# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

July (06/28/15 - 07/25/15)

Prepared

August 20, 2015

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		JU	ILY (06/28/1		5)			FY 13	3-14	]	FISCAL YEAR 2014-2015					FY 13-14					
-			CURRENT	MONTH				**	ł					MONTHS (	)7/27/14 - 0				**		
ACTI	UAL	BUD	GET		VARIA	-		LAST YE	AR ACT		ACT	JAL	BUD	GET			ANCE		LAST YEAR ACT		
		•		ACT/		ACT/LY									ACT/BUD		ACT/LY ACT				
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
2,838		2,511		327	13.0%	182	6.9%	2,656		UCLA Store	48,279		43,475		4,804	11.1%	2,421	5.3%	45,858		
908		823		85	10.3%	108	13.5%	800		UCLA Restaurants	16,062		15,594		468	3.0%	811	5.3%	15,251		
312		385		(73)	(19.0%)	(18)	(5.5%)	330		Services Division	3,682		3,794		(112)	(3.0%)	131	3.7%	3,551		
127		128		(1)	(0.8%)	10	8.5%	117		UCLA Student Union	1,486		1,539		(53)	(3.4%)	(39)	(2.6%)	1,525		
4,185		3,847		338	8.8%	282	7.2%	3,903		TOTAL	69,509		64,402		5,107	7.9%	3,324	5.0%	66,185		
4.050	07.40/	005	07.00/	440	Pts.	474	Pts.	000	00.00/		45.004	00.40/	44,000	00.00/	005	Pts.	0.07	Pts.	44 707	00.40/	
1,053 637	37.1%	935 580	37.2% 70.5%	118 57	(0.1)	171	3.9	882 554	33.2% 69.3%	UCLA Store	15,624 11,252	32.4% 70.1%	14,699	33.8% 70.3%	925 295	(1.4)	887 511	0.3	14,737 10,741	32.1% 70.4%	
	70.2% 100.0%	580 384	70.5% 99.7%		(0.3)	83	0.9			UCLA Restaurants			10,957	70.3% 99.9%		(0.2)		(0.3)	,	70.4% 99.9%	
312 87	68.5%	364 81	99.7% 63.3%	(72) 6	0.3 5.2	(17) 10	0.3 2.7	329 77	99.7% 65.8%	Services Division UCLA Student Union	3,679 798	99.9% 53.7%	3,789 776	99.9% 50.4%	(110) 22	0.0 3.3	131 6	0.0 1.8	3,548 792	99.9% 51.9%	
2,089	49.9%	1,980	51.5%	109	5.2 (1.6)	247	2.7	1,842	47.2%		31,353	53.7% 45.1%	30,221	50.4%	1,132	د.د (1.8)	1,535	0.0	29,818	45.1%	
2,009	49.9%	1,900	51.5%	109	(1.0)	241	2.1	1,042	47.2%		31,333	43.1%	30,221	40.9%	1,132	(1.0)	1,555	0.0	29,010	43.1%	
										WAGES & BENEFITS											
534	18.8%	511	20.4%	(23)	1.6	(23)	0.4	511	19.2%	UCLA Store	6,543	13.6%	6,469	14.9%	(74)	1.3	(210)	0.2	6,333	13.8%	
573	63.1%	550	66.8%	(23)	3.7	(50)	2.3	523	65.4%	UCLA Restaurants	7,491	46.6%	7,408	47.5%	(83) 0	0.9	(373)	0.1	7,118	46.7%	
53 62	17.0% 48.8%	52 60	13.5% 46.9%	(1) (2)	(3.5) (1.9)	(4) 0	(2.2) 4.2	49 62	14.8% 53.0%	Services Division UCLA Student Union	620 754	16.8% 50.7%	620 774	16.3% 50.3%	0 20	(0.5) (0.4)	(31) 9	(0.2) (0.7)	589 763	16.6% 50.0%	
1,222	48.8% 29.2%	1,173	40.9% <b>30.5%</b>	(2) (49)	(1.9)	(77)	4.2 0.1	1,145	29.3%		15,408	22.2%	15,271	23.7%	(137)	(0.4) <b>1.5</b>	(605)	(0.7) 0.2	14,803	22.4%	
1,222	23.270	1,175	30.378	(43)	1.5	(11)	0.1	1,143	23.370		13,400	22.270	13,271	23.170	(137)	1.5	(003)	0.2	14,000	22.470	
	4.00/	70	0.00/	10	1.0	10	1.0	07	0 70/	OTHER CONTROLLABLES *	0.000	1.00/	0.450	5.00/	(1.10)		(00)		0.044	4.00/	
54	1.9%	72	2.9%	18	1.0	43	1.8	97 88	3.7%	UCLA Store	2,300	4.8%	2,158	5.0%	(142)	0.2	(86)	0.0	2,214 1,671	4.8%	
100 95	11.0% 30.4%	82 106	10.0% 27.5%	(18) 11	(1.0) (2.9)	(12)	0.0 (3.7)	00 88	11.0% 26.7%	UCLA Restaurants Services Division	1,727 1,160	10.8% 31.5%	1,617 1,215	10.4% 32.0%	(110) 55	(0.4) 0.5	(56) (12)	0.2 0.8	1,071	11.0% 32.3%	
33	26.0%	30	27.5%	(3)	(2.9)	(7) 2	(3.7)	35	20.7%	UCLA Student Union	589	39.6%	560	36.4%	(29)	(3.2)	(12)	(0.3)	600	32.3% 39.3%	
282	<b>6.7%</b>	290	23.4% 7.5%	(3)	(2.0) 0.8	26	1.2	308	7.9%		5,776	8.3%	5,550	8.6%	(23)	0.3	(143)	(0.3) 0.2	5,633	8.5%	
	0.1.70	200			0.0						0,0	0.070	0,000	0.070	(==*)	0.0	(1.10)	0.2	0,000	0.070	
405	40.40/	050	44.00/	440	0.4	101	0.4	074	10.3%		0.700	44.00/	0.070	44.00/	740	0.0	500	0.5	0.400	40.50/	
465 (37)	16.4% (4.1%)	352 (52)	14.0% (6.3%)	113 15	2.4 2.2	191 19	6.1 2.9	274 (56)		UCLA Store UCLA Restaurants	6,782 2,035	14.0% 12.7%	6,072 1,932	14.0% 12.4%	710 103	0.0 0.3	593 82	0.5	6,189 1,953	13.5% 12.8%	
163	(4.1%) 52.2%	(32)	(0.3%) 59.0%	(64)	(6.8)	(30)	(6.3)	(38)	(7.0%) 58.5%	Services Division	2,035	51.6%	1,952	51.5%	(54)	0.3	88	(0.1) 0.6	1,955	51.0%	
(9)	(7.1%)	(9)	(7.0%)	0	(0.0)	11	10.0	(20)		UCLA Student Union	(546)	(36.7%)	(558)	(36.3%)	12	(0.4)	26	0.8	(572)	(37.5%)	
582	13.9%	518	13.5%	64	0.4	191	3.9	391	, ,	TOTAL	10,170	14.6%	9,399	14.6%	771	0.0	789	0.4	9,381	14.2%	
										ALLOCATED EXPENSES											
828	19.8%	552	14.3%	(276)	(5.5)	(246)	(4.9)	582	14.9%	Admin&Support Services	6,789	9.8%	6,679	10.4%	(110)	0.6	(479)	(0.3)	6,310	9.5%	
214	5.1%	195	5.1%	(19)	0.0	(50)	(0.9)	164	4.2%	Maintenance Division	2,515	3.6%	2,371	3.7%	(144)	0.1	(296)	(0.2)	2,219	3.4%	
87	2.1%	107	2.8%	20	0.7	4	0.2	91	2.3%	Utilities	1,177	1.7%	1,191	1.8%	14	0.1	34	0.1	1,211	1.8%	
201	4.8%	213	5.5%	12	0.7	31	1.1	232	5.9%	Depreciation	2,375	3.4%	2,561	4.0%	186	0.6	257	0.6	2,632	4.0%	
1,330	31.8%	1,067	27.7%	(263)	(4.1)	(261)	(4.4)	1,069	27.4%	TOTAL	12,856	18.5%	12,802	19.9%	(54)	1.4	(484)	0.2	12,372	18.7%	
										NET INCOME (LOSS)											
(748)	(17.9%)	(549)	(14.3%)	(199)	(3.6)	(70)	(0.5)	(678)	(17.4%)		(2,686)	(3.9%)	(3,403)	(5.3%)	717	1.4	305	0.6	(2,991)	(4.5%)	
										OTHER INC/(EXP)											
499	11.9%	0	0.0%	499	11.9	486	11.6	13	0.3%	Non-Recurrent Inc/(Exp)	592	0.9%	0	0.0%	592	0.9	369	0.6	223	0.3%	
12	0.3%	12	0.3%	0	0.0	(2)	(0.1)	14	0.4%	Interest Income	164	0.2%	161	0.2%	3	0.0	(16)	(0.1)	180	0.3%	
97	2.3%	(44)	(1.1%)	141	3.4	144	3.5	(47)	(1.2%)	Interest (Expense)	(391)	(0.6%)	(531)	(0.8%)	140	0.2	171	0.2	(562)	(0.8%)	
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%	
258	6.2%	213	5.5%	45	0.7	40	0.6	218	5.6%	Student Union Fee Income	2,602	3.7%	2,557	4.0%	45	(0.3)	46	(0.2)	2,556	3.9%	
866	20.7%	181	4.7%	685	16.0	668	15.6	198	5.1%	TOTAL	2,967	4.3%	2,187	3.4%	780	0.9	570	0.7	2,397	3.6%	
118	2.8%	(368)	(9.6%)	486	12.4	598	15.1	(480)	(12.3%)	NET INCOME (LOSS)	281	0.4%	(1,216)	(1.9%)	1,497	2.3	875	1.3	(594)	(0.9%)	

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

		JU	LY (06/28/1	5 - 07/25/15	5)			FY 1	3-14	]	FISCAL YEAR 2014-2015				FY 1	3-14				
			CURRENT	MONTH				**				YTD 12 MONTHS (07/27/14 - 07/25/15)						**		
ACT	UAL	BUD	GET		VARIA	-		LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YEAR ACT	
				ACT/E		ACT/L									ACT/BUD		ACT/LY ACT			
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										1
2,838		2,511		327	13.0%	182	6.9%	2,656		UCLA Store	48,279		43,475		4,804	11.1%	2,421	5.3%	45,858	1
908		823		85	10.3%	108	13.5%	800		UCLA Restaurants	16,062		15,594		468	3.0%	811	5.3%	15,251	1
312		385		(73)	(19.0%)	(18)	(5.5%)	330		Services Division	3,682		3,794		(112)	(3.0%)	131	3.7%	3,551	
127		128		(1)	(0.8%)	10	8.5%	117		UCLA Student Union	1,486		1,539		(53)	(3.4%)	(39)	(2.6%)	1,525	
4,185		3,847		338	8.8%	282	7.2%	3,903		TOTAL	69,509		64,402		5,107	7.9%	3,324	5.0%	66,185	ļ
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,053	37.1%	935	37.2%	118	(0.1)	171	3.9	882		UCLA Store	15,624	32.4%	14,699	33.8%	925	(1.4)	887	0.3	14,737	32.1%
637	70.2%	580	70.5%	57	(0.3)	83	0.9	554	69.3%	UCLA Restaurants	11,252	70.1%	10,957	70.3%	295	(0.2)	511	(0.3)	10,741	70.4%
312	100.0%	384	99.7%	(72)	0.3	(17)	0.3	329	99.7%	Services Division	3,679	99.9%	3,789	99.9%	(110)	0.0	131	0.0	3,548	99.9%
87	68.5%	81	63.3%	6	5.2	10	2.7	77	65.8%	UCLA Student Union	798	53.7%	776	50.4%	22	3.3	6	1.8	792	51.9%
2,089	49.9%	1,980	51.5%	109	(1.6)	247	2.7	1,842	47.2%	TOTAL	31,353	45.1%	30,221	46.9%	1,132	(1.8)	1,535	0.0	29,818	45.1%
										TOTAL CONTROLLABLES										1
588	20.7%	582	23.2%	(6)	2.5	20	2.2	608		UCLA Store	8,843	18.3%	8,627	19.8%	(216)	1.5	(295)	0.3	8,548	18.6%
674	74.2%	632	76.8%	(42)	2.6	(63)	2.2	611	76.4%	UCLA Restaurants	9,217	57.4%	9,026	57.9%	(191)	0.5	(428)	0.2	8,789	57.6%
148	47.4%	157	40.8%	9	(6.6)	(11)	(5.9)	137	41.5%	Services Division	1,780	48.3%	1,835	48.4%	55	0.1	(44)	0.6	1,736	48.9%
95 1, <b>505</b>	74.8% <b>36.0%</b>	90	70.3% 38.0%	(5) (44)	(4.5) <b>2.0</b>	2 (52)	8.1	97	82.9%	UCLA Student Union	1,344	90.4% <b>30.5%</b>	1,334 <b>20,822</b>	86.7% 32.3%	(10)	(3.7) 1.8	19	(1.0) <b>0.4</b>	1,363	89.4% 30.9%
1,505	30.0%	1,461	36.0%	(44)	2.0	(52)	1.2	1,453	37.2%	TOTAL	21,184	30.3%	20,822	32.3%	(362)	1.0	(748)	0.4	20,436	30.9%
										CONTRIBUTION										
465	16.4%	352	14.0%	113	2.4	191	6.1	274		UCLA Store	6,782	14.0%	6,072	14.0%	710	0.0	593	0.5	6,189	13.5%
(37)	(4.1%)	(52)	(6.3%)	15	2.2	19	2.9	(56)	, ,	UCLA Restaurants	2,035	12.7%	1,932	12.4%	103	0.3	82	(0.1)	1,953	12.8%
163 (9)	52.2% (7.1%)	227 (9)	59.0% (7.0%)	(64) 0	(6.8) (0.1)	(30) 11	(6.3) 10.0	193 (20)		Services Division UCLA Student Union	1,899 (546)	51.6% (36.7%)	1,953 (558)	51.5%	(54) 12	0.1 (0.4)	88 26	0.6 0.8	1,811 (572)	51.0% (37.5%)
(9) 582	(7.1%) 13.9%	(9) 518	(7.0%) 13.5%	64	(0.1) 0.4	191	<b>3.9</b>	(20) <b>391</b>			10,170	(30.7%) <b>14.6%</b>	9,399	(36.3%) <b>14.6%</b>	771	0.4	789	0.8	9,381	(37.5%) <b>14.2%</b>
002	10.070	010	10.070		0.4	101	0.0	001	10.070		10,170	14.070	0,000	14.070		0.0	100	0.4	0,001	14.270
7.40	00.40/	5.40	04.00/	(000)	(1.5)	(170)	(1.0)	570	04 50/	ALLOCATED EXPENSES	0.000	44.00/	0.500	15 10/	(050)		(007)		0.500	11.000
742 400	26.1% 44.1%	542 332	21.6% 40.3%	(200) (68)	(4.5) (3.8)	(170) (63)	(4.6) (2.0)	572 337	21.5% 42.1%	UCLA Store UCLA Restaurants	6,839 4,251	14.2% 26.5%	6,586 4,215	15.1% 27.0%	(253) (36)	0.9 0.5	(307) (123)	0.0 0.6	6,532 4,128	14.2% 27.1%
400	27.9%	101	40.3% 26.2%	(00)	(3.8)	(03)	(2.0)	71	21.5%	Services Division	693	18.8%	959	27.0%	(36) 266	0.5 6.5	(123)	(0.2)	4,128	18.6%
101	79.5%	92	71.9%	(9)	(7.6)	(10)	(3.4)	89	76.1%	UCLA Student Union	1,073	72.2%	1,042	67.7%	(31)	(4.5)	(22)	(3.3)	1,051	68.9%
1,330	31.8%	1,067	27.7%	(263)	(4.1)	(261)	(4.4)	1,069		TOTAL	12,856	18.5%	12,802	19.9%	(54)	1.4	(484)	0.2	12,372	18.7%
										NET INCOME (LOSS)										
										FROM OPERATIONS										1
(277)	(6.6%)	(190)	(4.9%)	(87)	(1.7)	20	1.0	(297)	(7.6%)	UCLA Store	(56)	(0.1%)	(516)	(0.8%)	460	0.7	287	0.4	(343)	(0.5%)
(437)	(10.4%)	(384)	(10.0%)	(53)	(0.4)	(43)	(0.3)	(394)		UCLA Restaurants	(2,216)	(3.2%)	(2,283)	(3.5%)	67	0.3	(41)	0.1	(2,175)	(3.3%)
76	1.8%	126	3.3%	(50)	(1.5)	(46)	(1.3)	122	3.1%	Services Division	1,205	1.7%	995	1.5%	210	0.2	55	0.0	1,150	1.7%
(110)	(2.6%)	(101)	(2.6%)	(9)	0.0	(1)	0.2	(109)	, ,	UCLA Student Union	(1,619)	(2.3%)	(1,599)	(2.5%)	(20)	0.2	4	0.2	(1,623)	(2.5%)
(748)	(17.9%)	(549)	(14.3%)	(199)	(3.6)	(70)	(0.5)	(678)	(17.4%)	TOTAL	(2,686)	(3.9%)	(3,403)	(5.3%)	717	1.4	305	0.6	(2,991)	(4.5%)
										OTHER INC/(EXP)										1
499	11.9%	0	0.0%	499	11.9	486	11.6	13		Non-Recurrent Inc/(Exp)	592	0.9%	0	0.0%	592	0.9	369	0.6	223	0.3%
12	0.3%	12	0.3%	0	0.0	(2)	(0.1)	14		Interest Income	164	0.2%	161	0.2%	3	0.0	(16)	(0.1)	180	0.3%
97	2.3%	(44)	(1.1%)	141	3.4	144	3.5	(47)	, ,	Interest (Expense)	(391)	(0.6%)	(531)	(0.8%)	140	0.2	171	0.2	(562)	(0.8%)
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%
258	6.2%	213	5.5%	45	0.7	40	0.6	218	5.6%	Student Union Fee Income	2,602	3.7%	2,557	4.0%	45	(0.3)	46	(0.2)	2,556	3.9%
866	20.7%	181	4.7%	685	16.0	668	15.6	198	5.1%	TOTAL	2,967	4.3%	2,187	3.4%	780	0.9	570	0.7	2,397	3.6%
118	2.8%	(368)	(9.6%)	486	12.4	598	15.1	(480)	(12.3%)	NET INCOME (LOSS)	281	0.4%	(1,216)	(1.9%)	1,497	2.3	875	1.3	(594)	(0.9%)

### P/L Reconciliation Jul-15

Financial Analysis							
	Ju	l-15					
Budgeted Net Income/(Loss)		(\$36					
UCLA Store							
Gross Margin:							
	28						
Bearwear above plan due to campus visitor traffic strong throughout the month							
Fastrack above plan as the expansion of California Souvenir assortment played well to increased campus visitor traffic	13 6						
Graduation ETC. above plan due to higher frame sales and rental fees for faculty gown and unanticipated commission for sale of Class of 2015 t-shirts Market above plan due to warm/hot weather good for beverage business, and campus visitor traffic strong (including Nick Kid's event in Pauley)	30						
	(13)						
E-Commerce below plan due to overly aggressive sales plan and major DIA launch of new product was rescheduled for August 2015 Course Reader below plan due to lower digital sales and higher printing costs	(36)						
Computer Store above plan due to higher department sales	(30)						
HSS General Mdse above plan as the Café Med has temporarily closed for renovation thus increasing traffic to our location	7						
HSS General Muse above plan as the Care Med has temporarily closed for renovation thus increasing traffic to our location	6						
Total Wages higher than plan (student wages are higher with some offset in career)	(12)						
Other, mostly positive various controllables	7						
Total Contribution		11					
UCLA Restaurants		11.					
Gross Margin:							
Panda above plan due mostly to all year trend of increased popularity of this location	6						
Rubios above plan mostly due to large price increases this year	3						
Greenhouse above plan mostly due to average check \$0.75 higher than plan	3						
CSSC above plan mostly due to average check \$0.75 might than plan	3						
LuValle Food Servery below plan as summer traffic patterns have unexpectedly shifted significantly	(4)						
Ostin Café above plan due to new service area with no budget history, area doing much better than anticipated	5						
Tsunami above plan due to new budget written to reflect change in model to a 3rd party operation (new model not in operation yet)	3						
Catering above plan mostly due to early events for Special Olympics that was not budgeted	21						
Total Wages higher than plan mostly student	(15)						
Other, negative various controllables	(10)						
Total Contribution	(10)	15					
Services		1.					
Gross Margin:							
Licensing Domestic above plan due to payments from CLC for previously unreported income	8						
Licensing Foreign below plan due mostly to waiving the minimum guarantee for Western Europe and the older Scandinavia program expired	(80)						
Other, positive controllables mainly in Licensing	8						
		(6					
UCLA Student Union		(0					
Gross Margin:							
Student Union Ops above plan due to mostly to adjustments for prior month student event income	7						
Post Office below plan for a negative sales trend that relates to online postage sales	(2)						
Other, negative controllables	(5)						
	(0)						
Allocated Expenses and Other							
A&SS below plan due mostly to year-end incentive compensation	(276)						
Utilities below plan due mostly to year that incentive compensation Utilities below plan: recently reduced rates and lower consumption in chiller water and steam	20						
Maintenance above plan due to unexpected repairs and use of UCLA Facilities during the time our HVAC engineer is out	(19)						
Depreciation lower than plan due to timing of capitals and reduced expenditures	12						
Positive interest expense and non-recurring due to the March, 2015 refinancing of the AU debt	640						
Positive student union fee income due to year-end adjustment for more students than anticipated	45						
Total		42					
Actual Net Income/(Loss)		42 11					

### ASUCLA P/L Reconciliation Year-To-Date Through July 2015

Financial Analysis								
		<u> </u>						
udgeted Net Income/(Loss)	_	(1,2						
CLA Store								
Gross Margin:								
Bearwear above plan due to fan enthusiasm, special product offerings, increased campus visitors and return of August Football Event to campus	224							
Graduation ETC above plan due to increase in package sales versus cap and gown units (as we no longer facilitate the sale of Alumni Association memberships)	39							
Market above plan due to increased warm/hot weather good for beverage business and campus visitor traffic strong	44							
E-Commerce above plan due to favorable response to the USC victory Score Big promotion and recent Spring promotions	32							
New Text below plan due to continued competition, peer to peer selling, student usage, and online digital availability	(94)							
Used Text below plan: higher margin with strong sales (better availability of used books) is offset by a negative year-end shrinkage adjustment	(53)							
Bookzone above plan with higher sales (conservative budget compared to prior year)	30							
Course Reader Solutions above plan due to an increase in digital sales, and an additional school week in December, (some offset with negative sales in printed course readers)	100							
Computer Store above plan from marketing, extended BTS promo, Ipad promo, remodel, department sales and Apple bonus that was not budgeted	382							
LuValle Books above plan due to better sell through of loose leaf textbooks options and more consignment sales from general book vendors	37							
LuValle General Mdse and HSS General Mdse above plan due to strong trend in market sales	81							
HSS Dental above plan mostly due to higher dental counter sales from unplanned business from UC Riverside and UCLA lab coats	25							
Hilltop Shop above plan due to changes in product positioning and processing of bed linen pre-orders which helped free up space for a better shopping experience	60 (78)							
Total Wages higher than plan mostly student with some offset in career Other, negative controllables mostly office supplies, bank card and payment to UCLA	(119)	-						
Total Contribution	(119)							
CLA Restaurants	+							
Gross Margin:	+							
Panda above plan due to a large increase in customers this year over last year's trends, budget based on prior year actuals	60							
Rubios above plan due to significant price increases this year	35							
Wetzels/RX above plan due to unbudgeted addition of frozen yogurt and continued Boba sales (not anticipated in the budget)	10							
La Cucina above plan due to small variances each month	23							
No Campus Student Ctr below plan mostly due to negative traffic impact from construction around Campbell Hall	(32)							
Café Synapse below plan due to ongoing decline in sales trend (YTD customers and average check lower than budget and prior year)	(15)							
CSSC above plan as finals and break weeks were misaligned in budget (very soft budget for actual higher volume days)	11							
LuValle Food Servery above plan due to positive response to Fall menu changes and total average check increase	19	-						
Jimmys above plan due to December calendar alignment budgeting error and some positive spring quarter results	14	-						
YRL Café above plan due mostly to December Finals week budget overly conservative	(104)	-						
Cooperage below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A Kerckhoff Coffeehouse above plan due to great response to menu changes and service improvements	52							
Ostin Café above plan due to new service area with no budget history	20							
Jamba Juice above plan due to new service area with no oudget history	12							
Tsunami above plan due to new budget written to reflect change in model to a 3rd party leased operation (new model not in operation yet)	48							
Taco Bell below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns, and increased traffic to 1st floor areas diverting customers away from A-Level	(85)							
Catering above plan due to more training table meals, new events, the grad picnic was larger than last year and unplanned Special Olympics	105							
Concessions above plan due to several unbudgeted events	81							
Total Wages higher than plan mostly student	(109)							
Other, negative controllables (mostly paper, repairs and maintenance, bank card expense)	(54)							
Total Contribution								
ervices								
Gross Margin:								
Licensing international income below plan mostly due to the loss of women's business in India and the waiver of the minimum guarantee for Western Europe	(119)							
Licensing domestic income above plan due to strong 3rd Party and Internal Campus promotional product purchases and unplanned recovery via the CLC audit	64							
Photography below plan due to an aggressive budget (less on campus events)	(36)	-						
Leased Ops below plan mostly from less rent due to timing for the Enrollment Offices	(18)	-						
Total Wages lower than plan	5							
Other, positive controllables mainly in Licensing	50	-						
Total Contribution CLA Student Union								
Gross Margin:		-						
Student Union Ops above plan due to new University events and film shoots and higher student event income	36							
AU Post Office below plan mostly lower postage sales and products	(15)							
Total Wages lower than plan	19							
Other, negative controllables mainly student event expense (corresponds with higher student event income) with some offset in student union event fund	(28)							
Total Contribution								
llocated Expenses and Other								
A&SS higher than plan mostly due to the year-end incentive compensation (\$267K) with offsets in wages, insurance expense and other various controllables	(110)							
Maintenance higher than plan mostly custodial wages, employee benefits and repairs & maintenance (Fast Track mold remediation and painting LuValle roof)	(144)	<u> </u>						
Utilities lower than plan mostly lower consumption and a recent rate decrease in steam, and some offsets with higher chiller water and water-non air cond.	14							
Depreciation lower than plan due to timing of capitals and reduced expenditures	186	┣						
Positive non-recurring due to the March, 2015 refinancing of the AU debt (\$494K) and other various non-recurring	595	<u> </u>						
Positive interest expense due to the March, 2015 refinancing of the AU debt	140	┣						
Positive student union fee income due to year-end adjustment for more students than plan	45	┣──						
Total	1 1							

### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS

(\$000)

	Current Month	Prior Month	Prior Year
	July 2015	June 2015	July 2014
ASSETS			
CURRENT ASSETS: Cash and cash equivalents	\$11,434	\$11,873	\$10,881
Accounts receivable	4,012	5,187	3,144
Less: Allowance for doubtful accounts	(263)	(255)	(182)
Accounts receivable, net	3,749	4,932	2,962
Student fees receivable	489	231	291
Inventories	5,893	5,299	6,114
Prepaid expenses and other current assets	278	209	302
Total current assets	21,843	22,544	20,550
LONG TERM ASSETS			
Long term note receivable	\$200	\$200	\$200
Property, equipment and improvements	68,112	67,530	67,008
Less: Accumulated depreciation	(43,761)	(43,572)	(41,459)
Total long term assets	24,551	24,158	25,748
TOTAL ASSETS	46,394	46,702	46,299
	+0,00+	40,702	+0,200
LIABILITIES AND RETAINED EARNINGS			
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,291	\$5,532	\$4,468
Wages and payroll taxes payable	3,324	2,947	2,992
Sales tax payable & other liabilities	767	595	846
Interest payable	139	236	112
Deferred income	235	281	224
Funds held for others	102	201	142
Current portion of long term debt	736	801	766
Total current liabilities	10,594	10,593	9,549
	9,595	10,024	10,825
AU expansion loan Total long term debt	9,595	10,024	10,825
	9,595	10,024	10,625
TOTAL LIABILITIES	20,189	20,617	20,375
RETAINED EARNINGS:			
Beginning Balance	25,924	25,924	26,518
Year-to-date net income/(loss)	281	161	(594)
Ending Balance	26,205	26,085	25,924
	40.004	46 700	46.000
TOTAL LIABILITIES AND RETAINED EARNINGS	46,394	46,702	46,299

### ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS July 2015

(\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net	\$118	\$281	(\$594)
cash provided/(used) by operating activities: Depreciation Loss (Gain) on disposals of fixed assets (Gain) Loss on long-term debt refinancing	201 2 (495)	2,375 2 (495)	2,632 4 0
<u>(Increase)/decrease in current assets:</u> Accounts receivable Student fees receivable Inventories Prepaid expenses and other current assets	1,183 (258) (594) (69)	(787) (198) 221 24	277 99 264 (59)
Increase/(decrease) in current liabilities: Accounts payable Sales tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income	(241) 172 377 (97) (46)	823 (79) 332 27 11	(456) 11 (93) (32) 41
Funds held for others Net cash provided/(used) by operating activities	(99) <b>\$15</b> 4	(40) \$2,497	2 <b>\$2,153</b>
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Long term note receivable Purchase of property, equipment and improvements Change in capital projects in progress Net cash used in investing activities	0 (21) (572) <b>(\$593)</b>	\$0 (\$606) (572) (\$1,178)	(200) (1,847) <u>0</u> ( <b>\$2,047)</b>
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	0	(766)	(709)
Net cash provided/(used) by financing activities	\$0	(\$766)	(\$766)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENT	(\$439)	\$553	(\$660)
CASH AND CASH EQUIVALENTS, Beginning CASH AND CASH EQUIVALENTS, Ending	\$11,873 \$11,434	10,881 \$11,434	11,541 \$10,881

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES **CASH RESERVE COMPUTATION** July 2015 (\$000's)

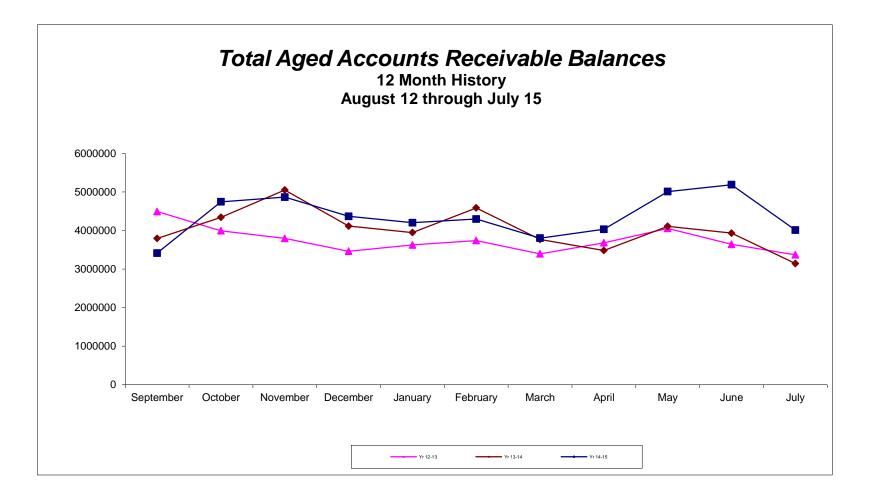
CASH AND CASH EQUIVALENTS	11,434
Less: Committed Capital Projects	
Ackerman B & A Level Remodel	(1,833)
Student Service Center	(199)
Food Service POS	(264)
KH Coffeehourse Patio Membrane	(225)
HVAC Management System	(170)
Subtotal	(2,691)
Adjustment for Cash Overdraft Entry	(806)
Uncommitted Cash	7,937
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	10,500
RESERVE SURPLUS (DEFICIT)	(2,563)

### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2014-2015 July 2015

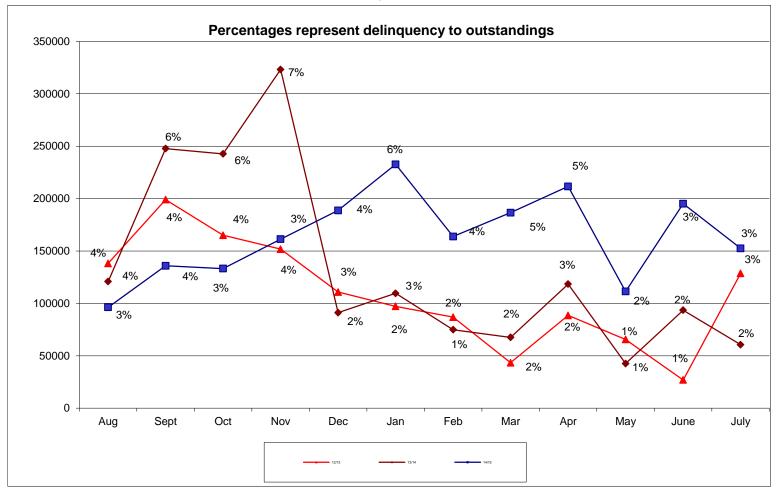
					PROJECTED			_
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Services					070110111030			Gigiting
2014-S001 Store General Replacement	50.0	35.6	14.2	49.8	0.0		(0.2)	Completed Awaioting Invoice
2014-S002 HSS Remodel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2014-S003 Informal Photo-Equipment	7.0	0.0	0.0	0.0	0.0	7.0	0.0	Pending
2014-S004 Hill Top Shop Remodel	150.0	13.5	130.5	144.0	0.0		(6.0)	Completed Awaioting Invoice
2014-O029 Course Reader Consulting	0.0	0.0	25.0	25.0	0.0		25.0	Completed Awaioting Invoice
2014-O030 Fast Track Update	0.0	30.6	0.0	30.6	0.0		30.6	Completed
Total Store/Services	257.0	79.7	169.7	249.4	0.0	57.0	49.4	
Food Service								
2014-F005 FS Miscellaneous and Unanticipated	50.0	23.0	24.2	47.2	2.8		0.0	In Progress
2014-F006 LV Steam Table/ Food Warmer	22.0	21.1	0.0	21.1	0.0		(0.9)	Completed
2014-F007 Display Merchandiser	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2014-F008 KCH Coffee Boba program	35.0	21.4	0.0	21.4	13.6		0.0	In Progress
2014-F009 Baskin Robbins move/Wetzel's reimage	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2014-F010 Catering Electric Cart	15.0	0.0	14.2	14.2	0.0		(0.8)	Completed Awaioting Invoice
2014-O028 RX Yogurt	0.0	71.0	0.0	71.0	9.0		80.0	In Progress
Total Food Services	162.0	136.5	38.4	174.9	25.4	40.0	78.3	
Technology								
2014-T011 Network Infrastructure Upgrade	20.0	11.9	0.0	11.9	8.1		0.0	In Progress
2014-T012 Printer Replacement	10.0	8.4	3.2	11.6	0.0		1.6	Completed Awaioting Invoice
2014-T013 Marketing Hardware Upgrade	20.0	5.6	5.2	10.8	9.2		0.0	In Progress
2014-T014 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2014-T015 Food Service POS	350.0	3.5	264.6	268.1	81.9		0.0	In Progress
2014-T016 Kronos System	150.0	0.0	0.0	0.0	0.0		(150.0)	Cancel
Total Technology	556.0	29.4	273.0	302.4	99.2	6.0	(148.4)	
Others								
2014-O017 SUO Meeting Room Upgrade	30.0	1.9	0.0	1.9	28.1		0.0	In Progress
2014-0018 SUO Chair Replacements	25.0	7.9	0.0	7.9	17.1		0.0	In Progress
2014-O019 SUO General Replacement	15.0	14.2	0.9	15.1	0.0		0.1	Completed
2014-O020 Custodial Replacements	5.0	0.0	3.3	3.3	1.7		0.0	In Progress
2014-O021 Fac. Misc. Remodels	25.0	0.0	28.1	28.1	0.0		3.1	Completed awaiting invoice
2014-O022 KH Coffeehouse Patio Membrane	225.0	0.0	0.0	0.0	0.0	225.0	0.0	Pending
2014-O023 Finance Misc. Replacements	20.0	11.1	5.6	16.7	0.0		(3.3)	Completed
2014-O024 Marketing Misc. Furniture Replacement	2.5	0.0	0.0	0.0	0.0	2.5	0.0	Pending
2014-O025 AU 1st Floor Restroom Upgrade	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2014-O026 KH Grand Salon - AC Upgrade	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2014-O027 Additional Utility Efficiency Projects	50.0	16.5	0.0	16.5	33.5		0.0	In Progress
2014-O031 AU Solar Panels Expansion Design	0.0	0.0	20.0	20.0	0.0		20.0	Completed awaiting invoice
2014-O032 AU & KH Variable Pumps (VSD)	0.0	0.0	80.1	80.1	19.9		100.0	In Progress
2014-O033 Gender Neutral Restrooms	0.0	0.0	148.3	148.3	1.7		150.0	In Progress
2014-O034 HVAC Management System (VFD)	0.0	0.0	0.0	0.0	170.0		170.0	Pending
2014-O035 AU 3rd floor HVAC	0.0	0.0	36.6	36.6	0.0		36.6	Completed Awaioting Invoice
2014-O036 AU Internal Circulation Study	0.0	0.0	0.0	0.0	5.0		5.0	Pending
Total Others	439.5	51.6	322.9	374.5	277.0	269.5	481.5	
Total Current Year Projects	1,414.5	297.2	804.0	1,101.2	401.6	372.5	460.8	

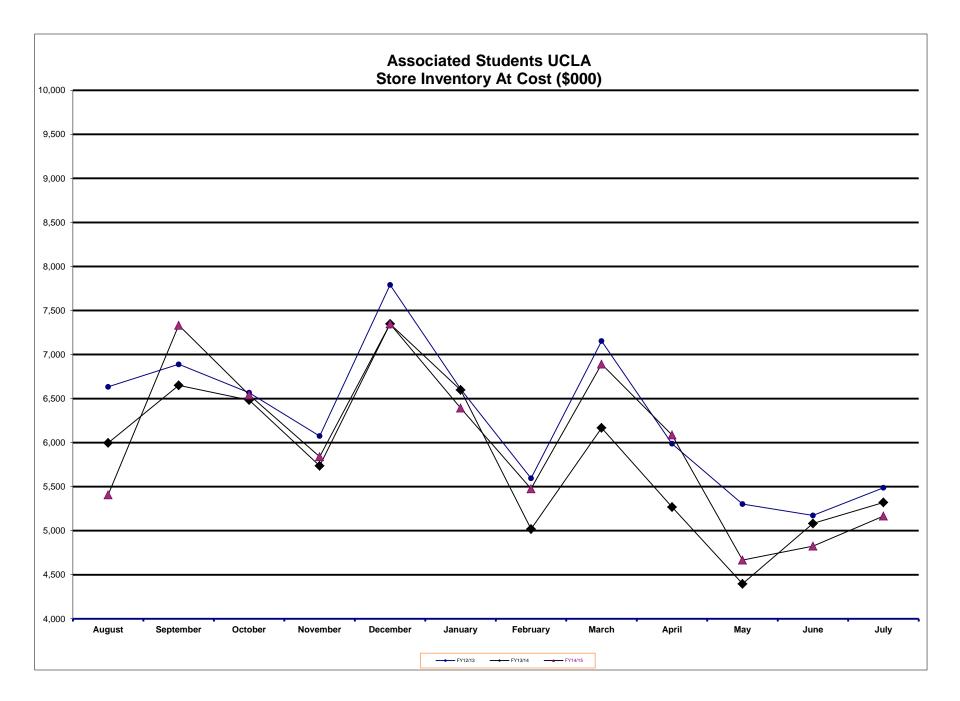
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

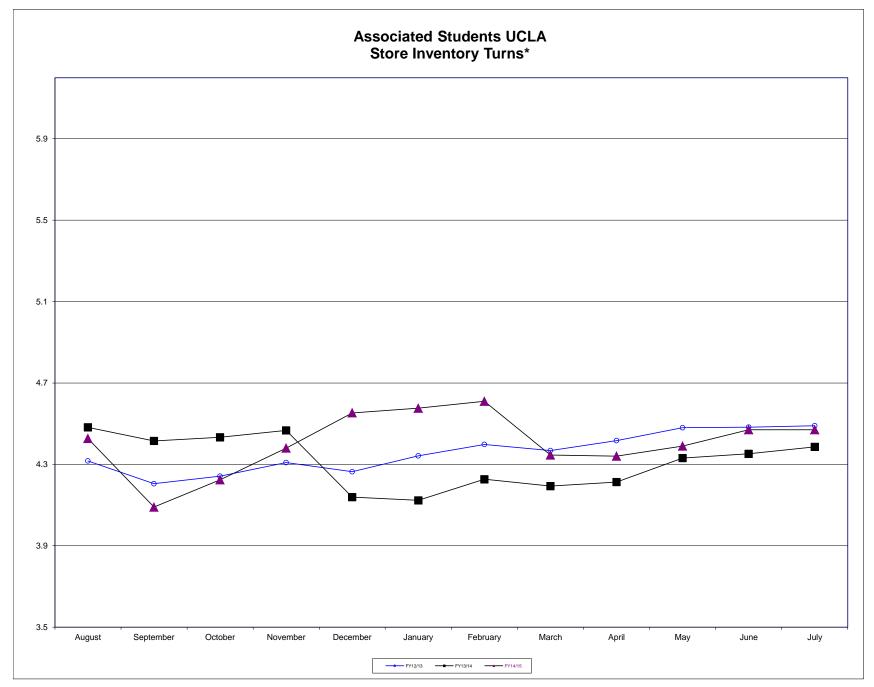
7/25/2015 Jul	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$720,023	20%	\$175,253	85%	\$25,699	50%	\$13,803	34%	\$258	4%	\$16,610	31%	\$951,646	23%
ASUCLA PUBLICATIONS	\$75,843	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$75,843	2%
ASUCLA USA/GSA	\$65,305	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$65,305	2%
DUE FROM VENDORS	\$1,045,629	29%	(\$18,738)	-9%	(\$5,218)	-10%	\$9,703	24%	\$6,469	96%	\$37,004	68%	\$1,074,849	27%
DENTAL KITS	\$66,324	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$66,324	2%
OTHER	\$1,680,128	45%	\$49,778	24%	\$31,074	60%	\$16,686	42%	\$0	0%	\$456	1%	\$1,778,122	44%
TOTAL CURRENT MONTH	\$3,653,252	100%	\$206,293	100%	\$51,555	100%	\$40,192	100%	\$6,727	100%	\$54,070	1 <b>00</b> %	\$4,012,089	100%
	92%		5%		1%		1%		0%		1%		100%	
6/27/2015 Jun	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,993,260	41%	\$47,201	83%	\$23,943	19%	\$532	9%	\$13,791	67%	\$5,220	12%	\$2,083,947	39%
ASUCLA PUBLICATIONS	\$147,479	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$147,479	3%
ASUCLA USA/GSA	\$67,803	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$67,803	1%
DUE FROM VENDORS	\$1,047,924	21%	(\$3,909)	-7%	\$23,162	19%	\$5,240	85%	\$3,493	17%	\$39,582	87%	\$1,115,492	22%
DENTAL KITS	\$83,561	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,561	2%
OTHER	\$1,595,185	32%	\$13,494	24%	\$76,209	62%	\$345	6%	\$3,238	16%	\$332	1%	\$1,688,803	33%
TOTAL CURRENT MONTH	\$4,935,212	100%	\$56,786	100%	\$123,314	1 <b>00</b> %	\$6,117	100%	\$20,522	100%	\$45,134	1 <b>00</b> %	\$5,187,085	100%
	96%		1%		2%		0%		0%		1%		100%	
5/23/2015 May	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,062,690	23%	\$192,130	58%	\$7,882	24%	\$17,763	95%	\$3,370	197%	\$14,025	24%	\$1,297,860	26%
ASUCLA PUBLICATIONS	\$96,435	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,435	2%
ASUCLA USA/GSA	\$114,339	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$114,339	2%
DUE FROM VENDORS	\$1,399,044	31%	\$24,209	7%	\$17,379	54%	(\$3,490)	-19%	(\$2,327)	-136%	\$40,294	69%	\$1,475,108	29%
DENTAL KITS	\$284,383	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$284,383	6%
OTHER	\$1,607,995	35%	\$116,610	35%	\$7,064	22%	\$4,412	24%	\$668	39%	\$4,331	7%	\$1,741,080	35%
TOTAL CURRENT MONTH	\$4,564,885	100%	\$332,949	100%	\$32,325	1 <b>00</b> %	\$18,685	100%	\$1,711	100%	\$58,650	1 <b>00</b> %	\$5,009,205	100%
	91%		7%		1%		0%		0%		1%		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.

#### UCLA STORE INCOME STATEMENT

CUBBENT HORN-1         CUBENT HORN-1         CUBENT HORN-1         CUBENT HORN-1         Display and the second	JUL. 1	2(06/28/15-07/	25/15)	]	FI	ISCAL YEAR 14-	15	FISCAL Y	EAR 13-14
1.96,73: 1.95,73: 1.95,74: 1.95,75,75,74,74,74,74,74,74,74,74,74,74,74,74,74,									
1.007.01         96.221         127.46         CBM HILTO P 4000         128.38         14.45.28         12.45.27         12.45.27	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YID
45.52         71,00         -02,248-111.012         1.98,210         1.14,522         12,266         72,845         1.11,021           286,00         23,257,40         23,257,40         23,257,44         24,253,54         42,451,40         25,457,40         23,457,40           1,775,227         1,567,260         -22,79,895         cass,514         44,451,40         25,457,44         44,728,441           1,775,227         1,567,260         -22,79,895         cass,514         44,748,441         1,762,697         11,031,10         27,708         11,262,697         31,008,433           3,769         1,220         -4666         Accounty,5070 for         11,181,10         97,708         11,276,897         11,032,10         77,708         11,278,297           3,360         3,230         12         Control of Social Soci	1,095,735	943,596		ACADEMIC SUPPORT DIV	21,358,806	18,138,415			20,214,637
107.135         97.123         10.027         UWALE COMMON STORE         2.387.866         2.537.867 <th2.537.867< th=""> <th2.537.867< th=""> <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<></th2.537.867<></th2.537.867<>									
33,88         5,000         -2,882-5         COMMERS DIVISION         1,513,881         1,510,801         2,383.1         45,014         1,445,02           2,494,40         2,397,112         2,39,007         44,714         S116,027         4,383,14         4,451,18         2,49,007         4,72,81,41           1,775,229         1,587,280         -200,799-5         Lass: Start Says         32,857,278         2,86,01,22         <1,74,647									
2.647,401         2.571,112         2.867,891         1014, SALS         46,810,852         42,355,344         46,11,38         2.590,075         47,28,941           1,775,229         1,557,260         -207,669         Less Shridog         32,357,278         28,600,132         4,768,146         1,702,677         11,803,434           3,766         3,200         -c465         AZ0,997010V         141,861         66,750         -23,111         67,338         21,238           1,127         1,00         -21,221         1,00         -24,239,200         1,00,20         1,01,24         -44,966         1,02,24         -1,02,24         -1,02,24         1,02,24         -1,02,24									
1,775,229         1,567,260         - 207,960 - Less: Core of Sales:         32,357,278         28,690,132         - 3,748,145 - 1,702,677         31,003,433           3,766         3,200         - 486-5         ACQPERT CONTROLOW         141,841         66,750         - 73,111 - 67,388         12,238           3,785         3,200         - 486-5         ACQPERT CONTROLOW         72,000         - 47,311 - 77,470         - 74,777           744         240         - 47,15 - 100,000 - 20,0000 - 20,0000         72,000         - 10,000									
J.705         J.200                     J.18         J.300         J.21         J.31         J.301         J.301         J.21         J.41         J.41 <thj.41< th="">         J.41         J.41         <th< td=""><td>2,647,401</td><td>2,379,112</td><td>268,289</td><td>TOTAL SALES</td><td>46,810,652</td><td>42,359,514</td><td>4,451,138</td><td>2,540,075</td><td>44,728,941</td></th<></thj.41<>	2,647,401	2,379,112	268,289	TOTAL SALES	46,810,652	42,359,514	4,451,138	2,540,075	44,728,941
3,706         3,220         -480- 1         KALEMIC SUPPORT DV 1         141,861         9,750         -77,111- -77,112         67,005         71,213           1,121         101         -775- 144         1000         75,217         10,777         14,777           744         740         -544- 500         10000         52,20         16,616         11,492           300         1,150         790         FALTI SCINCESTORE 7,712         36,761         16,763         -13,8050         17,9312         90,932           100,800         9,520         -7660         Hell MACE         227,433         167,465         -13,9450         11,932         11,11,140           101,800         10,520         FORMACE         10,832         13,833,137         -14,6         66,1         67,5         -14,6         73,08         76,708         66,4           104         04         0.0         9,800 MACE         9,800 MACE         13,833,132         -1,86         13,00,779           22,6         3,37         -1,25         FARS MACE         9,800 MACE         13,333,132         -1,46         13,22         2,2         2,2         2,3         2,4         -1,46         14,4         13,333         14,2         -1,46	1,775,229	1,567,260	<207,969>	Less: Cost of Sales	32,357,278	28,609,132	<3,748,146>	1,702,677	31,030,433
3,706         3,220         -480- 1         KALEMIC SUPPORT DV 1         141,861         9,750         -77,111- -77,112         67,005         71,213           1,121         101         -775- 144         1000         75,217         10,777         14,777           744         740         -544- 500         10000         52,20         16,616         11,492           300         1,150         790         FALTI SCINCESTORE 7,712         36,761         16,763         -13,8050         17,9312         90,932           100,800         9,520         -7660         Hell MACE         227,433         167,465         -13,9450         11,932         11,11,140           101,800         10,520         FORMACE         10,832         13,833,137         -14,6         66,1         67,5         -14,6         73,08         76,708         66,4           104         04         0.0         9,800 MACE         9,800 MACE         13,833,132         -1,86         13,00,779           22,6         3,37         -1,25         FARS MACE         9,800 MACE         13,333,132         -1,46         13,22         2,2         2,2         2,3         2,4         -1,46         14,4         13,333         14,2         -1,46									
3.990         3.900         1         CHEREN MOSE DWISION         72,242         55,795         <18,247         10,67         55,549           1,121         410         -715         UVALU COMMONS SME         28,671         10,700         -17,312         700         4,777           340         1,130         700         HKATN SCIENCES STORE         28,671         10,700         -17,910         700         4,777           340         1,130         700         SEE MONGE         29,643         18,706         -18,006         16,000         9,029         31,11,200         31,12,200         11,12,200         11,00,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,750         11,01,11,11,11				Less: Shrinkage					
1.33         1.33         1.33         1.33         1.33         1.33         1.33         1.33         1.34         1.44         4.45         4.45 <th< td=""><td>3,706</td><td>3,220</td><td>&lt;486&gt;</td><td>ACADEMIC SUPPORT DIV</td><td>141,861</td><td>68,750</td><td>&lt;73,111&gt;</td><td>67,308</td><td>21,288</td></th<>	3,706	3,220	<486>	ACADEMIC SUPPORT DIV	141,861	68,750	<73,111>	67,308	21,288
1.123         140         -7.15         1/J. VILL COMMON STORE         28,671         10,700         -17,2115         7.07         4,707           340         1.138         796         FALIN SCIENCES STORE         23,740         13,688         1648         1.649         1.649           1,765,208         1.578,209         -20,622         IOVAL LOST OF SALES         23,658,721         23,746,717         3,268,237         1,252,94         1,752,992         1,121,2392         1,121,2392           2,10         5,3         -1,25         COST OF SALES         6,61         6,75         -1,26         6,60         6,60         1,63         1,63         1,60,759           2,10         3,1         -1,25         CACCS MARCIN %         30,2         2,1         1,84         2,4         1,83         30,3         1,25         1,84         1,64         1,60,5         1,45,9         1,20         30,4         1,85,2         1,22,4         1,86,3         1,80,5         1,80,5         1,80,5         1,80,5         1,80,5         1,80,5         1,80,5         1,80,5         1,80,5         1,22,2         1,20,2         1,21,4         1,30,2         2,3,4         1,80,5         1,21,2         1,21,2         1,21,2         1,22,2         2,2			-						
794         200         -544         ECOMBER DIVISION         37.22         5.380         1.668         1.64         1.602           10080         9.200         -2600         September Division         227.493         187.005         -130.496         7.102         99.090           11,055.08         1.055.08         -2600         September Division         226.471         237.43         1.67.045         -130.495         17.702         3.12         99.090           32,05         30.25         -1.10         -6.5.3         Color September Division         69.1         67.5         -1.06         67.0         69.4           32,05         33.7         -1.22         RGSS MARGIN %         0.02         22.1         -1.18         3.02         30.2         30.4           14.0         15.2         -1.23         ACLEPENDINIDIN         44         40.7         -0.32         40.2         40.2         30.4         12.0         20.4         23.6         23.0         20.4         23.6         23.6         -0.0         41.1         39.0         23.4         23.6         23.6         23.6         20.0         23.6         23.6         23.6         24.0         23.6         23.6         23.6         23.6									
340         1,130         790         PEAT NETROCE STORE         37,940         19,230         -(18,016)         1,861         -(1,165)           1,765,300         -(208,726)         FOTAL (CSST 0F SALES)         22,464,211         22,764,721         233,465         7,125,900         11,71,322         40,300           32,939         402,532         59,555         GROSS MARGIN (N         13,55,201         -12,863,3373         572,544         766,685         14,605,59           32,93         31,41         <12,35									
1.785.580         1.576.580         1.576.580         1.275.580         1.172.590         31.121.382           67.1         65.9           0.517         64.1         0.75         64.1         0.75         71.237         1.237.590         31.121.382           10.4         A.1         C.1.5         67.5         71.257         73.267         1.267         73.267         7	340	1,130	790		37,940		<18,010>	1,681	<1,604>
67.1         65.9         <1.2         OST OF SALES %         60.1         67.5         <1.6         67.4         69.4           13.9         33.41         <1.25									
B82.093         B82.512         95.61         chock MARCIN         14.155.021         13.583.332         572.584         766.065         13.007.379           3.2.6         33.7         <1.2.5	1,785,308	1,576,580	<208,728>	TOTAL COST OF SALES	32,654,731	28,776,177	<3,8/8,554>	1,773,990	31,121,362
32.9         34.1         <1.25	67.1	65.9	<1.2>	COST OF SALES %	69.1	67.5	<1.6>	67.0	69.4
0.4         0.0         SHET (ROSS MARGIN %         0.6         0.4         <0.3         2.8         0.2           32.6         33.7         <1.2									
22.6         33.7           30.2         32.1           30.2         30.1          30.2         30.1          30.2         30.1          30.2         30.1          30.2         30.1          30.2         30.1          30.2         30.1         30.2         30.2         30.1         30.2									
14.0         15.2		0.4	0.0	SHIMAGE 70	0.0	0.4	<0.52	2.0	0.2
49.5         50.1         -0.6- GERERAL MOSE DUISION 40.7         49.4         49.7         -0.3- 35.6         49.2         49.2         49.3           40.7         33.6         1.1         UWALE COMMON STORE 32.0         32.6         -0.6-         32.2         32.2         22.2         22.9         39.9           40.1         32.2         31.2         1.3         HEALTH SCIENCES STORE 1.60.4/02         1.60.4/	32.6	33.7	<1.2>	NET GROSS MARGIN %	30.2	32.1	<1.8>	30.2	30.4
43.2         40.2         3.0         HULTOP SHOP         33.6         33.6         0.00-         41.1         33.9           40.7         33.5         F.COMMERCE DIVISION         50.0         50.7         0.3         45.4         49.6           32.2         31.2         1.0         HALTOP SHOP         50.9         50.7         0.3         45.4         49.6           32.0         31.2         1.0         HALTOP SHOP         50.9         50.7         0.3         45.4         49.6           13.2         10.10         HERINCOME         1.466.122         1.115.32         352.80         81.025         147.26,800           25.1039         262.754         11.715         Career Wages         3.003.022         3.007.952         94.570         256.519         3.000.449           130.006         105.517         -27.172         Sourcer Wages         4.855.84         4.777,702         277.653         37.624         4.766,940           133.104         132.25         12.0         1.11.20         Employee Benefits         1.687,1157         1.691,071         3.914         13.333         1.566,300           133.30         3.300         0         17275         10.536         10.576         164									
40.7         39.6         1.1         U VALE COMMONS STORE         32.0         32.6         < <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
49.1         52.5 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>									
32.2         31.2         1.0         HEALTH SCIENCES STORE         26.0         25.2         0.8         25.0         25.1           191,043         132,092         58,051         OTHEN INCOME         1,468,122         1,115,23         352,402         116,840         1,125,53         934,624         116,811         GROSS MARCINOTHEN         1,524,042         14,698,657         925,385         881,925         14,756,830           130,008         105,237         <24,127									
1.053.135         934.624         118.511         GROSS MARGIN/OTHER         15.624.042         14.698.657         925.385         881.925         14.726,830           251.039         262,754         11.715         Career Wages         3.003.022         3.097.952         94.570         256,519         3.008.499           0         0         0         United Appointment         2.412         7.000         4.588         0         0         0         0         0         0.066,914         -121.106         1.666,494         4.777.023         -77.683         377.624         4.766,693         -77.683         377.624         4.766,693         -121.105         1.666,494         -107         1.631.164         11.3         0.09         1.04         11.3         0.09         1.04         11.3         0.09         1.04         11.3         0.09         1.05         1.04         1.05         1.04         1.03         3.15         0.00									
1.053.135         934.624         118.511         GROSS MARGIN/OTHER         15.624.042         14.698.657         925.385         881.925         14.726,830           251.039         262,754         11.715         Career Wages         3.003.022         3.097.952         94.570         256,519         3.008.499           0         0         0         United Appointment         2.412         7.000         4.588         0         0         0         0         0         0.066,914         -121.106         1.666,494         4.777.023         -77.683         377.624         4.766,693         -77.683         377.624         4.766,693         -121.105         1.666,494         -107         1.631.164         11.3         0.09         1.04         11.3         0.09         1.04         11.3         0.09         1.04         11.3         0.09         1.05         1.04         1.05         1.04         1.03         3.15         0.00	101 042	132.002	50 051		1 468 100	1 115 220	353 003	115 040	1 120 252
251,039         262,754         11,715         Career Wages         3,003,022         3,097,592         94,570         256,519         3,008,449           130,008         00,5837         -224,712         Student Wages         4,412         7,000         4,588         0         0         0           130,008         05,837         -224,712         Student Wages         4,495,930         1,473,110         -176,840-         124,459         92,167,310         -176,840-         124,109         14,9         10.7           153,182         142,059         <11,123-									
251,039         262,754         11,715         Career Wages         3,003,022         3,097,592         94,570         256,519         3,008,449           130,008         00,5837         -224,712         Student Wages         4,412         7,000         4,588         0         0         0           130,008         05,837         -224,712         Student Wages         4,495,930         1,473,110         -176,840-         124,459         92,167,310         -176,840-         124,109         14,9         10.7           153,182         142,059         <11,123-									
0         0				Less: Controllable Exp					
130,008         105,827         <24,12.1         Student Wages         1,849,950         1,673,110         <176,940         121,106         1,068,949           14.4         15.5         <12,455		,							
38.046         386.591         <12.455         TOTAL WAGE'S         4,855,385         4,777,702         <77,633         377,624         4,766,440           153,182         142,059         <11,123>         Employee Benefits         1,04         11.3         0.9         14.9         10.7           380         8,779         376         Office Supplies         124,579         93,350         <21,229	-	0						-	-
i.4.4         i.5.5         i.1.1         WAGE % TO SALES         i.0.4         i.1.3         i.0.9         i.4.9         i.0.7           i55,182         142,095         <11,225									
7,003         8,179         376         Office Supplies         124,579         93,350         <2,122>         9,388         119,296           13,530         13,725         Telephone         161,676         164,290         2,614         13,089         163,514           92         20         <2,2> Postage         320         208         <112>         20         297           1,789         200         <1,589		,							
7,003         8,179         376         Office Supplies         124,579         93,350         <2,122>         9,388         119,296           13,530         13,725         Telephone         161,676         164,290         2,614         13,089         163,514           92         20         <2,2> Postage         320         208         <112>         20         297           1,789         200         <1,589	153,103				1 607 457		2.014	400.000	1 566 300
13,530         13,725         195         Telephone         161,676         164,290         2,614         13,089         163,514           22         20         <2>         Postage         320         208         <112									
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$									
1.789         200         <1.889>         Tray/Tips/Conference         34,581         28,750         <5,831>         2,142         30,414           3,800         0         Membership Fees         8,100         8,100         <6,831			0						
3.800         3.800         0         Membership Fees         8.100         8.100         0         6.200         8.100           6.831         540         <6,291-									
6,831         540         < 6,291-         Operating Supplies         52,990         39,670         < 13,320-         1,113         S3,181           10,630         21,241         10,611         Freight Out         308,856         326,963         18,107         18,796         319,851           900         900         0         0         0         700         0         <700									
10.630         21,241         10,611         Freight Cut.         308,855         326,963         18,107         18,796         319,851           900         900         -0>         Transportation         14,019         13,400         <619>         900         13,309           0         0         0         Postage Stamp O/S         93         0         <33>         <157>         <4>           10,865         12,435         1,570         Advertising         248,446         257,506         9,060         20,981         256,022           <75,068-<									
0         0         0         Merciandise Losses         700           700               0         0         0         0         0         0         0         233         0         <						326,963			
0         0         0         0         0         0         0         0         0         248           10,865         12,435         1,570         Advertsing         248,444         257,506         9,060         20,981         256,022           <75,068									
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $		-							
<75,068>       <45,900>       29,168       Vendor Adv. Allowance       <151,689>       <121,480>       30,209       <38,899>       <144,323>         <2>       50       52       Direct Mail Adv.       270,823       286,600       <2,223>       46       263,175         0       0       0       0       1anitorial       60       0       <60>       0       <60>       0       <60>       0 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$					248,446	257,506		20,981	256,022
7,381         3,170         <4,211>         Repairs & Maintenance         55,648         50,547         <5,101>         5,293         58,771           0         0         0         1antorial         60         0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>									
0         0         0         Janitorial         60         0         <60>         0         0         0         0         0         0         0         0         0         0         0         0         0         0         777,578         726,163         <51,415>         41,356         723,477           <1,306>         0         0         0         Credit Card Adjustments         7,844         0         <507>         0         <527									
46,537         41,372         <5,165									
69         0         <69>         Credit Card Adjustments         7,844         0         <7,844>         681         4,832           0         0         0         0         Textbook Rental Exp         1,650         723         <927>         0         535           527         0         <5272	46,537	41,372	<5,165>	Bank Card Expense	777,578	726,163	<51,415>	41,356	723,477
0         0         0         Textbook Rental Exp         1,650         723         <927>         0         535           527         0         <527>         Rentals-Facilities         6,695         4,000         <2,695>         501         3,351           0         0         0         Rentals-Facilities         2,504         2,000         <504>         0         2,300           0         0         0         Taxes & Licenses         300         300         0         0         300           13,928         8,700         <5,228>         Professional Services         97,218         106,000         8,782         12,979         122,419           0         1,800         1,800         Inventory Count         23,158         26,450         3,292         0         22,531           874         300         <574>         Commission Expense         36,585         36,046         <539>         0         35,848           0         1         1         Alloc of Distr Cntr         0         3         3         0         0           3,932         1,100         <2,832>         Payment to UCLA         3,987,152         3,848,946<<<138,206>         230,595         3,780,616									
527         0         <527         Rentals-Facilities         6,695         4,000         <2,695>         501         3,351           0         0         0         0         Rentals-Truck         2,504         2,000         <504>         0         2,300           13,928         8,700         <5,228>         Professional Services         97,218         106,000         8,782         12,979         122,419           969         0         <9699									
0         0         0         Taxes & Licenses         300         300         0         0         0         300           13,928         8,700         <5,228		0	<527>			4,000	<2,695>		3,351
13,928         8,700         <5,228>         Professional Services         97,218         106,000         8,782         12,979         122,419           969         0         <969>         Temp Agency Service         5,572         0         <5,572			0	Rentals-Truck	2,504	2,000	<504>		2,300
969         0         <969>         Temp Agency Service         5,572         0         <5,572>         <171>         1,501           0         1,800         1,800         1nventory Count         23,158         26,450         3,292         0         22,531           874         300         <574>         Commission Expense         43,234         39,100         <4,134>         0         38,849           0         75         75         Concession Expense         36,585         36,046         <539>         0         0           3.932         1,100         <2,832>         Payment to UCLA         166,545         86,226         <80,319>         2,439         103,111           207,274         213,847         6,573         TOTAL OTHER CONTROL.         3,987,152         3,848,946         <138,206>         230,595         3,780,616           588,320         582,438         <5,882>         TOTAL OTHER CONTROL.         3,987,152         3,848,946         <215,889>         608,219         8,547,560           464,816         352,186         112,630         SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           144,070         150,392         6,232									
0         1,800         1,800         Inventory Count         23,158         26,450         3,292         0         22,531           874         300         <574>         Commission Expense         43,234         39,100         <4,134>         0         38,849           0         75         75         Concession Expense         36,585         36,046         <539>         0         35,848           0         1         1         Alloc of Distr Cntr         0         3         3         0         0           207,274         213,847         6,573         TOTAL CONTROL.         166,545         86,226         <80,319>         2,439         103,111           207,274         213,847         6,573         TOTAL CONTROL.         8,842,537         8,626,648         <215,889>         608,219         8,547,560           588,320         582,438         <5,882>         TOTAL CONTROLLABLE EXP         8,842,537         8,626,648         <215,889>         608,219         8,547,560           464,816         352,186         112,630         SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           144,070         150,302         6,232         Allocated Exp									
874         300         <574>         Commission Expense         43,234         39,100         <4,134>         0         38,849           0         75         Concession Expense         36,585         36,046         <539>         0         38,849           0         1         Alloc of Distr Chtr         0         3         3         0         0           3,932         1,100         <2,832>         Payment to UCLA         166,545         86,226         <80,319>         2,439         103,111           207,274         213,847         6,573         TOTAL OTHER CONTROL         3,987,152         3,848,946         <138,206>         230,595         3,780,616           588,320         582,438         <5,882									
0         1         1         Alloc of Distr Cntr         0         3         3         0         0           3,932         1,100         <2,832>         Payment to UCLA         166,545         86,226         <80,319>         2,439         103,111           207,274         213,847         6,573         TOTAL OTHER CONTROL.         166,545         86,226         <80,319>         2,439         103,111           588,320         582,438         <5,882>         TOTAL CONTROLLABLE EXP         8,842,537         8,626,648         <215,889>         608,219         8,547,560           464,816         352,186         112,630         SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           464,816         352,186         112,630         SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           80,967         61,934         419,033>         Allocated Exp. Fin         1,773,984         42,510         787,080         <55,430>         87,446         796,118         33,4					43,234		<4,134>		
3,932         1,100         <2,832>         Payment to UCA         166,545         86,226         <80,319>         2,439         103,111           207,274         213,847         6,573         TOTAL OTHER CONTROL.         3,987,152         3,948,946         <138,206>         230,595         3,780,616           588,320         582,438         <5,825									
207,274         213,847         6,573         TOTAL OTHER CONTROL.           588,320         582,438         <5,882>         TOTAL OTHER CONTROL.         3,987,152         3,848,946         <138,206>         230,595         3,780,616           588,320         582,438         <5,882>         TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 464,816         352,186         112,630         SVCS AND ENTERPRISES         8,626,648         <215,889>         608,219         8,547,560           34,566         31,798         <2,768>         Allocated Exp         -         6,781,505         6,072,009         709,496         273,706         6,189,270           144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           30,199         30,244         45         Allocated Exp. Mktg         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp. Othr SA         1,364,940         1,168,664         <196,276>         102,4561         1,147,874           82,598         71,596         <11,02>         Maintenance         973,129         869,635         <103,494>         65,484         65,484			-		-				
GROSS CONTRIBUTION TO 464,816         GROSS CONTRIBUTION TO SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           34,566         31,798         <2,768>         Allocated Exp         6,781,505         6,072,009         709,496         273,706         6,189,270           34,566         31,798         <2,768>         Allocated Exp. HR         393,015         387,719         <5,296>         39,371         361,402           144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           30,199         30,244         45         Allocated Exp. Hkg         363,499         361,138         <2,361>         28,187         338,70           277,334         97,257         <180,077>         Allocated Exp. Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832	207,274	213,847	6,573	TOTAL OTHER CONTROL.	3,987,152	3,848,946	<138,206>	230,595	3,780,616
464,816         352,186         112,630         SVCS AND ENTERPRISES         6,781,505         6,072,009         709,496         273,706         6,189,270           34,566         31,798         <2,768>         Allocated Exp	588,320	582,438	<5,882>		8,842,537	8,626,648	<215,889>	608,219	8,547,560
34,566         31,798         <2,768>         Allocated Exp.         HR         393,015         387,719         <5,296>         39,371         361,402           144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           80,967         61,934         <19,033>         Allocated Exp. Fin         1,773,986         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp. Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,1,47,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,654           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571	464.816	352.186	112.630		6,781.505	6,072.009	709.496	273.706	6,189.270
34,566         31,798         <2,768>         Allocated ExpHR         393,015         387,719         <5,296>         39,371         361,402           144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           80,967         61,934         <19,033>         Allocated ExpIS         842,510         787,080         <55,430>         87,446         796,118           30,199         30,244         45         Allocated Exp. Mktg         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,595         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,654           740,718 <td></td> <td>/100</td> <td>,000</td> <td></td> <td>.,,</td> <td>.,</td> <td>, 150</td> <td>,</td> <td>.,,2,0</td>		/100	,000		.,,	.,	, 150	,	.,,2,0
144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           80,967         61,934         <19,033>         Allocated Exp15         842,510         787,080         <55,430>         87,446         796,118           30,199         30,244         45         Allocated Exp. Nktg         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp. Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571         6,531,990				Less: Allocated Exp					
144,070         150,302         6,232         Allocated Exp. Fin         1,773,986         1,858,054         84,068         142,983         1,759,984           80,967         61,934         <19,033>         Allocated Exp15         842,510         787,080         <55,430>         87,446         796,118           30,199         30,244         45         Allocated Exp. Nktg         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp. Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571         6,531,990	34,566	31,798	<2,768>	Allocated ExpHR	393,015	387,719	<5,296>	39,371	361,402
30,199         30,244         45         Allocated Exp. Mktg         363,499         361,138         <2,361>         28,187         338,750           277,334         97,257         <180,077>         Allocated Exp Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571         6,531,990	144,070	150,302	6,232	Allocated Exp. Fin	1,773,986	1,858,054	84,068	142,983	1,759,984
277,334         97,257         <180,077>         Allocated Exp Othr SA         1,364,940         1,168,664         <196,276>         102,561         1,147,874           82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         47,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571         6,531,990									
82,698         71,596         <11,102>         Maintenance         973,129         869,635         <103,494>         65,484         871,656           31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,838,819         6,586,500         <252,319>         571,571         6,531,990									
31,536         36,292         4,756         Utilities         426,019         405,187         <20,832>         32,989         438,523           59,349         62,418         3,069         Depreciation         701,722         749,023         47,301         72,549         817,684           740,718         541,841         <198,877>         TOTAL ALLOCATED EXP         6,588,819         6,586,500         <252,319>         571,571         6,531,990									
740,718 541,841 <198,877> TOTAL ALLOCATED EXP 6,838,819 6,586,500 <252,319> 571,571 6,531,990	31,536	36,292	4,756	Utilities	426,019	405,187	<20,832>	32,989	438,523
<275,903> <189,655> <86,248> NET INCOME (LOSS) <57,314> <514,491> 457,177 <297,865> <342,720>	/40,718	541,841	<198,877>	TOTAL ALLOCATED EXP	0,838,819	0,586,500	<252,319>	5/1,571	o,531,990
	<275,903>	<189,655>	<86,248>	NET INCOME (LOSS)	<57,314>	<514,491>	457,177	<297,865>	<342,720>

#### UCLA RESTAURANTS INCOME STATEMENT

	2(06/28/15-07/2	25/15)	1	F	ISCAL YEAR 14-	15	FISCAL YE	ΔR 13-14
	CURRENT MONTH				MO(07/27/14-0		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
109,625	102,255	7,370	CENTRAL DIVISION	1,672,674	1,641,173	31,501	102,259	1,611,557
123,439	112,513	10,926	NORTH CAMPUS DIVISION	2,192,481	2,187,077	5,404	105,205	2,047,551
118,051	112,636	5,415	SOUTH DIVISION	1,600,941	1,594,573	6,368	104,081	1,534,412
127,614	132,095		LU VALLE DIVISION	2,707,979	2,622,401	85,578	127,714	2,483,593
180,973	174,525	6,448	COOPERAGE DIVISION	3,031,340	3,150,394	<119,054>	164,326	2,799,27
97,896	69,868	28,028	SPECIAL EVENTS DIVISION	2,413,067	2,231,704	181,363	63,390	2,445,15
757,599	703,892	53,707	TOTAL SALES	13,618,482	13,427,322	191,160	666,975	12,921,53
270.466						172 102	246.405	
270,466	243,123		Less: Cost of Sales	4,809,460	4,637,267	<172,193>	246,105	4,509,60
35.7	34.5	<1.2>	COST OF SALES %	35.3	34.5	<0.8>	36.9	34.
487,133	460,769	26,364	GROSS MARGIN	8,809,022	8,790,055	18,967	420,870	8,411,92
64.3	65.5	<1.2>	GROSS MARGIN %	64.7	65.5	<0.8>	63.1	65.
63.3	66.4	<3.1>	CENTRAL DIVISION	66.5	66.8	<0.3>	64.3	67.
63.0	65.3	<2.3>	NORTH CAMPUS DIVISION	64.1	65.6	<1.5>	62.5	64.
65.7	64.2	1.5	SOUTH DIVISION	64.6	65.2	<0.6>	64.3	64.
68.5	68.1	0.5	LU VALLE DIVISION	67.8	68.3	<0.5>	68.4	68.
63.0	64.5	<1.5>	COOPERAGE DIVISION	63.8	64.5	<0.7>	63.6	63.
60.4	64.7	<4.4>	SPECIAL EVENTS DIVISION	62.2	62.9	<0.7>	57.1	63.
149,913	118,934	30,979	OTHER INCOME	2,443,073	2,167,039	276,034	133,466	2,329,13
637,046	579,703	57,343	GROSS MARGIN/OTHER	11,252,095	10,957,094	295,001	554,336	10,741,06
0077010	5757765	57,515		11/202/055	10/50/7051	230,001	55 1/555	10// 12/00
			Less: Controllable Exp					
275.661	278,454	2,793	Career Wages	3,490,974	3,479,718	<11,256>	265.083	3,370,43
672	1,200		Limited Appointment	12,268	19,350	7,082	196	6,82
156,967	136,341		Student Wages	2,496,698	2,408,631	<88,067>	133,559	2,361,72
<31,265>	<28,793>	2,472	Labor Recharge	<467,025>	<483,770>	<16,745>	<26,670>	<411,65
			TOTAL WAGES	<467,025> 5.532,915				
402,035	387,202	<14,833> 1.9	WAGE % TO SALES	5,532,915 40.6	5,423,929 40.4	<108,986>	372,168 55.8	5,327,32 41.
53.1	55.0	1.9	WAGE % TO SALES	40.6	40.4	<0.2>	55.8	41.
171.005	162 504	0.671	Freedow Prove Cha	1 057 034	1 004 100	26.256	150.056	1 700 47
171,265	162,594		Employee Benefits	1,957,924	1,984,180	26,256	150,356	1,790,47
2,373	1,810		Office Supplies	21,935	22,110	175	2,062	22,62
4,606	4,372		Telephone	50,971	52,414	1,443	4,160	53,09
0	500	500	Training Programs	9,733	15,000	5,267	0	12,97
36,479	35,675	<804>		655,432	632,500	<22,932>	37,540	615,88
4.8	5.1	0.3	Paper % To Sales	4.8	4.7	<0.1>	5.6	4.
4,921	3,885	<1,036>	Cleaning Supplies	61,361	52,723	<8,638>	5,070	62,14
<8,092>	<10,250>	<2,158>	Purchasing Rebates	<119,912>	<122,500>	<2,588>	<7,306>	<117,31
5,250	2,518	<2,732>	Replacements	41,886	33,188	<8,698>	3,180	42,71
3,249	3,105	<144>	Laundry	58,908	68,933	10,025	3,205	61,55
1,305	1,090	<215>	Uniforms	11,341	17,370	6,029	661	18,36
3,448	1,475	<1,973>		53,738	60,545	6,807	871	52,89
0	100		Menu Development	0	1,200	1,200	21	2
5	9		Dorm Coupons Expense	12	99	87	0	4
7,850	6,342		Repairs & Maintenance	115,054	82,860	<32,194>	8,173	130,79
26.039	20,584			445,659	391,890	<53,769>	23,797	399,33
.,	1,179					<53,709>	1,079	
1,067		112	Sales Tax Expense	20,130	20,645			19,86
2,501	731		Overs/Shorts	22,491	10,535	<11,956>	<129>	19,91
0	0	0	Credit Card Adjustments	216	0	<216>	0	15
1,710	0	<1,710>		6,388	1,500	<4,888>	187	2,71
269	425	156	Rentals-Truck	4,328	5,225	897	88	5,16
0	0	0	Taxes & Licenses	586	11,000	10,414	0	38
0	0		Professional Services	600	0	<600>	0	60
441	300		Temp Agency Service	9,321	2,100	<7,221>	287	2,64
6,838	8,488	1,650	Commission Expense	256,472	258,141	1,669	5,278	264,14
271,527	244,932	<26,595>	TOTAL OTHER CONTROL.	3,684,574	3,601,658	<82,916>	238,580	3,461,18
673,562	632,134	<41,428>	TOTAL CONTROLLABLE EXP	9,217,489	9,025,587	<191,902>	610,748	8,788,51
	I		GROSS CONTRIBUTION TO					
<36,516>	<52,431>	15,915	SVCS AND ENTERPRISES	2,034,606	1,931,507	103,099	<56,411>	1,952,55
	I							
			Less: Allocated Exp					
36,470	33,404	<3,066>	Allocated ExpHR	445,733	438,685	<7,048>	38,802	402,85
46,063	49,248	3,185	Allocated Exp. Fin	614,580	689,918	75,339	43,093	616,86
25,887	20,293		Allocated ExpIS	282,924	289,876	6,952	26,355	276,66
9,655	9,910	255	Allocated Exp. Mktg	124,830	134,580	9,750	8,495	119,18
88,670	31,867	<56,803>		461,295	433,834	<27,461>	30,910	399,85
69,714	58,109	<11,605>	Maintenance	820,344	705,811	<114,533>	55,203	734,80
26,585	29,450	2,865	Utilities	359,133	328,794	<30,339>	27,809	369,67
97,124	99,424	2,300	Depreciation	1,142,252	1,193,098	50,846	106,764	1,207,69
400,168	331,705	<68,463>	TOTAL ALLOCATED EXP	4,251,091	4,214,596	<36,495>	337,431	4,127,58
100,100	551,705	<00,70J>	. STAL ALLOUATED LAF	1,231,031	1,217,350	<u>&lt;00,700</u> >	107,102	,12,130
<436,684>	<384,136>	<52,548>	NET INCOME (LOSS)	<2,216,485>	<2,283,089>	66,604	<393,842>	<2,175,03
218,671	220,475	<1.804>	TOTAL CUSTOMER COUNT	4,000,982	4,022,509	<21,527>	216,689	3,946,97
85,255	78,912	6,343	3RD PARTY CUST COUNT	1,411,719	1,390,674	21,045	84,184	1,405,08
133,416	141,563		ASUCLA CUSTOMER COUNT	2,589,263	2,631,835	<42,572>	132,505	2,541,88
133,410	171,303	<u>&lt;0,177</u> >	COUNT	2,303,203	2,031,033	~72,372>	132,303	2,571,00
6.12	5.41	0.71	TOTAL AVERAGE CHECK	5.72	5.43	0.28	5.69	5.4
7.58	6.69	0.89	3RD PARTY AVG CHECK	7.02	6.54	0.48	7.10	6.1
5.19	4.70	0.48	ASUCLA AVERAGE CHECK	4.77	4.66	0.11	4.79	4.5
				252.264	345,872	<7,492>	21,512	346,68
22,780 33.26	21,548 32.67		Employee Hours Sales/Labor Hour	353,364 38.54	38.82	<0.28>	31.00	340,00

JUL. 1	2(06/28/15-07/2	25/15)	1 1	FI	Scal year 14-:	15	FISCAL YE	AR 13-14
C	URRENT MONTH	1	1	YTD 12	MO(07/27/14-0	7/25/15)	LAST YEA	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,615	9,603	1,012	PHOTOGRAPHY	157,803	195,724	<37,921>	7,516	173,282
10,615	9,603	1,012	TOTAL SALES	157,803	195,724	<37,921>	7,516	173,282
470	343	<127>	Less: Cost of Sales	3,460	5,340	1,880	38	3,242
10,145	9,260	885	GROSS MARGIN	154,344	190,384	<36,040>	7,478	170,040
95.6	96.4	<0.9>	GROSS MARGIN %	97.8	97.3	0.5	, 99.5	98.1
95.6	96.4	<0.9>	PHOTOGRAPHY	97.8	97.3	0.5	99.5	98.1
205,174	277,034	<71.860>	TRADEMARKS AND LICENSIN	2,359,163	2,414,690	<55,527>	224,835	2,272,447
96,217	98,039	,	LEASED OPS	1,165,057	1,183,530	<18,473>	97,180	1,105,143
301,392	375,073	,	OTHER INCOME	3,524,221	3,598,220	<74,000>	322,015	3,377,590
311,537	384,333	1	GROSS MARGIN/OTHER	3,678,564	3,788,604	<110,040>	329,493	3,547,630
			Less: Controllable Exp					
33,854	32,731	<1,123>	Career Wages	406,409	394,316	<12,093>	32,337	387,885
93	1,920	1,827	Student Wages	4,521	21,743	17,222	509	16,957
33,947	34,651	704	TOTAL WAGES	410,930	416,059	5,129	32,846	404,842
319.8	360.8	41.0	WAGE % TO SALES	260.4	212.6	<47.8>	437.0	233.6
10,100								
19,108	16,978	,	Employee Benefits	208,766	203,749	<5,017>	15,728	183,678
407	700		Office Supplies	6,596	9,088	2,492	2,757	8,612
653	755	102	Telephone	8,026	8,723	697	643	8,137
24	105	81	Postage	775	1,260	485	27	901
0	0	0	Trav/Trips/Conference	21,047	20,000	<1,047>	878	10,128
0	0	0	Enforcement	7,818	10,000	2,182	0	6,000
0	0	0	Enforcement Adv.	500	1,000	500	0	0
0	0	0	Advertising	0	464	464	0	0
354	1,700	1,346	Business Promotion	30,565	38,000	7,435	2,317	33,424
0	225	225	Repairs & Maintenance	1,239	2,335	1,096	0	1,555
2,083	2,572	489	Professional Services	25,546	29,522	3,976	2,353	35,045
0	1,150	1,150	Legal	6,200	13,800	7,600	0	6,596
7,073	4,150		Trademark	52,512	49,800	<2,712>	1,870	37,267
33,375	37,020		Intern'l Agnt Fee/Tax	285,723	322,391	36,668	33,375	290,161
11,184	20,706	,	Domestic Agency Fee	146,720	141,599	<5,121>	8,733	139,159
40,048	36,669		Payment to UCLA	567,044	567,487	443	35,066	570,930
114,308	122,730	8,422	TOTAL OTHER CONTROL.	1,369,077	1,419,218	50,141	103,747	1,331,594
148,255	157,381	9,126	TOTAL CONTROLLABLE EXP	1,780,007	1,835,277	55,270	136,592	1,736,436
163,281	226,952	<63,671>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	1,898,557	1,953,327	<54,770>	192,900	1,811,194
			Less: Allocated Exp					
3,079	2,989	<90>	Allocated ExpHR	33,342	33,821	479	3,424	30,724
15,228	22,267		Allocated Exp. Fin	133,348	162,053	28,705	17,113	138,734
8,900	9,487	,	Allocated ExpIS	65,222	70,204	4,982	10,850	65,797
3,320	4,633		Allocated Exp. Mktg	28,296	32,523	4,227	3,497	27,813
30,485	14,898		Allocated Exp Othr SA	111,327	104,934	<6,393>	12,725	93,170
14,669	27,023	,	Maintenance	172,616	328,232	155,616	11,616	154,616
5,594	13,706	8,112	Utilities	75,568	153,022	77,454	5,852	77,786
6,052	6,148	96	Depreciation	73,712	73,769	57	6,240	72,793
87,327	101,151	13,824	TOTAL ALLOCATED EXP	693,432	958,558	265,126	71,317	661,434
75,954	125,801	<49,847>	NET INCOME (LOSS)	1,205,124	994,769	210,355	121,584	1,149,760

### UCLA STUDENT UNION INCOME STATEMENT

JUL. 1	2(06/28/15-07/2	25/15)	1	FI	Scal year 14-	15	FISCAL YE	EAR 13-14
CURRENT MONTH			YTD 12 MO(07/27/14-07/25/15)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
81,798	79,841	1,957	EVENT SERVICES OFFICE	591,140	580,460	10,680	73,983	543,893
01,750	0	1,557	STUDENT UNION OPERATION	32	0	32	0	0
0	0	0	<b>RECREATION &amp; GAMES</b>	5	0	5	11	1,725
28,935	38,989	<10,054>	AU POST OFFICE	596,803	674,707	<77,904>	34,830	643,781
110,733	118,830	<8,097>	TOTAL SALES	1,187,979	1,255,167	<67,188>	108,824	1,189,399
27.000	20.424	10.000		504 650		75 005	25.000	600 60 <i>1</i>
27,802 12,970	38,131 9,518	10,329	AU Post Office Cost Facilities Costs	584,659 103,244	659,864 103,202	75,205 <42>	35,293 4,929	633,681 99,527
12,970	9,518	<3,452> 0	Cost of Sales GM RM	105,244	105,202	<42>	4,929	25
40,772	47,649	6,877	Less: Cost of Sales	687,903	763,066	75,163	40,222	733,233
36.8	40.1	3.3	COST OF SALES %	57.9	60.8	2.9	37.0	61.7
69,961	71,181	<1,220>	GROSS MARGIN	500,076	492,101	7,975	68,602	456,166
63.2	59.9	3.3	GROSS MARGIN %	42.1	39.2	2.9	63.0	38.4
84.1	88.1	-2.05	EVENT SERVICES OFFICE	82.5	82.2	0.3	93.3	81.7
84.1 0.0	88.1 0.0	<3.9>	STUDENT UNION OPERATION	82.5 100.0	0.0	100.0	93.3	0.0
0.0	0.0	0.0	RECREATION & GAMES	99.4	0.0	99.4	100.0	98.6
3.9	2.2	1.7	AU POST OFFICE	2.0	2.2	<0.2>	<1.3>	1.6
11,680	2,754	8,926	STUDENT UNION OPS	190,833	165,354	25,479	2,218	205,315
0	0	0	RECREATION & GAMES	0	0	0	0	15,490
5,050 16,730	6,864 9,618	<1,814> 7,112	AU POST OFFICE OTHER INCOME	106,948 297,781	118,775 284,129	<11,827> 13,652	6,211 8,429	114,842 335,646
86,691	80,799	5,892	GROSS MARGIN/OTHER	797,858	776,230	21,628	77,031	791,812
00,051	00,755	5,052	GROUD FIAROIN/O FIER	757,050	770,230	21,020	77,051	7,51,012
			Less: Controllable Exp					
29,483	30,322	839	Career Wages	356,824	363,844	7,020	32,176	375,203
15,107	13,007		Student Wages	200,717	212,900	12,183	12,877	195,888
44,590 40.3	43,329 36.5		TOTAL WAGES WAGE % TO SALES	557,541 46.9	576,744 46.0	19,203 <1.0>	45,053 41.4	571,091 48.0
40.5	30.5	<3.0>	WAGE % TO SALES	40.9	40.0	<1.0>	41.4	40.0
17,682	16,207	<1,475>	Employee Benefits	196,927	197,286	359	16,927	191,945
608	649	41	Office Supplies	11,525	13,125	1,600	312	16,263
3,739	3,390	<349>	Telephone	40,038	39,890	<148>	3,537	40,292
0	0	0	Trav/Trips/Conference	3,255	3,375	120	0	1,848
0	0	0	24 Hour Study Lounge	7,505	6,650	<855>	459	7,354
160 0	0 0	<160> 0	Student Comm Art Training Programs	6,220 6,719	5,495 5,208	<725> <1,511>	196 95	5,749 2,982
6,603	6,603	0	Annual ASUCLA Events	43,025	37,562	<5,463>	6,603	42,912
295	1,223	928	Student Event Exp	119,583	80,465	<39,118>	607	121,375
2,178	240	<1,938>		3,097	3,195	. 98	0	1,950
0	0	0	Freight Out	6	0	<6>	0	0
0	0	0	Uniforms	600	600	0	0	838
46	20		Advertising	1,799	1,179	<620>	0	1,237
506 1,636	601 1,007	95 <629>	Business Promotion Repairs & Maintenance	6,153 15,928	7,182 11,839	1,029 <4,089>	504 2,932	5,788 17,882
753	916	<629> 163	Bank Card Expense	13,928	11,839	<4,089> 1,953	2,932 947	17,882
371	23		Overs/Shorts	2,667	405	<2,262>	0	77
0	0	0	Commission Expense	0	0	0	0	9,253
0	0	0	Student Support Svcs	2,791	3,000	209	0	2,908
15,417	15,417	0	Interaction Fund	185,000	185,004	4	15,417	185,000
849	0	<849>	STUDENT UNION EVENT F	119,675	140,000	20,325	3,010	121,835
50,843 95,433	46,296 89,625	<4,547> <5,808>	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	786,414 1,343,954	757,315 1,334,059	<29,099> <9,895>	51,545 96,598	792,395 1,363,486
JD,433	09,023	< <u>&gt;</u> ,0∪0>	GROSS CONTRIBUTION TO	דכעיכיניד	1,004,009	<5650,52	90,050	1,505,400
<8,742>	<8,826>	84	SVCS AND ENTERPRISES	<546,097>	<557,829>	11,732	<19,567>	<571,674>
	,		1	, i		, i	,	
			Less: Allocated Exp					
		205		4	40 - 200			40.045
4,046	3,738		Allocated ExpHR	44,988	46,766	1,778	4,698	43,348
6,221 3,636	7,435 3,168	1,214	Allocated Exp. Fin Allocated ExpIS	55,066 26,922	66,532 29,047	11,466 2,125	6,089 3,861	60,580 28,248
1,356	1,547		Allocated Exp15	11,629	13,391	1,762	1,244	12,012
12,454	4,975		Allocated Exp Othr SA	45,889	43,270	<2,619>	4,528	40,891
43,580	37,472		Maintenance	512,820	455,146	<57,674>	34,509	459,345
16,619	18,994	2,375	Utilities	224,504	212,056	<12,448>	17,384	231,093
13,360	14,613	1,253	Depreciation	151,047	175,345	24,298	17,155	175,972
101,273	91,942	<9,331>	TOTAL ALLOCATED EXP	1,072,864	1,041,553	<31,311>	89,468	1,051,490
<110,015>	<100,768>	~9 747~	NET INCOME (LOSS)	<1,618,961>	<1,599,382>	<19,579>	<109,036>	<1,623,164>
~110,0137	100,700/	►J <sub>1</sub> ∠T1 /		1,010,901/	~	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	~107,0307	~1,023,1072

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

JUL. 12(06/28/15-07/25/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14		
CURRENT MONTH			YTD 12 MO(07/27/14-07/25/15)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
289,302	299,018	9,716	Career Wages	3,588,725	3,613,059	24,334	303,226	3,513,083
0	3,410	3,410	Limited Appointment	24,501	59,050	34,549	2,668	48,618
29,501	30,913	1,412	Student Wages	359,001	392,598	33,597	29,891	347,960
318,803	333,341	14,538	TOTAL WAGES	3,972,228	4,064,707	92,479	335,785	3,909,660
7.6	8.7	1.0	WAGE % TO TOTAL SALES	5.7	6.3	0.6	8.6	5.9
267,000	0	<267,000>	Emp Incentive Awards	267,000	0	<267,000>	0	0
0	0	0	Emp Awards, Profess.	11,156	15,700	4,544	106	11,788
2,000	0		Emp Awards, Students	11,100	9,400	<1,700>	2,000	11,000
159,051	143,931		Employee Benefits	1,749,816	1,715,462	<34,354>	136,305	1,556,368
5,901	7,766	1,865	Office Supplies	102,873	102,282	<591>	1,690	109,975
8,681	9,844	1,163	Telephone	108,983	115,744	6,761	8,525	106,495
782	1,183	401	Postage	9,820	14,134	4,314	633	10,844
100	2,362	2,262	Trav/Trips/Conference	4,666	26,905	22,239	4,607	25,379
100			Expense Allowance					
-	20			39	240	201	38	38
1,733	231	•	Employee Relations	27,073	22,820	<4,253>	234	20,590
0	0	0	Tuition Assistance	0	104	104	0	0
0	0	0	Training Programs	25	0	<25>	0	576
7,129	570		Fingerprinting	18,116	9,139	<8,977>	3,112	9,583
113	427	315	Recruitment	2,321	5,338	3,017	0	3,427
92	225	133	Operating Supplies	3,675	2,550	<1,125>	<255>	1,087
0	0	0	Freight Out	6	0	<6>	0	0
0	298	298	Uniforms	3,433	3,543	110	246	3,236
<701>	<500>	201	Security Expense	<1,383>	<6,000>	<4,618>	228	753
776	50	<726>	Security Equipment	1,273	600	<673>	0	896
2,657	2,808	151	Alarm Monitoring	32,169	33,718	1,549	2,662	32,727
1,667	1,000		Advertising	17,675	12,000	<5,675>	<2,283>	9,482
2,300	2,100		Benefits U Adv	22,251	25,200	2,949	2,100	13,627
4,488	7,062		Repairs & Maintenance	60,843	72,083	11,240	5,536	62,228
479	0	•	Repair-Mtce Computer	6,623	, 2,005	<6,623>	10,243	16,003
	-				-			
24,592	10,320		Repairs & Mtce-Equip	136,917	123,840	<13,077>	18,902	133,203
765	400		Printing	765	1,345	580	3,201	3,678
3,585	3,585		Bruin One Card Exp	96,924	73,634	<23,290>	6,955	110,506
50	80	30	Overs/Shorts	<8>	960	968	10	<10>
14,303	22,000	7,697	Insurance Expense	191,194	240,296	49,102	20,247	218,698
3,217	4,579	1,362	Professional Services	42,948	44,918	1,970	15,952	46,647
1,424	888	<536>		13,821	10,556	<3,265>	910	10,993
14,791	9,740	<5,051>	External Audit	124,995	124,105	<890>	12,095	119,660
0	200	200	Temp Agency Service	10,564	7,400	<3,164>	376	7,509
9,583	9,871	288	Internal Audit	114,371	118,446	4,075	9,583	115,000
0	0	0	Tax Consulting	12,984	13,730	746	0	12,584
6,966	0	<6,966>	PROFESSIONAL FEES PCI	28,966	32,000	3,034	<864>	14,136
9,393	16,000		Board of Directors	160,844	144,800	<16,044>	25,768	143,455
40	10,000		Special Projects	3,903	3,200	<703>	25,700	3,834
3,881	5,829		Misc. Bank Charges	41,246	53,655	12,409	3,522	38,397
6,600	3,300	,	Armored Carrier Expense	40,150	39,600	<550>	<79>	36,234
7,635	7,636		UCOP Payroll Services	90,528	91,625	<5502 1,097	7,417	89,000
			UCLA Recharge Expense					
13,955	15,929		5 1	167,443	191,148	23,705	15,929	193,898
2,577	1,666		Special Events	26,958	33,327	6,369	1,376	33,141
587,606	291,400		TOTAL OTHER CONTROL.	3,765,068	3,529,547	<235,521>	317,025	3,336,664
906,408	624,741	<281,667>	TOTAL CONTROLLABLE EXP	7,737,295	7,594,254	<143,041>	652,811	7,246,324
			Less: Allocated Exp					
17,802	16,176	<1,626>	Maintenance	209,485	196,478	<13,007>	14,097	187,641
6,789	8,199	1,410	Utilities	91,709	91,534	<175>	7,102	94,401
10,274	15,462	5,188	Depreciation	132,938	185,550	52,612	12,927	168,545
34,865	39,837	4,972	TOTAL ALLOCATED EXP	434,133	473,562	39,429	34,126	450,587
941,273	664,578		NET EXPENSE	8,171,428	8,067,816	<103,612>	686,936	7,696,911
,	,	-,/	-	, , .==	,,	,>	,	,,
<862,605>	<591,394>	271,211	Allocated-Svs and Ent	<7,223,341>	<7,152,089>	71,252	<616,233>	<6,760,859>
<29,245>	<29,245>	0	Allocated-USAC	<363,196>	<363,196>	0	<25,604>	<317,731>
<3,018>	<3,018>	0	Allocated-GSA	<36,818>	<36,818>	0	<3,318>	<42,583>
<46,405>	<40,921>		Allocated-Comm Board	<548,072>	<515,713>	32,359	<41,782>	<575,738>
		5,484						
<941,273>	<664,578>	276,695	TOTAL OTHER	<8,171,428>	<8,067,816>	103,612	<686,936>	<7,696,911>
_	0	0		_	0	-0.	-0	0
0	0	0	TOTAL EXPENSE	0	0	<0>	<0>	0

### MAINTENANCE DIVISION EXPENSE STATEMENT

JUL. 12(06/28/15-07/25/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14		
CURRENT MONTH			YTD 12 MO(07/27/14-07/25/15)		/25/15)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
94,181	105,047	10,866	Career Wages	1,294,237	1,298,973	4,736	96,363	1,206,969
4,627	0	<4,627>	Limited Appointment	47,412	0	<47,412>	3,644	30,008
932	1,236	304	Student Wages	9,671	14,544	4,873	203	5,318
<603>	<160>	443	Labor Recharge	<8,088>	<1,920>	6,168	<840>	<5,840>
<6,385>	<4,220>	2,165	Billed Labor Costs	<69,954>	<53,777>	16,177	<9,566>	<58,938>
<7,680>	<6,000>	1,680	Capitalized Wages	<50,606>	<72,000>	<21,394>	<3,360>	<73,743>
85,073	95,903	10,830	TOTAL WAGES	1,222,673	1,185,820	<36,853>	86,443	1,103,775
	,			_// ****	_//			
68,121	65,343	<2.778>	Employee Benefits	803,539	783,679	<19,860>	60,973	719,650
533	128		Office Supplies	2,281	1,936	<345>	80	2,182
666	721	55	Telephone	8,597	8,482	<115>	698	8,512
150	30		Trav/Trips/Conference	1,407	1,960	553	0	338
3,651	4,778	1,127	Paper	57,392	58,804	1,412	3,219	56,434
4,386	4,265		Cleaning Supplies	56,759	54,743	<2,016>	5,713	60,107
237	1,015		Replacements	15,002	13,472	<1,530>	1,200	22,794
339	505	166	Laundry	5,946	7,398	1,452	399	5,421
31,626	17,875		Repairs & Maintenance	257,618	214,500	<43,118>	<738>	188,974
1,441	3,000	,	Repairs & Mtce-Elevator	25,866	38,075	12,209	3,168	35,826
592	3,000 75		Repairs & Mtce-Equip	23,800 592	900	308	5,108 0	675
340	225		Painting Program	49,015	2,700	<46,315>	934	3,326
620	225 50		Incidental Proj Exp	49,013	2,700	×40,313> 86	954 0	3,520
24,029	3,850		Air Conditioning-Maint	80,091	46,200	<33,891>	5,679	45,512
'			Rub Remvl/Hauling		'	,		'
5,878 3,639	7,322		Rodent & Pest Control	84,610 50,893	95,448	10,838 <7,093>	7,195	95,431 43,652
	3,629				43,800		3,940	,
226 0	2,830 0	2,604 0	Rentals-Truck Janitorial	6,437 0	11,960 0	5,523 0	1,214 0	17,974 2,592
•	-	•		1,506,558	•	Ű	•	
146,473	115,641		TOTAL OTHER CONTROL.		1,384,657	<121,901>	93,674	1,312,901
231,547	211,544	<20,003>	TOTAL CONTROLLABLE EXP	2,729,231	2,570,477	<158,754>	180,117	2,416,676
			Lease Alle sate of From					
			Less: Allocated Exp					
14.010	15 274	450	Dennesistian	172 071	104 400	11 417	16 407	100.052
14,918	15,374		Depreciation	173,071	184,488	11,417	16,487	188,953
14,918	15,374	456	TOTAL ALLOCATED EXP	173,071	184,488	11,417	16,487	188,953
246,464	226,918	<19,546>	NET EXPENSE	2,902,303	2,754,965	<147,338>	196,605	2,605,630
210.000	104 202	16 462		.2.470.000	.2.250.024	100.005	166.012	.2.220.422
<210,662>	<194,200>	,	Allocated-Svs and Ent	<2,478,909>	<2,358,824>	120,085	<166,812>	<2,220,420>
<6,535>	<6,535>	0	Allocated-USAC	<78,420>	<78,420>	0	<6,002>	<72,017>
<2,564>	<2,564>		Allocated-GSA	<30,746>	<30,746>	0	<2,645>	<31,731>
<8,901>	<7,443>	1,458	Allocated-Comm Board	<104,743>	<90,497>	14,246	<7,048>	<93,821>
<17,802>	<16,176>	1,626	Allocated-A & SS	<209,485>	<196,478>	13,007	<14,097>	<187,641>
<246,464>	<226,918>	19,546	TOTAL OTHER	<2,902,303>	<2,754,965>	147,338	<196,605>	<2,605,630>
<0>	0	0		-05	0	0	205	0
<u></u>	U	0	TOTAL EXPENSE	<0>	U	U	<0>	U

### UTILITIES EXPENSE STATEMENT

JUL. 12(06/28/15-07/25/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14		
C	CURRENT MONTH			YTD 12 MO(07/27/14-07/25/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
20,146	30,340	10,194	Chiller Water	243,603	232,297	<11,306>	22,450	232,718
60,798	64,721	3,923	Elec-Non Air Cond.	771,059	789,945	18,886	73,945	806,244
8,867	8,138	<729>	Water-Non Air Cond.	124,459	104,375	<20,084>	10,879	104,446
2,467	10,011	7,544	Steam-Non Air Cond.	91,176	135,788	44,612	<10,749>	129,738
2,808	2,069	<739>	Gas	36,475	28,473	<8,002>	2,480	37,350
0	0	0	Energy Management	10,853	0	<10,853>	0	0
95,086	115,279	20,193	TOTAL OTHER CONTROL.	1,277,626	1,290,878	13,252	99,005	1,310,496
95,086	115,279	20,193	TOTAL CONTROLLABLE EXP	1,277,626	1,290,878	13,252	99,005	1,310,496
<80,335>	<98,442>	<18,107>	Allocated-Svs and Ent	<1,085,224>	<1,099,059>	<13,835>	<84,034>	<1,117,076>
<3,280>	<3,280>	0	Allocated-USAC	<39,393>	<39,393>	0	<2,998>	<35,970>
<1,288>	<1,288>	0	Allocated-GSA	<15,445>	<15,445>	0	<1,320>	<15,848>
<3,394>	<4,071>	<677>	Allocated-Comm Board	<45,855>	<45,447>	408	<3,551>	<47,200>
<6,789>	<8,199>	<1,410>	Allocated-A & SS	<91,709>	<91,534>	175	<7,102>	<94,401>
<95,086>	<115,280>	<20,194>	TOTAL OTHER	<1,277,626>	<1,290,878>	<13,252>	<99,005>	<1,310,496>
0	<1>	<1>	TOTAL EXPENSE	<0>	0	0	0	<0>