# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

July (06/29/14 - 07/26/14)

Prepared

August 18, 2014

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		Jl	JLY (06/29/	14 - 07/26/14	1)			FY 1:	2-13	FISCAL YEAR 2013-2014				FY 1:	2-13					
			CURREN	T MONTH				*1	,	1			YTD 12	MONTHS (	07/28/13 - 07	//26/14)			**	
ACT	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET		VARIA	ANCE		LAST YEAR ACT	
				ACT/	BUD	ACT/L\	/ ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,656		3,074		(418)	(13.6%)	(16)	(0.6%)	2,672		UCLA Store	45,858		49,242		(3,384)	(6.9%)	(2,186)	(4.5%)	48,044	
800		819		(19)	(2.3%)	25	3.2%	775		UCLA Restaurants	15,251		15,393		(142)	(0.9%)	(89)	(0.6%)	15,340	
330		407		(77)	(18.9%)	(56)	(14.5%)	386		Services Division	3,551		3,805		(254)	(6.7%)	49	1.4%	3,502	
117		119		(2)	(1.7%)	(2)	(1.7%)	119		UCLA Student Union	1,525		1,453		72	5.0%	(28)	(1.8%)	1,553	
3,903		4,419		(516)	(11.7%)	(49)	(1.2%)	3,952		TOTAL	66,185		69,893		(3,708)	(5.3%)	(2,254)	(3.3%)	68,439	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
882	33.2%	1,006	32.7%	(124)	0.5	(54)	(1.8)	936	35.0%	UCLA Store	14,737	32.1%	15,723	31.9%	(986)	0.2	(382)	0.6	15,119	31.5%
554	69.3%	583	71.2%	(29)	(1.9)	13	(0.5)	541	69.8%	UCLA Restaurants	10,741	70.4%	10,909	70.9%	(168)	(0.5)	(39)	0.1	10,780	70.3%
329	99.7%	406	99.8%	(77)	(0.1)	(57)	(0.3)	386	100.0%	Services Division	3,548	99.9%	3,800	99.9%	(252)	0.0	53	0.1	3,495	99.8%
77	65.8%	73	61.3%	4	4.5	6	6.1	71	59.7%	UCLA Student Union	792	51.9%	721	49.6%	71	2.3	1	1.0	791	50.9%
1,842	47.2%	2,068	46.8%	(226)	0.4	(92)	(1.7)	1,934	48.9%	TOTAL	29,818	45.1%	31,153	44.6%	(1,335)	0.5	(367)	1.0	30,185	44.1%
										WAGES & BENEFITS										
511	19.2%	521	16.9%	10	(2.3)	8	0.2	519	19.4%	UCLA Store	6,333	13.8%	6,666	13.5%	333	(0.3)	(1)	(0.6)	6,332	13.2%
523	65.4%	556	67.9%	33	2.5	11	3.5	534	68.9%	UCLA Restaurants	7,118	46.7%	7,447	48.4%	329	1.7	(25)	(0.5)	7,093	46.2%
49	14.8%	49	12.0%	0	(2.8)	1	(1.8)	50	13.0%	Services Division	589	16.6%	590	15.5%	1	(1.1)	(28)	(0.6)	561	16.0%
62	53.0%	60	50.4%	(2)	(2.6)	0	(0.9)	62	52.1%	UCLA Student Union	763	50.0%	787	54.2%	24	4.2	6	(0.5)	769	49.5%
1,145	29.3%	1,186	26.8%	41	(2.5)	20	0.2	1,165	29.5%	TOTAL	14,803	22.4%	15,490	22.2%	687	(0.2)	(48)	(8.0)	14,755	21.6%
										OTHER CONTROLLABLES *										
97	3.7%	79	2.6%	(18)	(1.1)	9	0.3	106		UCLA Store	2,214	4.8%	2,137	4.3%	(77)	(0.5)	(18)	(0.2)	2,196	4.6%
88	11.0%	81	9.9%	(7)	(1.1)	(17)	(1.8)	71	9.2%	UCLA Restaurants	1,671	11.0%	1,612	10.5%	(59)	(0.5)	36	0.1	1,707	11.1%
88	26.7%	126	31.0%	38	4.3	61	11.9	149	38.6%	Services Division	1,148	32.3%	1,312	34.5%	164	2.2	(17)	0.0	1,131	32.3%
35	29.9%	31	26.1%	(4)	(3.8)	2	1.2	37	31.1%	UCLA Student Union	600	39.3%	606	41.7%	6	2.4	54	2.8	654	42.1%
308	7.9%	317	7.2%	9	(0.7)	55	1.3	363	9.2%	TOTAL	5,633	8.5%	5,667	8.1%	34	(0.4)	55	(0.2)	5,688	8.3%
					4	4				CONTRIBUTION						41		41		
274	10.3%	406	13.2%	(132)	(2.9)	(36)	(1.3)	310	11.6%	UCLA Store	6,189	13.5%	6,921	14.1%	(732)	(0.6)	(402)	(0.2)	6,591	13.7%
(56)	(7.0%)	(54)	(6.6%)	(2)	(0.4)	8	1.3	(64)	(/	UCLA Restaurants	1,953	12.8%	1,851	12.0%	102	0.8	(27)	(0.1)	1,980	12.9%
193 (20)	58.5% (17.1%)	232 (19)	57.0% (16.0%)	(39)	1.5	6 8	10.1 6.4	187	48.4% (23.5%)	Services Division UCLA Student Union	1,811 (572)	51.0% (37.5%)	1,897 (672)	49.9% (46.2%)	(86) 100	1.1 8.7	8 59	(0.5) 3.1	1,803 (631)	51.5% (40.6%)
391	10.0%	565	12.8%	(1) (174)	(1.1) (2.8)	(14)	(0.2)	(28) <b>405</b>	10.2%		9,381	14.2%	9,997	14.3%	(616)	(0.1)	(362)	0.0	9,743	14.2%
391	10.0%	303	12.0%	(174)	(2.0)	(14)	(0.2)	405	10.2%		9,361	14.270	9,991	14.3%	(010)	(0.1)	(362)	0.0	9,743	14.270
										ALLOCATED EXPENSES										
582	14.9%	561	12.7%	(21)	(2.2)	252	6.2	834		Admin&Support Services	6,310	9.5%	6,492	9.3%	182	(0.2)	53	(0.2)	6,363	9.3%
164	4.2%	187	4.2%	23	0.0	33	0.8	197	5.0%	Maintenance Division	2,219	3.4%	2,244	3.2%	25	(0.2)	(135)	(0.4)	2,084	3.0%
91	2.3%	93	2.1%	2	(0.2)	26	0.7	117	3.0%	Utilities	1,211	1.8%	1,120	1.6%	(91)	(0.2)	(86)	(0.2)	1,125	1.6%
232 1,069	5.9% <b>27.4%</b>	233 <b>1,074</b>	5.3% <b>24.3%</b>	1 5	(0.6) (3.1)	(7) <b>304</b>	(0.2) <b>7.3</b>	225 <b>1,373</b>	5.7%	Depreciation TOTAL	2,632 <b>12,372</b>	4.0% <b>18.7%</b>	2,796 <b>12,652</b>	4.0% <b>18.1%</b>	164 <b>280</b>	0.0 (0.6)	36 (132)	(0.1) (0.8)	2,668 <b>12,240</b>	3.9% <b>17.9%</b>
1,009	41.470	1,074	24.370	3	(3.1)	304	1.3	1,3/3	34.1 %	1	12,312	10.170	12,002	10.170	200	(0.0)	(132)	(0.8)	12,240	17.370
(678)	(17.4%)	(509)	(11.5%)	(169)	(5.9)	290	7.1	(968)	(24.5%)	NET INCOME (LOSS) FROM OPERATIONS	(2,991)	(4.5%)	(2,655)	(3.8%)	(336)	(0.7)	(494)	(0.9)	(2,497)	(3.6%)
(, -)		()	, ,,,,	,,	(, ,			()	, ,,,,	OTHER INC/(EXP)	( , , , , , , ,	, ,,,,	( , )	(= = , = )	(3.2.4)	,,,,,	, , , ,	()	( , :- )	(2.2.74)
13	0.3%	0	0.0%	13	0.3	(38)	(1.0)	51	1.3%	Non-Recurrent Inc/(Exp)	223	0.3%	0	0.0%	223	0.3	(236)	(0.4)	459	0.7%
14	0.4%	14	0.3%	0	0.1	(2)	0.0	16	0.4%	Interest Income	180	0.3%	200	0.3%	(20)	0.0	(32)	0.0	212	0.3%
(47)	(1.2%)	(46)	(1.0%)	(1)	(0.2)	7	0.2	(54)	(1.4%)	Interest (Expense)	(562)	(0.8%)	(557)	(0.8%)	(5)	0.0	62	0.1	(624)	(0.9%)
o´	0.0%	° o	0.0%	O O	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%
218	5.6%	211	4.8%	7	0.8	(64)	(1.5)	282	7.1%	Student Union Fee Income	2,556	3.9%	2,534	3.6%	22	0.3	47	0.2	2,509	3.7%
198	5.1%	179	4.1%	19	1.0	(97)	(2.4)	295	7.5%	TOTAL	2,397	3.6%	2,177	3.1%	220	0.5	(159)	(0.1)	2,556	3.7%
(480)	(12.3%)	(330)	(7.5%)	(150)	(4.8)	193	4.7	(673)	(17.0%)	NET INCOME (LOSS)	(594)	(0.9%)	(478)	(0.7%)	(116)	(0.2)	(653)	(1.0)	59	0.1%
* Without Be	enefits	-			-								-							

<sup>\*</sup> Without Benefits

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

		JI.	II Y (06/29/	14 - 07/26/14	1)			FY 12	2-13	1			F	ISCAL YEA	R 2013-2014	1			FY 1:	2-13
				T MONTH	•,			**							07/28/13 - 07				**	*
ACTU	IAL	BUD			VARIA	NCE		LAST YE	AR ACT		ACTI	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	/ ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,656		3,074		(418)	(13.6%)	(16)	(0.6%)	2,672		UCLA Store	45,858		49,242		(3,384)	(6.9%)	(2,186)	(4.5%)	48,044	ļ
800		819		(19)	(2.3%)	25	3.2%	775		UCLA Restaurants	15,251		15,393		(142)	(0.9%)	(89)	(0.6%)	15,340	ļ
330		407		(77)	(18.9%)	(56)	(14.5%)	386		Services Division	3,551		3,805		(254)	(6.7%)	49	1.4%	3,502	ļ
117		119		(2)	(1.7%)	(2)	(1.7%)	119		UCLA Student Union	1,525		1,453		72	5.0%	(28)	(1.8%)	1,553	
3,903		4,419		(516)	(11.7%)	(49)	(1.2%)	3,952		TOTAL	66,185		69,893		(3,708)	(5.3%)	(2,254)	(3.3%)	68,439	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
882	33.2%	1,006	32.7%	(124)	0.5	(54)	(1.8)	936	35.0%	UCLA Store	14,737	32.1%	15,723	31.9%	(986)	0.2	(382)	0.6	15,119	31.5%
554	69.3%	583	71.2%	(29)	(1.9)	13	(0.5)	541	69.8%	UCLA Restaurants	10,741	70.4%	10,909	70.9%	(168)	(0.5)	(39)	0.1	10,780	70.3%
329	99.7%	406	99.8%	(77)	(0.1)	(57)	(0.3)	386	100.0%	Services Division	3,548	99.9%	3,800	99.9%	(252)	0.0	53	0.1	3,495	99.8%
77	65.8%	73	61.3%	4	4.5	6	6.1	71	59.7%	UCLA Student Union	792	51.9%	721	49.6%	71	2.3	1	1.0	791	50.9%
1,842	47.2%	2,068	46.8%	(226)	0.4	(92)	(1.7)	1,934	48.9%	TOTAL	29,818	45.1%	31,153	44.6%	(1,335)	0.5	(367)	1.0	30,185	44.1%
										TOTAL CONTROLLABLES										
608	22.9%	600	19.5%	(8)	(3.4)	18	0.5	626		UCLA Store	8,548	18.6%	8,803	17.9%	255	(0.7)	(20)	(8.0)	8,528	17.8%
611	76.4%	636	77.7%	25	1.3	(6)	1.7	605	78.1%	UCLA Restaurants	8,789	57.6%	9,059	58.9%	270	1.3	11	(0.2)	8,800	57.4%
137	41.5%	175	43.0%	38	1.5	62	10.1	199	51.6%	Services Division	1,736	48.9%	1,903	50.0%	167	1.1	(44)	(0.6)	1,692	48.3%
97	82.9%	92	77.3%	(5)	(5.6)	2	0.3	99	83.2%	UCLA Student Union	1,363	89.4%	1,393	95.9%	30	6.5	59	2.2	1,422	91.6%
1,453	37.2%	1,503	34.0%	50	(3.2)	76	1.5	1,529	38.7%	TOTAL	20,436	30.9%	21,158	30.3%	722	(0.6)	6	(1.0)	20,442	29.9%
										CONTRIBUTION										
274	10.3%	406	13.2%	(132)	(2.9)	(36)	(1.3)	310		UCLA Store	6,189	13.5%	6,921	14.1%	(732)	(0.6)	(402)	(0.2)	6,591	13.7%
(56)	(7.0%)	(54)	(6.6%)	(2)	(0.4)	8	1.3	(64)	(8.3%)	UCLA Restaurants	1,953	12.8%	1,851	12.0%	102	0.8	(27)	(0.1)	1,980	12.9%
193	58.5%	232	57.0%	(39)	1.5	6	10.1	187	48.4%	Services Division	1,811	51.0%	1,897	49.9%	(86)	1.1	8	(0.5)	1,803	51.5%
(20) <b>391</b>	(17.1%) <b>10.0%</b>	(19) <b>565</b>	(16.0%) 12.8%	(1) (174)	(1.1) (2.8)	8 (14)	6.4 (0.2)	(28) <b>405</b>	. ,	UCLA Student Union TOTAL	(572) <b>9.381</b>	(37.5%) <b>14.2%</b>	(672) <b>9.997</b>	(46.2%) <b>14.3%</b>	100 ( <b>616</b> )	8.7 <b>(0.1)</b>	59 (362)	3.1 <b>0.0</b>	(631) <b>9.743</b>	(40.6%) <b>14.2%</b>
391	10.0%	303	12.0%	(174)	(2.0)	(14)	(0.2)	403	10.2%		9,301	14.2%	9,997	14.3%	(010)	(0.1)	(362)	0.0	9,743	14.2%
										ALLOCATED EXPENSES										
572	21.5%	575	18.7%	3	(2.8)	191	7.1	763		UCLA Store	6,532	14.2%	6,682	13.6%	150	(0.6)	10	(0.6)	6,542	13.6%
337	42.1%	325	39.7%	(12)	(2.4)	56	8.6	393	50.7%	UCLA Restaurants	4,128	27.1%	4,150	27.0%	22	(0.1)	(117)	(1.0)	4,011	26.1%
71	21.5%	86	21.1%	15	(0.4)	37	6.5	108	28.0%	Services Division	661	18.6%	793	20.8%	132	2.2	(15)	(0.2)	646	18.4%
89	76.1%	88	73.9%	(1)	(2.2)	20	15.5	109	91.6%	UCLA Student Union	1,051	68.9%	1,027	70.7%	(24)	1.8	(10)	(1.9)	1,041	67.0%
1,069	27.4%	1,074	24.3%	5	(3.1)	304	7.3	1,373	34.7%	TOTAL	12,372	18.7%	12,652	18.1%	280	(0.6)	(132)	(0.8)	12,240	17.9%
										NET INCOME (LOSS)										
(007)	(7.00()	(400)	(0.00/)	(400)	(0.0)	455		(450)	(4.4.40**	FROM OPERATIONS	(0.40)	(0.50/)	0.40	0.00/	(500)	(0.0)	(000)	(0.0)		0.401
(297) (394)	(7.6%) (10.1%)	(168) (378)	(3.8%) (8.6%)	(129)	(3.8)	155 63	3.8	(452)	(,	UCLA Store UCLA Restaurants	(343)	(0.5%) (3.3%)	240	0.3%	(583) 124	(0.8)	(393)	(0.6)	50	0.1% (3.0%)
122	3.1%	(378)	(8.6%)	(16) (23)	(1.5) (0.2)	44	1.5 1.1	(457) 78	(11.6%)	Services Division	(2,175) 1,150	(3.3%)	(2,299) 1,103	(3.3%) 1.6%	124 47	0.0	(144) (6)	(0.3) 0.0	(2,031) 1,156	(3.0%)
(109)	(2.8%)	(108)	(2.4%)	(23)	(0.2)	28	0.7	(137)		UCLA Student Union	(1,623)	(2.5%)	(1,699)	(2.4%)	47 76	(0.1)	(6) 49	(0.1)	(1,672)	(2.4%)
(678)	(17.4%)	(509)	(11.5%)	(169)	(5.9)	290	7.1	(968)	(24.5%)		(2,991)	(4.5%)	(2,655)	(3.8%)	(336)	(0.1) ( <b>0.7)</b>	(494)	(0.1) ( <b>0.9</b> )	(2,497)	(3.6%)
(070)	(70)	(503)	(11.570)	(103)	(5.5)	230	7.1	(300)	(2-7.0 /0)		(2,331)	(-7.0 /0)	(2,000)	(3.0 /0)	(330)	(0.7)	(+3+)	(0.3)	(=,731)	(3.070)
13	0.3%	0	0.0%	13	0.3	(38)	(1.0)	51	1.3%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	223	0.3%	0	0.0%	223	0.3	(236)	(0.4)	459	0.7%
14	0.4%	14	0.3%	0	0.1	(2)	0.0	16	0.4%	Interest Income	180	0.3%	200	0.3%	(20)	0.0	(32)	0.0	212	0.3%
(47)	(1.2%)	(46)	(1.0%)	(1)	(0.2)	7	0.2	(54)		Interest (Expense)	(562)	(0.8%)	(557)	(0.8%)	(5)	0.0	62	0.1	(624)	(0.9%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
218	5.6%	211	4.8%	7	0.8	(64)	(1.5)	282	7.1%	Student Union Fee Income	2,556	3.9%	2,534	3.6%	22	0.3	47	0.2	2,509	3.7%
198	5.1%	179	4.1%	19	1.0	(97)	(2.4)	295	7.5%	TOTAL	2,397	3.6%	2,177	3.1%	220	0.5	(159)	(0.1)	2,556	3.7%
(480)	(12.3%)	(330)	(7.5%)	(150)	(4.8)	193	4.7	(673)	(17.0%)	NET INCOME (LOSS)	(594)	(0.9%)	(478)	(0.7%)	(116)	(0.2)	(653)	(1.0)	59	0.1%
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#### P/L Reconciliation Jul-14

Financial Analysis	\$0	00's
	Ju	l-14
Budgeted Net Income/(Loss)	`	(330)
UCLA Store		
Gross Margin:		
Bearwear gross margin below plan due to aggressive budget and additional year-end markdowns on aging merchandise	(37)	
Market gross margin above plan due mostly to consignment commission from increased sales of Graduation flowers	13	
E-Commerce gross income \$20K below plan due to aggressive budget compared to prior year actual	(14)	
New Text gross margin above plan due to COS credit from insurance for books damaged in flood	8	
Used Text gross margin above plan due mostly to a reversal of a prior month spec stock shrinkage adjustment	(79)	
Course Reader Solutions gross income \$31K above plan due to a large unbudgeted departmental order in July	16	
Bookzone gross margin above plan due to sales in bargain books at higher margin	13	
Computer Store gross income \$524K below plan due to late start for Apple's BTS incentive, later orientation start and weak iPad sales	(70)	
HSS Dental gross margin \$119K above plan due to new courses added by School of Dentistry and timing for sales planned in August	21	
Total Wages lower than plan	(5)	
Other	2	
Total Contribution	<del> </del>	(132
UCLA Restaurants		(152)
Gross Margin:		
No Campus Student Ctr gross income \$9K below plan due to aggressive budget for new sales program started last Spring, construction		
around Campbell hall impeding some foot traffic and sales are dropping from growth we saw first half of year	(9)	
Court Science Student Ctr gross income \$15K above plan due to menu changes last Fall and increased traffic from people diverted	()	
away from Ackerman due to construction	10	
Café Synapse gross income \$10K below plan due to ongoing decline in sales trend	(6)	
	(0)	
Luvalle Food Servery gross income \$11K below plan due to continued erosion of northern campus customer demographics and new	(9)	
sales programs planned for LuValle not started	` '	
Ostin Café gross income \$10K below plan as it is still under construction	(6)	
Catering gross margin below plan due to less orientation events and higher food cost events (more breakfast and less lunch events)	(9)	
Total Wages lower than plan	23	
Other, positive controllables	4	(2)
Total Contribution	-	(2)
Services	-	
Gross Margin:	- 4.0	
Licensing domestic income below plan due to sell-in less than planned in part from over inventory/low sell-through for some key accounts	(14)	
Licensing foreign income below plan due to delay in development of license program in Latin America	(68)	
Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office, and prior-period		
utilities billing for the UCLA Ashe Center	7	
Other, positive controllables in Licensing	36	
		(39)
UCLA Student Union		
Gross Margin:	+	
Student Union Ops gross margin due to an increase in the annual summer camp program by 2 weeks, high margin Admission Presentations	+	
and increased rental for high margin summer camp	8	
Student Union Recreation & Games income \$2K below plan due to closing of Coinz	(2)	
Other, negative controllables	(5)	
Total Contribution	$\longrightarrow$	1
Allocated Expenses and Other	+	
A&SS higher than plan mostly career wages, professional services and repairs & maintenance (PCI compliance)	(21)	
Maintenance lower than plan mostly repairs and maintenance	23	
Other, positive non-recurring and year-end adjustment for student fee income	20	
Total	$\bot$	22
Actual Net Income/(Loss)		(480)

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

Financial Analysis	\$00	0's
udgeted Net Income/(Loss)		(4'
ICLA Store		
Gross Margin:		
Bearwarg gross income \$175K below plan due mostly to reduced foot traffic during basketball games, aggressive sales plan as compared to prior year		
actuals with the football victory over USC, and reduced sales in fleece, umbrellas and outerwear due to warm/dry weather	(124)	
Fasttrack gross income \$55K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(47)	
The Market gross income \$226K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction,		
and sales decline in Health/Beauty products	(80)	
Essentials gross income \$90 below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(45)	
E-Commerce gross income \$70K above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited		
edition jersey sales and e-mails	28	
New Text gross income \$338K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(145)	
Used Text gross income \$454K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(210)	
Computer Store gross income \$1.6M below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points,		
and impact from customer response to remodeling	(242)	
Luvalle Books gross income \$517K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(124)	
Total Wages lower than plan	118	
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and payment to UCLA)	139	
Total Contribution		(7
CLA Restaurants		
Gross Margin:		
Wolfgang Puck gross income \$41K above plan due to first year operation, sales much higher than anticipated	41	
Wetzels/RX gross income \$44K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting	(42)	
Greenhouse gross income \$86K above plan due to cannibalization for Wolfgang Puck opening not as severe as anticipated. Increased traffic on 1st floor has		
helped sales in most areas in that location	41	
No Campus Student Ctr gross income \$106K below plan due to aggressive budget for new sales program started last Spring and the negative traffic impact		
from construction around Campbell Hall	(94)	
Court Science Student Ctr gross income \$86K above plan due to good sales response to new chicken line in Fusion, and negative construction impacts on traffic		
construction impacts on traffic in Ackerman are having a positive effect in CSSC	45	
Café Synapse gross income \$80K below plan due to continued drop in sales and a few departments have moved out of the building	(55)	
Luvalle Food Servery gross income \$154K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(117)	
Jimmy's gross income \$27K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter	(17)	
Cooperage gross income \$86K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(55)	
Tsunami gross income \$20K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(21)	
Taco Bell gross income \$68K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(59)	
Ostin Café gross income \$27K below plan as it is still under construction (budgeted for June)	(18)	
Catering gross income \$285K above plan due to more Athletics training table, 4 day Bhai Conference, 2 weddings and the UCLA Graduated Student Picnic	204	
Total Wages lower than plan	141	
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)	108	
Total Contribution		1
iervices		
Gross Margin:		
Licensing foreign income below plan due to the demise of the program in Korea, not imposing a minimum guarantee in Sweden upon extension of the		
bag license and the delay in launching a new program in Latin America	(165)	
Licensing domestic income below plan due to lower overall performance	(94)	
Leased ops gross income above plan mostly due to unbudgeted renewal of an agreement with the UCLA Events Office	16	
Photography gross income \$12K below plan due to aggressive budget and less shoots overall	(9)	
Total Wages higher than plan	(2)	
Other, positive controllables mainly in Licensing	168	
Total Contribution	_	
CLA Student Union	_	
Gross Margin:	_	
Student Union Ops gross income \$72K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision	_	
Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)	81	
Student Union Recreation & Games income \$7K below plan due mainly to closing Coinz	(7)	
Total Wages lower than plan	16	
Other, positive controllables mostly employee benefits	10	
Total Contribution		
llocated Expenses and Other		
A&SS lower than plan mostly employee benefits and insurance expense	182	
Maintenance lower than plan due to higher capital wages, (store remodel not in the budget), lower career wages and employee benefits as the budget was too high,		
(some offsets with higher expenses in limited appointment, repairs and maintenance and replacements)	25	
Utilities higher than plan due to higher consumption mostly in chiller water, higher steam due to a new meter in Ackerman installed after the budget was completed,		
and higher electricity as areas continue to exceed budget which was based on historical data	(91)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	164	
Other, mostly positive non-recurring	220	
Total	$\perp$	

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

	Current Month	Prior Month	Prior Year
	July 2014	June 2014	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,881	\$11,029	\$11,541
Accounts receivable	3,144	3,932	3,369
Less: Allowance for doubtful accounts	(182)	(184)	(131)
Accounts receivable, net	2,962	3,748	3,239
Student fees receivable	291	73	389
Inventories	6,114	5,523	6,379
Prepaid expenses and other current assets	302	213	243
Total current assets	20,550	20,587	21,791
LONG TERM ASSETS			
	\$200	\$200	\$0
Long Term Note Receivable			
Property, equipment and improvements	67,008	66,961	65,205
Less: Accumulated depreciation Total Long Term Assets	(41,459) 25,748	(41,268)	(38,869)
Total Long Term Assets	25,740	25,892	26,336
TOTAL ASSETS	46,299	46,479	48,128
TOTAL AGGLTG	+0,233	70,773	70,120
LIABILITIES AND RETAINED EARNINGS			
LIABILITIES AND RETAINED EARNINGS			
CLIDDENT LIADILITIES.			
CURRENT LIABILITIES:	Φ4 4C0	<b>\$4.226</b>	¢4.004
Accounts payable	\$4,468 2,992	\$4,336	\$4,921 3,085
Wages and payroll taxes payable Sales Tax Payable & Other Liabilities	2,992 846	2,915 637	837
Interest payable	112	65	146
Deferred Income	224	290	182
Funds Held for Others	142	240	139
Current portion of long term debt	766	766	708
Total current liabilities	9,549	9,249	10,018
	3,5 .5	0,= .0	
LONG TERM DEBT:			
AU expansion loan	10,825	10,825	11,591
Total long term debt	10,825	10,825	11,591
TOTAL LIABILITIES	20,375	20,075	21,609
DETAINED FARMINGS.			
RETAINED EARNINGS:	00.540	00.540	00.450
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(594)	(113)	59
Ending Balance	25,924	26,405	26,518
Linding Dalance	25,924	20,405	20,010
TOTAL LIABILITIES AND RETAINED EARNINGS	46,299	46,479	48,128
	-,	-,	٠,٠=٥

#### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS July 2014 (\$000's)

	Current Month	Year to Date	Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$480)	(\$594)	\$59
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation - PP&E	232	2,632	2,668
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	4	4	160
(Gain) Loss on long-term debt refinancing	0	0	(447)
(Increase)/decrease in current assets:			
Accounts receivable	786	277	120
Student fees receivable	(218)	99	(130)
Inventories	(591)	264	945
Prepaid expenses and other current assets	(89)	(59)	23
Increase/(decrease) in current liabilities:			
Accounts payable	132	(456)	(764)
Sales Tax payable & other liabilities	208	11	10
Wages and payroll taxes payable	77	(93)	655
Interest payable	47	(32)	12
Deferred Income	(66)	41	(2)
Funds held for others	(98)	2	17
Other Current Liabilities (Current Portion of LT Debt)	0	57	3
Net cash provided/(used) by operating activities	(\$57)	\$2,153	\$3,329
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Long Term Note Receivable	0	(\$200)	0
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(92)	(1,847)	(1,331)
Net cash used in investing activities	(\$92)	(\$2,047)	(\$1,331)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	(766)	(708)
Net cash provided/(used) by financing activities	\$0	(\$766)	(\$708)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(\$148)	(\$660)	\$1,291
CASH AND CASH EQUIVALENTS, Beginning	\$11,029	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$10,881	\$10,881	\$11,541

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

July 2014 (\$000's)

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	10,881
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(597)
Uncommitted Cash	8,001
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	9,138
RESERVE SURPLUS (DEFICIT)	(1,137)

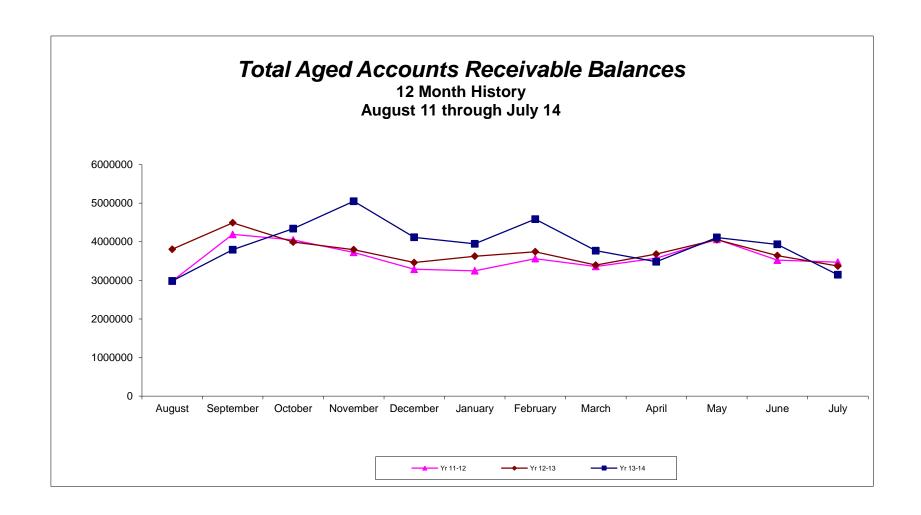
### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 July 2014

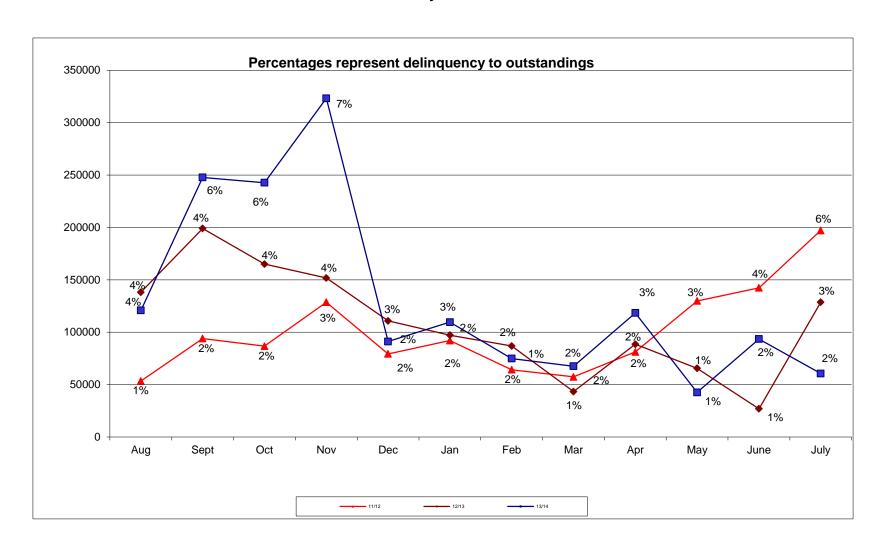
		FY 201	3-2014 July 2	2014	DDA IEATES			
DDO JECT NAME	DUDGET				PROJECTED		_	
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Services		Tarmonto		, otal	Bulanco	TOHAMA	TOTIGOTI	Cato
2013-S001 Store General Replacement	50.0	34.6	8.6	43.2	6.8		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	5.7	5.7	0.0		(0.3)	Completed Awaioting Invoice
2013-S003 HSS Remodel	50.0	49.9	9.5	59.4	0.0		9.4	Completed Awaioting Invoice
2013-S004 Hilltop Shop Remodel	50.0	20.5	0.0	20.5	29.5		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Completed Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	25.4	0.0	25.4	4.6		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	12.6	0.0	12.6	12.4		0.0	In Progress
2013-S044 Essential Fixture Replacement	0.0	32.2	0.0	32.2	0.0		32.2	Completed
2013-S045 Market-Cards Reconfiguration	0.0	25.7	0.0	25.7	0.0		25.7	Completed
Total Store/Services	236.0	213.0	37.1	250.1	53.3	0.0	67.4	Completed
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	19.8	6.7	26.5	23.5		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancel
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F011 Commissary lice Machine 2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Ritchert Equipment 2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	23.0	23.0	0.0	10.0	(27.0)	Cancel
2013-F014 Infrastucture & Equiptment-Drake Concessions	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F014 Infrastructure & Equiptinent-Brake Concessions 2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F016 Relaxtation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F010 Relaxiation image Renovation 2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F017 Welzels opgrade 2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0	0.0	(10.0)	Cancel
2013-F019 Lu Valle Refrigerator	10.0	0.0	4.2	4.2	5.8		0.0	In Progress
2013-F019 Ed Valle Kerngerator 2013-F020 Relocate Tsunami	75.0	0.0	49.8	49.8	25.2		0.0	In Progress
2013-F020 Relocate 1 surial III	0.0	28.9	0.0	28.9	1.1		30.0	In Progress
Total Food Services	356.0	48.7	85.5	134.2	63.8	26.0	(132.0)	III Flogress
Technology	1	1						
2013-T021 Network Infrastructure Upgrade	20.0	20.5	0.0	20.5	0.0		0.5	Completed
2013-T021 Network Illiastructure Opgrade 2013-T022 Printer Replacement	10.0	8.7	5.6	14.3	0.0		4.3	Completed Awaioting Invoice
2013-T022 Filliter Replacement 2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T023 VWI Server/SAN replacement 2013-T024 AU Expansion of UCLA Wireless Network	8.0	6.6	0.0	6.6	1.4	90.0	0.0	In Progress
2013-T024 AG Expansion of OCLA Wheless Network 2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T025 Catelling Software 2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0	10.0	(20.0)	Cancel
2013-T020 Marketing Francisco Opprade  2013-T027 Marketing Software Upgrade	7.5	5.5	0.0	5.5	0.0		(20.0)	Completed
2013-T027 Marketing Software Opgrade 2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0		(6.0)	Cancel
2013-S049 Bruin Card Readers	0.0	0.0	0.0	0.0	10.0		0.0	Pending
Total Technology	171.5	41.3	5.6	46.9	1.4	100.0	(23.2)	r chang
Others		1			***		,	
2013-0029 Game Center Technical Upgrades	12.0	3.8	0.6	4.4	7.6		0.0	In Progress
2013-0030 SUO General Replacement	15.0	1.2	7.7	8.9	6.1		0.0	In Progress
2013-0031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Completed
2013-O032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0		(40.0)	Cancel
2013-O033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-O034 AGB/BRR Trash Cans	7.2	9.1	0.0	9.1	0.0		1.9	Completed
2013-0035 Student Service Center	300.0	0.0	39.3	39.3	260.7		0.0	In Progress
2013-O036 Fac. Misc. Remodels	25.0	23.3	0.0	23.3	0.0		(1.7)	Cancel
2013-O037 Lu Valle Roof Membrane	75.0	42.2	0.0	42.2	32.8		0.0	In Progress
2013-0038 Energy/utilities Efficiency Project	75.0	30.7	29.8	60.5	14.5		0.0	In Progress
2013-O039 Finance Misc. Replacements	15.0	0.6	1.5	2.1	12.9		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0		(50.0)	Cancel
2013-O042 Daily Bruin Flooring	0.0	48.4	0.0	48.4	0.0		48.4	Completed
2013-O043 Black Experience Mural	0.0	37.2	0.0	37.2	0.0		37.2	In Progress
2013-S046 Students Affairs Office	0.0	7.2	0.0	7.2	57.8		65.0	In Progress
2013-S047 KH Sleeping Chairs	0.0	11.8	0.0	11.8	0.0		11.8	Completed
2013-S048 AU Expansion Joint	0.0	0.0	71.2	71.2	0.0		71.2	In Progress
Total Others	636.2	234.5	150.1	384.6	392.4	12.0	152.8	
Total Current Year Projects	1,399.7	537.5	278.3	815.8	510.9	138.0	65.0	

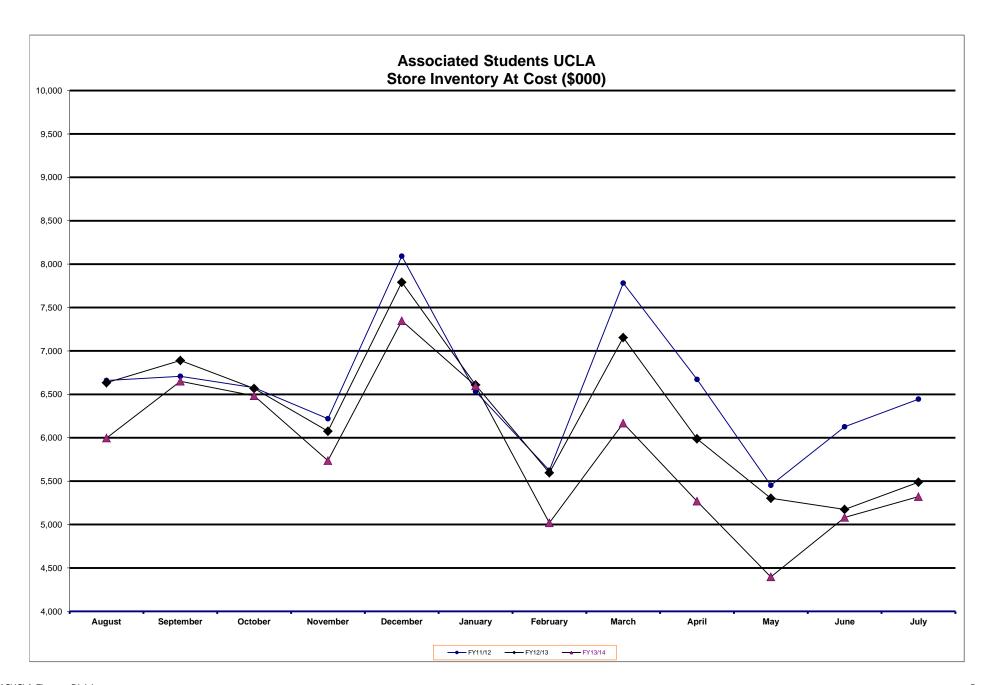
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

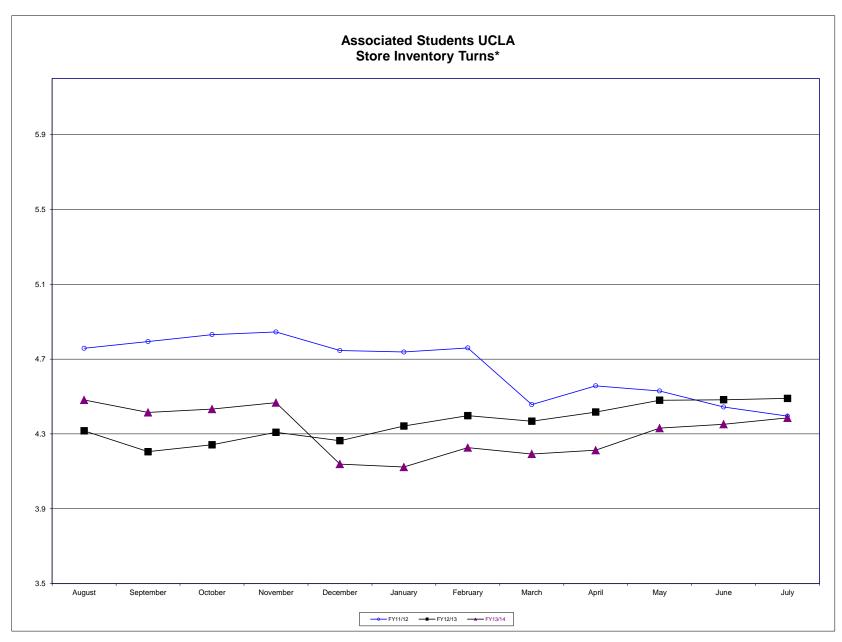
7/26/2014 July	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$988,131	35%	\$156,564	62%	\$8,722	268%	\$606	3%	\$249	2%	\$3,178	13%	\$1,157,450	37%
ASUCLA PUBLICATIONS	\$65,178	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$65,178	2%
ASUCLA USA/GSA	\$47,732	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$47,732	2%
DUE FROM VENDORS	\$531,258	19%	(\$14,941)	-5%	\$1,688	52%	\$17,184	78%	\$11,455	100%	\$14,426	60%	\$561,070	18%
DENTAL KITS	\$40,584	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$40,584	1%
OTHER	\$1,160,325	41%	\$108,927	43%	(\$7,153)	-220%	\$4,153	19%	(\$255)	-2%	\$6,366	27%	\$1,272,363	40%
TOTAL CURRENT MONTH	\$2,833,209	100%	\$250,550	100%	\$3,257	100%	\$21,943	100%	\$11,449	100%	\$23,970	100%	\$3,144,378	100%
	90%		8%		0%		1%		\$0		1%		100%	
6/28/2014 June	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,405,611	37%	\$24,103	44%	\$1,369	2%	\$3,060	16%	\$550	3%	\$3,274	87%	\$1,437,967	37%
ASUCLA PUBLICATIONS	\$81,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,366	2%
ASUCLA USA/GSA	\$76,372	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,372	2%
DUE FROM VENDORS	\$699,163	18%	(\$2,155)	-4%	\$25,566	46%	\$15,411	84%	\$10,274	66%	(\$4,757)	-126%	\$743,502	19%
DENTAL KITS	\$84,444	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$84,444	2%
OTHER	\$1,436,600	39%	\$33,188	60%	\$28,697	52%	(\$40)	0%	\$4,802	31%	\$5,254	139%	\$1,508,501	38%
TOTAL CURRENT MONTH	\$3,783,556	100%	\$55,136	100%	\$55,632	100%	\$18,431	100%	\$15,626	100%	\$3,771	100%	\$3,932,152	100%
	96%		2%		2%		0%		0%		0%		100%	
5/24/2014 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$698,839	17%	\$74,309	53%	\$4,115	15%	\$1,651	46%	\$60	2%	\$3,579	43%	\$782,553	19%
ASUCLA PUBLICATIONS	\$92,124	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$92,124	2%
ASUCLA USA/GSA	\$126,537	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$126,537	3%
DUE FROM VENDORS	\$1,108,921	29%	\$23,912	17%	\$21,364	76%	(\$3,741)	-105%	(\$2,494)	-88%	\$4,226	51%	\$1,152,188	28%
DENTAL KITS	\$245,463	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$245,463	6%
OTHER	\$1,655,930	43%	\$41,206	30%	\$2,393	9%	\$5,664	159%	\$5,278	186%	\$505	6%	\$1,710,976	42%
TOTAL CURRENT MONTH	\$3,927,814	100%	\$139,427	100%	\$27,872	100%	\$3,574	100%	\$2,844	100%	\$8,310	100%	\$4,109,841	100%
	96%		1%		1%		0%		0%		0%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







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

7111	12/06/20/14 07/2	(C /1 4)	1		CCAL VEAD 12.1	4 1	ETCCAL V	AD 12 12
	12(06/29/14-07/2 CURRENT MONTH				ISCAL YEAR 13-1 MO(07/28/13-07		FISCAL YE LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
959,614 995,873	1,437,141 1,051,373	<477,527> <55,500>		20,214,637 13,913,389	22,849,375 14,483,700	<2,634,738> <570,311>	1,059,915 952,438	22,149,110 14,264,257
70,845	68,700	<55,500 <i>&gt;</i> 2,145	HILLTOP SHOP	1,110,223	1,152,700	<42,477>	71,837	1,112,894
110,569	103,432	7,137	LU VALLE COMMONS STORE	2,876,943	3,336,805	<459,862>	114,439	3,135,262
45,014	66,000	<20,986>	E-COMMERCE DIVISION	1,445,001	1,395,000	50,001	62,134	1,334,814
358,160	230,498	127,662	HEALTH SCIENCES STORE	5,168,747	5,011,433	157,314	282,241	5,057,157
2,540,075	2,957,144	<417,069>	TOTAL SALES	44,728,941	48,229,013	<3,500,072>	2,543,005	47,053,495
1,702,677	2,057,000	354,323	Less: Cost of Sales	31,030,433	33,329,219	2,298,786	1,746,416	32,794,808
1,702,077	2,037,000	33 1,323	Least cost of suits	31,030,133	55/525/215	2,230,700	2,7 10,120	32,7 5 1,000
			Less: Shrinkage					
67,308	4,260	<63,048>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	21,288	83,360	62,072	3,689	58,257
1,067 324	4,300 320	3,233	HILLTOP SHOP	53,619 <1,123>	58,000 5,440	4,381 6,563	<16,217> 328	43,121 1,307
767	550	<217>		4,707	16,930	12,224	804	5,982
164	240	76	E-COMMERCE DIVISION	14,042	4,990	<9,052>	246	3,963
1,681	1,200	<481>	HEALTH SCIENCES STORE	<1,604>	21,050	22,654	1,233	17,166
71,312	10,870	<60,442>	SHRINKAGE	90,929	189,770	98,841	<9,918>	129,796
1,773,990	2,067,870	293,880	TOTAL COST OF SALES	31,121,362	33,518,989	2,397,627	1,736,499	32,924,604
67.0	69.6	2.5	COST OF SALES %	69.4	69.1	<0.3>	68.7	69.7
766,085	889,274	<123,189>	GROSS MARGIN	13,607,579	14,710,024	<1,102,445>	806,506	14,128,890
33.0	30.4	2.5	GROSS MARGIN %	30.6	30.9	<0.3>	31.3	30.3
2.8	0.4	<2.4>	SHRINKAGE %	0.2	0.4	0.2	<0.4>	0.3
30.2	30.1	0.1	NET GROSS MARGIN %	30.4	30.5	<0.1>	31.7	30.0
10.6	13.1	<2.5>	ACADEMIC SUPPORT DIV	16.9	17.8	<0.9>	13.8	17.3
10.6 49.2	50.4	<2.5> <1.2>	GENERAL MDSE DIVISION	16.9 49.5	17.8 49.8	<0.9> <0.3>	50.4	17.3 49.3
41.1	39.7	1.4	HILLTOP SHOP	39.9	39.7	0.2	39.5	39.8
32.2	32.9		LU VALLE COMMONS STORE	29.9	29.3	0.6	35.5	28.7
45.4	53.1	<7.7>	E-COMMERCE DIVISION	49.6	50.7	<1.2>	51.2	50.4
25.0	32.5	<7.5>	HEALTH SCIENCES STORE	25.1	25.7	<0.6>	28.4	24.9
115,840	117,039	<1,199>	OTHER INCOME	1,129,252	1,013,454	115,798	129.086	990,214
881,925	1,006,313	<124,388>	GROSS MARGIN/OTHER	14,736,830	15,723,478	<986,648>	935,592	15,119,105
			Less: Controllable Exp					
256,519	262,578	6,059	Career Wages	3,080,449	3,189,472	109,023	252,282	3,108,828
0	2,435	2,435	Limited Appointment	0	39,156	39,156	798	14,007
121,106	108,133	<12,973>	Student Wages	1,686,494	1,656,543	<29,951>	112,527	1,628,823
377,624	373,146	<4,478>	TOTAL WAGES	4,766,944	4,885,171	118,227	365,607	4,751,659
14.9	12.6	<2.3>	WAGE % TO SALES	10.7	10.1	<0.5>	14.4	10.1
133,393	147,744	14,351	Employee Benefits	1,566,300	1,780,798	214,498	153,548	1,580,456
9,388	5,570	<3,818>	Office Supplies	119,296	94,338	<24,958>	7,057	108,195
13,089	14,288	1,199	Telephone	163,514	171,103	7,589	13,239	167,141
80	110	30	Telex	960	1,320	360	80	1,052
20 2,142	40 1,825	20 <317>	Postage Trav/Trips/Conference	297 30,414	480 23,492	183 <6,922>	27 4,366	312 26,012
6,200	6,200	0	Membership Fees	8,100	8,300	200	3,800	8,300
1,113	410	<703>	Operating Supplies	53,181	57,980	4,799	2,406	57,461
18,796	17,810	<986>	Freight Out	319,851	319,470	<381>	20,409	314,501
900	900	0	Transportation	13,309	13,500	191	858	13,974
<157> 0	0	157 0	Postage Stamp O/S Uniforms	<4> 248	0	4 <248>	0	<2> 733
20,981	5,945	<15,036>	Advertising	256,022	203,837	<52,185>	15,075	209,899
<38,899>	<39,500>		Vendor Adv. Allowance	<144,323>	<102,406>	41,917	<40,642>	<98,150>
46	55	9	Direct Mail Adv.	263,175	260,660	<2,515>	5,721	254,134
5,293	3,865	<1,428>	Repairs & Maintenance	58,771	40,915	<17,856>	2,593	49,360
0 41,356	0 53,229	0 11,873	Janitorial Bank Card Expense	0 723,477	0 787,437	0 63,961	0 41,583	<19> 745,537
425	0	<425>		12,450	0	<12,450>	784	6,883
681	0	<681>	Credit Card Adjustments	4,832	0	<4,832>	346	7,819
0	100	100	Textbook Rental Exp	535	100	<435>	<42>	589
501 0	0	<501> 0	Rentals-Facilities Rentals-Truck	3,351 2,300	0 1,300	<3,351> <1,000>	0	1,150 1,782
0	0	0	Taxes & Licenses	300	300	<1,000>	0	300
12,979	6,350	<6,629>	Professional Services	122,419	78,300	<44,119>	17,455	89,967
<171>	0	171	Temp Agency Service	1,501	1,050	<451>	499	9,126
0	0	0	Inventory Count	22,531	25,600	3,069	0	26,902
0	100	100	Commission Expense	38,849 35,848	37,200	<1,649>	0	38,838
0	140 0	140 0	Concession Expense Prior Period Adj	35,848 0	33,848 0	<2,000> 0	0	39,002 53
0	0	0	Alloc of Distr Cntr	0	13	13	0	0
2,439	1,852	<587>	Payment to UCLA	103,111	78,489	<24,622>	10,803	114,988
230,595	227,033	<3,562>	TOTAL CONTROLLARIE EVP	3,780,616	3,917,424	136,808	259,966 625,573	3,776,293
608,219	600,179	<8,040>	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	8,547,560	8,802,595	255,035	625,573	8,527,952
273,706	406,134	<132,428>	SVCS AND ENTERPRISES	6,189,270	6,920,883	<731,613>	310,018	6,591,153
								•
			Less: Allocated Exp					
39,371	27,633	<11,738>	Allocated ExpHR	361,402	338,310	<23,092>	31,735	315,835
142,983	158,579	15,596	Allocated Exp. Fin	1,759,984	1,887,218	127,234	150,981	1,751,605
87,446	66,570	<20,876>		796,118	784,605	<11,513>	81,890	745,903
28,187 102,561	36,114 114,965	7,927 12,404	Allocated Exp. Mktg Allocated Exp Othr SA	338,750 1,147,874	420,179 1,205,096	81,429 57,222	42,915 268,704	398,771 1,281,613
65,484	69,854	4,370	Maintenance	1,147,874 871,656	840,040	<31,616>	268,704 77,958	825,416
32,989	31,932	<1,057>		438,523	386,101	<52,422>	42,340	407,242
72,549	68,324	<4,225>	Depreciation	817,684	819,888	2,204	66,666	815,253
571,571	573,971	2,400	TOTAL ALLOCATED EXP	6,531,990	6,681,437	149,447	763,188	6,541,637
<297,865>	<167,837>	<130,028>	NET INCOME (LOSS)	<342,720>	239,446	<582,166>	<453,169>	49,516
-27,10037	.10,100,7	.200,020/	(2000)	.5 .2//20/	200,110	.502,1007	. 100/100/	.5,510

JUL. 1	12(06/29/14-07/2	6/14)		F	ISCAL YEAR 13-1	4 I	FISCAL YE	AR 12-13
(	CURRENT MONTH			YTD 12	MO(07/28/13-07	/26/14)	LAST YEAR	r actual
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
102.250	03.650	0.001	CENTRAL DIVICION	1 (11 553	1 500 007	41.050	101 004	1 (21 (10
102,259 105,205	92,658 118,243	9,601 <13.038>	CENTRAL DIVISION NORTH CAMPUS DIVISION	1,611,557 2,047,551	1,569,907 2,199,182	41,650 <151,631>	101,094 107,883	1,631,618 2,006,139
105,205	99,114	-,	SOUTH DIVISION	1,534,412	1,527,871	<151,631 <i>&gt;</i> 6,541	107,883	1,531,829
127,714	137,885		LU VALLE DIVISION	2,483,591	2,684,952	<201,361>	124,736	2,566,683
164,326	174,245		COOPERAGE DIVISION	2,799,272	3,018,447	<219,175>	150,547	2,649,145
63,390	69,810	<6,420>	SPECIAL EVENTS DIVISION	2,445,150	2,247,784	197,366	70,318	2,724,512
666,975	691,955	<24,980>	TOTAL SALES	12,921,532	13,248,143	<326,611>	662,021	13,109,927
246,105	235,752		Less: Cost of Sales	4,509,603	4,483,710	<25,893>	234,084	4,559,443
36.9 420,870	34.1 456,203	<2.8> <35,333>	COST OF SALES % GROSS MARGIN	34.9 8,411,929	33.8 8,764,433	<1.1> <352,504>	35.4 427,937	34.8 8,550,484
63.1	65.9	<2.8>	GROSS MARGIN %	65.1	66.2	<1.1>	64.6	65.2
64.3	68.8	<4.5>	CENTRAL DIVISION	67.2	69.0	<1.8>	67.5	67.4
62.5	64.8	<2.4>	NORTH CAMPUS DIVISION	64.3	66.1	<1.8>	64.1	62.7
64.3	63.5	0.8	SOUTH DIVISION	64.6	65.6	<0.9>	62.3	64.5
68.4	69.2		LU VALLE DIVISION	68.8	69.0	<0.2>	68.0	68.6
63.6 57.1	64.6 65.2		COOPERAGE DIVISION SPECIAL EVENTS DIVISION	63.9 63.6	64.6 63.7	<0.7> <0.1>	63.7 65.8	64.5 64.2
57.1	05.2	₹0.12	SPECIAL EVENTS DIVISION	03.0	05.7	₹0.12	03.0	04.2
133,466	126,772	6,694	OTHER INCOME	2,329,133	2,145,051	184,082	112,907	2,229,972
554,336	582,975		GROSS MARGIN/OTHER	10,741,062	10,909,484	<168,422>	540,844	10,780,456
			Less: Controllable Exp					
365 333	275 742	10.550	Canaca Mar	2 270 422	2 450 400	00 757	250.040	2 204 22-
265,083	275,743 0	10,660 <196>	Career Wages Limited Appointment	3,370,433	3,459,190	88,757	250,840	3,291,837
196 133,559	142,555	<196> 8,996	Student Wages	6,820 2,361,729	9,120 2,402,743	2,300 41,014	0 144,854	40,011 2,376,741
<26,670>	<24,675>	1,995	Labor Recharge	<411,657>	<402,699>	8,958	<24,928>	<391,224>
372,168	393,623	21,455	TOTAL WAGES	5,327,326	5,468,354	141,028	370,766	5,317,366
55.8	56.9	1.1	WAGE % TO SALES	41.2	41.3	0.1	56.0	40.6
,				4 764 :		40		
150,356	162,043	11,687	Employee Benefits	1,790,472	1,978,636	188,164	163,602	1,775,795
2,062 4,160	1,705 4,474	<357> 314	Office Supplies Telephone	22,620 53,092	21,715 52,478	<905> <614>	1,132 4,193	24,166 50,229
4,160	1,320	1,320	Training Programs	12,971	20,520	7,549	4,193	13,873
37,540	34,700	<2,840>	Paper	615,881	623,711	7,830	33,269	619,313
5.6	5.0	<0.6>	Paper % To Sales	4.8	4.7	<0.1>	5.0	4.7
5,070	3,901	<1,169>	Cleaning Supplies	62,143	51,374	<10,769>	4,194	57,388
<7,306>	<9,600>	<2,294>	Purchasing Rebates	<117,310>	<112,500>	4,810	<13,865>	<113,301>
3,180	2,566		Replacements	42,719	33,079	<9,640>	2,928	46,602
3,205	3,016	<189>	Laundry	61,555	61,402	<153>	2,186	73,439
661	1,045	384	Uniforms	18,365	16,742	<1,623>	1,130	21,560
871 21	2,970 100	2,099 79	Advertising Menu Development	52,899 21	73,465 1,200	20,566 1,179	4,924 0	70,337 1,401
0	49	49	Dorm Coupons Expense	40	535	495	10	62
8,173	4,583		Repairs & Maintenance	130,796	64,827	<65,969>	5,632	124,554
23,797	19,104	<4,693>	Bank Card Expense	399,335	365,780	<33,555>	18,842	360,401
1,079	1,084	5	Sales Tax Expense	19,862	19,205	<657>	1,058	19,858
<129>	760	889	Overs/Shorts	19,916	10,880	<9,036>	92	9,741
0	0	0	Credit Card Adjustments	155	0	<155>	<18>	9
187 88	500 415	313 327	Rentals Rentals-Truck	2,710	2,500 4,840	<210> <328>	<14>	15,186
0	415	327 0	Taxes & Licenses	5,168 381	1,000	<328 <i>&gt;</i> 620	0	2,481 10,261
0	0		Professional Services	600	0	<600>	0	600
287	0		Temp Agency Service	2,645	2,000	<645>	0	10,498
5,278	8,140	2,862	Commission Expense	264,149	297,013	32,864	4,807	288,592
238,580	242,875	4,295	TOTAL OTHER CONTROL.	3,461,185	3,590,402	129,217	234,102	3,483,047
610,748	636,498	25,750	TOTAL CONTROLLABLE EXP	8,788,511	9,058,756	270,245	604,868	8,800,412
∠FC A14:	∠E3 E33: .	∠n 000÷	GROSS CONTRIBUTION TO	1 052 552	1 050 730	101 024	-64.034:	1 000 042
<56,411>	<53,523>	<2,888>	SVCS AND ENTERPRISES	1,952,552	1,850,728	101,824	<64,024>	1,980,043
			Less: Allocated Exp					
			Less, Amocated Exp					
38,802	29,149	<9,653>	Allocated ExpHR	402,854	377,958	<24,896>	32,182	352,650
43,093	42,234	,	Allocated Exp. Fin	616,860	627,614	10,754	43,786	600,293
26,355	17,729		Allocated ExpIS	276,661	260,394	<16,267>	23,749	254,759
8,495	9,618		Allocated Exp. Mktg	119,188	139,529	20,341	12,446	134,883
30,910	30,618		Allocated Exp Othr SA	399,851	395,783	<4,068>	77,926	427,715
55,203 27,809	60,266 27,549	5,063 <260>	Maintenance Utilities	734,803 369,674	724,743 333 106	<10,060> <36,568>	65,718 35,692	695,820 343,305
106,764	27,549 107,584	<260 <i>&gt;</i> 820	Depreciation	1,207,696	333,106 1,291,008	<30,508> 83,312	35,692 101,208	1,201,723
337,431	324,747		TOTAL ALLOCATED EXP	4,127,587	4,150,135	22,548	392,708	4,011,148
	-	-						
<393,842>	<378,270>	<15,572>	NET INCOME (LOSS)	<2,175,036>	<2,299,407>	124,371	<456,731>	<2,031,104>
215	222		TOTAL CUCTOMES	2.046.55	4 100 :==	.100 :==	242 :::	4047.55
216,689	232,279		TOTAL CUSTOMER COUNT	3,946,971	4,139,126	<192,155>	213,464	4,047,084
84,184 132,505	86,679 145,600		3RD PARTY CUST COUNT ASUCLA CUSTOMER COUNT	1,405,083 2,541,888	1,412,716 2,726,410	<7,633> <184,522>	77,516 135,948	1,369,131 2,677,953
132,303	173,000	<13,033 <i>&gt;</i>	ASSOCIA COSTOPILA COUNT	2,371,000	2,720,410	~10 <del>1</del> ,322>	133,340	2,011,333
5.69	5.20	0.49	TOTAL AVERAGE CHECK	5.43	5.15	0.28	5.29	5.06
7.10	6.34	0.75	3RD PARTY AVG CHECK	6.16	5.74	0.42	6.40	6.24
4.79	4.52	0.27	ASUCLA AVERAGE CHECK	4.58	4.48	0.10	4.65	4.45
21,511	21,668	157	EMPLOYEE HOURS	346,689	349,029	2,340	21,634	349,648
31.01	31.93	<0.93>	SALES/LABOR HOUR	37.27	37.91	<0.64>	30.60	37.49

## SERVICES DIVISION INCOME STATEMENT

CUSRENT MONTH	JUL. 12(06/29/14-07/26/14)			] [	F:	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
7,516				1					
7,516   9,272   <1,756   10TAL SALES   173,282   184,967   <11,685   990   1   38   317   279   Less: Cost of Sales   3,242   5,630   2,388   641   799.5   96.6   2.9   99.5   96.6   2.9   99.5   96.6   2.9   PIOTOGRAPHY   98.1   97.0   1.2   35.3   349   1   35.3   307,175   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,256   7,037   48,2650   7,037   48,2									YTD
7,516   9,272   <1,756   10TAL SALES   173,282   184,967   <11,685   990   1   38   317   279   Less: Cost of Sales   3,242   5,630   2,388   641   799.5   96.6   2.9   99.5   96.6   2.9   99.5   96.6   2.9   PIOTOGRAPHY   98.1   97.0   1.2   35.3   349   1   35.3   307,175   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,2340   7,037   48,256   7,037   48,2650   7,037   48,2	7.516	0.272	-1 7565	DHOTOCDADHV	172 202	194.067	411 60Es	000	175.818
38   317   279   Less: Cost of Sales   3,242   5,630   2,388   641     7,478   8,955   4,14775   GROSS MARGIN   170,040   179,337   49,2972   349   1     99.5   96.6   2.9   GROSS MARGIN   98.1   97.0   1.2   35.3     224835   307,175   48,340-					-, -	- /			175,818
Page	7,510	3,272	(1,750)	TOTAL SALES	175,202	10 1,507	(11,005)	330	175,010
99.5   96.6   2.9   GROSS MARGIN %   98.1   97.0   1.2   35.3	38	317	279	Less: Cost of Sales	3,242	5,630	2,388	641	6,938
99.5 96.6 2.9 PHOTOGRAPHY 98.1 97.0 1.2 35.3 224,835 307,175					,				168,880
224,835   307,175   <82,340   TRADEMARKS AND LICENSING   2,272,447   2,530,834   <258,387   293,030   2,2   2,2   2,3   3   3   3   3   3   3   3   3   3	99.5	96.6	2.9	GROSS MARGIN %	98.1	97.0	1.2	35.3	96.1
97,180   90,143   7,037   LEASED OPS   1,105,143   1,089,462   15,681   92,345   1,03   322,043   3406,273   <76,780>   CAPARTON OF STANLOW   3,377,990   3,620,296   2,242,7065   385,375   3,3   329,433   406,273   <76,780>   CAPARTON OF STANLOW   3,377,990   3,620,296   2,242,7065   385,375   3,3   3,241   3,41   3,241   3,41	99.5	96.6	2.9	PHOTOGRAPHY	98.1	97.0	1.2	35.3	96.1
97,180   90,143   7,037   LEASED OPS   1,105,143   1,089,462   15,681   92,345   1,03   322,043   3406,273   <76,780>   CAPARTON OF STANLOW   3,377,990   3,620,296   2,242,7065   385,375   3,3   329,433   406,273   <76,780>   CAPARTON OF STANLOW   3,377,990   3,620,296   2,242,7065   385,375   3,3   3,241   3,41   3,241   3,41	224 835	307 175	~82 340 <b>~</b>	TDADEMADKS AND LICENSING	2 272 447	2 530 834	∠25 <u>0</u> 307 <b>&gt;</b>	203 030	2,264,020
322,015   397,318   <75,303   OTTO   OTTO							,		1,061,728
329,493   406,273   <76,780   CROSS MARGIN/OTHER   3,547,630   3,799,633   <252,003   385,724   3,48									3,325,748
32,337   31,512   <825   Career Wages   387,885   381,208   <6,677   30,912   3   3   3   3   3   3   3   3   3									3,494,627
0         0         0         Unimited Appointment         0         0         0         1.26           32,846         33,241         395         TOTAL WAGES         404,842         402,675         <2,167>         32,059         3           437.0         358.5         <78.5>         WAGE % TO SALES         233.6         217.7         <15.9>         3,238.9           15,728         15,635         <93>         Employee Benefits         183,678         187,790         4,112         18,124         1           643         748         105         Telephone         8,612         10,253         1,641         366           643         748         105         Telephone         8,137         8,787         650         649           27         105         78         Postage         901         1,260         359         142           878         0         <0				Less: Controllable Exp					
0         0         0         Unimited Appointment         0         0         0         1.26           32,846         33,241         395         TOTAL WAGES         404,842         402,675         <2,167>         32,059         3           437.0         358.5         <78.5>         WAGE % TO SALES         233.6         217.7         <15.9>         3,238.9           15,728         15,635         <93>         Employee Benefits         183,678         187,790         4,112         18,124         1           643         748         105         Telephone         8,612         10,253         1,641         366           643         748         105         Telephone         8,137         8,787         650         649           27         105         78         Postage         901         1,260         359         142           878         0         <878>         Trav/Trips/Conference         10,128         18,500         8,372         907           0         0         0         640         0         0         450         0         0           2,317         4,000         1,683         Business Promotion         33,424         48,600	27 227	21 512	~Q25 <b>~</b>	Carper Wages	397 995	381 308	<6 677 <b>&gt;</b>	30.012	373,078
Student Wages	,	,				,	-,-	, and the second	1,812
15,728	-	-			~	21,467			9,046
15,728	32,846			_				32,059	383,936
2,757	437.0	358.5	<78.5>	WAGE % TO SALES	233.6	217.7	<15.9>	3,238.9	218.4
2,757									.==
643									177,099
27			•	• •			,		9,465 8,055
878         0         <878> 0         1 Tray/Trips/Conference         10,128         10,500         8,372         907           0         0         0         0         0         40         0         450         450         0           2,317         4,000         1,683         Business Promotion         33,424         48,600         15,176         111           0         217         217         Repairs & Maintenance         1,555         2,229         674         385           2,353         2,083         <270>         Professional Services         35,045         29,390         <5,655>         3,533           0         1,150         1,150         1,150         1,260         14,600         12,533         3,018           1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Interni Agnt Fee/Tax         290,161         35,469         64,308         84,152         2           8,733         22,000         13,267         Domestic Agency Fee         139,159         175,400         36,241         18,283         1           10,3747         141,396				·					1,040
0         0         0         0         Advertising         0         450         2,000         0           2,317         4,000         1,683         Business Promotion         33,424         48,600         15,176         111           0         217         217         Repairs & Maintenance         1,555         2,229         674         385           2,353         2,083         <270->         Professional Services         35,045         29,390         <5,655>         3,533           0         1,150         1,150         Legal         6,596         13,800         7,204         600           1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Intern'l Agnt Fee/Tax         290,161         354,469         64,308         84,152         2           8,733         22,000         13,267         Domestic Agency Fee         139,159         175,400         36,241         18,283         1           103,747         141,396         37,649         TOTAL OTHER CONTROL.         1,331,594         1,500,261         168,667         167,146         1,3           192,900									13,209
2,317	0	0					,	0	8,000
0         217         217         Repairs & Maintenance         1,555         2,229         674         385           2,353         2,083         <270>         Professional Services         35,045         29,390         <5,655>         3,533           0         1,150         1,150         1,150         Legal         6,596         13,800         7,204         600           1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Intern'l Agnt Fee/Tax         290,161         354,469         64,308         84,152         2           8,733         22,000         13,267         Domestic Agency Fee         139,159         175,400         36,241         18,283         1           0			0	3	0	450	450	0	0
2,353         2,083         <270>         Professional Services         35,045         29,390         <5,655>         3,533           0         1,150         1,150         1,150         Legal         6,596         13,800         7,204         600           1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Intern'l Agnt Fee/Tax         290,161         354,469         64,308         84,152         2           8,733         22,000         13,267         Domestic Agency Fee         139,159         175,400         36,241         18,283         1           0 <td>· ·</td> <td></td> <td>•</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>21,340</td>	· ·		•						21,340
0         1,150         1,150         Legal         6,596         13,800         7,204         600           1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Intern'l Agnt Fee/Tax         290,161         354,469         64,308         84,152         2           8,733         22,000         13,267         Domestic Agency Fee         139,159         175,400         36,241         18,283         1           0 </td <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td>5,386</td>	-						-		5,386
1,870         4,150         2,280         Trademark         37,267         49,800         12,533         3,018           33,375         55,085         21,710         Intern'l Agnt Fee/Tax         290,161         354,469         64,308         84,152         2           8,733         22,000         13,267         bomestic Agency Fee         139,159         175,400         36,241         18,283         1           0	· ·						,	, and the second	30,721 4,214
33,375   55,085   21,710   Intern'l Agnt Fee/Tax   290,161   354,469   64,308   84,152   2	-		•	3			,		43,805
8,733								, and the second	267,367
35,066   35,523   457							,	, and the second	154,884
103,747	0	0	0		0	0	0	0	128
136,592									563,059
192,900   231,636   <38,736>   GROSS CONTRIBUTION TO   SVCS AND ENTERPRISES   1,811,194   1,896,697   <85,503>   186,519   1,8							•		1,307,772
192,900         231,636         <38,736>         SVCS AND ENTERPRISES         1,811,194         1,896,697         <85,503>         186,519         1,8           3,424         2,462         <962>         Allocated ExpHR         30,724         27,936         <2,788>         2,783           17,113         20,286         3,173         Allocated Exp. Fin         138,734         149,277         10,543         21,083         1           10,850         8,804         <2,046>         Allocated ExpIS         65,797         63,944         <1,853>         11,841           3,497         4,776         1,279         Allocated Exp. Mktg         27,813         34,311         6,498         6,205           12,725         15,205         2,480         Allocated Exp Othr SA         93,170         98,481         5,311         38,853         1           11,616         19,497         7,881         Maintenance         154,616         234,468         79,852         13,828         1           5,852         8,912         3,060         Utilities         77,786         107,761         29,975         7,510	136,592	1/4,63/	38,045		1,/36,436	1,902,936	166,500	199,205	1,691,708
3,424 2,462 <962> Allocated ExpHR 30,724 27,936 <2,788> 2,783 17,113 20,286 3,173 Allocated Exp. Fin 138,734 149,277 10,543 21,083 1 10,850 8,804 <2,046> Allocated ExpIS 65,797 63,944 <1,853> 11,841 3,497 4,776 1,279 Allocated Exp. Mktg 27,813 34,311 6,498 6,205 12,725 15,205 2,480 Allocated Exp. Whtg 27,813 34,311 6,498 6,205 11,616 19,497 7,881 Maintenance 154,616 234,468 79,852 13,828 1 5,852 8,912 3,060 Utilities 77,786 107,761 29,975 7,510	192,900	231,636	<38,736>		1,811,194	1,896,697	<85,503>	186,519	1,802,919
17,113     20,286     3,173     Allocated Exp. Fin     138,734     149,277     10,543     21,083     1       10,850     8,804     <2,046>     Allocated ExpIS     65,797     63,944     <1,853>     11,841       3,497     4,776     1,279     Allocated Exp. Mktg     27,813     34,311     6,498     6,205       12,725     15,205     2,480     Allocated Exp Othr SA     93,170     98,481     5,311     38,853     1       11,616     19,497     7,881     Maintenance     154,616     234,468     79,852     13,828     1       5,852     8,912     3,060     Utilities     77,786     107,761     29,975     7,510				Less: Allocated Exp					
17,113     20,286     3,173     Allocated Exp. Fin     138,734     149,277     10,543     21,083     1       10,850     8,804     <2,046>     Allocated ExpIS     65,797     63,944     <1,853>     11,841       3,497     4,776     1,279     Allocated Exp. Mktg     27,813     34,311     6,498     6,205       12,725     15,205     2,480     Allocated Exp Othr SA     93,170     98,481     5,311     38,853     1       11,616     19,497     7,881     Maintenance     154,616     234,468     79,852     13,828     1       5,852     8,912     3,060     Utilities     77,786     107,761     29,975     7,510	3.424	2.462	<962>	Allocated ExpHR	30.724	27.936	<2.788>	2.783	25,575
10,850     8,804     <2,046>     Allocated ExpIS     65,797     63,944     <1,853>     11,841       3,497     4,776     1,279     Allocated Exp. Mktg     27,813     34,311     6,498     6,205       12,725     15,205     2,480     Allocated Exp Othr SA     93,170     98,481     5,311     38,853     1       11,616     19,497     7,881     Maintenance     154,616     234,468     79,852     13,828     1       5,852     8,912     3,060     Utilities     77,786     107,761     29,975     7,510							,		130,870
3,497     4,776     1,279     Allocated Exp. Mktg     27,813     34,311     6,498     6,205       12,725     15,205     2,480     Allocated Exp Othr SA     93,170     98,481     5,311     38,853     1       11,616     19,497     7,881     Maintenance     154,616     234,468     79,852     13,828     1       5,852     8,912     3,060     Utilities     77,786     107,761     29,975     7,510							,		59,025
11,616     19,497     7,881     Maintenance     154,616     234,468     79,852     13,828     1       5,852     8,912     3,060     Utilities     77,786     107,761     29,975     7,510									31,374
5,852 8,912 3,060 Utilities 77,786 107,761 29,975 7,510				·					110,111
			•						146,413
O/E/O   O/IOI   IOI   Depression   1/2/100   1/21/2   7/0/0   0/000									72,237 70,848
				. ·				•	646,453
			·			·			1,156,466

### UCLA STUDENT UNION INCOME STATEMENT

JUL. 1	12(06/29/14-07/2	6/14)	1	F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
(	CURRENT MONTH		]	YTD 12 MO(07/28/13-07/26/14)		/26/14)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	]	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
73,983	69,550	,	EVENT SERVICES OFFICE	543,893	458,710	85,183	76,514	531,205
11 34,830	152 37,845		RECREATION & GAMES AU POST OFFICE	1,725	1,765 648,868	<40>	347	24,777 660,793
108,824	107,547	<3,015> 1,277	TOTAL SALES	643,781 1,189,399	1,109,343	<5,087> 80,056	35,594 112,454	1,216,775
100,024	107,547	1,2//	TOTAL SALES	1,109,599	1,109,545	00,030	112,757	1,210,773
35,293	37,012	1,719	AU Post Office Cost	633,681	634,593	912	38,324	653,728
4,929	9,402	4,473	Facilities Costs	99,527	97,901	<1,626>	9,665	107,452
. 0	, 0	. 0	Cost of Sales GM RM	25	. 0	<25>	. 0	752
40,222	46,414	6,192	Less: Cost of Sales	733,233	732,494	<739>	47,988	761,932
37.0	43.2	6.2	COST OF SALES %	61.7	66.0	4.4	42.7	62.6
68,602	61,133	7,469	GROSS MARGIN	456,166	376,849	79,317	64,466	454,844
63.0	56.8	6.2	GROSS MARGIN %	38.4	34.0	4.4	57.3	37.4
02.2	06.5	6.0	EVENT CED (TOES OFFICE	04.7	70.7	2.0	07.4	70.0
93.3	86.5		EVENT SERVICES OFFICE	81.7	78.7	3.0	87.4	79.8
100.0 <1.3>	100.0 2.2	0.0	RECREATION & GAMES	98.6 1.6	100.0 2.2	<1.4> <0.6>	100.0 <7.7>	97.0
<1.5>	2.2	<3.5>	AU POST OFFICE	1.0	2.2	<0.0>	./	1.1
2,218	2,754	<536>	STUDENT UNION OPS	205,315	207,494	<2,179>	<406>	197,361
2,218	2,025		RECREATION & GAMES	15,490	22,023	<6,533>	786	21,543
6,211	6,662		AU POST OFFICE	114,842	114,227	615	6,321	117,374
8,429	11,441		OTHER INCOME	335,646	343,744	<8,098>	6,701	336,277
77,031	72,574	4,457	GROSS MARGIN/OTHER	791,812	720,593	71,219	71,167	791,121
·	·		1					·
			Less: Controllable Exp					
32,176	31,003	•	Career Wages	375,203	372,028	<3,175>	30,999	357,337
12,877	12,912		Student Wages	195,888	215,025	19,137	14,207	233,247
45,053	43,915	<1,138>		571,091	587,053	15,962	45,206	590,584
41.4	40.8	<0.6>	WAGE % TO SALES	48.0	52.9	4.9	40.2	48.5
16,927	16,450	~477 <b>\</b>	Employee Benefits	191,945	199,536	7,591	16,976	177,995
312	632	320	Office Supplies	16,263	11,659	<4,604>	1,174	14,647
3,537	3,390	<147>		40,292	39,890	<402>	3,180	39,761
0	0	0	Trav/Trips/Conference	1,848	3,375	1,527	0	1,843
459	0		24 Hour Study Lounge	7,354	6,650	<704>	136	7,730
196	0		Student Comm Art	5,749	5,495	<254>	213	5,064
95	0	<95>	Training Programs	2,982	5,208	2,226	0	3,896
6,603	6,603	0	Annual ASUCLA Events	42,912	37,562	<5,350>	6,603	42,187
607	1,223		Student Event Exp	121,375	115,020	<6,355>	576	133,677
0	240	240	Operating Supplies	1,950	3,195	1,245	<0>	3,176
0	0	0	Tournament Prizes	0	0	0	0	20
0	30	30	Replacements	0	597	597	0	608
0	0	0	Uniforms	838	600	<238>	0	563
0 504	20	20 97	Advertising	1,237	1,179	<58> 1,394	37 552	1,125 5,865
2,932	601 1,007	٠.	Business Promotion Repairs & Maintenance	5,788 17,882	7,182 12,019	1,394 <5,863>	3,443	30,342
2,932	1,007	•	Repairs & Maintenance Repairs & Mtce-Equip	17,882	12,019	<5,863 <i>&gt;</i>	3,443 1,466	30,342 17,590
947	889		Bank Card Expense	14,908	15,248	340	992	16,394
0	23		Overs/Shorts	77	389	312	<71>	81
0	1,215	1,215	Commission Expense	9,253	13,214	3,961	471	13,634
0	0	0	Student Support Svcs	2,908	2,625	<283>	0	2,769
15,417	15,417	0	Interaction Fund	185,000	185,004	4	15,417	185,000
3,010	0	<3,010>	STUDENT UNION EVENT F	121,835	140,000	18,165	2,990	127,724
51,545	47,740	<3,805>		792,395	805,647	13,252	54,155	831,694
96,598	91,655	<4,943>	TOTAL CONTROLLABLE EXP	1,363,486	1,392,700	29,214	99,362	1,422,278
10	40		GROSS CONTRIBUTION TO		s=s : ==	400 :	20 :	
<19,567>	<19,081>	<486>	SVCS AND ENTERPRISES	<571,674>	<672,107>	100,433	<28,195>	<631,157>
			Local Allocated Fun					
			Less: Allocated Exp					
4,698	3,252	~1 AAG~	Allocated ExpHR	43,348	40,649	<2,699>	3,925	39,216
6,089	5,232 5,937	•	Allocated Exp. Fin	60,580	57,690	<2,890>	6,502	60,013
3,861	2,577		Allocated ExpIS	28,248	24,749	<3,499>	3,652	26,584
1,244	1,398	•	Allocated Exp. Mktg	12,012	13,261	1,249	1,914	14,074
4,528	4,450		Allocated Exp Othr SA	40,891	37,884	<3,007>	11,982	46,592
34,509	36,762	2,253	Maintenance	459,345	442,084	<17,261>	41,082	434,976
17,384	16,805		Utilities	231,093	203,192	<27,901>	22,312	214,608
17,155	17,290	135	Depreciation	175,972	207,480	31,508	17,674	204,736
89,468	88,471	<997>	TOTAL ALLOCATED EXP	1,051,490	1,026,989	<24,501>	109,043	1,040,798
	<b> </b>	_						
<109,036>	<107,552>	<1,484>	NET INCOME (LOSS)	<1,623,164>	<1,699,096>	75,932	<137,237>	<1,671,955>

## ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUL. 12(06/29/14-07/26/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13		
	CURRENT MONTH			YTD 12 MO(07/28/13-07/26/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
202 226	200 540	12.700		2 542 002	2 526 725	22.642	200 500	2 502 042
303,226	290,518	,	Career Wages Limited Appointment	3,513,083	3,536,725	23,642	298,590	3,503,912
2,668 29,891	300 31,166	<2,306 <i>&gt;</i> 1,275	Student Wages	48,618 347,960	15,600 356,989	<33,018> 9,029	0 27,619	2,217 348,743
29,891	31,100	1,2/3	Labor Recharge	347,900	330,969	9,029	27,019	<200>
335,785	321,984	<13,801>	TOTAL WAGES	3,909,660	3,909,314	<346>	326,209	3,854,672
8.6	7.3	<1.3>	WAGE % TO TOTAL SALES	5.9	5.6	<0.3>	8.3	5.6
	-							
0	0	0	Emp Incentive Awards	0	0	0	253,000	253,000
106	0	<106>	Emp Awards, Profess.	11,788	12,700	912	531	10,301
2,000	0	,	Emp Awards, Students	11,000	7,400	<3,600>	200	7,200
136,305	140,862	4,557	Employee Benefits	1,556,368	1,692,888	136,520	172,878	1,591,298
1,690	7,804	,	Office Supplies	109,975	96,810	<13,165>	3,682	97,465
8,525	9,931	1,406	Telephone	106,495	117,689	11,194	8,827	108,948
633	1,118	485	Postage	10,844	13,335	2,491	889	11,399
4,607 38	357 20	<4,250> <18>	Trav/Trips/Conference Expense Allowance	25,379 38	26,492 240	1,113 202	1,900 0	18,652 0
234	332	<16 <i>&gt;</i>	Employee Relations	20,590	240 22,407	1,817	262	25,118
0	0	0	Tuition Assistance	20,390	104	1,617	0	23,110
0	0	0	Training Programs	576	0	<576>	0	0
3,112	570		Fingerprinting	9,583	9,861	278	6,197	10,660
0	427	427	Recruitment	3,427	5,338	1,911	90	2,958
<255>	620	875	Operating Supplies	1,087	6,720	5,633	<741>	1,607
0	0	0	Freight Out	, 0	, 0	. 0	0	14
246	302	56	Uniforms	3,236	3,602	366	246	3,193
228	<1,000>	<1,228>	Security Expense	753	<12,000>	<12,753>	<226>	<7,274>
0	50	50	Security Equipment	896	600	<296>	200	2,148
2,662	2,653		Alarm Monitoring	32,727	31,891	<836>	2,563	31,335
<2,283>	1,000	3,283	Advertising	9,482	12,000	2,518	4,362	14,862
2,100	2,100	0	Benefits U Adv	13,627	25,200	11,573	12,444	36,740
5,536	7,671	2,135	Repairs & Maintenance	62,228	73,890	11,662	10,235	64,145
10,243	10.220		Repair-Mtce Computer	16,003	122.040	<16,003>	0	124.072
18,902 3,201	10,320 132	<8,582> <3,069>	Repairs & Mtce-Equip	133,203 3,678	123,840 743	<9,363> <2,935>	16,799 205	124,972 1,038
6,955	6,955	<3,069 <i>&gt;</i>	Bruin One Card Exp	110,506	110,506	<2,935 <i>&gt;</i>	203	1,036
10	85		Overs/Shorts	<10>	588	598	<4>	39
20,247	22,484	2,238	Insurance Expense	218,698	269,808	51,111	23,041	247,881
15,952	5,217	,	Professional Services	46,647	49,277	2,630	17,268	53,310
910	931	21	Legal	10,993	11,031	38	<25>	9,271
12,095	9,737	<2,358>	External Audit	119,660	124,434	4,774	8,005	119,356
376	200	<176>	Temp Agency Service	7,509	7,400	<109>	536	9,039
9,583	9,440	<143>	Internal Audit	115,000	113,302	<1,698>	9,167	110,000
0	0	0	Tax Consulting	12,584	13,386	802	0	14,305
<864>	0		PROFESSIONAL FEES PCI	14,136	0	<14,136>	0	0
25,768	34,000	,	Board of Directors	143,455	151,700	8,245	14,037	150,038
0	0	0	Special Projects	3,834	10,000	6,166	455	17,813
3,522	5,459		Misc. Bank Charges	38,397 36,334	52,308	13,911	3,250	39,626
<79> 7,417	3,073 7,640	3,152 223	Armored Carrier Expense UCOP Payroll Services	36,234 89,000	36,888 91,625	654 2,625	2,926 7,417	35,861 89,002
15,929	7,6 <del>4</del> 0 15,929	0	UCLA Recharge Expense	193,898	191,148	2,625 <2,750>	15,498	185,976
1,376	2,500	1,124	Special Events	33,141	21,700	<11,441>	13,496	21,250
317,025	308,919		•	3,336,664	3,526,851	190,187	596,112	3,613,657
652,811	630,903	<21,908>	TOTAL CONTROLLABLE EXP	7,246,324	7,436,165	189,841	922,321	7,468,329
,,,,,,	/	72.55		, .,	,,	,	- ,	,,
			Less: Allocated Exp					
14,097	16,303	2,206	Maintenance	187,641	196,059	8,418	16,782	177,686
7,102	7,452	351	Utilities	94,401	90,114	<4,287>	9,114	87,667
12,927	17,225	4,298	Depreciation	168,545	206,700	38,155	14,863	178,842
34,126 686,936	40,980 671,883	6,854 <15,053>	TOTAL ALLOCATED EXP NET EXPENSE	450,587 7,696,911	492,873	42,286	40,759 963,080	444,196 7 012 524
000,930	671,883	<15,053>	INLI EAFEINDE	7,090,911	7,929,038	232,127	900,606	7,912,524
<616,233>	<602,355>	13,878	Allocated-Svs and Ent	<6,760,859>	<6,984,864>	<224,005>	<875,052>	<6,807,458>
<25,604>	<25,604>	13,878	Allocated-USAC	<317,731>	<317,731>	0	<25,082>	<309,355>
<3,318>	<3,318>	0	Allocated-GSA	<42,583>	<42,583>	0	<3,318>	<42,583>
<41,782>	<40,607>	1,175	Allocated-Comm Board	<575,738>	<583,860>	<8,122>	<59,628>	<753,128>
<686,936>	<671,884>	15,052	TOTAL OTHER	<7,696,911>	<7,929,038>	<232,127>	<963,080>	<7,912,524>
<0>	<1>	<1>	TOTAL EXPENSE	0	0	<0>	0	0

## MAINTENANCE DIVISION EXPENSE STATEMENT

1111	12/06/20/14 07/2	C (1.4)	1
	12(06/29/14-07/2		
ACTUAL	CURRENT MONTH BUDGET		
ACTUAL	DUDGET	VARIANCE	
96,363	101,100	4,737	Career Wages
3,644	0	<3,644>	Limited Appointment
203	558	355	Student Wages
<840>	<80>	760	Labor Recharge
<9,566>	<3,970>	5,596	Billed Labor Costs
		,	
<3,360> 86,443	<4,500> 93,108	<1,140> 6,665	Capitalized Wages TOTAL WAGES
00,443	93,100	0,003	TOTAL WAGES
60,973	62,088	1,115	Employee Benefits
80	190	110	Office Supplies
698	696	<2>	
0	30	30	Trav/Trips/Conference
0	0	0	Training Programs
3,219	4,644	1,425	Paper
5,713	4,265	<1,448>	•
1,200	1,015	<185>	
399	612	213	Laundry
<738>	14,905	15,643	Repairs & Maintenance
3,168	2,925	<243>	
0	50	50	Repairs & Mtce-Equip
934	200		Painting Program
0	100	100	Incidental Proj Exp
5,679	3,750		Air Conditioning-Maint
7,195	7,323	128	Rub Remvl/Hauling
3,940	3,573	_	Rodent & Pest Control
1,214	2,690	1,476	Rentals-Truck
0	2,050	0	Janitorial
93,674	109,056	15,382	TOTAL OTHER CONTROL.
180,117	202,164	22,047	TOTAL CONTROLLABLE EXF
100/11/	202,10	22/01/	
			Less: Allocated Exp
			,
16,487	16,138	<349>	Depreciation
16,487	16,138	<349>	TOTAL ALLOCATED EXP
196,605	218,302	21,697	NET EXPENSE
<166,812>	<186,379>	<19,567>	Allocated-Svs and Ent
<6,002>	<6,002>	0	Allocated-USAC
<2,645>	<2,645>	0	Allocated-GSA
<7,048>	<6,973>	75	Allocated-Comm Board
<14,097>	<16,303>		Allocated-A & SS
<196,605>	<218,302>	<21,697>	TOTAL OTHER
<0>	0	0	TOTAL EXPENSE

	AD 12 12				
	ISCAL YEAR 13-1	FISCAL YEAR 12-13			
	MO(07/28/13-07		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
1 200 000	4 227 422	20.242	07.404	4 426 556	
1,206,969	1,227,182	20,213	97,134	1,126,556	
30,008	0	<30,008>	346	38,268	
5,318	6,552	1,234	0	<799>	
<5,840>	<960>	4,880	<200>	<2,050>	
<58,938>	<50,777>	8,161	<4,322>	<47,290>	
<73,743>	<54,000>	19,743	<2,680>	<53,399>	
1,103,775	1,127,997	24,222	90,278	1,061,286	
719,650	744,092	24,442	58,540	638,446	
2,182	2,205	23	479	2,757	
8,512	8,182	<330>	649	8,153	
338	2,160	1,822	1,200	1,631	
0	0	0	0	4,543	
56,434	56,435	1	4,190	57,015	
60,107	54,743	<5,364>	3,711	54,182	
22,794	13,472	<9,322>	708	16,066	
5,421	8,674	3,253	546	7,841	
188,974	178,860	<10,114>	24,807	183,841	
35,826	37,175	1,349	2,767	35,585	
675	600	<75>	326	1,336	
3,326	2,400	<926>	151	2,226	
3,500	1,200	<2,300>	0	277	
45,512	45,000	<512>	12,484	49,429	
95,431	95,448	17	7,293	95,005	
43,652	42,878	<774>	3,526	43,497	
17,974	9,830	<8,144>	2,318	9,815	
2,592	0	<2,592>	0	0	
1,312,901	1,303,354	<9,547>	123,695	1,211,645	
2,416,676	2,431,351	14,675	213,973	2,272,932	
				,	
188,953	193,656	4,703	18,139	196,459	
188,953	193,656	4,703	18,139	196,459	
2,605,630	2,625,007	19,377	232,112	2,469,391	
<2,220,420>	<2,241,334>	<20,914>	<198,586>	<2,102,626>	
<72,017>	<72,017>	0	<6,057>	<72,690>	
<31,731>	<31,731>	0	<2,296>	<27,545>	
<93,821>	<83,866>	9,955	<8,391>	<88,843>	
<187,641>	<196,059>	<8,418>	<16,782>	<177,686>	
<2,605,630>	<2,625,007>	<19,377>	<232,112>	<2,469,390>	
12/000/0007	-2/020/0077	125/5777	-202,212	.2, .05,050	
0	0	<0>	<0>	1	

### UTILITIES EXPENSE STATEMENT

JUL. 1	12(06/29/14-07/2	(6/14)	
(	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
22,450	23,051	601	Chiller Water
73,945	62,127	<11,818>	Elec-Non Air Cond.
10,879	8,162	<2,717>	Water-Non Air Cond.
<10,749>	5,064	15,813	Steam-Non Air Cond.
2,480	2,029	<451>	Gas
99,005	100,433	1,428	TOTAL OTHER CONTROL.
99,005	100,433	1,428	TOTAL CONTROLLABLE EXP
<84,034>	<85,200>	<1,166>	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,320>	<1,320>	0	Allocated-GSA
<3,551>	<3,463>	88	Allocated-Comm Board
<7,102>	<7,452>	<351>	Allocated-A & SS
<99,005>	<100,433>	<1,428>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 13-1	FISCAL YEAR 12-13		
	MO(07/28/13-07	LAST YEAR ACTUAL		
ACTUAL	<u> </u>		MONTH	YTD
7 ICT ONE	DODGET	V/ II CI/ II CE	11011111	115
232,718	195,616	<37,102>	29,076	216,196
806,244	766,956	<39,288>	67,078	772,268
104,446	119,635	15,189	8,445	113,786
129,738	101,578	<28,160>	18,607	83,649
37,350	30,196	<7,154>	1,962	26,706
1,310,496	1,213,981	<96,515>	125,168	1,212,605
1,310,496	1,213,981	<96,515>	125,168	1,212,605
<1,117,076>	<1,030,176>	86,900	<107,854>	<1,037,393>
<35,970>	<35,970>	0	<2,641>	<31,700>
<15,848>	<15,848>	0	<1,001>	<12,012>
<47,200>	<41,873>	5,327	<4,557>	<43,833>
<94,401>	<90,114>	4,287	<9,114>	<87,666>
<1,310,496>	<1,213,981>	96,515	<125,168>	<1,212,605>
	·	·		
<0>	0	0	<0>	0