,505	2,243	273	10,772			
1,080,019	1,108,830	28,811	85,424	1,017,232			
2,000,040	2,077,799	77,759	168,990	1,947,460			
170 702	107 050	17.044	14 020	17/ 570			
170,792	187,858	17,066	16,038	174,579			
170,792	187,858	17,066 94,825	16,038	174,579			
2,170,832	2,265,657	74,025	185,028	2,122,038			
<1,845,054>	<1,935,684>	<90,631>	<157,013>	<1,804,120>			
<66,644>	<66,644>	0	<5,883>	<64,707>			
<25,255>	<25,255>	0	<2,229>	<24,519>			
<77,960>	<74,420>	3,540	<6,634>	<76,231>			
<155,919>	<163,654>	<7,735>	<13,269>	<152,461>			
<2,170,832>	<2,265,657>	<94,826>	<185,028>	<2,122,038>			
1	0	<1>	0	0			

UTILITIES EXPENSE STATEMENT

JUN. 1	11(05/27/12-06/3			
(CURRENT MONTH			
ACTUAL	ACTUAL BUDGET			
18,737	14,686	<4,051>	Chiller Water	
55,769	51,648	<4,121>	Elec-Non Air Cond.	
7,919	5,670	<2,249>	Water-Non Air Cond.	
7,425	5,931	<1,494>	Steam-Non Air Cond.	
4,868	2,765	<2,103>	Gas	
94,718	80,700	<14,018>	TOTAL OTHER CONTROL.	
94,718	80,700	<14,018>	TOTAL CONTROLLABLE EXF	
<80,848>	<68,407>	12,441	Allocated-Svs and Ent	
<2,627>	<2,627>	0	Allocated-USAC	
<995>	<995>	0	Allocated-GSA	
<3,416>	<2,890>	526	Allocated-Comm Board	
<6,832>	<5,781>	1,051	Allocated-A & SS	
<94,718>	<80,700>	14,018	TOTAL OTHER	
			1	
0	0	0	TOTAL EXPENSE	

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11			
YTD 11	MO(07/31/11-06	/30/12)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
127,624	130,817	3,193	16,971	128,418	
613,763	580,001	<33,762>	58,334	600,518	
90,933	75,318	<15,615>	5,394	65,710	
78,696	81,223	2,527	8,672	79,500	
31,301	35,099	3,798	2,324	25,237	
942,317	902,458	<39,859>	91,695	899,383	
942,317	902,458	<39,859>	91,695	899,383	
<800,929>	<765,555>	35,374	<77,643>	<757,103>	
<28,906>	<28,906>	0	<3,053>	<33,583>	
<10,955>	<10,954>	1	<1,157>	<12,727>	
<33,843>	<32,347>	1,496	<3,281>	<31,989>	
<67,684>	<64,696>	2,988	<6,561>	<63,981>	
<942,317>	<902,458>	39,859	<91,695>	<899,383>	
0	0	0	0	0	