ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

September (08/28/11 - 10/01/11)

Prepared

October 18, 2011

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - SEPTEMBER 2011 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		SEPTI	EMBER (08	/28/11 - 10/0	1/11)			FY 1	0-11]			F	ISCAL YEA	R 2011-201	2			FY 10	0-11
			CURREN	T MONTH				*	•				YTD 2 I	MONTHS (0	7/31/11 - 10				**	•
ACTU	JAL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT		ACT	UAL	BUD	GET		VARI	ANCE		LAST YE	AR ACT
				ACT/I	BUD	ACT/LY	ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
9,611		9,691		(80)	(0.8%)	(311)	(3.1%)	9,922		UCLA Store	13,504		13,902		(398)	(2.9%)	(453)	(3.2%)	13,957	
1,117		1,066		51	4.8%	155	16.1%	962		UCLA Restaurants	1,968		1,841		127	6.9%	292	17.4%	1,676	
240		288		(48)	(16.7%)	(27)	(10.1%)	267		Services Division	440		478		(38)	(7.9%)	1	0.2%	439	
116		119		(3)	(2.5%)	4	3.6%	112		UCLA Student Union	222		227		(5)	(2.2%)	3	1.4%	219	
11,084		11,164		(80)	(0.7%)	(179)	(1.6%)	11,263		TOTAL	16,134		16,448		(314)	(1.9%)	(157)	(1.0%)	16,291	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
2,478	25.8%	2,539	26.2%	(61)	(0.4)	(182)	(1.0)	2,660	26.8%	UCLA Store	3,526	26.1%	3,700	26.6%	(174)	(0.5)	(226)	(8.0)	3,752	26.9%
780	69.8%	749	70.3%	31	(0.5)	111	0.3	669	69.5%	UCLA Restaurants	1,375	69.9%	1,298	70.5%	77	(0.6)	193	(0.6)	1,182	70.5%
240	100.0%	287	99.7%	(47)	0.3	(26)	0.4	266	99.6%	Services Division	439	99.8%	476	99.6%	(37)	0.2	1	0.0	438	99.8%
54	46.6%	56	47.1%	(2)	(0.5)	0	(1.6)	54	48.2%	UCLA Student Union	117	52.7%	115	50.7%	2	2.0	5	1.6	112	51.1%
3,552	32.0%	3,631	32.5%	(79)	(0.5)	(97)	(0.4)	3,649	32.4%	TOTAL	5,457	33.8%	5,589	34.0%	(132)	(0.2)	(27)	0.1	5,484	33.7%
										WAGES & BENEFITS										
572	6.0%	583	6.0%	11	0.0	1	(0.2)	573	5.8%	UCLA Store	1,094	8.1%	1,107	8.0%	13	(0.1)	(21)	(0.4)	1,073	7.7%
572	51.2%	595	55.8%	23	4.6	(53)	2.8	519	54.0%	UCLA Restaurants	1,067	54.2%	1,087	59.0%	20	4.8	(103)	3.3	964	57.5%
45	18.8%	50	17.4%	5	(1.4)	(3)	(3.1)	42	15.7%	Services Division	89	20.2%	99	20.7%	10	0.5	(8)	(1.7)	81	18.5%
67	57.8%	66	55.5%	(1)	(2.3)	(6)	(3.3)	61	54.5%	UCLA Student Union	126	56.8%	126	55.5%	0	(1.3)	(9)	(3.4)	117	53.4%
1,256	11.3%	1,294	11.6%	38	0.3	(61)	(0.7)	1,195	10.6%	TOTAL	2,376	14.7%	2,419	14.7%	43	0.0	(141)	(1.0)	2,235	13.7%
										OTHER CONTROLLABLES *										
320	3.3%	329	3.4%	9	0.1	13	0.1	333	3.4%	UCLA Store	600	4.4%	587	4.2%	(13)	(0.2)	7	(0.1)	607	4.3%
140	12.5%	135	12.7%	(5)	0.2	(7)	1.3	133	13.8%	UCLA Restaurants	227	11.5%	207	11.2%	(20)	(0.3)	(26)	0.5	201	12.0%
86	35.8%	104	36.1%	18	0.3	24	5.4	110	41.2%	Services Division	153	34.8%	155	32.4%	2	(2.4)	9	2.1	162	36.9%
53	45.7%	48	40.3%	(5)	(5.4)	(4)	(1.9)	49	43.8%	UCLA Student Union	98	44.1%	93	41.0%	(5)	(3.1)	(1)	0.2	97	44.3%
599	5.4%	616	5.5%	17	0.1	26	0.1	625	5.5%	TOTAL	1,078	6.7%	1,042	6.3%	(36)	(0.4)	(11)	(0.2)	1,067	6.5%
										CONTRIBUTION										
1,586	16.5%	1,628	16.8%	(42)	(0.3)	(168)	(1.2)	1,754	17.7%	UCLA Store	1,832	13.6%	2,006	14.4%	(174)	(0.8)	(240)	(1.2)	2,072	14.8%
69	6.2%	19	1.8%	50	4.4	52	4.4	17	1.8%	UCLA Restaurants	81	4.1%	4	0.2%	77	3.9	63	3.0	18	1.1%
110	45.8%	134	46.5%	(24)	(0.7)	(4)	3.1	114	42.7%	Services Division	197	44.8%	222	46.4%	(25)	(1.6)	2	0.4	195	44.4%
(66)	(56.9%)	(58)	(48.7%)	(8)	(8.2)	(11)	(7.8)	(55)	(49.1%)	UCLA Student Union	(108)	(48.6%)	(104)	(45.8%)	(4)	(2.8)	(6)	(2.0)	(102)	(46.6%)
1,699	15.3%	1,723	15.4%	(24)	(0.1)	(131)	(0.9)	1,830	16.2%	TOTAL	2,002	12.4%	2,128	12.9%	(126)	(0.5)	(181)	(1.0)	2,183	13.4%
										ALLOCATED EXPENSES										
498	4.5%	497	4.5%	(1)	0.0	(14)	(0.2)	484	4.3%	Admin&Support Services	978	6.1%	977	5.9%	(1)	(0.2)	(47)	(0.4)	931	5.7%
170	1.5%	170	1.5%	0	0.0	(17)	(0.1)	153	1.4%	Maintenance Division	347	2.2%	342	2.1%	(5)	(0.1)	(34)	(0.3)	313	1.9%
82	0.7%	74	0.7%	(8)	0.0	(6)	0.0	76	0.7%	Utilities	154	1.0%	157	1.0%	3	0.0	8	0.0	162	1.0%
197	1.8%	221	2.0%	24	0.2	4	0.0	201	1.8%	Depreciation	393	2.4%	442	2.7%	49	0.3	10	0.1	403	2.5%
947	8.5%	962	8.6%	15	0.1	(33)	(0.4)	914	8.1%	TOTAL	1,872	11.6%	1,918	11.7%	46	0.1	(63)	(0.5)	1,809	11.1%
										NET INCOME (LOSS)										
752	6.8%	761	6.8%	(9)	0.0	(164)	(1.3)	916	8.1%	FROM OPERATIONS	130	0.8%	210	1.3%	(80)	(0.5)	(244)	(1.5)	374	2.3%
										OTHER INC/(EXP)										
7	0.1%	0	0.0%	7	0.1	2	0.1	5		Non-Recurrent Inc/(Exp)	9	0.1%	0	0.0%	9	0.1	(4)	0.0	13	0.1%
19	0.2%	16	0.1%	3	0.1	(12)	(0.1)	31	0.3%	Interest Income	37	0.2%	32	0.2%	5	0.0	(22)	(0.2)	59	0.4%
(56)	(0.5%)	(56)	(0.5%)	0	0.0	3	0.0	(59)	(0.5%)	Interest (Expense)	(113)	(0.7%)	(113)	(0.7%)	0	0.0	5	0.0	(118)	(0.7%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	1.7%	186	1.7%	0	0.0	1	0.1	185	1.6%	Student Union Fee Income	371	2.3%	371	2.3%	0	0.0	1	0.0	370	2.3%
156	1.4%	146	1.3%	10	0.1	(6)	0.0	162	1.4%	TOTAL	304	1.9%	290	1.8%	14	0.1	(20)	(0.1)	324	2.0%
908	8.2%	907	8.1%	1	0.1	(170)	(1.4)	1,078	9.6%	NET INCOME (LOSS)	434	2.7%	500	3.0%	(66)	(0.3)	(264)	(1.6)	698	4.3%
* Without Be	nefits										·								·	

Without Benefits

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - SEPTEMBER 2011 (\$000's) DIVISIONS FULLY ALLOCATED

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1,586	(0.4) (1	6 (0.4)	(0.4)	(0.4)		6	6	6	21.0%)	3,460		21.4%	21	21.49	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.49	21.49	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.49	21.4	21.49	21.49	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%	21.4%
69 6.2% 19 1.8% 50 4.4 52 4.4 17 1.8% UCLA Restaurants 81 4.1% 4 0.2% 77 3.9 110 45.9% 134 46.5% (24) (0.7) (4) 3.1 114 42.7% Services Division 197 44.8% 222 46.4% (25) (1.6 (66) (56.9%) (58) (48.7%) (8) (8.2) (11) (7.8) (55) (49.1%) UCLA Student Union (108) (48.6%) (104) (45.8%) (4) (2.8 (104) (45.8%) (4) (4.2 (2.8) (4.2 (4.2 (4.2 (4.2 (4.2 (4.2 (4.2 (4.2																																																																																																		
110	(0.8)		(0.8)	(8.0)				6	14.4%	3	2,006		13.6%	13	13.69	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.69	13.69	13.69	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.69	13.6	13.69	13.69	13.69	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%
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908 8.2% 907 8.1% 1 0.1 (170) (1.4) 1,078 9.6% NET INCOME (LOSS) 434 2.7% 500 3.0% (66) (0.3	(0.3) (20	(66) (0.3)	(0.3)	(0.3))	(66)	(66)	6	3.0%	0	500		2.7%	2	2.79	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.79	2.79	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.79	2.7	2.79	2.79	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%

ASUCLA P/L Reconciliation Sep-11

Financial Analysis	\$00	0's
	Sep	
Budgeted Net Income/(Loss)		907
UCLA Store		
Gross Margin:		
Bearwear gross income \$65K below plan due to less fan support at the Rose Bowl and on-line	(40)	
Computer Store gross income \$244K above plan due to better than expected back-to-school sales, and promotions on Apple		
notebooks and iPads	24	
New Text gross income \$64K below plan due to continued decline in textbook sales and much lower textbook rental income	(29)	
Used Text gross margin below plan mainly due to negative sales variance of \$13K resulting from the continued decline in sales	(16)	
APS gross income \$29K above plan due mostly to timing: department orders budgeted last month	37	
Luvalle Books gross income \$30K below plan due to undergraduate accounting moved to Ackerman, and lower web orders	(6)	
Luvalle Essentials/Market gross income \$13K below plan due to a very difficult retail climate and aggressive sales plan	(9)	
HSS Books gross income \$54K below plan due to weakened rush sales and an accelerated decline in reference sales	(9)	
HSS Dental gross income \$107K below plan due to more backorders than planned and timing.	(7)	
Other, positive controllables mainly advertising	13	
Total Contribution		(42
UCLA Restaurants		
Gross Margin:		
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	10	
Court Science Stu Ctr. gross income \$45K below plan due to construction issues delaying opening	(28)	
KH Coffeehouse gross income \$16K above plan due to increased enrollment and delayed opening of CSSC	11	
Catering gross income \$74K above plan due to unbudgeted athletics business and new special events	47	
Concessions gross income \$24K below plan due to budgeted additional coffee cart not yet functioning	(16)	
Total Wages lower than plan in student and career	12	
Other, positive controllables mainly employee benefits and advertising	14	
Total Contribution		50
Services		
Gross Margin:		
Licensing domestic income below plan due mostly to: a number of key licensees to the UCLA Store are down this month		
compared to prior year, i.e. Adidas, Champion, Gear for Sport, and also key licensees selling to outside retail are down	(44)	
Licensing foreign income above plan due to timing	5	
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(6)	
Other, positive controllables mostly payment to UCLA and domestic agency fee	21	
Total Contribution		(24
UCLA Student Union		
Gross Margin:		
Student Union Ops gross margin above plan mostly due to an increase in wedding bookings partially offset by higher labor costs	1	
Recreation & Games gross margin below plan due to less students playing games	(3)	
Other, mainly negative controllables including waiver pool and training programs held this month but budgeted next month	(6)	
Total Contribution	\longrightarrow	3)
Allocated Expenses and Other	\longrightarrow	
Utilities higher than plan due to late readings of the meter for Electricity	(8)	
Depreciation lower than plan due to timing of capital expenditures	24	
Other, mainly positive non-recurring and interest income	9	
Total		25
Actual Net Income/(Loss)		908

ASUCLA P/L Reconciliation Year-To-Date Through September 2011

Budgeted Net Income/(Loss)		500
UCLA Store		
Gross Margin:		
Bearwear gross income \$186K below plan due to less foot traffic during football scrimmage, campus events/camps shifted into July, and reduced fan		
enthusiasm at the Rose Bowl and on-line	(105)	
New Text gross margin below plan due to continued decline in textbook sales and much lower textbook rental income	(19)	
Used Text gross income \$28K below plan due to continued decline in sales	(17)	
APS gross margin above plan due mainly to lower printing costs than prior year	26	
Luvalle Books gross income \$84K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(22)	
Luvalle Essentials/Market gross income \$11K below plan due to a very difficult retail climate and aggressive sales plan	(8)	
HSS Books gross income \$77K below plan due mostly to weakened rush sales and an accelerated decline in reference sales	(15)	
Kinross and South Campus Stores' gross income \$16K below plan as they were budgeted to open in September but now expected to open in January 2012	(7)	
Other	(7)	
Total Contribution		(174)
UCLA Restaurants		
Gross Margin:		
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	10	
Court Science Stu Ctr. gross income \$41K below plan due to construction issues delaying opening	(24)	
YRL Café gross income \$24K below plan due to delay in opening and timing: originally budgeted to open at the beginning of the fiscal year	(16)	
KH Coffeehouse gross income \$22K above plan due to increased enrollment and delayed opening of CSSC	14	
Cooperage gross income \$22K above plan due to increased enrollment and delayed opening of CSSC	12	
Catering gross income \$146K above plan due to unbudgeted athletics business and new special events	89	
Concessions gross income \$33K below plan due to budgeted additional coffee cart not yet functioning	(19)	
Total Wages lower than plan mostly in career	5	
Other	6	
Total Contribution		77
Services		
Gross Margin:		
Licensing domestic income below plan due mostly to: a number of key licensees to the UCLA Store are down compared to prior year, i.e. Adidas,		
Champion, Gear for Sport, and also key licensees selling to outside retail are down	(43)	
Licensing foreign income above plan due mainly to timing	7	
Licensing Misc. income above plan due to royalty earned on sales of the vintage Pauley Pavilion seats	14	
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(13)	
Other, positive controllables mostly career wages and domestic agency fee	10	
Total Contribution		(25)
UCLA Student Union		
Gross Margin:		
Student Union Ops gross margin above plan due to an increase in wedding bookings resulting in higher sales partially offset by higher labor costs	7	
Recreation and Games gross income below plan due to less students playing games	(5)	
Other, negative controllables mostly waiver pool	(6)	
Total Contribution		(4
Allocated Expenses and Other		
Maintenance higher than plan mostly in repairs and maintenance	(5)	
Depreciation lower than plan due mainly to timing of capitals mainly CSSC	49	
Other, mostly positive interest income from higher amounts of invested cash and positive non-recurring	16	
Total		60
Actual Net Income/(Loss)		434

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

	Current Month	Prior Month	Prior Year-End
	September 2011	August 2011	July 2011
ASSETS			
CURRENT ACCETO			
CURRENT ASSETS: Cash and short term investments	\$14,238	¢11 220	¢10 000
Accounts receivable	4,192	\$11,228 2,979	\$10,888 3,154
Less: Allowance for doubtful accounts	(106)	(84)	(81)
Accounts receivable, net	4,087	2,895	3,074
Student fees receivable	4,007 617	431	246
Inventories	7,167	7,068	6,644
Prepaid expenses and other current assets	138	147	233
Total current assets	26,246	21,768	21,085
	-, -	,	,
LONG TERM ASSETS			
Property, equipment and improvements	63,393	63,279	63,237
Less: Accumulated depreciation	(34,475)	(34,278)	(34,082)
Total Long Term Assets	28,918	29,001	29,155
•			
TOTAL ASSETS	55,165	\$50,769	50,240
LIABILITIES AND RETAINED EARNINGS			
OUDDEN'T LIADUITEO			
CURRENT LIABILITIES:	00 540	#0.047	05.404
Accounts payable	\$8,510	\$6,317	\$5,491
Wages and payroll taxes payable	2,780	2,649 685	2,630 851
Sales Tax Payable & Other Liabilities	1,334 255	199	143
Interest payable Deferred Income	842	439	176
Funds Held for Others	162	103	101
Current portion of long term debt	673	673	673
Total current liabilities	14,557	11,064	10,065
Total outlent habilities	14,007	11,004	10,000
LONG TERM DEBT:			
AU expansion loan	13,452	13,452	13,452
Total long term debt	13,452	13,452	13,452
	10,102		10,102
TOTAL LIABILITIES	28,009	24,516	23,518
	_0,000		20,010
RETAINED EARNINGS:			
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	434	(470)	688
	.51	(0)	220
Ending Balance	27,156	26,252	26,722
-	·	•	
TOTAL LIABILITIES AND RETAINED EARNINGS	55,165	\$50,769	50,240

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS September 2011 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:		Date	Julio
Net income/(loss)	\$908	\$437	\$698
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	197	\$393	403
Loss on disposals of fixed assets	0	\$0	0
Depreciation - textbook rental equipment	0	\$0	3
(Increase)/decrease in current assets:	4		
Accounts receivable	(1,192)	(\$1,013)	(1,730)
Student fees receivable	(186)	(\$371)	(370)
Inventories	(99) 9	(\$523) \$95	196
Prepaid expenses and other current assets Increase/(decrease) in current liabilities:	9	φ95	65
Accounts payable	2,191	\$3,018	2,028
Sales Tax Payable & Other Liabilities	648	\$482	454
Wages and payroll taxes payable	129	\$148	150
Interest payable	56	\$112	117
Deferred Income	403	\$666	516
Funds held for Others	59	\$61	36
Net cash provided/(used) by operating activities	\$3,124	\$3,506	\$2,566
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(114)	(\$156)	(114)
Net cash used in investing activities	(\$114)	(\$156)	(\$114)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	\$0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT	\$3,010	\$3,350	\$2,452
CASH AND SHORT TERM INVESTMENTS, Beginning	\$11,228	10,888	\$10,097
CASH AND SHORT TERM INVESTMENTS, Ending	\$14,238	\$14,238	\$12,549

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

September 2011 (\$000's)

CASH AND SHORT TERM INVESTMENTS	14,238
Less: Committed Capital Projects	
Court of Sciences Student Center	(251)
LVC HVAC Replacement	(150)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Union Space Store Redesign Study	(300)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,801)
Adjustment for Cash Overdraft Entry	(2,412)
Uncommitted Cash	8,025
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	4,409
RESERVE SURPLUS (DEFICIT)	3,615

ASUCLA SERVICES AND ENTERPRISES

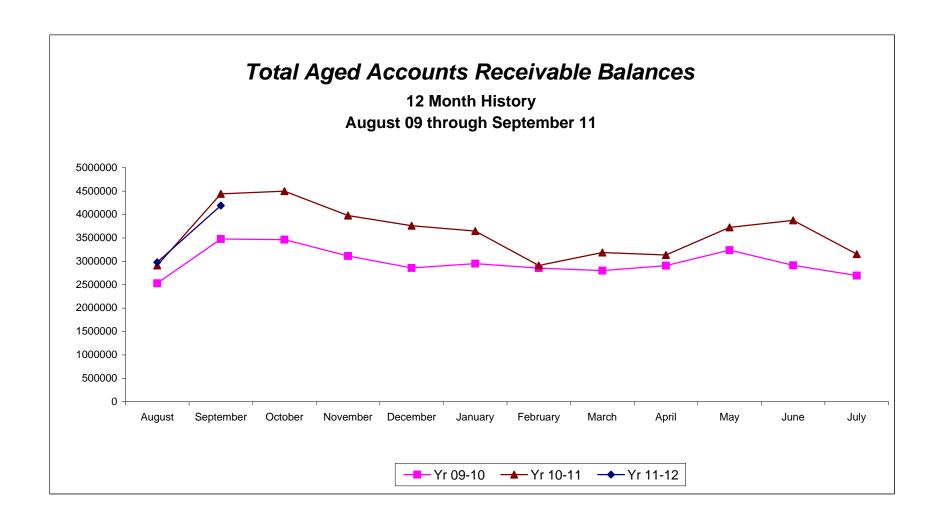
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012September 2011

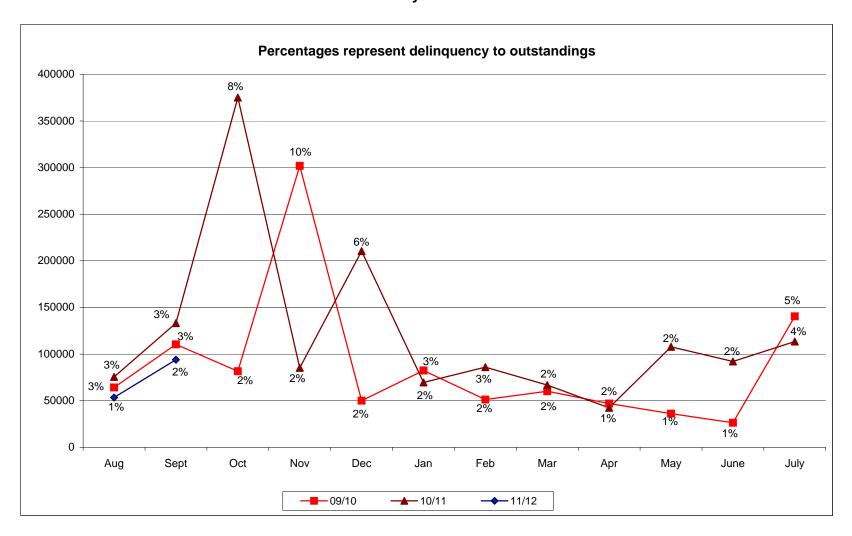
		F Y 2011-20	теорионно		PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	
		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services								
2011-S001 Store General Replacement	50.0	0.0	7.6	7.6	42.4		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	0.0	0.0	0.0	300.0		300.0	Pending
Total Store/Services	2,210.0	0.0	7.6	7.6	342.4	2,160.0	300.0	
Food Service								
2011-F005 FS Miscellaneous and Unanticipated	50.0	0.0	6.1	6.1	43.9		0.0	In Progress
2011-F006 Patio Furniture Upgrade	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	650.0	0.0	Pending
2011-F010 Patio Awning	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F011 Office Carpet	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F012 Freezer	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F013 New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F031 Training Table	0.0	20.7	0.0	20.7	0.0		20.7	Completed
Total Food Services	970.0	20.7	6.1	26.8	43.9	920.0	20.7	
Technology								
2011-T019 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-T020 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-T022 Marketing Oversized HP Design Jet Printer	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
Total Technology	210.0	0.0	0.0	0.0	0.0	210.0	0.0	· Jonathy
Others								
2011-O023 Custodial Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-O024 Global Viewpoint Globe	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O026 Fac. Misc. Remodels	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O027 KH Meeting Room Carpet	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-O028 Finance Misc. Replacements	15.0	3.7	0.0	3.7	11.3		0.0	In Progress
2011-O029 MCO Equipment	10.0	14.8	0.0	14.8	0.0		4.8	Completed
2011-O030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
Total Others	200.0	18.5	0.0	18.5	11.3	175.0	4.8	
Total Current Year Projects	3,590.0	39.2	13.7	52.9	397.6	3,465.0	325.5	

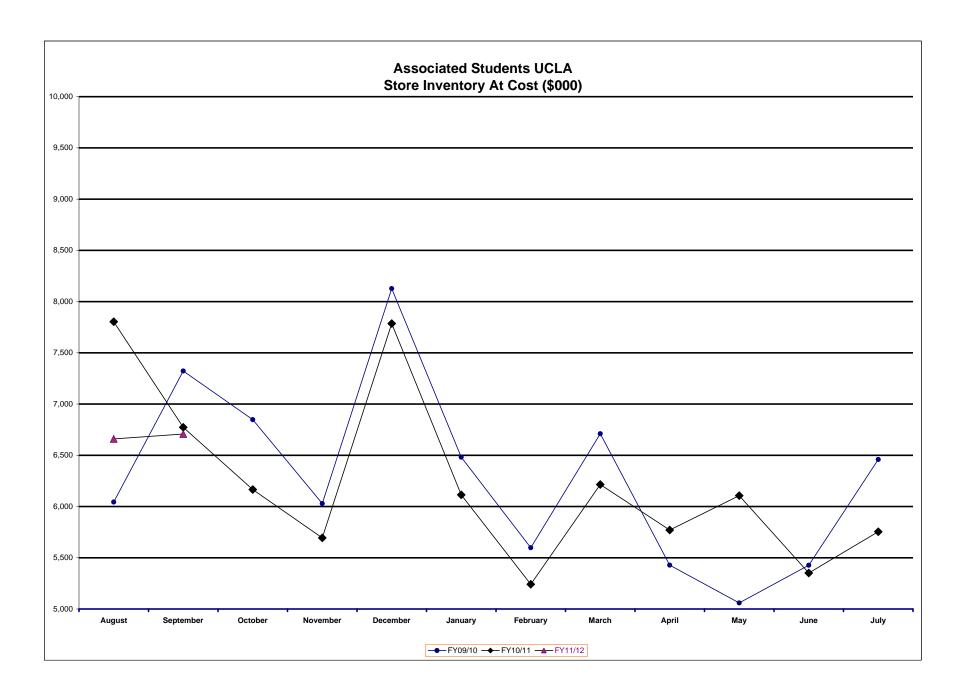
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

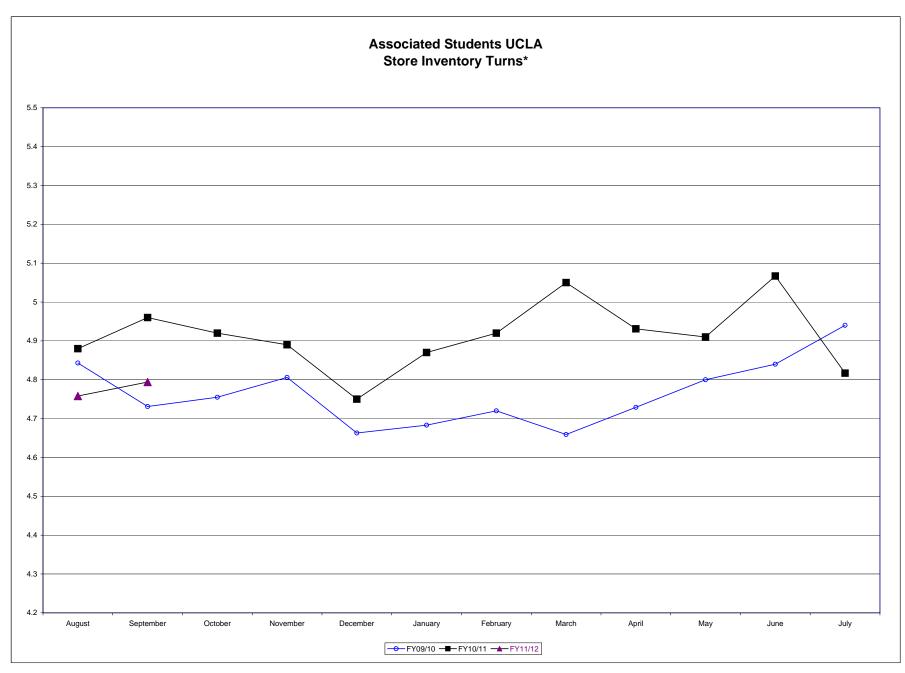
10/1/2011 September	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,146,699	29%	\$121,841	82%	\$23,046	40%	\$8,414	61%	\$14	1%	\$7,659	37%	\$1,307,673	31%
ASUCLA PUBLICATIONS	\$103,173	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,173	2%
ASUCLA USA/GSA	\$48,655	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	(\$985)	-5%	\$47,670	1%
DUE FROM VENDORS	\$220,492	6%	\$7,933	5%	\$10,624	18%	\$970	7%	\$346	19%	\$7,045	34%	\$247,410	6%
DENTAL KITS	\$761,641	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$761,641	18%
OTHER	\$1,667,691	42%	\$20,078	13%	\$24,075	42%	\$4,350	32%	\$1,463	80%	\$6,969	34%	\$1,724,626	41%
TOTAL CURRENT MONTH	\$3,948,351	100%	\$149,852	100%	\$57,745	100%	\$13,734	100%	\$1,823	100%	\$20,688	100%	\$4,192,193	100%
	94%		4%		1%		0%		0%		0%		100%	
8/27/2011 August	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$921,520	34%	\$102,643	52%	\$19,637	66%	\$417	8%	\$6,089	71%	\$2,489	25%	\$1,052,795	35%
ASUCLA PUBLICATIONS	\$91,413	3%	\$2,252	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$93,665	3%
ASUCLA USA/GSA	\$47,094	2%	\$0	0%	\$0	0%	\$0	0%	(\$269)	-3%	(\$716)	-7%	\$46,109	2%
DUE FROM VENDORS	\$469,155	17%	\$1,788	1%	\$1,126	4%	\$195	4%	\$129	2%	\$3,685	36%	\$476,078	16%
DENTAL KITS	\$52,397	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$52,397	2%
OTHER	\$1,145,699	42%	\$92,063	46%	\$8,897	30%	\$4,491	88%	\$2,574	30%	\$4,683	46%	\$1,258,407	42%
TOTAL CURRENT MONTH	\$2,727,278	100%	\$198,746	100%	\$29,660	100%	\$5,103	100%	\$8,523	100%	\$10,141	100%	\$2,979,451	100%
	92%		7%		1%		0%		0%		0%		100%	
7/30/2011 July	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$785,909	27%	\$114,516	62%	\$11,826	22%	\$8,564	23%	\$1,304	6%	\$2,432	76%	\$924,551	29%
ASUCLA PUBLICATIONS	\$91,501	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$91,501	3%
ASUCLA USA/GSA	\$273,181	10%	\$1,731	1%	\$96	0%	(\$234)	-1%	(\$94)	0%	(\$403)	-13%	\$274,277	9%
DUE FROM VENDORS	\$445,182	16%	\$1,495	1%	(\$3,806)	-7%	\$25,600	68%	\$17,066	88%	(\$2,427)	-76%	\$483,110	15%
DENTAL KITS	\$62,289	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$62,289	2%
OTHER	\$1,198,602	42%	\$66,399	36%	\$44,950	85%	\$3,848	10%	\$1,107	6%	\$3,577	113%	\$1,318,483	42%
TOTAL CURRENT MONTH	\$2,856,664	100%	\$184,141	100%	\$53,066	100%	\$37,778	100%	\$19,383	100%	\$3,179	100%	\$3,154,211	100%
	90%		6%		2%		1%		1%		0%		100%	



Aged Accounts Receivable Balances >60 Days Past Due







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

SED (02(08/28/11-10/	01/11)			ISCAL YEAR 11-1	12	FISCAL YI	AD 10 11
	CURRENT MONTH				MO(07/31/11-10			R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2 224 225	0.400.700	00.10:	TEVEDOOKS	0.744.00-	0.710.155	0.076	2 202 / 1	0.700.01-
3,391,239 141,682	3,420,733 141,750		TEXTBOOKS GENERAL BOOKS	3,746,085 224,169	3,749,155 226,485	<3,070> <2,316>	3,398,646 135,021	3,732,315 215,717
1,064,307	1,148,130		APPAREL & ACCESSORIES	1,851,020	2,062,516	<211,496>	1,165,521	1,998,802
2,601,058	2,355,500	245,558	SUPPLY DIVISION	4,276,980	4,176,700	100,280	2,510,476	4,227,712
513,224	555,511		LU VALLE COMMONS STORE	899,909	999,042	<99,133>	568,745	1,026,930
1,783,545 9,495,054	1,959,200 9,580,824		HEALTH SCIENCES STORE TOTAL SALES	2,343,040 13,341,202	2,539,550 13,753,448	<196,510> <412,246>	1,931,994 9,710,402	2,504,275 13,705,752
7,473,034	7,500,024	<03,770>	TOTAL SALES	13,341,202	13,733,440	<412,240>	7,710,402	13,703,732
7,095,133	7,114,762	19,629	Less: Cost of Sales	9,925,330	10,149,817	224,487	7,222,905	10,150,180
			Less: Shrinkage					
15,944	14.960	<984>	TEXTBOOKS	17,859	16,260	<1.599>	16,796	18,437
2,128	2,280	152	GENERAL BOOKS	3,326	3,630	304	1,992	3,158
4,352	4,625	273	APPAREL & ACCESSORIES	7,583	8,165	582	4,559	7,812
6,577	6,040	<537>	SUPPLY DIVISION	10,503	10,190	<313>	6,376	10,526
2,917 5,575	2,890 6,290	<27> 715	LU VALLE COMMONS STORE HEALTH SCIENCES STORE	5,239 8,094	5,170 8,930	<69> 836	3,236 6,200	5,818 8,901
37,493	37,085	<408>	SHRINKAGE	52,604	52,345	<259>	39,158	54,651
7,132,625	7,151,847	19,222	TOTAL COST OF SALES	9,977,934	10,202,162	224,228	7,262,063	10,204,832
74.7 2,362,428	74.3 2,428,977		COST OF SALES % GROSS MARGIN	74.4 3,363,268	73.8 3,551,286	<0.6> <188,018>	74.4 2.448.339	74.1 3,500,920
25.3	2,426,977	<0.5>	GROSS MARGIN %	25.6	26.2	<0.6>	2,446,339	25.9
0.4	0.4	0.0	SHRINKAGE %	0.4	0.4	<0.0>	0.4	0.4
			NET ODOGG ***SOUTE					
24.9	25.4	<0.5>	NET GROSS MARGIN %	25.2	25.8	<0.6>	25.2	25.5
24.5	24.0	0.5	TEXTBOOKS	24.6	24.4	0.2	24.4	24.7
32.2	30.8	1.4	GENERAL BOOKS	33.6	31.8	1.8	35.2	32.2
50.8	52.4		APPAREL & ACCESSORIES	52.0	53.0	<1.1>	52.8	53.3
17.6	18.6		SUPPLY DIVISION	16.7	17.2	<0.5>	17.6	16.7
25.2 20.0	25.8 19.5		LU VALLE COMMONS STORE HEALTH SCIENCES STORE	24.1 20.2	25.2 19.7	<1.0> 0.5	24.8 19.4	24.5 19.5
20.0	17.0	0.0	THE TENT OF LITTLE OF THE	20.2		0.0		.,,,,
116,038	110,419	5,619	OTHER INCOME	163,114	148,626	14,488	211,434	250,804
2,478,466	2,539,396	<60,930>	GROSS MARGIN/OTHER	3,526,382	3,699,912	<173,530>	2,659,774	3,751,724
			Less: Controllable Exp					
272,974	273,050		Career Wages	549,055	545,560	<3,495>	278,484	536,997
177,786	178,971	1,185	Student Wages	303,563	302,642	<921>	176,010	303,632
450,760 4.8	452,021 4.7	1,261 <0.0>	TOTAL WAGES WAGE % TO SALES	852,618 6.4	848,202 6.2	<4,416> <0.2>	454,494 4.7	840,629 6.1
121,321	130,766		Employee Benefits	241,247	258,543	17,296	118,746	232,170
11,524	10,647		Office Supplies	26,295	21,804	<4,491> 331	12,196	23,838
14,540 110	14,165 135	< 375 > 25	Telephone Telex	27,901 224	28,232 270	46	14,050 65	27,480 430
40	23		Postage	53	46	<7>	26	51
2,284	2,600	316	Trav/Trips/Conference	4,270	3,025	<1,245>	2,707	2,932
8,498	5,170	<3,328>	Operating Supplies	13,306	8,040	<5,266>	5,201	7,947
53,089 1,075	39,035 1,075	<14,054> 0	Freight Out Transportation	71,119 1,967	55,440 2,150	<15,679> 183	41,592 886	57,937 1,499
0	0	0	Merchandise Losses	0	2,130	0	0	16
<18>	0	18	Postage Stamp O/S	<18>	0	18	<0>	<0>
111	0		Uniforms	111	156	45	0	156
19,800	41,060	21,260	Advertising	53,161	66,178	13,017	21,782	62,032
<98> 45,577	<500> 45,085		Vendor Adv. Allowance Direct Mail Adv.	<98>	<3,400> 165,170	<3,302> <1,446>	<1,093> 45,149	<4,089> 165,308
3,224	1,445		Repairs & Maintenance	7,251	5,540	<1,446> <1,711>	45,149 960	6,283
28	0	<28>	Janitorial	28	0	<28>	0	0
127,519	138,078	10,559	Bank Card Expense	192,321	199,806	7,485	137,179	195,258
4,627 714	0		Overs/Shorts Credit Card Adjustments	4,616 829	0	<4,616> <829>	6,129 2,063	7,152 2,063
714	250	250	Textbook Rental Exp	0	500	<829> 500	304	2,063
2,151	0		Rentals-Facilities	2,151	0	<2,151>	0	0
0	1,200	1,200	Rentals-Truck	0	1,200	1,200	1,166	1,166
0	1 000	0	Taxes & Licenses	600	1 700	<600>	1 021	0
652 <153>	1,000 2,600	348 2,753	Professional Services Temp Agency Service	866 <153>	1,700 2,600	834 2,753	1,831 2,567	4,066 2,567
11,600	11,600	2,753	Concession Expense	12,099	12,100	2,753	17,754	17,755
0	1	1	Alloc of Distr Cntr	0	2	2	0	0
13,199	13,960	761	Payment to UCLA	14,558	16,140	1,582	20,457	22,359
441,412 892,172	459,395 911,416	17,983 19,244	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	841,320 1,693,938	845,242 1,693,444	3,922 <494>	451,717 906,211	838,986 1,679,615
372,172	711,710	17,274	GROSS CONTRIBUTION TO	.,575,730	.,0/3,777	N7/12	,30,211	.,517,013
1,586,294	1,627,980	<41,686>		1,832,444	2,006,468	<174,024>	1,753,562	2,072,108
			Local Allocated Fun					
			Less: Allocated Exp					
25,443	25,067	<376>	Allocated ExpHR	50,788	49,760	<1,028>	25,346	49,940
179,434	181,506	2,072	Allocated Exp. Fin	341,146	349,031	7,885	178,519	336,397
72,166	73,970		Allocated ExpIS	132,521	141,885	9,364	68,439	128,615
41,181 124,284	40,801 120,786		Allocated Exp. Mktg	77,731 224,662	76,961 220,715	<770> <3,947>	45,056 121 105	77,027 219 715
124,284 66,937	120,786 67,686	<3,498> 750	Allocated Exp Othr SA Maintenance	224,662 136,606	220,715 136,179	<3,947> <427>	121,105 61,174	219,715 125,303
29,508	26,735	<2,773>		55,720	57,011	1,291	27,544	58,719
70,420	70,434	14	Depreciation	140,821	140,868	47	73,612	147,208
609,373	606,985	<2,388>	TOTAL ALLOCATED EXP	1,159,994	1,172,410	12,416	600,795	1,142,924
976,921	1,020,995	<44.074>	NET INCOME (LOSS)	672,450	834,058	<161,608>	1,152,767	929,184
7.5,721	.10201773	-1.70742	(2000)	0,2,700	55.,650	,000>	.,.02,707	121,104

CED (02/00/20/11 10/2	11/11)	1	-	ISCAL YEAR 11-1	2	FICCAL V	TAD 10 11
	02(08/28/11-10/0 CURRENT MONTH				ISCAL YEAR 11-1 MO(07/31/11-10/		FISCAL YE LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
131,486	115,744		CENTRAL DIVISION	229,434	206,131	23,303	118,397	205,437
153,440 54,676	155,407 111,326	,	NORTH CAMPUS DIVISION SOUTH DIVISION	252,191 98,400	249,485 162,837	2,706 <64,438>	144,219 54,514	235,489 99,182
194,883	199,132		LU VALLE DIVISION	322,181	333,407	<04,436> <11,226>	180,885	299,937
225,528	187,303		COOPERAGE DIVISION	391,421	342,799	48,622	201,283	354,174
190,081	166,734	23,347	SPECIAL EVENTS DIVISION	389,529	312,858	76,671	131,172	246,303
950,095	935,646	14,449	TOTAL SALES	1,683,155	1,607,517	75,638	830,470	1,440,523
336,301 35.4	317,110 33.9		Less: Cost of Sales COST OF SALES %	593,258 35.3	543,208 33.8	<50,050> <1.5>	292,901 35.3	493,907 34.3
613,794	618,536		GROSS MARGIN	1,089,897	1,064,309	<1.5> 25,588	537,569	946,616
64.6	66.1		GROSS MARGIN %	64.8	66.2	<1.5>	64.7	65.7
						-		
65.3	66.7	<1.4>	CENTRAL DIVISION	65.9	67.3	<1.5>	62.2	66.3
61.8	65.5		NORTH CAMPUS DIVISION	61.7	65.6	<3.9>	64.4	63.4
66.7	67.1		SOUTH DIVISION	67.1	67.2	<0.1>	67.7	68.7
70.6 65.4	68.3 65.7		LU VALLE DIVISION COOPERAGE DIVISION	70.1 65.5	67.8 65.7	2.3 <0.3>	69.2 64.7	69.1 65.8
58.6	64.0		SPECIAL EVENTS DIVISION	60.8	64.7	<0.5> <3.9>	60.7	62.9
30.0	04.0	νσ.σν	SI EGINE EVERTS DIVISION	00.0	04.7	\3.72	00.7	02.7
166,509	130,323	36,186	OTHER INCOME	285,085	233,579	51,506	131,600	235,764
780,303	748,859	31,444	GROSS MARGIN/OTHER	1,374,982	1,297,888	77,094	669,169	1,182,381
			Less: Controllable Exp					
270,668	278,160	7,492	Career Wages	506,279	522,289	16,010	255,627	476.800
5,946	270,100		Limited Appointment	8,321	400	<7,921>	420	820
187,249	200,195		Student Wages	334,755	335,959	1,204	162,702	285,007
<25,459>	<27,541>	<2,082>	Labor Recharge	<44,115>	<48,759>	<4,644>	<21,830>	<40,364>
438,404	450,814	12,410	TOTAL WAGES	805,241	809,889	4,648	396,919	722,264
46.1	48.2	2.0	WAGE % TO SALES	47.8	50.4	2.5	47.8	50.1
133,202	143,946	10,744	Employee Benefits	261,631	277,117	15,486	122,318	241,505
2,128	2,040		Office Supplies	2,804	3,715	911	3,366	4,834
4,221	4,936	715	Telephone	8,749	9,842	1,093	4,790	9,350
2,000	2,000	0	Training Programs	2,497	2,500	3	2,000	2,000
51,614	50,517	<1,097>	Paper	86,694	82,804	<3,890>	50,871	78,986
5.4	5.4		Paper % To Sales	5.2	5.2	0.0	6.1	5.5
4,137	3,378		Cleaning Supplies	6,048	6,087	39	4,300	5,059
<7,163>	<8,350>		Purchasing Rebates	<15,248>	<16,700>	<1,452>	<8,153>	<15,869>
3,048	2,750		Replacements	10,540	4,600	<5,940>	4,103	5,709
8,256 2,146	4,321 5,505	<3,935> 3,359	Laundry Uniforms	15,201 3,524	7,509 6,530	<7,692> 3,006	4,585 4,746	8,517 6,633
25,462	29,720		Advertising	27,298	32,370	5,072	30,817	31,093
25,402	100		Menu Development	27,290	200	200	30,017	31,073
7	55		Dorm Coupons Expense	12	92	80	12	48
8,397	4,445		Repairs & Maintenance	11,911	7,482	<4,429>	4,581	7,406
17,283	17,331		Bank Card Expense	30,800	29,359	<1,441>	7,120	21,056
1,487	1,705		Sales Tax Expense	2,538	2,855	318	1,529	2,619
1,371	407	<964>	Overs/Shorts	1,706	690	<1,016>	5,324	10,894
189 640	0 250		Credit Card Adjustments Rentals	189 1,244	0 250	<189> <994>	0 <352>	0 <352>
86	350		Rentals-Truck	395	700	305	266	<352 <i>></i> 266
240	500	260	Taxes & Licenses	240	500	260	460	460
0	0	0	Temp Agency Service	0	0	0	0	0
14,317	12,827		Commission Expense	29,519	25,888	<3,631>	12,793	22,379
273,067	278,733	5,666	TOTAL OTHER CONTROL.	488,292	484,390	<3,902>	255,485	442,601
711,470	729,547	18,077	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	1,293,532	1,294,279	747	652,404	1,164,865
68,832	19,312	49,520	SVCS AND ENTERPRISES	81,450	3,609	77,841	16,765	17,516
50,552	17,012	.,,020		3.7.00	3,557	,,,,,,,,,	.0,,00	.,,5.5
			Less: Allocated Exp					
24,746	25,001		Allocated ExpHR	47,883	47,381	<502>	22,135	42,857
20,846	19,964		Allocated Exp. Fin	56,220	50,802	<5,418>	17,309	45,257
8,384	8,136 4,488		Allocated ExpIS	21,587	20,638	<949> <1,635>	6,636 4,369	17,288
4,784 14,439	4,488 13,286		Allocated Exp. Mktg Allocated Exp Othr SA	12,779 36,396	11,144 31,681	<1,635> <4,715>	4,369 11,743	10,028 29,199
56,427	57,181		Maintenance	115,157	114,913	<24,715>	51,570	105,630
24,875	22,536	<2,339>		46,972	48,059	1,087	23,220	49,500
70,600	93,208	22,608	Depreciation	141,110	186,416	45,306	70,859	141,795
225,101	243,800	18,699	TOTAL ALLOCATED EXP	478,104	511,034	32,930	207,841	441,554
-1E4 0/0	-224 400	40.000	NET INCOME (LOSS)	-204 (54	-E07 40F	110 771	-101.07/	-424.020
<156,268>	<224,488>	68,220	NET INCOME (LOSS)	<396,654>	<507,425>	110,771	<191,076>	<424,038>
283,428	305,796	<22.368>	TOTAL CUSTOMER COUNT	478,668	509,682	<31,014>	269,645	456,200
85,877	90,773		3RD PARTY CUST COUNT	147,407	152,783	<5,376>	80,853	142,863
197,551	215,023		ASUCLA CUSTOMER COUNT	331,261	356,899	<25,638>	188,792	313,337
4.77	4.52		TOTAL AVERAGE CHECK	4.86	4.60	0.27	4.16	4.26
6.07	5.77	0.30	3RD PARTY AVG CHECK	6.12	5.84	0.28	5.83	5.88
4.21	3.99	0.22	ASUCLA AVERAGE CHECK	4.30	4.07	0.24	3.93	4.06
31,006	31,422	416	EMPLOYEE HOURS	54,095	53,998	<97>	28,598	49,816
30.64	29.78		SALES/LABOR HOUR	31.11	29.77	1.34	29.04	28.92
			•					

SERVICES DIVISION INCOME STATEMENT

SEP. 0	02(08/28/11-10/0	01/11)] [F	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
(CURRENT MONTH	1		YTD 2 I	MO(07/31/11-10	/01/11)	LAST YEAR	RACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
14,940	17,436	<2,496>	PHOTOGRAPHY	24,459	25,972	<1,513>	16,767	24,975
14,940	17,436	<2,496>	TOTAL SALES	24,459	25,972	<1,513>	16,767	24,975
75	895	820	Less: Cost of Sales	1,033	1,593	560	895	1,593
14,865	16,541	<1,676>	GROSS MARGIN	23,427	24,379	<952>	15,872	23,382
99.5	94.9	4.6	GROSS MARGIN %	95.8	93.9	1.9	94.7	93.6
99.5	94.9	4.6	PHOTOGRAPHY	95.8	93.9	1.9	94.7	93.6
145,642	185,000		TRADEMARKS AND LICENSING	257,027	280,000	<22,973>	174,431	263,752
79,666	85,790	<6,124>	LEASED OPS	158,773	171,650	<12,877>	75,537	150,606
225,308	270,790	<45,482>	OTHER INCOME	415,801	451,650	<35,849>	249,969	414,358
240,173	287,331	<47,158>	GROSS MARGIN/OTHER	439,227	476,029	<36,802>	265,840	437,740
			Less: Controllable Exp					
30,582	34,515	3,933	Career Wages	61,065	68,344	7,279	29,531	57,003
900	560		Student Wages	1,921	1,120	<801>	326	983
31,482	35,075	3,593	TOTAL WAGES	62,986	69,464	6,478	29,857	57,987
210.7	201.2		WAGE % TO SALES	257.5	267.5	10.0	178.1	232.2
10 150	14.017	4 //5	Formal Daniel Gla	24.050	20.442	2.412	11 007	00.070
13,152	14,817	1,665	Employee Benefits	26,050	29,463	3,413	11,927	23,372
984	722		Office Supplies	1,337	1,443	106	358	921
715	590		Telephone	1,498	1,178	<320>	716	1,413
157	105		Postage	251	210	<41>	66	290
1,000	0		Trav/Trips/Conference	1,000	0	<1,000>	100	0
2,000	2,000	0	Enforcement	2,000	2,000	0	1,718	2,918
0	0	0	Advertising	0	39	39	0	39
2,858	2,860	2	Business Promotion	4,935	5,720	785	12,812	15,617
362	348		Repairs & Maintenance	362	348	<14>	348	348
2,083	3,827	1,744	Professional Services	4,866	6,604	1,738	5,216	9,382
0	1,150	1,150	Legal	3,236	2,300	<936>	400	1,150
1,074	3,500	2,426	Trademark	6,217	7,000	783	3,505	5,782
1,500	0	<1,500>	Intern'l Agnt Fee/Tax	2,111	0	<2,111>	0	0
12,633	18,500	5,867	Domestic Agency Fee	23,573	28,000	4,427	17,441	26,370
60,451	70,005	9,554	Payment to UCLA	101,956	100,510	<1,446>	67,500	97,500
98,967	118,424	19,457	TOTAL OTHER CONTROL.	179,392	184,815	5,423	122,105	185,103
130,449	153,499	23,050	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	242,379	254,279	11,900	151,962	243,090
109,724	133,832	<24,108>	SVCS AND ENTERPRISES	196,849	221,750	<24,901>	113,878	194,651
			Less: Allocated Exp					
1,777	1,945	168	Allocated ExpHR	3,764	4,089	325	1,665	3,457
4,352	5,239	887	Allocated Exp. Fin	12,412	12,549	137	4,661	11,219
1,804	2,200	396	Allocated ExpIS	4,905	5,255	350	1,840	4,414
1,029	1,213	184	Allocated Exp. Mktg	2,907	2,839	<68>	1,211	2,579
3,107	3,592	485	Allocated Exp Othr SA	8,264	8,087	<177>	3,256	7,474
11,873	12,030	157	Maintenance	24,231	24,177	<54>	10,851	22,226
5,234	4,742		Utilities	9,884	10,112	228	4,886	10,416
5,277	5,277	0	Depreciation	10,554	10,554	0	5,338	10,675
34,453	36,238	1,785	TOTAL ALLOCATED EXP	76,921	77,662	741	33,708	72,460
75,271	97,594	<22,323>	NET INCOME (LOSS)	119,928	144,088	<24,160>	80,170	122,190

UCLA STUDENT UNION INCOME STATEMENT

SEP. C	02(08/28/11-10/0	1/11)]	F	ISCAL YEAR 11-1	12	FISCAL YE	AR 10-11
	CURRENT MONTH				MO(07/31/11-10		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
35,094	29,450	5,644	EVENT SERVICES OFFICE	86,665	78,990	7,675	24,962	73,968
1,887	3,320	•	RECREATION & GAMES	3,432	6,917	<3,485>	3,394	7,155
54,229	56,453	•	AU POST OFFICE	94,818	98,671	<3,853>	55,199	96,480
91,210	89,223	1,987	TOTAL SALES	184,915	184,578	337	83,555	177,602
52,529	55,493	2,964	AU Post Office Cost	92,401	96,993	4,592	52,194	94,211
9,490	6,694		Facilities Costs	13,142	15,583	2,441	5,431	12,865
104	30		Cost of Sales GM RM	123	50	<73>	18	178
62,123	62,217	94	Less: Cost of Sales	105,666	112,626	6,960	57,644	107,254
68.1	69.7	1.6	COST OF SALES %	57.1	61.0	3.9	69.0	60.4
29,087	27,006	2,081	GROSS MARGIN	79,250	71,952	7,298	25,911	70,348
31.9	30.3	1.6	GROSS MARGIN %	42.9	39.0	3.9	31.0	39.6
73.0	77.3	<4.3>	EVENT SERVICES OFFICE	84.8	80.3	4.6	78.2	82.6
94.5	99.1		RECREATION & GAMES	96.4	99.3	<2.9>	99.5	97.5
3.1	1.7	1.4	AU POST OFFICE	2.6	1.7	0.9	5.4	2.4
15 127	17 202	.2.0//-	CTUDENT UNION ODC	1/ 500	10 200	.2 (00.	1/ 555	10 105
15,137 536	17,203 2,228		STUDENT UNION OPS RECREATION & GAMES	16,599 4,368	19,298 6,203	<2,699> <1,835>	16,555 2,228	18,195 6,202
9,271	2,226 9,938	•	AU POST OFFICE	4,366 16,392	17,370	<1,635 <i>></i> <978>	2,226 9,426	17,157
24,944	29,369		OTHER INCOME	37,359	42,871	<5,512>	28,208	41,554
54,030	56,375	<2,345>		116,609	114,823	1,786	54,119	111,902
			Less: Controllable Exp					
29,801	28,883		Career Wages	59,447	57,719	<1,728>	28,881	55,995
23,923	24,095	172	Student Wages	40,317	42,287	1,970	19,501	37,011
53,724 58.9	52,978 59.4	<746> 0.5	TOTAL WAGES WAGE % TO SALES	99,764 54.0	100,006 54.2	242 0.2	48,382 57.9	93,006 52.4
58.9	59.4	0.5	WAGE % TO SALES	54.0	54.2	0.2	57.9	52.4
13,402	13,291	<111>	Employee Benefits	26,551	26,390	<161>	12,255	24,224
969	772	<197>	Office Supplies	1,466	1,312	<154>	819	2,123
3,324	3,618	294	Telephone	6,530	6,985	455	3,359	6,697
0	0	0	24 Hour Study Lounge	0	0	0	0	64
4,769	1,298		Training Programs	5,088	1,298	<3,790>	1,981	1,981
820 5,599	1,081 7,995	261 2,396	Annual ASUCLA Events	16,592	16,853	261	1,440 9,023	17,202
5,599 886	7,995 405		Student Event Exp Operating Supplies	6,192 1,218	8,954 710	2,762 <508>	9,023 1,978	10,164 2,269
0	403 20	20	Tournament Prizes	1,218	160	160	1,978	160
6	28	20	Replacements	270	148	<122>	20 27	127
1,184	300		Advertising	1,663	799	<864>	139	375
461	476		Business Promotion	1,048	952	<96>	313	712
1,207	1,364	157	Repairs & Maintenance	4,909	4,290	<619>	402	6,161
1,100	1,083	<17>	Repairs & Mtce-Equip	2,200	2,166	<34>	1,083	2,017
1,129	1,419	290	Bank Card Expense	2,223	2,519	296	1,248	2,400
0	34	34	Overs/Shorts	1	59	58	396	0
1,526	1,337	<189>	•	2,726	3,722	996	1,413	3,800
15,417	15,417	0	Interaction Fund	30,833	30,834	1	15,417	30,833
14,818	11,000		Waiver Pool	15,143	11,000	<4,143>	9,557	9,557
66,617 120,341	60,938 113,916	<5,679> <6,425>	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	124,654 224,418	119,151 219,157	<5,503> <5,261>	60,870 109,252	120,866 213,872
. 20/011		.57.207	GROSS CONTRIBUTION TO	,,,,,	=.,,.0,	10/2077	. 37,232	,
<66,310>	<57,541>	<8,769>	SVCS AND ENTERPRISES	<107,809>	<104,334>	<3,475>	<55,133>	<101,970>
			Less: Allocated Exp					
3,032	2,938	<94>	Allocated ExpHR	5,936	5,869	<67>	2,698	5,540
2,104	2,156	52	Allocated Exp. Fin	6,380	6,357	<23>	1,953	6,033
872	905	33	Allocated ExpIS	2,517	2,661	144	771	2,373
498	499	1	Allocated Exp. Mktg	1,494	1,434	<60>	508	1,359
1,502	1,478		Allocated Exp Othr SA	4,238	4,061	<177>	1,364	3,989
35,274	35,749	475	Maintenance	71,988	71,841	<147>	32,238	66,033
15,550	14,088	<1,462>		29,363	30,043	680	14,515	30,943
17,961 76,793	17,382 75,195	<579> <1,598>	Depreciation TOTAL ALLOCATED EXP	35,503 157,419	34,764 157,030	<739> <389>	18,024 72,071	35,705 151,975
					107,030	<307>		
<143,104>	<132,736>	<10,368>	NET INCOME (LOSS)	<265,228>	<261,364>	<3,864>	<127,204>	<253,944>

ASUCLA Finance Office 10/11

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ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

SEP (02(08/28/11-10/0	1/11)]	F	ISCAL YEAR 11-1	2 I	FISCAL YE	AR 10-11
	CURRENT MONTH			YTD 2 MO(07/31/11-10/01/11)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
205 225	200 217	F 110	Canada Maraa	589.743	F00 422	.0.211	205.074	F/2 172
295,335 0	290,216 300		Career Wages Limited Appointment	589,743	580,432 600	<9,311> 600	295,074 4,775	562,173 7,491
33,190	37,290	4,100	Student Wages	67,220	67,468	248	38,500	74,970
328,525	327,806	<719>	TOTAL WAGES	656,963	648,500	<8,463>	338,349	644,633
3.0	2.9	<0.0>	WAGE % TO TOTAL SALES	4.1	3.9	<0.1>	3.0	4.0
0	1,000	1,000	Emp Awards, Profess.	0	2,000	2,000	0	0
0	833	833	Emp Awards, Students	0	1,666	1,666	0	2,000
117,675	118,127	452	Employee Benefits	232,834	235,999	3,165	113,103	217,582
9,953	7,845		Office Supplies	17,041	16,515	<526>	5,164	13,109
9,407	10,093	686	Telephone	18,746	19,887	1,141	9,419	18,532
1,288	1,148		Postage	2,190	2,275	85	1,016	2,043
603	264	<339>	Trav/Trips/Conference	702	546	<156>	157	261
0	40 275	40 77	Expense Allowance	0	80 F10	80	0	37 437
198 0	38	38	Employee Relations Fingerprinting	625 361	510 114	<115> <247>	351 57	43 <i>1</i> 171
28	315	38 288	Recruitment	28	485	<247> 458	373	1,938
1,611	620		Operating Supplies	1,871	1,240	<631>	498	1,585
350	250		Uniforms	1,027	500	<527>	261	469
<4,731>	<5,118>		Security Expense	<7,838>	<10,236>	<2,398>	<4,774>	<8,276>
0	50	50	Security Equipment	0	100	100	0	0
2,367	2,335		Alarm Monitoring	4,735	4,670	<65>	2,276	4,551
1,850	1,200		Advertising	6,232	2,400	<3,832>	1,100	2,100
1,981	1,980		Benefits U Adv	3,858	3,830	<28>	1,980	3,830
3,663	5,617	1,954	Repairs & Maintenance	6,896	10,900	4,004	7,453	10,892
9,705	10,244	539	Repairs & Mtce-Equip	13,339	20,488	7,149	3,843	11,110
101	89	<12>	Printing	160	110	<50>	64	74
11,220	11,220	0	Bruin One Card Exp	22,557	22,557	0	11,054	22,115
3	80	77	Overs/Shorts	0	160	160	5	8
18,338	13,042	<5,296>	Insurance Expense	36,676	26,084	<10,592>	11,341	22,682
2,531	2,846	315	Professional Services	5,177	5,692	515	4,218	6,127
814	813		Legal	1,628	1,626	<2>	1,031	2,062
10,158	10,080		External Audit	19,986	19,908	<78>	10,080	19,908
203	200		Temp Agency Service	203	200	<3>	180	180
9,371	9,375	4	Internal Audit	18,746	18,750	4	9,375	18,750
10,351	10,000		Board of Directors	19,626	20,000	374	8,075	17,359
3,960 4,426	4,053 4,600	93 174	Misc. Bank Charges Armored Carrier Expense	8,071 8,822	7,883 9,200	<188> 378	3,974 4,101	7,728 8,106
7,417	7,417	0	UCOP Payroll Services	14,833	14,834	1	7,417	14,833
15,298	13,516		UCLA Recharge Expense	30,596	27,032	<3,564>	11,850	23,700
9,863	15,000	5,137	Special Events	10,203	16,200	5,997	11,265	12,397
259,998	259,487		TOTAL OTHER CONTROL.	499,928	504,205	4,277	236,303	458,400
588,524	587,293		TOTAL CONTROLLABLE EXP	1,156,891	1,152,705	<4,186>	574,652	1,103,033
	·	·						
			Less: Allocated Exp					
14,409	14,610		Maintenance	29,406	29,360	<46>	13,169	26,974
6,352	5,755		Utilities	11,995	12,273	278	5,929	12,640
17,513	17,470		Depreciation	34,806	34,940	134	17,289	34,517
38,274	37,835		TOTAL ALLOCATED EXP	76,207	76,573	366	36,387	74,131
626,798	625,128	<1,670>	NET EXPENSE	1,233,098	1,229,278	<3,820>	611,039	1,177,164
<535,784>	<535,170>	614	Allocated-Svs and Ent	<1,054,531>	<1,053,199>	1 222	<520,584>	<1,004,760>
<535,784> <22,809>	<535,170> <23,468>		Allocated-SVS and Ent	<1,054,531> <45,618>	<1,053,199> <46,277>	1,332 <659>	<520,584> <23,022>	<1,004,760> <44,385>
<22,809> <2,703>	<23,468> <3,231>		Allocated-GSA	<45,618> <5,406>	<46,277> <5,934>	<528>	<23,022> <3,099>	<44,385> <6,082>
<65,502>	<63,259>	2,243	Allocated-Comm Board	<127,543>	<123,868>	3,675	<64,334>	<121,937>
<626,798>	<625,128>	1,670	TOTAL OTHER	<1,233,098>	<1,229,278>	3,820	<611,039>	<1,177,164>
	121,1202	.,0.0	· ·-··	,	,,	1,020	2.1.,0077	,,
<0>	0	0	TOTAL EXPENSE	<0>	0	0	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

SED (02(08/28/11-10/0)1/11)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
HOTOKE	DODGET	VARIANCE	
88,079	93,282	5,203	Career Wages
2,111	0	<2,111>	, and the second
<5,388>	<3,848>	1,540	Billed Labor Costs
<9,675>	<3,000>	6,675	Capitalized Wages
75,127	86,434	11,307	TOTAL WAGES
·			
51,356	53,443	2,087	Employee Benefits
128	165	37	Office Supplies
778	1,179	401	Telephone
348	30	<318>	Trav/Trips/Conference
4,622	4,664	42	Paper .
5,587	4,732	<855>	Cleaning Supplies
1,973	1,174	<799>	Replacements
713	812	99	Laundry
28,681	15,600	<13,081>	Repairs & Maintenance
2,774	2,925	151	Repairs & Mtce-Elevator
0	100	100	Repairs & Mtce-Equip
395	210	<185>	Painting Program
231	250	19	Incidental Proj Exp
2,718	2,650	<68>	Air Conditioning-Maint
6,374	6,628	254	Rub Remvl/Hauling
2,723	3,219	497	Rodent & Pest Control
618	955	337	Rentals-Truck
110,020	98,736	<11,284>	TOTAL OTHER CONTROL.
185,148	185,170	22	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
15,331	17,078	1,747	Depreciation
15,331	17,078	1,747	TOTAL ALLOCATED EXP
200,479	202,248	1,769	NET EXPENSE
	, , ,	,	•
<170,511>	<172,647>	<2,137>	Allocated-Svs and Ent
<6,058>	<6,058>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<7,205>	<6,637>	568	Allocated-Comm Board
<14,409>	<14,610>	<201>	
<200,479>	<202,248>	<1,770>	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

	ISCAL YEAR 11-1	FISCAL YEAR 10-11				
	MO(07/31/11-10	/01/11) VARIANCE	LAST YEAR ACTUAL			
ACTUAL	ACTUAL BUDGET		MONTH	YTD		
181,353	188,150	6,797	92,025	184,452		
4,855	0	<4,855>	0	0		
<9,635>	<7,269>	2,366	<3,598>	<7,480>		
<12,735>	<6,000>	6,735	<10,305>	<13,680>		
163,838	174,881	11,043	78,122	163,292		
102,517	107,282	4,765	49,346	98,543		
245	330	85	180	228		
1,530	2,155	625	1,126	2,050		
348	60	<288>	0	0		
9,117	9,208	91	4,407	8,859		
11,319	10,015	<1,304>	4,511	9,883		
3,291	2,212	<1,079>	938	1,999		
1,490	1,688	198	655	1,240		
50,059	31,200	<18,859>	10,652	24,207		
6,567	5,850	<717>	2,771	5,240		
0	200	200	0	94		
1,054	420	<634>	297	347		
231	500	269	200	200		
8,033	5,300	<2,733>	3,455	5,780		
11,853	13,030	1,177	7,193	14,235		
5,593	6,156	563	3,121	6,241		
1,052	1,910	858	373	731		
214,300	197,516	<16,784>	89,223	179,877		
378,138	372,397	<5,741>	167,344	343,169		
30,662	34,156	3,494	16,354	32,707		
30,662	34,156	3,494	16,354	32,707		
408,799	406,553	<2,246>	183,698	375,876		
	,		,-			
<347,982>	<347,111>	871	<155,833>	<319,192>		
<12,116>	<12,116>	0	<5,882>	<11,764>		
<4,592>	<4,592>	0	<2,229>	<4,458>		
<14,704>	<13,374>	1,330	<6,585>	<13,488>		
<29,406>	<29,360>	46	<13,169>	<26,974>		
<408,800>	<406,553>	2,247	<183,698>	<375,876>		
<0>	0	0	0	<0>		

UTILITIES EXPENSE STATEMENT

SEP. (02(08/28/11-10/0)1/11)	
(CURRENT MONTH		
ACTUAL	ACTUAL BUDGET		
16,197	17,284	1,087	Chiller Water
60,861	49,772	<11,089>	Elec-Non Air Cond.
4,833	6,158	1,325	Water-Non Air Cond.
4,623	4,669	46	Steam-Non Air Cond.
1,803	2,474	671	Gas
88,317	80,357	<7,960>	TOTAL OTHER CONTROL.
88,317	80,357	<7,960>	TOTAL CONTROLLABLE EXP
<75,167>	<68,101>	7,066	Allocated-Svs and Ent
<2,627>	<2,628>	<1>	Allocated-USAC
<995>	<996>	<1>	Allocated-GSA
<3,176>	<2,877>	299	Allocated-Comm Board
<6,352>	<5,755>	597	Allocated-A & SS
<88,317>	<80,357>	7,960	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11			
YTD 2 I	MO(07/31/11-10	/01/11)	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
34,317	35,404	1,087	20,780	38,760	
109,814	106,462	<3,352>	52,968	113,575	
11,841	14,010	2,169	2,607	11,464	
7,672	9,303	1,631	4,744	8,935	
3,531	5,703	2,172	2,170	4,224	
167,175	170,882	3,707	83,269	176,958	
167,175	170,882	3,707	83,269	176,958	
<141,939>	<145,225>	<3,286>	<70,165>	<149,578>	
<5,254>	<5,256>	<2>	<3,053>	<6,106>	
<1,990>	<1,992>	<2>	<1,157>	<2,314>	
<5,997>	<6,136>	<139>	<2,965>	<6,320>	
<11,995>	<12,273>	<278>	<5,929>	<12,640>	
<167,175>	<170,882>	<3,707>	<83,269>	<176,958>	
0	0	0	0	0	