# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

October (09/29/13 - 10/26/13)

Prepared

November 12, 2013

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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#### ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - OCTOBER 2013 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

ATUAL         BUDET         VARIANCE         LAST VEAR ACT           5         %         5         %         5         %         5         %           4.102         4.335         (233)         (5.4%)         1         0.7%         1.515         UCIA Store           4.102         4.335         (369)         (430)         (2.7%)         (11)         0.7%         1.515         UCIA Store           4.103         1.222         221         17.2%         8         5.59%         135         UCIA Store         UCIA Store           6,196         6,586         (240)         0.52%         (115)         (12%)         6,311         TOTAL           1.389         3.39%         1.116         7.1%         78         2.4%         58         7.5%         1.67%         1.115         77         2.478         UCIA Store         UCIA Store           1.389         3.39%         1.116         7.7%         4.9         1.2%         4.439         100.0%         Serves Division           2.375         48.0%         3.98%         12.9%         2.3         1.3.2         1.1%         Serves Division         UCIA Store           2.375         2.48.0%         7.5% </th <th></th> <th>2-13</th> <th>FY 1:</th> <th></th> <th></th> <th>/13)</th> <th>29/13 - 10/26 T MONTH</th> <th></th> <th>OCT</th> <th></th> <th></th>		2-13	FY 1:			/13)	29/13 - 10/26 T MONTH		OCT		
S         %         S         %         S         %         S         %         S         %         S         %         S         %         GROSS INCOME           4,102         4,333         1,568         (43)         (23)         (5,4%)         (76)         (1.9%)         4,178         ULCA Restaurants           425         510         (68)         (16,7%)         (58)         135         ULCA Student Union           5,198         6,558         (240)         (52%)         (115)         (12,0%)         433         Services Division           1,39         33.9%         1,404         32.4%         (15)         75         72.3         1,322         31.6%         UCA Student Union           71.2%         1,115         71.1%         (28)         0.1         9         0.0         1,076         71.2%         UCA Student Union           75         52.4%         58         47.9%         17         4.9         1         2.497         4.489         6.448.9%         6.558         3.081         0.2         (44)         0.48.9%         0.448.9%         0.448.9%         0.458.9%         0.448.9%         0.459.9%         0.459.9%         0.45.9%         0.44.99.9% <td< th=""><th></th><th></th><th></th><th></th><th>NCE</th><th>VADI</th><th></th><th></th><th>חוום</th><th></th><th>ACT</th></td<>					NCE	VADI			חוום		ACT
\$         %         S         %         S         %         S         %         S         %         S         %           4,102         4,335         4,335         (23)         (5,4%)         (76)         (1,9%)         4,178         UCLA Store         UCLA Store           1,526         1,569         (43)         (2,7%)         11         0.7%         5,515         UCLA Store         UCLA Store           143         122         21         17,2%         6         5,9%         135         UCLA Store         UCLA Store           1,389         1,404         32,4%         (15)         15         67         2.3         1,32         31.6%         UCLA Store         UCLA Store           1,389         3,3.9%         1,404         32,4%         (17)         4.9         1         (2,4)         7.4         4.8         1.0         0.078         7.12%         UCLA Store         UCLA Store           1,389         3,3.9%         1,404         32,4%         11         0.0.8         1.1         2,957         46.9%         UCLA Store         UCLA Store           2,375         44.9%         59         1.0         0.6         1.0         0.77			LASITE	V ACT			ACT/	GET	BOD	UAL	ACT
4.102       4.335       (23)       6.4%)       (76)       (1.8%)       4.178       UCLA Store         1.526       1.569       (43)       (2.7%)       (55)       (12.0%)       483       Scheet       Schet       Schet       Schet <th></th> <th>%</th> <th>\$</th> <th></th> <th></th> <th></th> <th></th> <th>%</th> <th>\$</th> <th>%</th> <th>\$</th>		%	\$					%	\$	%	\$
4.102       4.335       (23)       6.4%)       (76)       (1.8%)       4.178       UCLA Store         1.526       1.569       (43)       (2.7%)       (55)       (12.0%)       483       Scheet       Schet       Schet       Schet <td>GROSS INCOME</td> <td></td>	GROSS INCOME										
1.528       1.569       (43)       (2.7%)       11       0.7%       1.515       UCLA Restaurants         143       122       21       17.2%       8       5.9%       135       UCLA Restaurants         6,196       6,536       (340)       (52.7)       (115)       (1.8%)       6,311       TOTAL         1.389       33.9%       1.044       32.4%       (25)       0.1       9       0.0       1.073       1.155       GROSS MARGIN         1.89       77.5       1.115       (28)       0.1       9       0.0       1.073       1.222       31.6%       UCLA Student Union         75       62.4%       509       99.8%       17       4.9       1       1.2       46.9%       UCLA Student Union         75       62.4%       59       12.9%       23       (0.2)       483       100.0%       Services Division         75       1.25%       1.2%       11       (0.3)       (17)       0.8       12.7%       UCLA Student Union         76       4.0%       532       12.7%       UCLA Student Union       UCLA Student Union       UCLA Student Union         77       1.2%       1.15       50       9.8%       11 <td></td> <td></td> <td>4.178</td> <td>(1.8%)</td> <td>(76)</td> <td>(5.4%)</td> <td>(233)</td> <td></td> <td>4.335</td> <td></td> <td>4.102</td>			4.178	(1.8%)	(76)	(5.4%)	(233)		4.335		4.102
425         510         (85)         (12.7%)         (58)         (12.0%)         443         Services Division           5,196         0         6,536         (340)         (5.2%)         (115)         (12.0%)         6,311         CTAL           8,196         0         6,536         (340)         (5.2%)         (115)         (1.8%)         6,311         CTAL           1,087         71.2%         1,115         71.1%         (28)         0.1         9         0.2         1.078         71.2%         UCLA Store           2,275         48.0%         3.086         47.2%         (111)         0.8         18         1.1         2,957         46.5%         UCLA Store           2,275         48.0%         50.8         9.9.8%         1         (17.7)         (3.0)         (2.0)         46.8         10.0         Struces Division           3.3         13.1%         559         12.9%         23         (0.02)         (4)         (0.4)         532         12.7%         UCLA Store           3.3         13.1%         559         12.9%         38         (0.5)         (18)         (0.7)         1.299         J.287           20.3%         12.2%	UCLA Restaurants		1,515	```'	. ,		· · ·				1,526
6,196         6,536         (340)         (5.2%)         (115)         (1.8%)         6,311         TOTAL           1,389         33.9%         1,404         32.4%         (15)         1.5         67         2.3         1.322         31.8%         UCA Store           1,087         7.2%         1,115         71.7%         (22)         0.1         9         0.0         1.078         71.2%         UCA Restaurants           2,475         48.0%         509         99.8%         (23)         0.2         483         100.0%         Services Division           2,475         48.0%         506         12.9%         2.3         (0.2)         (4)         0.4         553         UCA Restaurants           2,475         48.0%         509         9.8%         1         (1.7)         (0.3)         (17)         UCA Store           008         39.8%         619         39.5%         1         (1.7)         (3.0)         (2.0)         46         9.5%         Store           1,257         20.3%         1,255         9.8%         1         (1.7)         (3.0)         (2.0)         46         9.5%         Store           1,257         20.3%         19.8%<	Services Division		483	(12.0%)	(58)	. ,	(85)		510		425
1.88         1.404         32.4%         15         15         67         2.3         1.32         31.9%         1.404         32.4%         (15)         15         67         2.3         1.32         31.8%         UCA Store           1.087         71.2%         1.116         52.8%         599         99.8%         (85)         0.0         (59)         0.2         433         100.0%         Services Division           2.75         52.4%         58         47.5%         17         4.9         1         (2.4)         74         54.8%         TOTAL           2.87         48.0%         3.066         47.2%         (111)         0.8         18         1.1         2.927         48.9%         TOTAL           40         11.5%         50         9.8%         1         (1.7)         (3)         (2.0)         46         9.8%         UCA Store           1.257         20.3%         1.295         19.8%         38         (0.5)         (19)         (0.7)         1.239         19.6%         TOTAL           212         5.2%         182         4.2%         (30)         (1.0)         (37)         (1.0)         175         4.2%         UCA Restaurants	UCLA Student Union		135	5.9%	8	17.2%	21		122		143
1.383       33.9%       1.404       32.4%       (15)       15       67       2.3       1.322       31.6%       UCLA Store         1.087       71.2%       1.115       71.1%       (28)       0.0       1,078       71.2%       UCLA Restaurants         242       98.8%       508       99.8%       (11)       0.8       18       1.1.2       2957       44.9%       UCLA Student Union         2.975       48.0%       30.06       47.5%       (11)       0.8       18       1.1       2.957       46.9%       UCLA Store         536       13.1%       559       12.9%       23       (0.2)       (4)       (0.4)       52.4       2.7%       UCLA Restaurants         64       44.8%       67       54.9%       3       10.1       6       7.1       70       51.9%       VCLA Restaurants         127       20.3%       1.928       18.8       0.05       (18)       0.71       12.39       19.6%       TOTAL         127       5.2%       18.2       4.2%       (30)       (1.0)       (17)       17.5       14.2%       VCLA Restaurants         127       5.2%       58.9%       10       0.03       44	TOTAL		6,311	(1.8%)	(115)	(5.2%)	(340)		6,536		6,196
1,087       71.2%       1,115       71.1%       (20)       0.1       9       0.0       1,078       17.2%       UCLA Restaurants         242       99.8%       (58)       0.0       (59)       (0.2)       48.3       100.0%       Services Division         2.975       48.0%       3.066       47.5%       (11)       0.8       18       1.1       2.957       46.9%       TOTAL         2.975       48.0%       3.066       47.2%       (11)       0.8       18       1.1       2.957       46.9%       TOTAL         536       13.1%       559       39.0%       10.17       (0.8)       591       39.0%       UCLA Restaurants         49       11.5%       50       9.8%       11       (1.7)       (3)       (2.0)       46       9.5%       Services Division         1,257       20.3%       1,226       18.8%       38       (0.5)       (18)       (0.7)       1.239       19.0%       TOTAL         212       5.2%       182       4.2%       (30)       (1.0)       (37)       (1.0)       175       4.2%       UCLA Staterants         1,257       1.5%       54       4.2%       (30)       (1.0)	GROSS MARGIN			Pts.		Pts.					
424       99.8%       509       99.8%       (B2)       (0.2)       48.9%       Services Division         2.975       48.0%       30.86       47.2%       (111)       0.8       18       1.1       2.957       48.9%       TOTAL         536       13.1%       559       12.9%       23       (0.2)       (4)       (0.4)       532       12.7%       UCLA Student Union         536       13.1%       559       12.9%       23       (0.2)       (4)       (0.4)       532       12.7%       UCLA Store         608       39.8%       619       39.5%       1       (1.7)       (3)       (2.0)       46       9.5%       Services Division         1.257       20.3%       1.295       19.8%       38       (0.5)       (18)       (0.7)       1.239       19.6%       TOTAL         1.157       11.5%       173       11.9%       (22)       (0.5)       (3)       (0.1)       172       14.4%       UCLA Student Union         1.155%       44       36.1%       (1)       4.6       11       10.0       56       42.5%       VICLA Student Union         1.156%       663       15.3%       (22)       0.3       2	UCLA Store	31.6%	1,322	2.3	67	1.5	(15)	32.4%	1,404	33.9%	1,389
75         52.4%         58         47.5%         17         4.9         1         (2.4)         74         54.8%         UCLA Student Union           2,975         48.0%         3,086         47.2%         (11)         0.8         18         1.1         2,957         48.9%         TOTAL           536         13.1%         559         12.9%         (0.2)         (4)         (0.4)         532         12.7%         UCLA Struct           608         39.8%         619         39.5%         11         (0.3)         (17)         (0.8)         591         39.0%         UCLA Struct         Services Division           419         11.5%         50         9.8%         1         (17)         (3)         (2.0)         46         9.5%         CHAS         VICLA Struct         VICLA Struct         UCLA Struct         UCLA Struct         VICLA Struct	UCLA Restaurants	71.2%	1,078	0.0	9	0.1	(28)	71.1%	1,115	71.2%	1,087
2.975         48.0%         3.086         47.2%         (111)         0.8         18         1.1         2.957         46.9%         TOTAL           536         13.1%         559         12.9%         23         (0.2)         (4)         (0.4)         532         12.7%         UCLA Store           608         39.8%         619         39.5%         11         (0.3)         (17)         (0.8)         591         39.0%         UCLA Store           64         44.8%         67         54.9%         3         10.1         6         7.1         70         51.9%         UCLA Store           1257         20.3%         1.295         19.8%         38         (0.5)         (18)         (0.7)         1.239         19.6%         TOTAL           7175         11.5%         173         11.6%         173         1.0%         CA Store         UCLA Store         UCLA Store         UCLA Store         UCLA Store         UCLA Store         Services Division         Services Division         UCLA Store         <					(59)				509		
Signed by the second	UCLA Student Union		74	(2.4)	1	4.9	17	47.5%	58	52.4%	75
536       13.1%       559       12.9%       23       (0.2)       (4)       (0.4)       532       12.7%       UCLA Store         608       39.8%       619       39.3%       11       (0.3)       (17)       (0.8)       591       39.0%       UCLA Restaurants         49       11.5%       50       9.8%       1       (1.7)       (3)       (2.0)       46       9.5%       Services Division         1.257       20.3%       1.295       19.8%       38       (0.5)       (18)       (0.7)       1.233       19.6%       TOTAL         1.257       20.3%       182       4.2%       (30)       (1.0)       (37)       (1.0)       175       4.2%       UCLA Store       UCLA Store         212       5.2%       183       35.9%       43       3.0       25       1.3       165       41.5%       UCLA Restaurants         45       31.5%       44       36.1%       (1)       4.6       1       10.0       56       41.5%       UCLA Restaurants	TOTAL	46.9%	2,957	1.1	18	0.8	(111)	47.2%	3,086	48.0%	2,975
608         33.8%         619         33.5%         11         (0.3)         (17)         (0.8)         591         30.0%         UCLA Restaurants           49         11.5%         50         9.8%         1         (1.7)         (3)         (2.0)         46         9.5%         Services Division           64         44.4%         67         54.9%         3         10.1         6         7.1         70         51.9%         UCLA Restaurants           1.257         20.3%         1.295         19.8%         38         (0.5)         (18)         (0.7)         1.239         19.6%         TOTAL           1.15%         173         11.0%         (2)         (0.5)         (3)         (1.0)         175         41.4%         UCLA Restaurants           45         31.5%         44         36.1%         (1)         4.6         11         10.6         56         9.0%         TOTAL           572         9.2%         582         8.9%         10         (0.3)         (2)         568         9.0%         TOTAL           641         15.6%         663         15.3%         (22)         0.3         27         0.9         614         41.7%	WAGES & BENEFITS										
49       11.5%       50       9.8%       1       (1,17)       (3)       (2.0)       46       9.5%       Services Division         1257       20.3%       1.295       19.8%       38       (0.5)       (19)       (0.7)       1.239       19.6%       TOTA         212       5.2%       182       4.2%       (30)       (1.0)       (37)       (1.0)       175       4.2%       UCLA Student Union         140       32.9%       183       35.9%       43       35.9%       43       35.9%       43       35.9%       UCLA Store         140       32.9%       183       35.9%       43       (1)       4.6       11       10.0       56       41.5%       UCLA Store         572       9.2%       582       8.9%       10       (0.3)       (4)       (0.2)       568       9.0%       TOTAL         641       15.6%       663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Student Union         1.149       18.5%       1.210       18.5%       (61)       0.0       2       0.3       1.147       18.2%       20.7%       UCLA Student Union       177       2.8%	UCLA Store	12.7%	532		(4)	(0.2)	23	12.9%	559	13.1%	
64         44.8%         67         54.9%         3         10.1         6         7.1         70         51.9%         UCLA Student Union           1,257         20.3%         1,295         19.8%         38         (0.5)         (18)         (0.7)         1,239         19.6%         TOTAL           212         5.2%         182         4.2%         (30)         (1.0)         (37)         (1.0)         175         4.2%         UCLA Store         UCLA Store           175         11.5%         173         11.0%         (2)         (0.5)         (3)         (0.1)         175         4.2%         UCLA Store         UCLA Store           45         31.5%         44         36.1%         (1)         4.6         11         10.0         56         34.2%         Services Division           45         31.5%         44         36.1%         (1)         4.6         11         10.02         568         9.0%         TOTAL           52         9.2%         582         8.9%         10         (0.2)         314         20.7%         UCLA Student Union           53         20.0%         323         20.6%         (18)         (0.6)         (29) <t< td=""><td></td><td></td><td></td><td></td><td></td><td>(0.3)</td><td>11</td><td></td><td></td><td></td><td></td></t<>						(0.3)	11				
1.257         20.3%         1,295         19.8%         38         (0.5)         (18)         (0.7)         1,239         19.6%         TOTAL           212         5.2%         182         4.2%         (30)         (1.0)         (37)         (1.0)         175         4.2%         UCLA Store           175         11.5%         173         11.0%         (2)         (0.5)         (3)         (0.1)         172         11.4%         UCLA Restaurants           445         31.5%         44         36.1%         (1)         4.6         11         10.0         56         41.5%         UCLA Student Union           572         9.2%         582         8.9%         10         (0.3)         (4)         (0.2)         568         9.0%         TOTAL           641         15.6%         663         15.3%         (22)         0.3         27         0.9         614         14.7%         UCLA Store           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         16.2         (53)         (39.9%)         UCLA Student Union           1.149         18.5%         1,210         18.5%         610         0.0         2											
212         5.2%         182         4.2%         (30)         (1.0)         (37)         (1.0)         175         4.2%         UCLA Store           212         5.2%         182         4.2%         (30)         (1.0)         (37)         (1.0)         175         4.2%         UCLA Restaurants           140         32.9%         183         35.9%         43         3.0         25         1.1.3%         UCLA Restaurants           44         36.1%         (1)         4.6         11         10.0         56         34.2%         Services Division           572         9.2%         582         8.9%         10         (0.3)         (4)         (0.2)         568         9.0%         TOTAL           641         15.6%         663         15.3%         (22)         0.3         27         0.9         614         14.7%         UCLA Student Union           236         55.5%         277         54.3%         (41)         1.2         (36)         (0.8)         272         56.3%         Services Division           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         16.2         (53)         (39.3%)         UCLA St											
212       5.2%       182       4.2%       (30)       (1.0)       (37)       (1.0)       175       4.2%       UCLA Store         175       11.5%       173       11.0%       (2)       (0.5)       (3)       (0.1)       172       11.4%       UCLA Store         140       32.9%       183       35.9%       43       3.0       25       1.13       165       34.2%       Services Division         572       9.2%       582       8.9%       10       (0.3)       (4)       (0.2)       568       9.0%       TOTAL         641       15.6%       663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Student Union         641       15.6%       663       15.3%       (21)       0.3       27       0.9       614       14.7%       UCLA Student Union         305       20.0%       323       20.6%       (18)       (0.6)       (9)       (0.7)       314       20.7%       UCLA Restaurants         31.9       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1.149       18.5%       1.210	TOTAL	19.6%	1,239	(0.7)	(18)	(0.5)	38	19.8%	1,295	20.3%	1,257
1175       11.5%       173       11.0%       (2)       (0,5)       (3)       (0,1)       172       11.4%       UCLA Restaurants         140       32.9%       183       35.9%       43       3.0       25       1.3       165       34.2%       Services Division         45       31.5%       44       36.1%       (1)       4.6       11       10.0       56       41.5%       UCLA Student Union         572       9.2%       582       8.9%       10       (0.3)       (4)       (0.2)       568       9.0%       TOTAL         641       15.6%       663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Student Union         305       20.0%       323       20.6%       (18)       (0.6)       (9)       (0.7)       314       20.7%       UCLA Student Union         (33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1.149       18.5%       1,210       18.5%       (61)       0.0       2       0.3       1,147       18.2%       MainiaSupport Services         511       <	OTHER CONTROLLABLES										
140       32.9%       183       35.9%       43       3.0       25       1.3       165       34.2%       Services Division         45       31.5%       44       36.1%       (1)       4.6       11       10.0       56       41.5%       UCLA Student Union         572       9.2%       582       8.9%       10       (0.3)       (4)       (0.2)       568       9.0%       TOTAL         641       15.6%       663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Store         236       55.5%       277       54.3%       (41)       1.2       (36)       (0.8)       272       56.3%       Services Division         (33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1,149       18.5%       (21)       0.0       2       0.3       1,147       18.2%       ToTAL         11       8.2%       533       8.2%       12       0.0       5       0.0       176       2.8%       Maintenance Division         121       2.0%       100       1.5%       (21)	UCLA Store	4.2%	175	(1.0)	(37)	(1.0)	(30)	4.2%	182	5.2%	212
45       31.5%       44       36.1%       (1)       4.6       11       10.0       56       41.5%       UCLA Student Union         572       9.2%       582       8.9%       10       (0.3)       (4)       (0.2)       568       9.0%       TOTAL         641       15.6%       6663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Store       UCLA Store         305       20.0%       323       20.6%       (18)       (0.6)       (9)       (0.7)       314       20.7%       UCLA Store       UCLA Store         305       20.0%       323       20.6%       (11)       1.2       (36)       (0.8)       272       56.3%       Services Division         (33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1.149       18.5%       1.210       18.5%       (61)       0.0       2       0.3       1.147       18.2%       ALLOCATED EXPENSES         511       8.2%       533       8.2%       22       0.0       (27)       (0.5)       484       7.7%       Admin& Support Services     <				. ,		. ,			-		-
572         9.2%         582         8.9%         10         (0.3)         (4)         (0.2)         568         9.0%         TOTAL           641         15.6%         663         15.3%         (22)         0.3         27         0.9         614         14.7%         UCLA Store           305         20.0%         323         20.6%         (18)         (0.6)         (9)         (0.7)         314         20.7%         UCLA Store           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         16.2         (53)         (39.3%)         UCLA Store         UCLA Store           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         1.147         18.2%         TOTAL           1149         18.5%         1,210         18.5%         (61)         0.0         2         0.3         1,147         18.2%         TOTAL           220         3.6%         12         0.0         5         0.0         176         2.8%         Maintenance Division           121         2.0%         16.5%         (22)         0.0         (53)         (1.1)         970         15.4%         Deprec				-			-				-
641         15.6%         663         15.3%         (22)         0.3         27         0.9         614         14.7%         UCLA Store           305         20.0%         323         20.6%         (18)         (0.6)         (9)         (0.7)         314         20.7%         UCLA Restaurants           236         55.5%         277         54.3%         (41)         1.2         (36)         (0.8)         272         56.3%         Services Division           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         16.2         (53)         (39.3%)         UCLA Student Union           1,149         18.5%         1,210         18.5%         (61)         0.0         2         0.3         1,147         18.2%         TOTAL           11         8.2%         533         8.2%         22         0.0         (27)         (0.5)         484         7.7%         Admin&Support Services           1171         2.8%         183         2.8%         12         0.0         5         0.0         176         2.8%         Maintenance Division           121         2.0%         100         1.5%         (21)         (0.5)         <											-
641       15.6%       663       15.3%       (22)       0.3       27       0.9       614       14.7%       UCLA Store         305       20.0%       323       20.6%       (18)       (0.6)       (9)       (0.7)       314       20.7%       UCLA Restaurants         236       55.5%       277       54.3%       (41)       1.2       (36)       (0.8)       272       56.3%       Services Division         (33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1.149       18.5%       1.210       18.5%       (61)       0.0       2       0.3       1.147       18.2%       UCLA Student Union         1.149       18.5%       1.210       18.5%       (61)       0.0       2       0.3       1.147       18.2%       UCLA Student Union         1.141       8.2%       533       8.2%       12       0.0       5       0.0       176       2.8%       MainteAnce Division         121       2.0%       100       1.5%       (21)       (0.5)       (53)       (1.1)       970       15.4%       Depreciation         1.023	TOTAL	9.0%	568	(0.2)	(4)	(0.3)	10	8.9%	582	9.2%	572
305       20.0%       323       20.6%       (18)       (0.6)       (9)       (0.7)       314       20.7%       UCLA Restaurants         236       55.5%       277       54.3%       (41)       1.2       (36)       (0.8)       272       56.3%       Services Division         (33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1,149       18.5%       1,210       18.5%       (61)       0.0       2       0.3       1,147       18.2%       TOTAL         1,149       18.5%       1,210       18.5%       (61)       0.0       2       0.3       1,147       18.2%       TOTAL         1,149       18.5%       1,210       18.5%       (21)       0.0       5       0.0       1.68       Admin&Support Services         171       2.6%       100       1.5%       (21)       (0.5)       (36)       (0.7)       85       1.3%       Depreciation         1023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       TOTAL         1.03       2.0%       16.5% </td <td>CONTRIBUTION</td> <td></td>	CONTRIBUTION										
236         55.5%         277         54.3%         (41)         1.2         (36)         (0.8)         272         56.3%         Services Division           (33)         (23.1%)         (53)         (43.4%)         20         20.3         20         16.2         (53)         (39.3%)         UCLA Student Union           1.149         18.5%         1.210         18.5%         (61)         0.0         2         0.3         1.147         18.2%         TOTAL           1.149         18.5%         533         8.2%         (61)         0.0         2         0.3         1.147         18.2%         TOTAL           1.11         2.8%         133         2.8%         22         0.0         (27)         (0.5)         484         7.7%         Admin&Support Services           111         2.8%         133         2.8%         12         0.0         5         0.0         176         2.8%         Maintenance Division           121         2.0%         10.049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         Depreciation           1.023         16.5%         1.049         16.0%         26         (0.5) <t< td=""><td></td><td></td><td>_</td><td></td><td></td><td></td><td>. ,</td><td></td><td></td><td></td><td>-</td></t<>			_				. ,				-
(33)       (23.1%)       (53)       (43.4%)       20       20.3       20       16.2       (53)       (39.3%)       UCLA Student Union         1,149       18.5%       1,210       18.5%       (61)       0.0       2       0.3       1,147       18.2%       TOTAL         511       8.2%       533       8.2%       22       0.0       (27)       (0.5)       484       7.7%       Admin&Support Services         171       2.8%       183       2.8%       12       0.0       5       0.0       176       2.8%       Maintenance Division         121       2.0%       100       1.5%       (21)       (0.5)       (36)       (0.7)       85       1.3%       Utilities         220       3.6%       233       3.6%       13       0.0       5       0.0       225       3.6%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       TOTAL         1,023       16.5%       1,049       16.0%       26       (0.5)       (51)       (0.8)       177       2.8%       FROM OPERATIONS         1,023       16.4%       0											
1,149         18.5%         1,210         18.5%         (61)         0.0         2         0.3         1,147         18.2%         TOTAL           511         8.2%         533         8.2%         22         0.0         (27)         (0.5)         484         7.7%         Admin&Support Services           171         2.8%         183         2.8%         12         0.0         5         0.0         176         2.8%         Maintenance Division           121         2.0%         100         1.5%         (21)         (0.5)         (36)         (0.7)         85         1.3%         Depreciation           1.023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         TOTAL           1.023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         TOTAL           1.023         16.5%         1,049         16.0%         26         (0.5)         (51)         (0.8)         177         2.8%         FROM OPERATIONS           126         2.0%         161         2.5%         (35)         (0.5)         (51)											
511         8.2%         533         8.2%         22         0.0         (27)         (0.5)         484         7.7%         Admin&Support Services           171         2.8%         183         2.8%         12         0.0         5         0.0         176         2.8%         Maintenance Division           121         2.0%         100         1.5%         (21)         (0.5)         (36)         (0.7)         85         1.3%         Utilities           220         3.6%         233         3.6%         13         0.0         5         0.0         225         3.6%         Depreciation           1,023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         Depreciation           1,023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         TOTAL           1         0.3%         0         0.0%         17         0.3         20         0.3         (3)         0.0%         Non-Recurrent Inc/(Exp)           17         0.3%         0         0.0%         0         0.0         0         0.3%		. ,						( )	. ,	. ,	
511       8.2%       533       8.2%       22       0.0       (27)       (0.5)       484       7.7%       Admin&Support Services         171       2.8%       183       2.8%       12       0.0       5       0.0       176       2.8%       Maintenance Division         121       2.0%       100       1.5%       (21)       (0.5)       (36)       (0.7)       85       1.3%       Utilities         220       3.6%       233       3.6%       13       0.0       5       0.0       225       3.6%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (51)       (0.8)       177       Z.8%       Perceiation         102       2.0%       161       2.5%       (35)       (0.5)       (51)       (0.8)       177       Z.8%       Perceiation         17       0.3%       0 <td>TOTAL</td> <td>18.2%</td> <td>1,147</td> <td>0.3</td> <td>2</td> <td>0.0</td> <td>(61)</td> <td>18.5%</td> <td>1,210</td> <td>18.5%</td> <td>1,149</td>	TOTAL	18.2%	1,147	0.3	2	0.0	(61)	18.5%	1,210	18.5%	1,149
171       2.8%       183       2.8%       12       0.0       5       0.0       176       2.8%       Maintenance Division         121       2.0%       100       1.5%       (21)       (0.5)       (36)       (0.7)       85       1.3%       Utilities         220       3.6%       233       3.6%       13       0.0       5       0.0       225       3.6%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Total         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Total         1,023       16.5%       161       2.5%       (35)       (0.5)       (51)       (0.8)       177       2.8%       FROM OPERATIONS         126       2.0%       161       2.5%       (35)       (0.5)       (51)       (0.8)       177       2.8%       FROM OPERATIONS         13       0.3%       21       0.3%       0       0.0       0.3       (3)       0.0%       Interest Inc/(Exp)         14       0.3%       21       0.3%       0 </td <td>ALLOCATED EXPENSES</td> <td></td>	ALLOCATED EXPENSES										
121       2.0%       100       1.5%       (21)       (0.5)       (36)       (0.7)       85       1.3%       Utilities       Depreciation         220       3.6%       233       3.6%       13       0.0       5       0.0       225       3.6%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       TOTAL         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Depreciation         1,023       16.5%       1,049       16.0%       26       (0.5)       (53)       (1.1)       970       15.4%       Depreciation         1,023       16.5%       161       2.5%       (35)       (0.5)       (51)       (0.8)       177       2.8%       PET INCOME (LOSS)         1       0.3%       0       0.0%       17       0.3       20       0.3       (3)       0.0%       Non-Recurrent Inc/(Exp)         17       0.3%       21       0.3%       0.0       0.0       0.0       0.0%       Interest Income         147       0.6%       0.0%       0			-	. ,							-
220         3.6%         233         3.6%         13         0.0         5         0.0         225         3.6%         Depreciation           1,023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         TOTAL           126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         FROM OPERATIONS           126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         FROM OPERATIONS           17         0.3%         0         0.0%         17         0.3         20         0.3         (33)         0.0%         Non-Recurrent Inc/(Exp)           21         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (11)         (0.1)         7         0.1         (54)         (0.9%)         Interest Income           0         0.0%         0         0.0         0         0         0.0%         Income Ta											
1,023         16.5%         1,049         16.0%         26         (0.5)         (53)         (1.1)         970         15.4%         TOTAL           126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         NET INCOME (LOSS) FROM OPERATIONS           126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         NET INCOME (LOSS)           17         0.3%         0         0.0%         17         0.3         20         0.3         (3)         0.0%         Non-Recurrent Inc/(Exp)           21         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest (Expense)           0         0.0%         0         0.0         0         0.0         0         0.0%         Income Taxes           211         3.4%         211         3.2%         0         0.2         202         3.2%         Student						. ,					
126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         NET INCOME (LOSS) FROM OPERATIONS           17         0.3%         0         0.0%         17         0.3         20         0.3         (3)         0.0%         Non-Recurrent Inc/(EXP)           21         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest Income           0         0.0%         0         0.0         0         0         0.0%         Income Taxes           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL											
126         2.0%         161         2.5%         (35)         (0.5)         (51)         (0.8)         177         2.8%         FROM OPERATIONS           17         0.3%         0         0.0%         17         0.3         20         0.3         (33)         0.0%         Non-Recurrent Inc/(Exp)           17         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest Income           0         0.0%         0         0.00         0.0         0.0         0.0         0.0%         Interest Income           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           211         3.4%         218         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL		13.4 /0	570	(1.1)	(55)	(0.5)	20	10.0 %	1,049	10.5 /6	1,023
17         0.3%         0         0.0%         17         0.3         20         0.3         (3)         0.0%         Non-Recurrent Inc/(Exp)           21         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest Income           0         0.0%         0         0.0         0         0.0         0         0.0%         Interest Income           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL		2 99/	177	(0.8)	(51)	(0.5)	(25)	2 5%	161	2.0%	126
17       0.3%       0       0.0%       17       0.3       20       0.3       (3)       0.0%       Non-Recurrent Inc/(Exp)         21       0.3%       21       0.3%       0       0.0       (2)       (0.1)       23       0.4%       Interest Income         (47)       (0.8%)       (46)       (0.7%)       (1)       (0.1)       7       0.1       (54)       (0.9%)       Interest (Expense)         0       0.0%       0       0.0       0       0.0       0       0.0%       Income Taxes         211       3.4%       211       3.2%       0       0.2       9       0.2       202       3.2%       Student Union Fee Income         202       3.3%       186       2.8%       16       0.5       34       0.6       168       2.7%       TOTAL		2.0%	1//	(0.8)	(31)	(0.5)	(35)	2.5%	101	2.0%	120
21         0.3%         21         0.3%         0         0.0         (2)         (0.1)         23         0.4%         Interest Income           (47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest Income           0         0.0%         0         0.0%         0         0.0         0         0.0%         Interest (Expense)           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL	. ,	0.00/	(0)				47	0.00/	0	0.00/	47
(47)         (0.8%)         (46)         (0.7%)         (1)         (0.1)         7         0.1         (54)         (0.9%)         Interest (Expense)           0         0.0%         0         0.0%         0         0.0         0         0.0%         Income Taxes           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL									-		
0         0.0%         0         0.0%         0         0.0         0         0.0         0         0.0%         Income Taxes           211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL				. ,			-				
211         3.4%         211         3.2%         0         0.2         9         0.2         202         3.2%         Student Union Fee Income           202         3.3%         186         2.8%         16         0.5         34         0.6         168         2.7%         TOTAL		· · ·				, ,				· · ·	
202 3.3% 186 2.8% 16 0.5 34 0.6 168 2.7% TOTAL											
328 5.3% 347 5.3% (10) 0.0 (17) (0.2) 345 5.5% NET INCOME (LOSS)											
	NET INCOME (LOSS)	5 5%	345	(0.2)	(17)	0.0	(19)	5.3%	347	5.3%	328

Г				100 AL VEA	B 0040 004				EV 4	
ŀ					R 2013-2014				FY 1:	2-13
ł	ACT	UAL	BUD		7/28/13 - 10/	VARI			LAST YE	
	ACI	UAL	600	GLI	ACT/		ACT/L	Y ACT	LASTIL	AN AUT
	\$	%	\$	%	\$	%	\$	%	\$	%
ľ										
	15,211		16,170		(959)	(5.9%)	(957)	(5.9%)	16,168	
	3,511		3,495		(333)	0.5%	101	3.0%	3,410	
	922		1,049		(127)	(12.1%)	(69)	(7.0%)	991	
	403		356		47	13.2%	37	10.1%	366	
ľ	20,047		21,070		(1,023)	(4.9%)	(888)	(4.2%)	20,935	
ſ						Pts.		Pts.		
	4,489	29.5%	4.669	28.9%	(180)	PIS. 0.6	(35)	FIS. 1.5	4.524	28.0%
	2,465	70.2%	2,473	70.8%	(8)	(0.6)	68	(0.1)	2,397	70.3%
	922	100.0%	1,048	99.9%	(126)	0.1	(68)	0.1	990	99.9%
	214	53.1%	180	50.6%	34	2.5	16	(1.0)	198	54.1%
Ī	8,090	40.4%	8,370	39.7%	(280)	0.7	(19)	1.7	8,109	38.7%
ſ										
	1,624	10.7%	1,682	10.4%	58	(0.3)	14	(0.6)	1,638	10.1%
	1,760	50.1%	1,781	51.0%	21	0.9	(83)	(0.0)	1,677	49.2%
	151	16.4%	147	14.0%	(4)	(2.4)	(13)	(2.5)	138	13.9%
	193	47.9%	198	55.6%	5	7.7	(3)	4.0	190	51.9%
Ī	3,728	18.6%	3,808	18.1%	80	(0.5)	(85)	(1.2)	3,643	17.4%
,										
	803	5.3%	764	4.7%	(39)	(0.6)	(67)	(0.7)	736	4.6%
	392	11.2%	383	11.0%	(33)	(0.0)	(07)	(0.1)	380	11.1%
	310	33.6%	378	36.0%	68	2.4	39	1.6	349	35.2%
	140	34.7%	136	38.2%	(4)	3.5	7	5.5	147	40.2%
	1,645	8.2%	1,661	7.9%	16	(0.3)	(33)	(0.5)	1,612	7.7%
ľ										
	2,062	13.6%	2,223	13.7%	(161)	(0.1)	(88)	0.3	2,150	13.3%
	313	8.9%	309	8.8%	4	0.1	(26)	(1.0)	339	9.9%
	461	50.0%	523	49.9%	(62)	0.1	(42)	(0.8)	503	50.8%
	(118)	(29.3%)	(154)	(43.3%)	36	14.0	21	8.7	(139)	(38.0%)
	2,718	13.6%	2,901	13.8%	(183)	(0.2)	(135)	0.0	2,853	13.6%
	1,547	7.7%	1,602	7.6%	55	(0.1)	(64)	(0.6)	1,483	7.1%
	499	2.5%	561	2.7%	62	0.2	(18)	(0.2)	481	2.3%
	349	1.7%	301	1.4%	(48)	(0.3)	(70)	(0.4)	279	1.3%
	657	3.3%	699	3.3%	42	0.0	17	(0.1)	674	3.2%
	3,052	15.2%	3,163	15.0%	111	(0.2)	(135)	(1.3)	2,917	13.9%
	(334)	(1.7%)	(262)	(1.2%)	(72)	(0.5)	(270)	(1.4)	(64)	(0.3%)
ľ										
	20	0.1%	0	0.0%	20	0.1	17	0.1	3	0.0%
	55	0.1%	53	0.3%	20	0.0	(6)	0.0	61	0.3%
	(141)	(0.7%)	(139)	(0.7%)	(2)	0.0	20	0.1	(161)	(0.8%)
	Ó	0.0%	Ó	0.0%	0	0.0	0	0.0	) O	0.0%
	633	3.2%	633	3.0%	0	0.2	26	0.3	607	2.9%
	567	2.8%	547	2.6%	20	0.2	57	0.4	510	2.4%
	233	1.2%	285	1.4%	(52)	(0.2)	(213)	(0.9)	446	2.1%

\* Without Benefits

## ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - OCTOBER 2013 (\$000's) DIVISIONS FULLY ALLOCATED

		OCT		9/13 - 10/26/	'13)			FY 1	-	]					R 2013-2014				FY 1	2-13
			CURRENT	r Month				*1	-						7/28/13 - 10/				*	*
ACTU	AL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	EAR ACT
				ACT/E	BUD	ACT/L1	ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,102		4,335		(233)	(5.4%)	(76)	(1.8%)	4,178		UCLA Store	15,211		16,170		(959)	(5.9%)	(957)	(5.9%)	16,168	
1,526		1,569		(43)	(2.7%)	11	0.7%	1,515		UCLA Restaurants	3,511		3,495		16	0.5%	101	3.0%	3,410	
425		510		(85)	(16.7%)	(58)	(12.0%)	483		Services Division	922		1,049		(127)	(12.1%)	(69)	(7.0%)	991	
143		122		21	17.2%	8	5.9%	135		UCLA Student Union	403		356		47	13.2%	37	10.1%	366	
6,196		6,536		(340)	(5.2%)	(115)	(1.8%)	6,311		TOTAL	20,047		21,070		(1,023)	(4.9%)	(888)	(4.2%)	20,935	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,389	33.9%	1,404	32.4%	(15)	1.5	67	2.3	1,322	31.6%	UCLA Store	4,489	29.5%	4,669	28.9%	(180)	0.6	(35)	1.5	4,524	28.0%
1,087	71.2%	1,115	71.1%	(28)	0.1	9	0.0	1,078	71.2%	UCLA Restaurants	2,465	70.2%	2,473	70.8%	(8)	(0.6)	68	(0.1)	2,397	70.3%
424	99.8%	509	99.8%	(85)	0.0	(59)	(0.2)	483	100.0%	Services Division	922	100.0%	1,048	99.9%	(126)	0.1	(68)	0.1	990	99.9%
75	52.4%	58	47.5%	17	4.9	1	(2.4)	74	54.8%	UCLA Student Union	214	53.1%	180	50.6%	34	2.5	16	(1.0)	198	54.1%
2,975	48.0%	3,086	47.2%	(111)	0.8	18	1.1	2,957	46.9%	TOTAL	8,090	40.4%	8,370	39.7%	(280)	0.7	(19)	1.7	8,109	38.7%
										TOTAL CONTROLLABLES										
748	18.2%	741	17.1%	(7)	(1.1)	(41)	(1.3)	707	16.9%	UCLA Store	2,428	16.0%	2,446	15.1%	18	(0.9)	(54)	(1.3)	2,374	14.7%
782	51.2%	792	50.5%	10	(0.7)	(18)	(0.8)	764	50.4%	UCLA Restaurants	2,152	61.3%	2,165	61.9%	13	0.6	(95)	(1.0)	2,057	60.3%
189	44.5%	233	45.7%	44	1.2	22	(0.8)	211	43.7%	Services Division	461	50.0%	525	50.0%	64	0.0	26	(0.9)	487	49.1%
108	75.5%	111	91.0%	3	15.5	18	17.8	126	93.3%	UCLA Student Union	333	82.6%	334	93.8%	1	11.2	4	9.5	337	92.1%
1,827	29.5%	1,877	28.7%	50	(0.8)	(19)	(0.9)	1,808	28.6%	TOTAL	5,374	26.8%	5,470	26.0%	96	(0.8)	(119)	(1.7)	5,255	25.1%
										CONTRIBUTION										
641	15.6%	663	15.3%	(22)	0.3	27	0.9	614	14.7%	UCLA Store	2,062	13.6%	2,223	13.7%	(161)	(0.1)	(88)	0.3	2,150	13.3%
305	20.0%	323	20.6%	(18)	(0.6)	(9)	(0.7)	314	20.7%	UCLA Restaurants	313	8.9%	309	8.8%	4	0.1	(26)	(1.0)	339	9.9%
236	55.5%	277	54.3%	(41)	1.2	(36)	(0.8)	272	56.3%	Services Division	461	50.0%	523	49.9%	(62)	0.1	(42)	(0.8)	503	50.8%
(33)	(23.1%)	(53)	(43.4%)	20	20.3	20	16.2	(53)	(39.3%)	UCLA Student Union	(118)	(29.3%)	(154)	(43.3%)	36	14.0	21	8.7	(139)	(38.0%)
1,149	18.5%	1,210	18.5%	(61)	0.0	2	0.3	1,147	18.2%	TOTAL	2,718	13.6%	2,901	13.8%	(183)	(0.2)	(135)	0.0	2,853	13.6%
										ALLOCATED EXPENSES										
531	12.9%	538	12.4%	7	(0.5)	(30)	(0.9)	501	12.0%	UCLA Store	1,711	11.2%	1,763	10.9%	52	(0.3)	(56)	(1.0)	1,655	10.2%
344	22.5%	350	22.3%	6	(0.2)	(20)	(1.1)	324	21.4%	UCLA Restaurants	931	26.5%	953	27.3%	22	0.8	(57)	(0.9)	874	25.6%
61	14.4%	77	15.1%	16	0.7	0	(1.8)	61	12.6%	Services Division	153	16.6%	192	18.3%	39	1.7	(8)	(2.0)	145	14.6%
87	60.8%	84	68.9%	(3)	8.1	(3)	1.4	84	62.2%	UCLA Student Union	257	63.8%	255	71.6%	(2)	7.8	(14)	2.6	243	66.4%
1,023	16.5%	1,049	16.0%	26	(0.5)	(53)	(1.1)	970	15.4%	TOTAL	3,052	15.2%	3,163	15.0%	111	(0.2)	(135)	(1.3)	2,917	13.9%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
111	1.8%	126	1.9%	(15)	(0.1)	(2)	0.0	113	1.8%	UCLA Store	351	1.8%	460	2.2%	(109)	(0.4)	(144)	(0.6)	495	2.4%
(39)	(0.6%)	(27)	(0.4%)	(12)	(0.2)	(29)	(0.4)	(10)	(0.2%)	UCLA Restaurants	(618)	(3.1%)	(645)	(3.1%)	27	0.0	(83)	(0.5)	(535)	(2.6%)
175	2.8%	200	3.1%	(25)	(0.3)	(36)	(0.5)	211	3.3%	Services Division	308	1.5%	331	1.6%	(23)	(0.1)	(50)	(0.2)	358	1.7%
(121)	(2.0%)	(138)	(2.1%)	17	0.1	16	0.2	(137)	(2.2%)	UCLA Student Union	(375)	(1.9%)	(408)	(1.9%)	33	0.0	7	(0.1)	(382)	(1.8%)
126	2.0%	161	2.5%	(35)	(0.5)	(51)	(0.8)	177	2.8%	TOTAL	(334)	(1.7%)	(262)	(1.2%)	(72)	(0.5)	(270)	(1.4)	(64)	(0.3%)
										OTHER INC/(EXP)										ļ
17	0.3%	0	0.0%	17	0.3	20	0.3	(3)		Non-Recurrent Inc/(Exp)	20	0.1%	0	0.0%	20	0.1	17	0.1	3	0.0%
21	0.3%	21	0.3%	0	0.0	(2)	(0.1)	23	0.4%	Interest Income	55	0.3%	53	0.3%	2	0.0	(6)	0.0	61	0.3%
(47)	(0.8%)	(46)	(0.7%)	(1)	(0.1)	7	0.1	(54)	(0.9%)	Interest (Expense)	(141)	(0.7%)	(139)	(0.7%)	(2)	0.0	20	0.1	(161)	(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%
211 202	3.4%	211	3.2%	0	0.2	9 34	0.2	202	3.2%	Student Union Fee Income	633	3.2%	633 547	3.0% 2.6%	0 20	0.2	26 57	0.3	607	2.9%
	3.3%	186	2.8%	16	0.5		0.6	168		TOTAL	567	2.8%	547			0.2		0.4	510	2.4%
328	5.3%	347	5.3%	(19)	0.0	(17)	(0.2)	345	5.5%	NET INCOME (LOSS)	233	1.2%	285	1.4%	(52)	(0.2)	(213)	(0.9)	446	2.1%

#### P/L Reconciliation Oct-13

Financial Analysis	\$00	0's
	Oct	-13
Budgeted Net Income/(Loss)		34
UCLA Store Gross Margin:		
E-Commerce gross income \$69K above plan due to success from sales of LA Midnight limited edition jersey and the Score Big promotion, and positive postage income related to additional orders processed	40	
	40	
The Market gross income \$26K below plan due to continued impact of foot traffic and traffic patterns resulting from Luskin Conference Center construction	(11)	
	(11)	
Used Text gross margin below plan due to mostly to higher wholesale sales at lower markup and markdown from sales on Amazon	(6)	
Computer Store gross income \$197K below plan due to downward trend of individuals sales and tablet sales at lower average price	(24)	
Luvalle Books gross income \$21K below plan due to downward trend in textbooks due to competition	(6)	
HSS Books gross income \$23K below plan due to downward trend in medical books for classes, more being put online	(6)	
Total Wages lower than plan mostly career	7	
Other	(16)	
Total Contribution		(22
UCLA Restaurants		
Gross Margin:		
Wetzels/RX gross margin below plan due to remodeling sales program that has been deferred, some customer traffic patterns shifting,		
and aggressive cost of sales budget	(5)	
Luvalle Food Servery gross income \$19 below plan due to new sales programs not started	(14)	
Cooperage gross income \$12K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(8)	
Taco Bell gross income \$7K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(6)	
Catering gross income \$21K above plan due to Men's Basketball training table started two weeks early, new Women's Volleyball		
Training Table, increase in Snack bags from last year and two additional Football meals from last year	18	
Concessions gross income \$15K below plan mainly due to budgeting error as 2 championship games will occur in period 4 and 5	(10)	
Other, negative controllables mostly bank card expense, which is on plan YTD	7	
Total Contribution		(18
Services		
Gross Margin:		
Licensing domestic income below plan due to less growth than anticipated	(31)	
Licensing foreign income below plan due to the demise of the program in Korea	(52)	
Other, positive controllables mainly in Licensing	42	
Total Contribution		(41
UCLA Student Union		
Gross Margin:		
Student Union Ops gross income \$20K above plan primarily due to the Univision televised Town Hall, the Undergraduate Admissions		
Tour Presentations, and increase in sales with UNEX and the Engineering Career Fair	18	
Other, positive controllables	2	
Total Contribution		20
Allocated Expenses and Other		
A&SS lower than plan mostly wages and employee benefits	22	
Maintenance lower than plan mostly employee benefits and repairs and maintenance	12	
Utilities higher than plan due to higher consumption mostly in chilled water (being researched with UCLA Energy Services), and higher		
steam due to the broken meter that was changed out after the budget was completed	(21)	
Depreciation lower than plan due to timing of capitals	13	
Other, mostly non-recurring	16	
Total		42
Actual Net Income/(Loss)		328

#### ASUCLA P/L Reconciliation Year-To-Date Through October 2013

Financial Analysis	\$00	)0's
· · · · · · · · · · · · · · · · · · ·		
Budgeted Net Income/(Loss)		285
Zimgeren Art Intoine/(2005)		200
UCLA Store		
Gross Margin:	22	
Bearwear gross income \$73K above plan due mostly to positive impact from football for sales at the Rose Bowl and results from Score Big promotions	33	
Fasttrack gross income \$22K below plan mostly in women's wear	(12)	
The Market gross income \$52K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales decline	┝───┥	
in Health/Beauty products	(22)	
Essentials gross income \$19K below plan due to decrease in demand for some key product (spiral notebooks) and loss of sizeable department charge from Athletics	(9)	
E-Commerce gross income \$84K above plan due to positive impact from football and the Score Big promotion, and successful LA Midnight limited edition jersey sales	44	0
Computer Store gross income \$635K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and		
impact from customer response to remodeling	(69)	
New Text gross income \$59K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(21)	
Used Text gross income \$94K below plan due to continued stock shortage	(36)	
Course Reader Solutions gross income \$50K below plan due to on-going overall decline in sales (direct department, digital sales for summer courses)	(7)	
Luvalle Books gross income \$189K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(43)	
HSS Books gross income \$29K below plan due to downward trend in medical books for classes, more being put online	(9)	
HSS Decks gross medine \$500 below plan due to downward dend in induced boots for classes, insite being put online HSS Dental gross margin below plan results from timing of delivery dates and backordered item arrival	(8)	
	14	
Total Wages lower than plan		
Other	(16)	
Total Contribution	┝───┥	(161)
UCLA Restaurants		
Gross Margin:		
Northern Lights gross margin below plan due to mix of food vs. coffee in 'product mix shifted to higher cost items during the summer and declining coffeehouse sales	(9)	
Café Synapse gross income \$22K below plan due to continued drop in sales and a few departments have moved out of the building	(17)	-
Luvalle Food Servery gross income \$39K below plan due to new sales program has not started yet	(32)	
Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(6)	
Taco Bell gross income \$16K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(13)	
Jimmy's gross income \$10K below plan due to on-going decreased sales for most of the coffeehouses in northern campus	(6)	
Cooperage gross income \$31K below plan due new sales program not started yet, and Engineering and Lot 6 construction impacting pedestrian traffic patterns	(22)	
Catering gross income \$143K above plan due to more Athletics training table than last year, 4 day Bhai Conference and the UCLA Graduated Student Picnic	104	
Concessions gross income \$20K below plan mainly due to budgeting error as 2 championship games will occur in period 4 and 5	(11)	
Other, mostly positive controllables	16	
Total Contribution	10	4
Services		
Gross Margin:		
	(7.1)	
Licensing domestic income below plan due to lower than expected results; optimistic budget figures for the start of the year	(74)	
Licensing foreign income below plan due to the demise of the program in Korea	(52)	
Photography income above plan due to increased bookings for Anderson and Law School, and timing for non-athletic jobs that occurred in August instead of July	4	
Total Wages higher than plan	(4)	
Other, positive controllables mainly in Licensing	64	
Total Contribution		(62)
UCLA Student Union		
Gross Margin:		
Student Union Ops gross income \$42K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision televised		
Town Hall and the UCLA Orientation program increasing spending	34	
Recreation and Games gross income \$2K above plan (Game ON was planned to be closed)	2	
Total Contribution		36
Allocated Expenses and Other		
A&SS lower than plan mostly in other controllables (including employee benefits and insurance expense)	55	
Maintenance lower than plan mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the	62	
	02	
budget for career wages and employee benefits was too high Utilities higher then plan due to higher consumption mostly in chilled water consciolly. Actorney, (heing researched with UCLA Energy Services), and higher steem due		
Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (being researched with UCLA Energy Services), and higher steam due	(40)	
to a new meter in Ackerman installed after the budget was completed	(48)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	42	
Other, positive non-recurring	20	
Total		131
Actual Net Income/(Loss)		233

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

(4000)	Current Month	Prior Month	Prior Year
	October 2013	September 2013	July 2013
ASSETS	October 2013	September 2015	July 2013
CURRENT ASSETS:			
Cash and cash equivalents	\$12,577	\$13,211	\$11,541
Accounts receivable	4,342	3,794	3,369
Less: Allowance for doubtful accounts	(154)	(157)	(131)
Accounts receivable, net	4,187	3,637	3,239
Student fees receivable	1,023	812	389
Inventories	6,982	7,078	6,379
Prepaid expenses and other current assets	204	169	243
Total current assets	24,973	24,906	21,791
LONG TERM ASSETS			
	66,137	65,899	65 205
Property, equipment and improvements Less: Accumulated depreciation	(39,526)	(39,306)	65,205 (38,869)
Total Long Term Assets	26,611	26,593	26,336
Total Long Term Assets	20,011	20,333	20,000
TOTAL ASSETS	51,584	51,499	48,128
LIABILITIES AND RETAINED EARNINGS			
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,829	\$7,956	\$4,921
Wages and payroll taxes payable	3,043	3,007	3,085
Sales Tax Payable & Other Liabilities	1,559	1,145	837
Interest payable	286	239	146
Deferred Income	674	300	182
Funds Held for Others	142	131	139
Current portion of long term debt	708	708	708
Total current liabilities	13,242	13,486	10,018
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
	04.000	05 077	04 000
TOTAL LIABILITIES	24,833	25,077	21,609
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	20,518	(96)	20,459
$1 = a_1 - a_2 = a_3 = a_1 + a_2 = a_3 = $	200	(96)	
Ending Balance	26,751	26,422	26,518
-		,	, -
TOTAL LIABILITIES AND RETAINED EARNINGS	51,584	51,499	48,128

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS October 2013

(\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:	\$328	\$233	\$446
Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets (Gain) Loss on long-term debt refinancing <u>(Increase)/decrease in current assets:</u> Accounts receivable Student fees receivable	220 0 0 0 (550) (211)	657 0 0 0 (948) (623)	674 0 0 0 (503) (606)
Inventories Prepaid expenses and other current assets <u>Increase/(decrease) in current liabilities:</u> Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable	(211) 96 (36) (1,127) 415 37	(633) (603) 39 1,907 722 (41)	332 138 0 (122) 715 249
Interest payable Deferred Income Funds held for others Other Current Liabilities (Current Portion of LT Debt) Net cash provided/(used) by operating activities	47 374 11 0 (\$395)	141 491 3 0 <b>\$1,969</b>	161 206 8 0 <b>\$1,697</b>
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements	0 (238)	\$0 (932)	0 (297)
Net cash used in investing activities CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	( <b>\$238)</b> 0	<b>(\$932)</b> 0	<b>(\$297)</b> 0
Net cash provided/(used) by financing activities NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	\$0 (\$634)	\$0 \$1,036	\$0
CASH AND CASH EQUIVALENTS, Beginning CASH AND CASH EQUIVALENTS, Ending	\$13,211 \$12,577	11,541 \$12,577	10,251 \$11,650

## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION October 2013

(\$000's)

<b>RESERVE SURPLUS (DEFICIT)</b>	(7)
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	7,013
Uncommitted Cash	7,006
Adjustment for Cash Overdraft Entry	(2,222)
Subtotal	(3,349)
Student Service Center	(293)
Terrace Food Court Patio Upgrade	(350)
Store POS	(150)
Ostin Music Café	(200)
Casual Dining	(538)
Ackerman B & A Level Remodel	(1,818)
Less: Committed Capital Projects	12,577
CASH AND CASH EQUIVALENTS	12,577

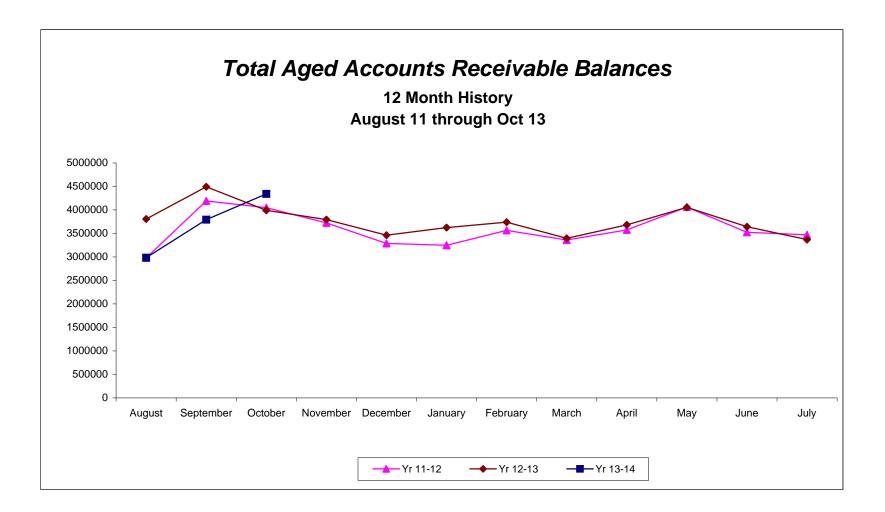
		FY 2013-2	2014 October	2013				
					PROJECTED			_
PROJECT NAME	BUDGET	<b>B</b>	DOI:	<b>T</b> -1-1	Remaining	Densking	Over	01-1
Store/Services		Payments	PO's	Total	Balance	Pendina	(Under)	Status
2013-S001 Store General Replacement	50.0	10.6	0.0	10.6	39.4		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S002 Informal Photo Equipment	50.0	37.6	10.9	48.5	1.5	0.0	0.0	In Progress
2013-S003 HISS Remodel	50.0	12.4	12.8	46.5 25.2	24.8		0.0	In Progress
		12.4	12.8	25.2			0.0	5
2013-S005 Concession Kiosks Replacement 2013-S006 LuValle Store Renovation	25.0 30.0		0.0	25.4 0.0	0.0 0.0	20.0	0.4	Awaioting Invoice
		0.0	0.0		0.0	30.0		Pending
2013-S007 NC Shop Renovation Total Store/Services	25.0 236.0	0.0 72.7	37.0	0.0 109.7	65.7	25.0 61.0	0.0	Pending
Food Service	230.0	12.1	57.0	103.1	00.1	01.0	0.4	
2013-F008 FS Miscellaneous and Unanticipated	50.0	4.0	8.3	12.3	37.7		0.0	In Progress
2013-F008 P3 Miscellaneous and Onanticipated 2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
								5
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2013-F014 Infrastucture & Equiptment-Drake Concessions	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F016 Relaxtation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F019 Lu Valle Refrigerator	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F020 Relocate Tsunami	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F041 Food Carts	0.0	12.1	14.8	26.9	3.1	~~~ ~	30.0	In Progress
Total Food Services	356.0	16.1	24.9	41.0	49.0	296.0	30.0	
Technology								
2013-T021 Network Infrastructure Upgrade	20.0	3.8	0.0	3.8	16.2		0.0	In Progress
2013-T022 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T024 AU Expansion of UCLA Wireless Network	8.0	0.0	2.6	2.6	5.4		0.0	In Progress
2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-T027 Marketing Software Upgrade	7.5	0.0	0.0	0.0	0.0	7.5	0.0	Pending
2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
Total Technology	171.5	3.8	2.6	6.4	21.6	143.5	0.0	
Others								
2013-O029 Game Center Technical Upgrades	12.0	0.0	0.6	0.6	11.4		0.0	In Progress
2013-0030 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2013-0031 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-0032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2013-O033 SUO Digital Ad Screen Expansion 2013-O034 AGB/BRR Trash Cans	12.0 7.2	0.0 0.0	0.0 0.0	0.0 0.0	0.0 0.0	12.0 7.2	0.0 0.0	Pending
2013-0034 AGB/BRR Trash Cans 2013-0035 Student Service Center	300.0	0.0	0.0 7.0	0.0 7.0	293.0	1.2	0.0	Pending In Progress
2013-0036 Fac. Misc. Remodels	25.0	3.0	7.0 4.0	7.0	18.0		0.0	In Progress In Progress
2013-0037 Lu Valle Roof Membrane	75.0	0.0	4.0 0.0	0.0	0.0	75.0	0.0	Pending
2013-0038 Energy/IUtilities Efficiency Project	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-O039 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2013-042 Daily Bruin Flooring	0.0	0.0	41.4	41.4	3.6		45.0	In Progress
Total Others	636.2	3.0	53.0	56.0	326.0	299.2	45.0	

#### ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2013-2014 October 2013

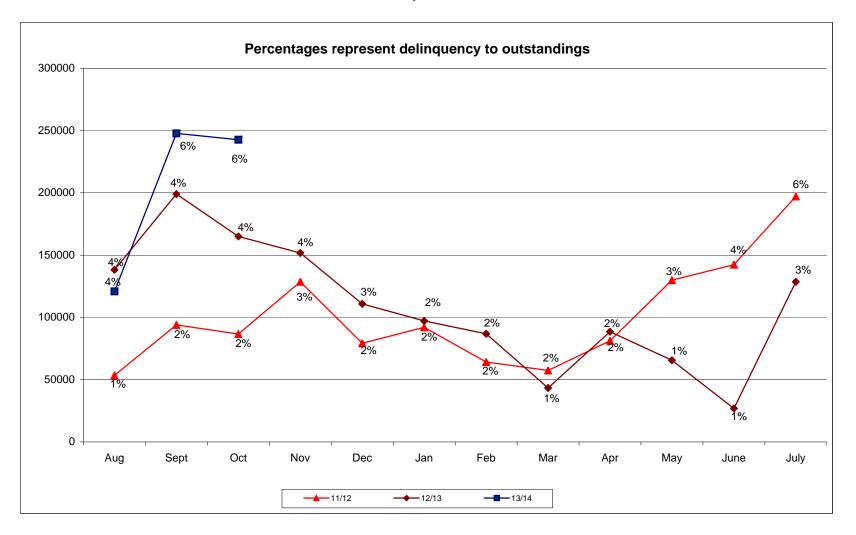
ASUCLA Finance Division

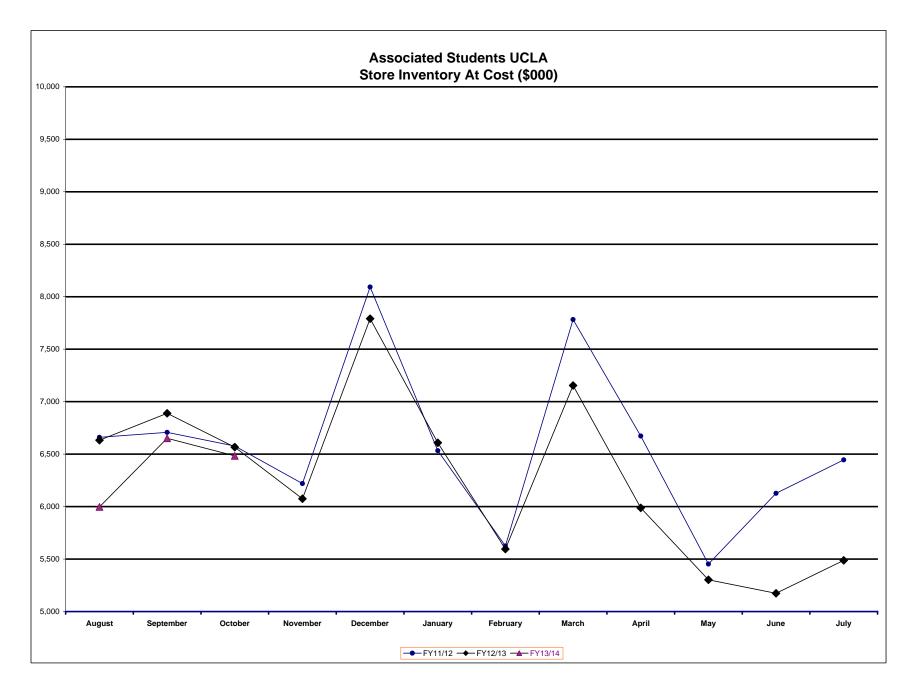
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

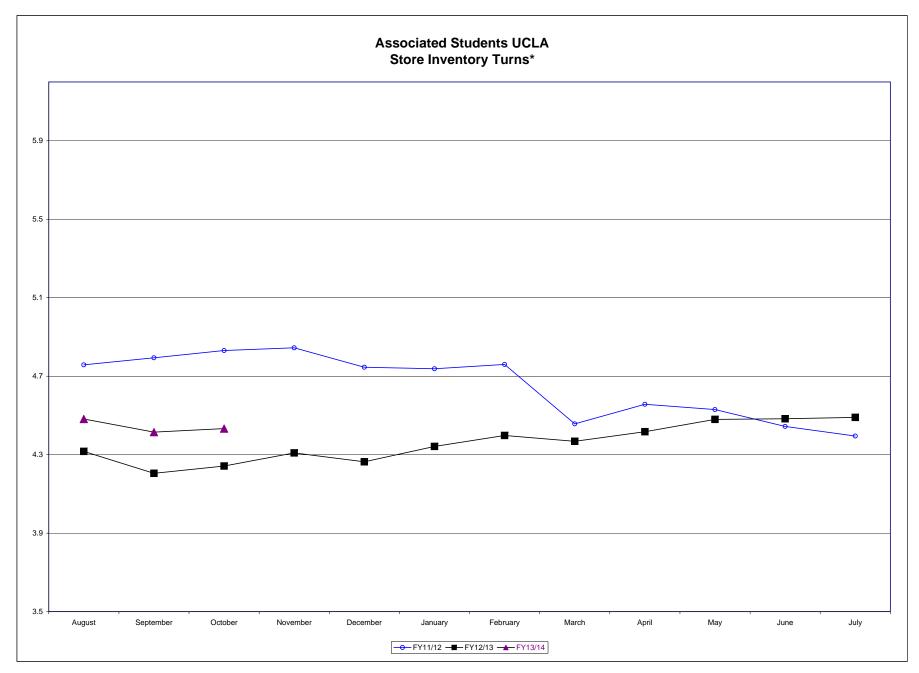
10/26/2013 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$690,712	18%	\$180,487	68%	\$11,369	25%	\$6,601	5%	\$4,793	6%	\$2,008	-24%	\$895,970	21%
ASUCLA PUBLICATIONS	\$159,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$159,787	4%
ASUCLA USA/GSA	\$72,947	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$72,947	2%
DUE FROM VENDORS	\$144,358	4%	(\$362)	0%	\$22,447	49%	\$113,241	91%	\$75,494	94%	(\$20,433)	240%	\$334,745	8%
DENTAL KITS	\$529,680	14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$529,680	12%
OTHER	\$2,234,375	58%	\$87,081	32%	\$12,238	26%	\$4,768	4%	\$244	0%	\$9,899	-116%	\$2,348,605	53%
TOTAL CURRENT MONTH	\$3,831,859	100%	\$267,206	100%	\$46,054	100%	\$124,610	100%	\$80,531	100%	(\$8,526)	100%	\$4,341,734	100%
	88%		6%		1%		3%		2%		0%		100%	
9/28/2013 Sept	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$986,613	29%	\$20,997	20%	\$11,419	5%	\$5,057	24%	\$91	-1%	\$889	3%	\$1,025,066	27%
ASUCLA PUBLICATIONS	\$166,630	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$166,630	4%
ASUCLA USA/GSA	\$59,592	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$59,592	2%
DUE FROM VENDORS	\$17,395	1%	\$23,159	22%	\$195,373	92%	(\$22,453)	-105%	(\$14,969)	125%	\$16,902	65%	\$215,407	6%
DENTAL KITS	\$750,070	22%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$750,070	20%
OTHER	\$1,462,698	42%	\$58,774	57%	\$5,630	3%	\$38,863	181%	\$2,866	-24%	\$8,039	31%	\$1,576,870	41%
TOTAL CURRENT MONTH	\$3,442,998	1 <b>00</b> %	\$102,930	100%	\$212,422	100%	\$21,467	100%	(\$12,012)	100%	\$25,830	100%	\$3,793,635	100%
	91%		2%		6%		0%		0%		0%		100%	
8/24/2013 Aug	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$641,140	25%	\$113,435	32%	\$12,216	22%	\$4,971	9%	\$2,325	-67%	\$455	3%	\$774,542	26%
ASUCLA PUBLICATIONS	\$110,519	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$110,519	4%
ASUCLA USA/GSA	\$49,456	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$49,456	2%
DUE FROM VENDORS	\$431,055	21%	\$188,226	52%	(\$3,530)	-6%	(\$14,052)	-27%	(\$9,368)	268%	\$11,224	67%	\$603,555	20%
DENTAL KITS	\$131,290	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$131,290	4%
OTHER	\$1,140,612	42%	\$58,056	16%	\$46,526	84%	\$61,491	117%	\$3,552	-102%	\$5,051	30%	\$1,315,288	44%
TOTAL CURRENT MONTH	\$2,504,072	1 <b>00</b> %	\$359,717	1 <b>00%</b>	\$55,212	100%	\$52,410	100%	(\$3,491)	100%	\$16,730	100%	\$2,984,650	100%
	84%		9%		1%		1%		0%		0%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







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

#### UCLA STORE INCOME STATEMENT

OCT. C	03(09/29/13-10/2	26/13)		F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
C	CURRENT MONTH	1		YTD 3	MO(07/28/13-10	/26/13)	LAST YEA	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,915,049	2,157,905	< 242 856 >	ACADEMIC SUPPORT DIV	6,865,354	7,672,051	<806,697>	2,125,015	7,897,931
1,351,052	1,391,113		GENERAL MDSE DIVISION	3,629,429	3,660,130	<30,701>	1,331,201	3,578,451
106,990	114,000		HILLTOP SHOP	214,470	230,000	<15,530>	110,215	221,971
225,302	248,482	<23,180>	LU VALLE COMMONS STORE	933,125	1,129,028	<195,903>	242,196	1,087,243
170,610	113,000	57,610	E-COMMERCE DIVISION	504,032	433,000	71,032	90,178	341,280
232,051	231,805	246	HEALTH SCIENCES STORE	2,790,340	2,788,896	1,444	229,577	2,831,844
4,001,054	4,256,305	<255,251>	TOTAL SALES	14,936,750	15,913,105	<976,355>	4,128,383	15,958,720
	0.010.75/	040 554		10 / 50 000	11 110 0/5	704 770	0.007.0//	44 570 004
2,694,200	2,913,756	219,556	Less: Cost of Sales	10,658,292	11,440,065	781,773	2,837,366	11,578,904
			Less, Christians					
			Less: Shrinkage					
9,025	7,660	<1.365	ACADEMIC SUPPORT DIV	29,390	28.010	<1,380>	9,221	31,353
6,009	6,060		GENERAL MDSE DIVISION	15,568	15,560	<8>	5,908	15,134
505	530		HILLTOP SHOP	987	1,070	83	517	1,021
1,538	1,310		LU VALLE COMMONS STORE	5,659	5,680	21	1,670	6,380
646	400		E-COMMERCE DIVISION	1,878	1,540	<338>	338	1,256
1,341	1,430	89	HEALTH SCIENCES STORE	9,795	9,910	115	1,529	10,283
19,064	17,390	<1,674>	SHRINKAGE	63,277	61,770	<1,507>	19,182	65,428
2,713,263	2,931,146	217,883	TOTAL COST OF SALES	10,721,569	11,501,835	780,266	2,856,548	11,644,332
67.3	68.5	1.1	COST OF SALES %	71.4	71.9	0.5	68.7	72.6
1,287,790	1,325,159	<37,369>	GROSS MARGIN	4,215,181	4,411,270	<196,089>	1,271,834	4,314,389
32.7	31.5	1.1	GROSS MARGIN %	28.6	28.1	0.5	31.3	27.4
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
32.2	31.1	1.1	NET GROSS MARGIN %	28.2	27.7	0.5	30.8	27.0
32.2	31.1	1.1		20.2	21.1	0.5	30.0	21.0
20.2	19.8	0.4	ACADEMIC SUPPORT DIV	18.7	18.6	0.2	20.2	18.4
45.8	45.7		GENERAL MDSE DIVISION	48.5	48.7	<0.1>	45.0	48.1
39.9	39.5		HILLTOP SHOP	40.9	40.1	0.8	40.1	41.1
33.5	33.5		LU VALLE COMMONS STORE	26.9	26.5	0.4	32.7	25.7
50.0	50.3	<0.3>	E-COMMERCE DIVISION	50.0	51.1	<1.1>	51.6	51.9
34.4	33.7	0.7	HEALTH SCIENCES STORE	20.8	21.3	<0.6>	32.4	20.8
I								
100,869	79,176	21,693	OTHER INCOME	274,214	257,293	16,921	49,860	209,420
1,388,660	1,404,335	<15,675>	GROSS MARGIN/OTHER	4,489,395	4,668,563	<179,168>	1,321,695	4,523,808
			Less: Controllable Exp					
252,410	262,578	10,168	Caroor Wagos	772,350	797,368	25,018	256,201	797,189
252,410	202,578		Career Wages Limited Appointment	112,350	7,914	25,018	256,201	6,221
155,233	149,843	<5,390>	Student Wages	460,477	441,948	<18,529>	149,702	439,979
407,643	414,856	7,213	TOTAL WAGES	1,232,827	1,247,230	14,403	405,903	1,243,389
10.2	9.8		WAGE % TO SALES	8.3	7.8	<0.4>	9.8	7.8
128,063	143,896	15,833	Employee Benefits	391,467	434,431	42,964	126,243	394,738
9,552	7,095		Office Supplies	35,136	34,535	<601>	7,063	28,236
13,312	14,070	758	Telephone	38,581	42,044	3,463	13,739	39,990
80	110	30	Telex	240	330	90	80	343
17	40	23	Postage	61	120	59	17	71
2,158	970	<1,188>	Trav/Trips/Conference	6,220	4,870	<1,350>	797	4,157
0	0	0 3,993	Membership Fees	800	0	<800>	0	0
1,907 43,947	5,900 34,510	3,993 <9,437>	Operating Supplies Freight Out	16,513 101,963	19,730 100,070	3,217 <1,893>	5,540 33,695	17,324 95,616
43,947 892	900	< 9,437>	Transportation	2,711	2,700	<1,693>	33,095 990	2,797
<0>	0	0	Postage Stamp O/S	<0>	2,700	0	<7>	<8>
0	0	0	Uniforms	142	0	<142>	0	0
28,513	19,810	<8,703>	Advertising	94,394	77,790	<16,604>	17,264	71,948
<1,320>	<928>		Vendor Adv. Allowance	<5,047>	<2,528>	2,519	<1,220>	<1,514>
2,683	55		Direct Mail Adv.	186,350	180,165	<6,185>	40	165,771
4,248	3,490	<758>	Repairs & Maintenance	15,993	10,470	<5,523>	3,767	12,160
0	0	0	Janitorial	0	0	0	0	<19>
75,529	72,187		Bank Card Expense	221,395	227,123	5,728	68,682	221,740
3,250	0		Overs/Shorts	6,430	0	<6,430>	831	3,374
0	0		Credit Card Adjustments	358	0	<358>	1,696	5,939
0	0		Textbook Rental Exp	650	0	<650>	106	106
406 0	200 0	<206>	Rentals-Truck Taxes & Licenses	1,404 0	900 300	<504> 300	236 0	1,109 0
9,131	6,550		Professional Services	27,814	19,600	<8,214>	4,434	10,047
745	0,550		Temp Agency Service	745	19,000	<745>	4,434 <500>	<500>
0	3,000	3,000	Commission Expense	298	3,000	2,702	2,728	2,968
5,628	5,501		Concession Expense	17,294	16,504	<790>	5,450	21,807
0	2	2	Alloc of Distr Cntr	0	4	4	0	0
11,243	8,979	<2,264>	Payment to UCLA	32,904	26,228	<6,676>	9,723	32,061
339,986	326,337	<13,649>	TOTAL OTHER CONTROL.	1,194,814	1,198,386	3,572	301,395	1,130,259
747,629	741,193	<6,436>	TOTAL CONTROLLABLE EXP	2,427,641	2,445,616	17,975	707,298	2,373,648
/ 44 004	//0.5.00	00	GROSS CONTRIBUTION TO	2 0/1 751	0.000.017	.4/4 400	/11.00/	2 450 475
641,031	663,142	<22,111>	SVCS AND ENTERPRISES	2,061,754	2,222,947	<161,193>	614,396	2,150,160
			Loss: Allocated Eve					
			Less: Allocated Exp					
26,672	27,838	1,166	Allocated ExpHR	82,295	86,896	4,601	25,396	79,790
146,983	151,420	4,437	Allocated Exp. Fin	82,295 489,018	507,902	18,884	25,396 136,361	476,373
	131,420		Allocated ExpIS	201,611	210,398	8,787	57,977	476,373
58 948	61 926			94,977	112,746	17,769	30,796	107,774
58,948 28,445	61,926 33,267	2,978 4.822	Allocated Exp. Mktg					
28,445	33,267	4,822	Allocated Exp. Mktg Allocated Exp Othr SA					
28,445 89,304	33,267 91,965	4,822 2,661	Allocated Exp Othr SA	317,489	326,438	8,949	80,960	293,028
28,445 89,304 68,048	33,267 91,965 68,599	4,822 2,661	Allocated Exp Othr SA Maintenance	317,489 198,817	326,438 209,989	8,949 11,172	80,960 69,514	293,028 191,430
28,445 89,304	33,267 91,965	4,822 2,661 551	Allocated Exp Othr SA Maintenance	317,489	326,438	8,949	80,960	293,028
28,445 89,304 68,048 43,914	33,267 91,965 68,599 34,584	4,822 2,661 551 <9,330>	Allocated Exp Othr SA Maintenance Utilities	317,489 198,817 126,312	326,438 209,989 103,807	8,949 11,172 <22,505>	80,960 69,514 30,673	293,028 191,430 101,072
28,445 89,304 68,048 43,914 67,634	33,267 91,965 68,599 34,584 68,324	4,822 2,661 551 <9,330> 690 7,974	Allocated Exp Othr SA Maintenance Utilities Depreciation	317,489 198,817 126,312 201,402	326,438 209,989 103,807 204,972	8,949 11,172 <22,505> 3,570	80,960 69,514 30,673 69,465	293,028 191,430 101,072 207,990

#### UCLA RESTAURANTS INCOME STATEMENT

OCT. 03(09/29/13-10/26/13)         FISCAL YEAR 13-14         FISCAL YEAR 13-14 </th <th></th>		
172,487         169,573         2.894         CENTRAL DIVISION         369,263         363,555         5,708         169,910           129,694         239,781         <10.087>         NORTH CAMPUS DIVISION         379,207         381,028         <7,821         146,366           266,956         292,066         <25,050-         CODEPRAGE DIVISION         554,707         0605,500         <52,733-         280,111          369,263         363,555         5,708         169,910           1301,448         1,356,429         <54,981-         TOTAL SALES         577,021         491,985         270,021         491,985         291,022         491,985         1,93,384           1,301,448         1,356,429         <54,981-         TOTAL SALES %         52,340         <11.15         33,77           386,088         454,139         15,531         Less: Cost of Sales         1,945,592         1,022,039         <223,535         460,17           66.3         66.5         <0.27         Cost of Sales         1,946,055         1,981,440         <52,835         860,176           67.2         66.7         <0.5         SOUTH DIVISION         66.5         68.4         <1.9-5         66.3           67.2         66.7         <0.5 <th>357,255 429,179 371,644 583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635</th>	357,255 429,179 371,644 583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
229,094         239,781         <10.087>         NORTH CAMPUS DIVISION         345,856         463,039         <81.83>         221,993           150,477         147,138         3.339         SUDTH DIVISION         337,020         <7.821>         146,366           229,627         318,887         <25,260>         COOPERAGE DIVISION         637,133         669,502         <22,236>         224,336           188,200         189,024         <615>         SPECIAL EVENTS DIVISION         657,027         441,985         87,042         195,334           1,301,448         1,356,429         <54,987>         TOTAL SALES         2,974,196         3,003,479         <29,283	429,179 371,644 583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
	429,179 371,644 583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
150.477         147,138         3.33         SOUTH DIVISION         379,207         637,028         -7.821>         146,366           266.956         292,002         318,887         <25,260-	371,644 583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	583,370 615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	615,279 537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	537,456 2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	2,894,183 1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	1,013,159 35.0 1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
33.7         33.5         <0.25         OCST OF SALES %         35.2         34.0         <1.15         33.7           862,841         902,290         <39,449-	35.0 1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
862,841         902,290         <39,449>         GROSS MARGIN %         1,928,605         1,981,440         <52,835>         860,176           66.3         66.5         <0.2>         GROSS MARGIN %         64.8         66.0         <1.1>         66.3           67.6         69.7         <2.1>         CENTRAL DIVISION         66.5         68.4         <1.9>         68.8           64.4         65.9         <1.5>         SOUTH DIVISION         64.4         66.2         <1.8>         64.4           64.4         65.9         <1.5>         SOUTH DIVISION         64.1         64.2         <1.0>         65.4           70.4         69.8         0.6         LU VALLE DIVISION         63.1         64.6         <1.5>         62.2           63.0         62.4         0.7         SPECIAL EVENTS DIVISION         63.1         64.6         <1.5>         62.0           224,402         212,936         11,466         OTHER INCOME         536,310         491,978         44,332         217,350           1,087,243         1,115,226         <2.279,83>         GROSS MARGIN/OTHER         2,464,915         2,4717         272,633           210,67         218,150         <2.517>         Stutelt Wages <td< td=""><td>1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635</td></td<>	1,881,024 65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
66.3         66.5         <0.2-         GROSS MARGIN %         64.8         66.0         <1.1>         66.3           67.6         69.7         <2.1>         CENTRAL DIVISION         66.5         68.4         <1.9>         68.8           67.2         66.7         0.5         NORTH CAMPUS DIVISION         64.4         66.2         <1.8>         64.8           64.4         65.9         <1.5>SOUTH DIVISION         64.0         65.0         <1.0>         65.0           64.3         64.6         <0.3>         COPERAGE DIVISION         63.1         64.6         <1.5>         65.2           63.0         62.4         0.7         SPECIAL EVENTS DIVISION         63.1         64.6         <1.5>         62.0           224.402         212.936         11.466         OTHER INCOME         536.310         491.978         44.332         217.350           1.087.243         1.115.26         <2.983	65.0 67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	67.0 62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
	62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
	62.8 65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	65.0 69.6 64.4 61.3 515,509 2,396,533 802,635	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	69.6 64.4 61.3 515,509 2,396,533 802,635	
64.3         64.6         <0.3>         COOPERAGE DIVISION         63.1         64.6         <1.5>         65.2<	64.4 61.3 515,509 2,396,533 802,635	
63.0         62.4         0.7         SPECIAL EVENTS DIVISION         62.9         62.4         0.5         62.0           224,402         212,936         11,466         OTHER INCOME         536,310         491,978         44,332         217,350           1,087,243         1,115,226         <27,983	61.3 515,509 2,396,533 802,635	
224,402         212,936         11,466         OTHER INCOME           1,087,243         1,115,226         <27,983>         GROSS MARGIN/OTHER         536,310         491,978         44,332         217,350           2,79,417         281,765         2,348         Career Wages         2,464,915         2,473,418         <8,503>         1,077,526           209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           39,775>         99         Labor Recharge         <96,995>         <60,022>         973         <38,628>           460,809         461,522         713         TOTAL WAGES         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         45,669         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407      <	515,509 2,396,533 802,635	
1,087,243         1,115,226         <27,983>         GROSS MARGIN/OTHER         2,464,915         2,473,418         <8,503>         1,077,526           279,417         281,765         2,348         Career Wages         849,523         852,240         2,717         272,633           209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           <39,874>         <39,775>         9         Labor Recharge         <96,995>         <96,022>         973<< <td>&lt;38,628&gt;           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         &lt;1.4&gt;         WAGE % TO SALES         43.9         43.5         &lt;0.4&gt;         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           2,500         4,000         1,000<td>2,396,533 802,635</td></td>	<38,628>           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           2,500         4,000         1,000 <td>2,396,533 802,635</td>	2,396,533 802,635
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	802,635	
279,417         281,765         2,348         Career Wages Limited Appointment         849,523         852,240         2,717         272,633           209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           <39,874>         <39,775>         99         Labor Recharge         <96,995>         <96,022>         973         <38,628>           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         244         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500		
279,417         281,765         2,348         Career Wages Limited Appointment         849,523         852,240         2,717         272,633           209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           <39,874>         <39,775>         99         Labor Recharge         <96,995>         <96,022>         973         <38,628>           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         244         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500		
209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           <39,874>         <39,775>         99         Labor Recharge         <96,995>         <96,022>         973         <38,628>           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper		
209         992         783         Limited Appointment         209         2,144         1,935         1,870           221,057         218,540         <2,517>         Student Wages         552,440         547,948         <4,492>         212,140           <39,874>         <39,775>         99         Labor Recharge         <96,995>         <96,022>         973         <38,628>           460.809         461,522         713         TOTAL WAGES         1,305,176         1,363,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper		
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	3.247	
<39,874>         <39,775>         99         Labor Recharge         <96,995>         <96,022>         973         <38,628>           460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies		
460,809         461,522         713         TOTAL WAGES         1,305,176         1,306,310         1,134         448,014           35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457           2,118         2,639         5211         Replacements         9,319	536,624 <91,669>	
35.4         34.0         <1.4>         WAGE % TO SALES         43.9         43.5         <0.4>         34.5           146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457           <8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450><<2,013>         <7,360>           2,118         2,639         521         Replacements         9,319	<91,669> 1,250,837	
146,934         157,804         10,870         Employee Benefits         455,063         475,128         20,065         143,120           1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457>           <8,851>         <9,150>         229>         Purchasing Rebates         <25,437>         <22,450>         <2,547	43.2	
1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457           2,118         2,639         5211         Replacements         9,319         8,469         <8850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1	10.2	
1,493         1,665         172         Office Supplies         4,569         4,910         341         2,649           4,050         4,299         249         Telephone         12,558         12,887         329         4,132           2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper         141,355         12,443         <1,692	426,111	
2,500         4,000         1,500         Training Programs         5,516         9,000         3,484         2,407           62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,5457           <8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450>         <2,013>         <7,360>           2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0	5,581	
62,149         61,903         <246>         Paper         140,933         140,026         <907>         56,518           4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6,597         4,596         <2001>         Clearing Supplies         14,135         12,443         <1,692>         5,5457           <8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450>         <2,013>         <7,360>           2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Unforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         30           14         51         37         Dorm Coupons Expense         22         111	12,050	
4.8         4.6         <0.2>         Paper % To Sales         4.7         4.7         <0.1>         4.4           6.597         4.596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457           <8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450>         <2,013>         <7,660>           2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         1000         100         Menu Development         0         300         300         300         300           14         51         37         Dorm Coupons Expense         22         111         89         4	4,833	
6,597         4,596         <2,001>         Cleaning Supplies         14,135         12,443         <1,692>         5,457           <8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450>         <2,013>         <7,360>           2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         30           14         51         37         Dorm Coupons Expense         22         111         89         4	130,814	
<8,851>         <9,150>         <299>         Purchasing Rebates         <25,437>         <27,450>         <2,013>         <7,360>           2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         300         300           14         51         37         Dorm Coupons Expense         22         111         89         4	4.5	
2,118         2,639         521         Replacements         9,319         8,469         <850>         2,547           5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         30         30         30         30         44         4         51         37         Dorm Coupons Expense         22         111         89         4	13,253	
5,186         5,196         10         Laundry         16,078         14,784         <1,294>         5,866           4,477         2,643         <1,834>         Unforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         000         Menu Development         0         300         300         301           14         51         37         Dorm Coupons Expense         22         111         89         4	<22,926>	
4,477         2,643         <1,834>         Uniforms         7,144         6,163         <981>         4,177           19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         30           14         51         37         Dorm Coupons Expense         22         111         89         4	6,914	
19,272         25,660         6,388         Advertising         40,873         49,275         8,402         18,496           0         100         100         Menu Development         0         300         300         30           14         51         37         Dorm Coupons Expense         22         111         89         4	17,661	
0         100         100         Menu Development         0         300         300         30           14         51         37         Dorm Coupons Expense         22         111         89         4	7,165 43,310	
14         51         37         Dorm Coupons Expense         22         111         89         4	43,310	
	25	
	23,565	
45,630 37,802 <7,828> Bank Card Expense 82,602 83,730 1,128 41,645	76,039	
2,256 2,059 <197> Sales Tax Expense 4,440 4,562 122 2,051	4,271	
1,948 1,032 <916> Overs/Shorts 6,969 2,601 <4,368> 1,453	1,624	
589         500         <89> Rentals         1,263         1,000         <263>         2,835	4,462	
0 385 385 Rentals-Truck 593 1,155 562 0	662	
0 0 0 Taxes & Licenses 0 0 0 0	9,750	
0 0 0 Temp Agency Service 0 500 2,304	2,304	
16,329 21,091 4,762 Commission Expense 35,970 42,897 6,927 14,834	38,629	
321,550         330,508         8,958         TOTAL OTHER CONTROL.         846,782         858,409         11,627         315,506           782,360         792,030         9,670         TOTAL CONTROLLABLE EXP         2,151,959         2,164,719         12,760         763,521	806,420	
782,360         792,030         9,670         TOTAL CONTROLLABLE EXP         2,151,959         2,164,719         12,760         763,521           GROSS CONTRIBUTION TO	2,057,257	
304,883 323,196 <18,313> SVCS AND ENTERPRISES 312,956 308,699 4,257 314,005	339,276	
	007,210	
Less: Allocated Exp		
30,151 30,970 819 Allocated ExpHR 87,103 90,865 3,762 28,031	80,154	
54,676         54,810         134         Allocated Exp. Fin         121,409         118,849         <2,560>         49,460	109,557	
21,928 22,416 488 Allocated ExpIS 49,501 49,037 <464> 21,028	45,424	
10,581         12,042         1,461         Allocated Exp. Mktg         23,540         26,273         2,733         11,170	24,645	
33,220 33,290 70 Allocated Exp Othr SA 77,360 74,868 <2,492> 29,365	65,644	
57,364 59,183 1,819 Maintenance 167,602 181,168 13,566 58,600	161,375	
37,019 29,837 <7,182> Utilities 106,481 89,559 <16,922> 25,858	85,204	
99,418         107,584         8,166         Depreciation         298,036         322,752         24,716         100,848           344,357         350,132         5,775         TOTAL ALLOCATED EXP         931,032         953,371         22,339         324,360	302,448 874,451	
731,032 733,371 22,337 324,300	074,401	
<39,474> <26,936> <12,538> NET INCOME (LOSS) <618,075> <644,672> 26,597 <10,355>		
	<535,174>	
417,721 438,771 <21,050> TOTAL CUSTOMER COUNT 882,904 926,319 <43,415> 426,126	<535,174>	
146,572 147,516 <944> 3RD PARTY CUST COUNT 314,302 323,880 <9,578> 140,696	<535,174> 907,025	
271,149 291,255 <20,106 ASUCLA CUSTOMER COUNT 568,602 602,439 <33,837> 285,430		
	907,025	
5.24         5.05         0.18         TOTAL AVERAGE CHECK         5.26         5.11         0.15         4.85	907,025 316,551 590,474	
6.84         6.43         0.41         3RD PARTY AVG CHECK         5.91         5.58         0.33         6.17	907,025 316,551 590,474 4.97	
4.37 4.36 0.01 ASUCLA AVERAGE CHECK 4.47 4.48 <0.01> 4.20	907,025 316,551 590,474 4.97 6.17	
	907,025 316,551 590,474 4.97	
30,944         30,454         <490>         EMPLOYEE HOURS         82,647         81,745         <902>         30,701           42.06         44.54         <2.48>         SALES/LABOR HOUR         35.99         36.74         <0.76>         42.28	907,025 316,551 590,474 4.97 6.17 4.32	
	907,025 316,551 590,474 4.97 6.17	

## SERVICES DIVISION INCOME STATEMENT

	OCT. 03(09/29/13-10/26/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
	URRENT MONTH				MO(07/28/13-10/		LAST YEAR	ACTUAL
ACTUAL	BUDGET	VARIANCE	-	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
16,333	17,814	<1,481>	PHOTOGRAPHY	43,667	40,087	3,580	16,805	37,847
16,333	17,814	<1,481>	TOTAL SALES	43,667	40,087	3,580	16,805	37,847
378	268	<110>	Less: Cost of Sales	776	1,575	799	259	1,534
15,955	17,546	<1,591>	GROSS MARGIN	42,891	38,512	4,379	16,545	36,314
97.7	98.5	<0.8>	GROSS MARGIN %	98.2	96.1	2.2	98.5	96.0
97.7	98.5	<0.8>	PHOTOGRAPHY	98.2	96.1	2.2	98.5	96.0
317,196	400,175	~82 979>	TRADEMARKS AND LICENSING	608,988	735,175	<126,187>	379,351	700,265
91,307	91,548		LEASED OPS	269,689	273,975	<4,286>	87,100	253,172
408,503	491,723		OTHER INCOME	878,677	1,009,150	<130,473>	466,452	953,437
408,503	509,269	<84,811>		921,568	1,047,662	<126,094>	482,997	989,750
424,450	507,207	<04,0112	GROSS MARGIN/OTTIER	921,508	1,047,002	<120,074>	402,777	909,750
			Less: Controllable Exp					
32,310	32,029	<281>	Career Wages	98,730	95,241	<3,489>	30,798	93,236
1,537	1,938		Student Wages	6,406	5,404	<1,002>	747	1,305
33,847	33,967	120	TOTAL WAGES	105,136	100,645	<4,491>	31,544	94,541
207.2	190.7	<16.6>	WAGE % TO SALES	240.8	251.1	10.3	187.7	249.8
14 477	15,606	020	Employee Benefits	45,695	44 577	882	14.226	43,270
14,677			1 5		46,577		14,336	
475	780		Office Supplies	1,858	2,180	322	82	2,878
634	714	80	Telephone	1,929	2,134	205	678	1,936
338	105		Postage	574	315	<259>	268	383
5,113	9,000	3,887	Trav/Trips/Conference	7,902	9,000	1,098	9,000	9,000
2,000	2,000	0	Enforcement	2,000	4,000	2,000	2,000	3,999
4,097	4,100	3	Business Promotion	10,494	12,300	1,806	3,170	10,066
0	0		Repairs & Maintenance	420	248	<172>	0	248
2,083	2,083	0	Professional Services	6,249	6,249	0	2,083	6,249
0	1,150	1,150	Legal	2,205	3,450	1,245	0	1,700
1,033	4,150	3,117	Trademark	8,827	12,450	3,623	676	8,237
35,533	54,063	18,530	Intern'l Agnt Fee/Tax	35,533	54,063	18,530	46,216	46,216
17,010	20,900	3,890	Domestic Agency Fee	45,356	54,400	9,044	19,900	51,791
0	0	0	Misc. Bank Charges	0	0	0	0	40
71,842	84,023	12,181	Payment to UCLA	186,565	216,719	30,154	81,115	206,623
154,834	198,674	43,840	TOTAL OTHER CONTROL.	355,607	424,085	68,478	179,524	392,635
188,682	232,641	43,960	TOTAL CONTROLLABLE EXP	460,743	524,730	63,987	211,068	487,177
235,776	276,628	<40,852>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	460,826	522,932	<62,106>	271,929	502,573
			Less: Allocated Exp					
2,215	2,279	64	Allocated ExpHR	7,067	7,027	<40>	1,974	6,069
14,744	17,241		Allocated Exp. Fin	30,759	33,890	3,131	15,257	30,346
6,105	7,278	1,173	Allocated ExpIS	12,942	14,423	1,481	6,706	13,024
2,946	3,910		Allocated Exp. Mktg	6,156	7,732	1,576	3,562	7,061
9,249	10,808	1,559	Allocated Exp Othr SA	20,192	22,021	1,829	9,364	18,852
12,070	19,147	7,077	Maintenance	35,267	58,611	23,344	12,331	33,957
7,790	9,653	1,863	Utilities	22,406	28,973	6,567	5,441	33,957 17,929
5,961	9,053 6,431	470	Depreciation	17,848	19,293	1,445	5,885	17,929
61,080	76,747	15,667	TOTAL ALLOCATED EXP	152,635	19,293	39,335	60,520	144,852
174,696	199,881	<25.185>	NET INCOME (LOSS)	308,190	330,962	<22,772>	211,409	357,722

### UCLA STUDENT UNION INCOME STATEMENT

CURRENT MONTH           ACTUAL         BUDGET         VARIANCE           61,578         39,300         22,278         EVENT SERVICES OFFICE           12         137         <125         RECREATION & GAMES           56,179         54,955         1,224         AU POST OFFICE           117,769         94,392         23,377         TOTAL SALES           55,429         53,746         <1,683>         AU POST OFFICE           25         0         <255         Cost of Sales GM RM           67,239         63,723         <3,5160         Less: Cost of Sales           57.1         67.5         10.4         COST OF SALES %           50,531         30,669         19,862         GROSS MARGIN %           42.9         32.5         10.4         COST OF SALES %           50,51         30.069         19,862         RECREATION & GAMES           1,3         2.2         <0.9-2         AU POST OFFICE            13,917         16,351         <2,444+           700.0         S2,650         Student Wages         DTICE           7,478         58,219         17,259         GROSS MARGIN/OTHER           48,105         50,665         2,550	OCT. (	03(09/29/13-10/2	26/13)	Г	
61.578         39,300         22,278         EVENT SERVICES OFFICE           12         137         <125>         RECREATION & GAMES           16,179         94,392         23.377         TOTAL SALES           55,429         53,746         <1,683>         AU POST OFFICE           117,769         94,392         <23.377		CURRENT MONTH			
12         137         <125	ACTUAL	BUDGET	VARIANCE		
12         137         <125					
56,179         54,955         1.224         AU POST OFFICE           117,769         94,392         223,377         TOTAL SALES           11,785         9,977         <1,808>         AU Post Office Cost           25         0         -255         Cost of Sales GM RM           67,239         63,723         <3,516>         Less: Cost of Sales           50,531         30,669         19,862         GROSS MARGIN %           42.9         32.5         10.4         GROSS MARGIN %           60,9         74.6         6.3         EVENT SERVICES OFFICE           <1.3					
117,769       94,392       23,377       TOTAL SALES         55,429       53,746       <1,683>       AU Post Office Cost         11,785       9,977       <1,808>       Facilities Costs         25       0       <25>       Cost of Sales GM RM         67,239       63,723       <3,516>       Less: Cost of Sales GM RM         50,531       30,669       10,862       GROSS MARGIN         42.9       32.5       10.4       GROSS MARGIN %         80.9       74.6       6.3       EVENT SERVICES OFFICE         <106.3>       100.0       <206.3>       RECREATION & GAMES         9,866       9,674       192       AU POST OFFICE         9,866       9,674       192       AU POST OFFICE         24,947       27,550       <2,603>       OTHER INCOME         9,866       9,674       192       AU POST OFFICE         11,64       1,515       <351>       RECREATION & GAMES         9,866       9,674       192       AU POST OFFICE         24,947       27,550       <2,603			-		
55.4.2       53.746       <1.683					
11,785         9,977         <1,808         Facilities Costs           25         0         <255	,	, 110,2	20,077		
25         0         <255         Cost of Sales GM RM           67.239         63.723         <3.5165	55,429	53,746	<1,683>	AU Post Office Cost	
67,239         63,723         <3,516>         Less: Cost of Sales           57.1         67.5         10.4         CCST OF SALES %           50.531         30.669         19.862         GROSS MARGIN %           42.9         32.5         10.4         GROSS MARGIN %           60.9         74.6         6.3         EVENT SERVICES OFFICE           <103.917	11,785	9,977	<1,808>	Facilities Costs	
57.1         67.5         10.4         COST OF SALES %           50.531         30.669         19.862         GROSS MARGIN %           42.9         32.5         10.4         GROSS MARGIN %           80.9         74.6         6.3         EVENT SERVICES OFFICE           -         10.0         <206.3>         RECREATION & GAMES           1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2.444>         STUDENT UNION OPS           9.866         9.674         122         AU POST OFFICE           24,947         27,550         <2.603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           17,106         19,682         2.576         Student Wages           48,105         50,685         2.580         TOTAL WAGES           49,09         53.7         12.2         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           0         1,150         1737/ips/Confernce         2           0         1,150         1737         Training Programs           3097         3,201         2.217         Training Programs	25	0	<25>	Cost of Sales GM RM	
50.531         30.669         19.862         GROSS MARGIN           42.9         32.5         10.4         GROSS MARGIN %           80.9         74.6         6.3         EVENT SERVICES OFFICE           <10.0					
42.9         32.5         10.4         GROSS MARGIN %           80.9         74.6         6.3         EVENT SERVICES OFFICE           <106.3>         100.0         <206.3>         RECREATION & GAMES           1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2.444>         STUDENT UNION OPS           1,164         1,515         <351>         RECREATION & GAMES           9.866         9,674         122         AU POST OFFICE           24,947         27,550         <2.603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           48,005         50,665         2,580         TOTAL WAGES           44,005         50,665         2,580         TOTAL WAGES           43,00         1,168         <3,172				· –	
80.9         74.6         6.3         EVENT SERVICES OFFICE           <106.3>         100.0         <206.3>         RECREATION & GAMES           1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2,444>         STUDENT UNION OPS           1,164         1,515         <351>         RECREATION & GAMES           9,866         9,674         122         AU POST OFFICE           24,947         27,550         <22,603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           30,999         31,003         4         Career Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,168         <3,172>         Office Supplies           0         0         1,150         Taining Programs           0         0         2,217         Training Programs           0         9         89         Annual ASUCLA Events           6,900         5,402         <1,498>         Student Event Exp					
<106.3>         100.0         <206.3>         RECREATION & GAMES           1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2,444>         STUDENT UNION OPS           1,164         1,515         <351>         RECREATION & GAMES           9,866         9,674         122         AU POST OFFICE           24,947         27,550         <2,603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           30,999         31,003         4         Career Wages           48,105         50,685         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           44,300         1,168         <3,172	42.9	32.5	10.4	GROSS MARGIN %	
<106.3>         100.0         <206.3>         RECREATION & GAMES           1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2,444>         STUDENT UNION OPS           1,164         1,515         <351>         RECREATION & GAMES           9,866         9,674         122         AU POST OFFICE           24,947         27,550         <2,603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           30,999         31,003         4         Career Wages           48,105         50,685         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           44,300         1,168         <3,172	80.0	74.6	6.2	EVENT SERVICES OFFICE	
1.3         2.2         <0.9>         AU POST OFFICE           13,917         16,361         <2,444>         STUDENT UNION OPS           9,866         9,674         192         AU POST OFFICE           24,947         27,550         <2,603>           75,478         58,219         17,259           75,478         58,219         17,259           30,999         31,003         4         Career Wages           17,106         19,682         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,168         <3,172>         Office Supplies           3,097         3,220         123         Telephone           0         1,150         Trav/Trips/Conference         2           0         0         0         2,217         Training Programs           0         89         89         Annual ASUCLA Events           6,900         5,402         <1,498					
13,917         16,361         <2,444>         STUDENT UNION OPS           9,866         9,674         192         AU POST OFFICE           24,947         27,550         <2,603>         OTHER INCOME           75,478         58,219         17,259         GROSS MARGIN/OTHER           30,999         31,003         4         Career Wages           48,105         50,685         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,158         <3,172>Office Supplies           3,097         3,220         123         Telephone           0         1,150         Taining Programs         Anual ASUCLA Events           6,900         5,402         <1,498>         Student Event Exp           44         240         196         Operating Supplies           0         0         0         Taining Programs           0         0         0         Tournament Prizes           0         0         0         Tournament Prizes           0 <td></td> <td></td> <td></td> <td></td> <td></td>					
1,164         1,515         <351>         RECREATION & GAMES           9,866         9,674         192         AU POST OFFICE           24,947         27,550         <2,603	1.5	2.2	<0.72		
1,164         1,515         <351>         RECREATION & GAMES           9,866         9,674         192         AU POST OFFICE           24,947         27,550         <2,603	13.917	16,361	<2.444>	STUDENT UNION OPS	
9,866         9,674         192         AU POST OFFICE           24,947         27,550         <2,603		-			
24,947         27,550         <2,603>         OTHER INCOME GROSS MARGIN/OTHER           30,999         31,003         4         Career Wages           17,106         19,682         2,576           48,105         50,685         2,580           40,9         53.7         12.9           15,866         16,352         486           4,340         1,168         <3,172>           0         1,150         1,150           1,150         1,150         Tary/Trips/Conference           0         0         24 Hour Study Lounge           465         464         <1>           393         2,610         2,171           0         89         89           0         0         0           44         240         196           0         0         0           0         73         37           89         89         Annual ASUCAL Events           50         20         <30>           442         20         196           0         0         0         0           133         32         Overs/Shorts           608         909         <		9,674			
30,999         31,003         4         Less: Controllable Exp           30,999         31,003         4         Career Wages           48,105         50,685         2,576         Student Wages           40,9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           3,097         3,220         123         Telephone           0         1,150         1,710         Trav/Trips/Conference           0         0         0         2,410         Student Comm Art           393         2,610         2,217         Training Programs         Annual ASUCLA Events           6,900         5,402         <1,498			<2,603>	OTHER INCOME	
30,999         31,003         4         Career Wages Student Wages           17,106         19,682         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,168         <3,172-	75,478	58,219	17,259	GROSS MARGIN/OTHER	
30,999         31,003         4         Career Wages Student Wages           17,106         19,682         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,168         <3,172-					
17,106         19,682         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           3,097         3,220         123         Telephone           0         1,150         1,150         Trav/Trips/Conference           0         0         0         24 Hour Study Lounge           465         464         <1>         Student Comm Art           393         2,610         2,217         Training Programs           0         89         89         Annual ASUCIA Events           6,900         5,402         <1,498>         Student Event Exp           44         240         196         Operating Supplies           0         0         0         Tournament Prizes           50         20         <30>         Advertising           472         601         129         Business Promotion           463         698         235         Repairs & Mice-Equip           1,433         32         Overs/Shorts         Gords Contrelour Protection Fund				Less: Controllable Exp	
17,106         19,682         2,576         Student Wages           48,105         50,685         2,580         TOTAL WAGES           40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           3,097         3,220         123         Telephone           0         1,150         1,150         Trav/Trips/Conference           0         0         0         24 Hour Study Lounge           465         464         <1>         Student Comm Art           393         2,610         2,217         Training Programs           0         89         89         Annual ASUCIA Events           6,900         5,402         <1,498>         Student Event Exp           44         240         196         Operating Supplies           0         0         0         Tournament Prizes           50         20         <30>         Advertising           472         601         129         Business Promotion           463         698         235         Repairs & Mice-Equip           1,433         32         Overs/Shorts         Gords Sontrs           698	20,000	21.002			
48,105       50,685       2,580       TOTAL WAGES         40.9       53.7       12.9       WAGE % TO SALES         15,866       16,352       486       Employee Benefits         3,097       3,220       123       Telephone         0       1,150       1,150       Trav/Trips/Conference         0       0       0       24 Hour Study Lounge         465       464       <1>       Student Comm Ant         393       2,610       2,217       Training Programs         0       89       89       Annual ASUCLA Events         6,900       5,402       <1,498>       Student Event Exp         0       0       0       0       0         44       240       196       Operating Supplies         0       0       0       0       Tournament Prizes         0       37       37       Replacements       Advertising         472       601       129       Business Promotion       Expense         1,496       1,291       <205>       Bank Card Expense       Overs/Shorts         698       909       211       Commission Expense       Interaction Fund         10,687       11,000				0	
40.9         53.7         12.9         WAGE % TO SALES           15,866         16,352         486         Employee Benefits           4,340         1,168         <3,172>         Office Supplies           3,097         3,220         123         Telephone           0         1,150         1,150         Trav/Trips/Conference           0         0         0         24 Hour Study Lounge           465         464         <1>         Student Comm Art           393         2,610         2,217         Training Programs           0         89         89         Annual ASUCLA Events           6,900         5,402         <1,498>         Student Event Exp           0         0         0         Tournament Prizes           0         37         37         Replacements           50         20         <30>         Advertising           472         601         129         Business Promotion           463         698         235         Repairs & Matenance           0         0         0         Repairs & Matenance           698         909         211         Commission Expense           1         33				Ŭ L	
15,866         16,352         486         Employee Benefits           3,097         3,220         123         Telephone           0         1,150         1,150         Trav/Trips/Conference           0         0         0         24 Hour Study Lounge           465         464         <1>         Student Comm Art           393         2,610         2,217         Training Programs           0         89         89         Annual ASUCLA Events           6,900         5,402         <1,498.>         Student Event Exp           0         0         0         0         Tournament Prizes           0         37         37         Replacements           50         20         <30.>         Advertising           443         698         235         Repairs & Maintenance           0         0         0         0         Repairs & Mothereauits           50         20         <30.>         Advertising           472         601         129         Business Promotion           463         698         235         Repairs & Mtoc-Equip           1,496         1,291         <205>         Sank Card Expense					
4,3401,168 $<3,172>$ Office Supplies $3,097$ $3,220$ 123Telephone $0$ 1,1501,150Trav/Trips/Conference $0$ 0024 Hour Study Lounge $465$ $464$ $<1>$ $393$ 2,6102,217Training Programs $0$ $89$ $89$ Annual ASUCLA Events $6,900$ $5,402$ $<1,498>$ $44$ $240$ 196 $0$ $0$ $0$ $0$ $37$ $37$ Replacements $50$ $20$ $<30>$ $472$ $601$ 129 $463$ $698$ 235Replacements $8$ $463$ $698$ 235Replacems $0$ $0$ $0$ $0$ $0$ $0$ $0$ $1,496$ $1,291$ $<205>$ Bank Card Expense $1$ $33$ $32$ Overs/Shorts $698$ $909$ $211$ Commission Expense $15,417$ $15,417$ $10,687$ $11,000$ $313$ STUDENT UNION EVENT F $60,389$ $60,701$ $312$ TOTAL OTHER CONTROL. $108,494$ $111,386$ $2,892$ TOTAL CONTROLLABLE EXP $4,953$ $4,126$ $<827>$ Allocated ExpHR $4,953$ $4,126$ $<827>$ Allocated ExpHR $4,953$ $4,126$ $<827>$ Allocated ExpIS $990$ $936$ $<54>$	40.7	55.7	12.7	WAGE /0 TO SALES	
4,340       1,168       <3,172>       Office Supplies         3,097       3,220       123       Telephone         0       1,150       1,150       Trav/Trips/Conference         0       0       0       24 Hour Study Lounge         465       464       <1>       Student Comm Art         393       2,610       2,217       Training Programs         0       89       89       Annual ASUCLA Events         6,900       5,402       <1,498	15,866	16,352	486	Employee Benefits	
0         1,150         1,150         Tra//Trips/Conference           0         0         0         24 Hour Study Lounge           465         464         <1>         Student Comm Art           393         2,610         2,217         Training Programs           0         89         89         Annual ASUCLA Events           6,900         5,402         <1,498>         Student Event Exp           44         240         196         Operating Supplies           0         0         0         Tournament Prizes           0         37         37         Replacements           50         20         <30>         Advertising           443         698         235         Repairs & Mintenance           0         0         0         Repairs & Mintenance           643         698         235         Repairs & Mintenance           1         33         32         Overs/Shorts           698         909         211         Commission Expense           15,417         15,417         0         Interaction Fund           10,687         11,000         313         STUDENT UNION EVENT F           60,389         60,701					
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	3,097	3,220	123	Telephone	
465 $464$ $<1>$ Student Comm Art $393$ $2,610$ $2,217$ Training Programs $0$ $89$ $89$ Annual ASUCLA Events $6,900$ $5,402$ $<1,498>$ Student Event Exp $44$ $240$ $196$ Operating Supplies $0$ $0$ $0$ Tournament Prizes $0$ $37$ $37$ Replacements $50$ $20$ $<30>$ Advertising $472$ $601$ $129$ Business Promotion $463$ $698$ $235$ Repairs & Maintenance $0$ $0$ $0$ Repairs & Mice-Equip $1,496$ $1,291$ $<205>$ Bank Card Expense $1$ $33$ $322$ Overs/Shorts $698$ $909$ $211$ Commission Expense $15,417$ $15,417$ $0$ Interaction Fund $10,687$ $11,000$ $313$ STUDENT UNION EVENT F $60,389$ $60,701$ $312$ TOTAL OTHER CONTROL. $108,494$ $111,386$ $2,892$ TOTAL CONTROLLABLE EXP $3,149$ $3,401$ $252$ Allocated ExpHR $4,953$ $4,126$ $<827>$ Allocated Exp. Fin $2,051$ $1,742$ $<309>$ Allocated ExpIS $990$ $936$ $<54>$ Allocated Exp. Othr SA $35,860$ $36,101$ $241$ Maintenance $23,142$ $18,200$ $<4,942>$ Utilities $14,243$ $17,290$ $3,047$ Depreciation $14,243$ $17,290$ $3,047$ </td <td>0</td> <td>1,150</td> <td>1,150</td> <td>Trav/Trips/Conference</td> <td></td>	0	1,150	1,150	Trav/Trips/Conference	
3932,6102,217Training Programs Annual ASUCLA Events08989Annual ASUCLA Events6,9005,402<1,498>Student Event Exp0000Tournament Prizes03737Replacements5020<30>Advertising443698235Repairs & Maintenance000Repairs & Maintenance000Repairs & Maintenance000Repairs & Maintenance13332Overs/Shorts698909211Commission Expense15,41715,4170Interaction Fund10,68711,000313STUDENT UNION EVENT F60,38960,701312TOTAL OTHER CONTROL.108,494111,3862,892TOTAL CONTROLLABLE EXP3,1493,401252Allocated ExpHR4,9534,126<827>Allocated ExpIS990936<54>Allocated Exp. IS990936<54>Allocated Exp. IS3,14218,200<4,942>Utilities14,24317,2903,047Depreciation14,24317,2903,047Depreciation	0	0	0	24 Hour Study Lounge	
08989Annual ASUCLA Events6,9005,402<1,498>Student Event Exp44240196Operating Supplies000Tournament Prizes03737Replacements5020<30>Advertising472601129Business Promotion463698235Repairs & Maintenance000Repairs & Maintenance13332Overs/Shorts698909211Commission Expense15,41715,4170Interaction Fund10,68711,000313STUDENT UNION EVENT F60,38960,701312TOTAL OTHER CONTROL.108,494111,3862,892TOTAL CONTROLLABLE EXP $<33,016>$ <53,167>20,151 $<33,016>$ <53,167>20,151 $<31,149$ 3,401252 $<31,016>$ <537	465	464	<1>	Student Comm Art	
6,900 $5,402$ $<1,498>$ Student Event Exp $44$ $240$ 196Operating Supplies $0$ $0$ $0$ Tournament Prizes $0$ $37$ $37$ Replacements $50$ $20$ $<30>$ Advertising $472$ $601$ $129$ Business Promotion $463$ $698$ $235$ Repairs & Maintenance $0$ $0$ $0$ Repairs & Mice-Equip $1,496$ $1,291$ $<205>$ Bank Card Expense $1$ $33$ $32$ Overs/Shorts $698$ $909$ $211$ Commission Expense $15,417$ $15,417$ $0$ Interaction Fund $10,687$ $11,000$ $313$ STUDENT UNION EVENT F $60,389$ $60,701$ $312$ TOTAL ONTROLLABLE EXP $60,389$ $60,701$ $312$ TOTAL CONTROLLABLE EXP $(33,016)$ $<53,167>$ $20,151$ SVCS AND ENTERPRISES $3,149$ $3,401$ $252$ Allocated ExpHR $4,953$ $4,126$ $<827>$ Allocated Exp. Fin $2,051$ $1,742$ $<309>$ Allocated ExpIS $990$ $936$ $<54>$ Allocated Exp. Othr SA $35,860$ $36,101$ $241$ Maintenance $31,42$ $17,290$ $3,047$ Depreciation $14,243$ $17,290$ $3,047$ Depreciation $87,494$ $84,383$ $<3,111>$	393	2,610	2,217	Training Programs	
44240196Operating Supplies000Tournament Prizes03737Replacements5020 $<30 >$ Advertising472601129Business Promotion463698235Repairs & Maintenance000Repairs & Maintenance13332Overs/Shorts698909211Commission Expense15,41715,4170Interaction Fund10,68711,000313STUDENT UNION EVENT F60,38960,701312TOTAL OTHER CONTROL.108,494111,3862,892TOTAL CONTROLLABLE EXP $<33,016 >$ $<53,167 >$ 20,151 $<33,016 >$ $<53,167 >$ 20,151 $<31,149$ 3,401252 $<31,149$ 3,401252 $<31,017$ $2,587 <$ $<200 >$ $<35,860$ 36,101241 $<35,860$ 36,101241 $<31,42 $	0	89	-		
000Tournament Prizes03737Replacements5020 $<30>$ Advertising472601129Business Promotion463698235Repairs & Maintenance000Repairs & Mtce-Equip1,4961,291 $<205>$ Bank Card Expense13332Overs/Shorts698909211Commission Expense15,41715,4170Interaction Fund10,68711,000313STUDENT UNION EVENT F60,38960,701312TOTAL OTHER CONTROL.108,494111,3862,892TOTAL CONTROLLABLE EXP $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ $20,151$ $<33,016>$ $<53,167>$ $20,2151$ $<33,016>$ $<53,167>$ $20,2151$ $<33,016>$ $<53,167>$ $20,2151$ $<33,016>$ $<53,167>$ $20,2151$ $<33,016>$ $<33,016>$ $<32,016>$ $<33,016>$ $<33,016>$ $<32,016>$ $<33,016>$ <	-	-			
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50 $20$ $<30>$ Advertising $472$ $601$ $129$ Business Promotion $463$ $698$ $235$ Repairs & Maintenance $0$ $0$ $0$ Repairs & Mice-Equip $1,496$ $1,291$ $<205>$ Bank Card Expense $1$ $33$ $322$ Overs/Shorts $698$ $909$ $211$ Commission Expense $15,417$ $15,417$ $0$ Interaction Fund $10,687$ $11,000$ $313$ STUDENT UNION EVENT F $60,389$ $60,701$ $312$ TOTAL OTHER CONTROL. $108,494$ $111,386$ $2,892$ TOTAL CONTROLLABLE EXP $33,016>$ $<53,167>$ $20,151$ SVCS AND ENTERPRISES $3,149$ $3,401$ $2522$ Allocated ExpHR $4,953$ $4,126$ $<827>$ Allocated Exp. Fin $2,051$ $1,742$ $<309>$ Allocated Exp. Fin $2,051$ $1,742$ $<309>$ Allocated Exp. Mktg $3,107$ $2,587$ $<520>$ Allocated Exp. Mktg $3,170$ $2,587$ $<520>$ Allocated Exp. Mktg $3,142$ $18,200$ $<4,942>$ Utilities $14,243$ $17,290$ $3,047$ Depreciation $87,494$ $84,383$ $<3,111>$ TOTAL ALLOCATED EXP	-	-	-		
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$			-		
463 $698$ $235$ Repairs & Maintenance000Repairs & Mtce-Equip1,4961,291 $<205>$ Bank Card Expense13332Overs/Shorts698909211Commission Expense15,41715,4170Interaction Fund10,68711,000313STUDENT UNION EVENT F60,38960,701312TOTAL OTHER CONTROL.108,494111,3862,892TOTAL CONTROLLABLE EXP $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ 20,151 $<33,016>$ $<53,167>$ $20,151$ $<33,016>$ $<53,167>$ $20,151$ $<33,016>$ $<53,167>$ $20,151$ $<33,016>$ $<53,167>$ $20,151$ $<31,149$ $3,401$ $252$ $<31,126$ $<827>$ $<310cated ExpHR$ $<3,107$ $2,587$ $<520>$ $<306$ $36,101$ $241$ $<31,142$ $18,200$ $<4,942>$ $<14,243$ $17,290$ $3,047$ $<37,494$ $84,383$ $<3,111>$ $<37,494$ $84,383$ $<3,111>$				5	
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $					
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $					
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $					
698         909         211         Commission Expense           15,417         15,417         0         Interaction Fund           10,687         11,000         313         STUDENT UNION EVENT F           60,389         60,701         312         TOTAL OTHER CONTROL.           108,494         111,386         2,892         TOTAL CONTROLLABLE EXP           633,016>         <53,167>         20,151         SVCS AND ENTERPRISES           3,149         3,401         252         Allocated ExpHR           4,953         4,126         <827>         Allocated Exp. Fin           2,051         1,742         <309>         Allocated Exp. IS           990         936         <54>         Allocated Exp. IS           3,107         2,587         <50>         Allocated Exp. Othr SA           35,860         36,101         241         Maintenance           23,142         18,200         <4,942		-			
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$					
60,389         60,701         312         TOTAL OTHER CONTROL.           108,494         111,386         2,892         TOTAL CONTROLLABLE EXP           3,016>         <53,167>         20,151         GROSS CONTRIBUTION TO           <33,016>         <53,167>         20,151         SVCS AND ENTERPRISES           3,149         3,401         252         Allocated Exp           4,953         4,126         <827>         Allocated ExpHR           2,051         1,742         <309>         Allocated ExpIS           990         936         <54>         Allocated Exp. Mktg           3,107         2,587         <520>         Allocated Exp. Mktg           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP	15,417		0		
108,494         111,386         2,892         TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO           <33,016>         <53,167>         20,151         SVCS AND ENTERPRISES           3,149         3,401         252         Allocated Exp           4,953         4,126         <827>         Allocated ExpHR           2,051         1,742         <309>         Allocated ExpIS           990         936         <54>         Allocated Exp. Mktg           3,107         2,587         <520>         Allocated Exp. Mktg           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP			313	STUDENT UNION EVENT F	
<33,016>         <53,167>         20,151         GROSS CONTRIBUTION TO SVCS AND ENTERPRISES           3,149         3,401         252         Allocated Exp.           4,953         4,126         <827>         Allocated ExpHR           2,051         1,742         <309>         Allocated ExpIIS           990         936         <54>         Allocated Exp. Mktg           3,107         2,587         <520>         Allocated Exp. Mktg           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP					
<33,016>         <53,167>         20,151         SVCS AND ENTERPRISES           3,149         3,401         252         Allocated Exp.         HR           4,953         4,126         <827>         Allocated Exp.         HR           2,051         1,742         <309>         Allocated Exp.         IS           990         936         <54>         Allocated Exp. Mktg         IS           3,107         2,587         <520>         Allocated Exp. Mktg         IS           35,860         36,101         241         Maintenance         IS           23,142         18,200         <4,942>         Utilities         IS           14,243         17,290         3,047         Depreciation         IS           87,494         84,383         <3,111>         IS         IS	108,494	111,386	2,892		
3,149         3,401         252         Allocated Exp.         HR           4,953         4,126         <827>         Allocated Exp.         Fin           2,051         1,742         <309>         Allocated Exp.         IS           990         936         <54>         Allocated Exp.         Mktg           3,107         2,587         <520>         Allocated Exp.         Mktg           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP	00.017	F0.4/-	00 454		
3,149       3,401       252       Allocated ExpHR         4,953       4,126       <827>       Allocated Exp. Fin         2,051       1,742       <309>       Allocated ExpIS         990       936       <54>       Allocated Exp. Mktg         3,107       2,587       <520>       Allocated Exp. Othr SA         35,860       36,101       241       Maintenance         23,142       18,200       <4,942>       Utilities         14,243       17,290       3,047       Depreciation         87,494       84,383       <3,111>       TOTAL ALLOCATED EXP	<33,016>	<53,167>	20,151	SVUS AND ENTERPRISES	
3,149       3,401       252       Allocated ExpHR         4,953       4,126       <827>       Allocated Exp. Fin         2,051       1,742       <309>       Allocated ExpIS         990       936       <54>       Allocated Exp. Mktg         3,107       2,587       <520>       Allocated Exp. Othr SA         35,860       36,101       241       Maintenance         23,142       18,200       <4,942>       Utilities         14,243       17,290       3,047       Depreciation         87,494       84,383       <3,111>       TOTAL ALLOCATED EXP					
4,953       4,126       <827>       Allocated Exp. Fin         2,051       1,742       <309>       Allocated ExpIS         990       936       <54>       Allocated Exp. Mktg         3,107       2,587       <520>       Allocated Exp Othr SA         35,860       36,101       241       Maintenance         23,142       18,200       <4,942>       Utilities         14,243       17,290       3,047       Depreciation         87,494       84,383       <3,111>       TOTAL ALLOCATED EXP				Less. Allocated Exp	
4,953       4,126       <827>       Allocated Exp. Fin         2,051       1,742       <309>       Allocated ExpIS         990       936       <54>       Allocated Exp. Mktg         3,107       2,587       <520>       Allocated Exp Othr SA         35,860       36,101       241       Maintenance         23,142       18,200       <4,942>       Utilities         14,243       17,290       3,047       Depreciation         87,494       84,383       <3,111>       TOTAL ALLOCATED EXP	3 149	3 401	252	Allocated ExpHR	
2,051       1,742       <309>       Allocated ExpIS         990       936       <54>       Allocated Exp. Mktg         3,107       2,587       <520>       Allocated Exp Othr SA         35,860       36,101       241       Maintenance         23,142       18,200       <4,942>       Utilities         14,243       17,290       3,047       Depreciation         87,494       84,383       <3,111>       TOTAL ALLOCATED EXP					
990         936         <54>         Allocated Exp. Mktg           3,107         2,587         <520>         Allocated Exp Othr SA           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP					
3,107         2,587         <520>         Allocated Exp Othr SA           35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP					
35,860         36,101         241         Maintenance           23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP					
23,142         18,200         <4,942>         Utilities           14,243         17,290         3,047         Depreciation           87,494         84,383         <3,111>         TOTAL ALLOCATED EXP					
87,494 84,383 <3,111> TOTAL ALLOCATED EXP	23,142	18,200	<4,942>	Utilities	
	14,243	17,290	3,047		
<120,510> <137,550> 17,040 NET INCOME (LOSS)	87,494	84,383	<3,111>	TOTAL ALLOCATED EXP	
<120,510> <137,550> 17,040 NET INCOME (LUSS)	100 510	,107 550	17.040		
	< 120,510>	<137,550>	17,040	INE I TINCOWE (LUSS)	

FI	ISCAL YEAR 13-1	4	FISCAL Y	EAR 12-13		
	MO(07/28/13-10/		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
187,335	139,705	47,630	38,518	144,559		
1,652	506	1,146	2,629	5,785		
152,077	149,669	2,408	54,266	147,792		
341,065	289,880	51,185	95,413	298,136		
150,272	146,376	<3,896>	52,648	144,478		
37,746	29,496	<8,250>	9,043	23,050		
25	0	<25>	285	319		
188,043	175,872	<12,171>	61,976	167,847		
55.1	60.7	5.5	65.0	56.3		
153,022	114,008	39,014	33,437	130,289		
44.9	39.3	5.5	35.0	43.7		
79.9	78.9	1.0	76.5	84.1		
98.5	100.0	<1.5>	89.2	94.5		
1.2	2.2	<1.0>	3.0	2.2		
29,376	35,165	<5,789>	28,993	37,644		
5,241	4,573	668	1,514	4,571		
26,856	26,348	508	9,578	25,836		
61,473	66,086	<4,613>	40,085	68,052		
214,495	180,094	34,401	73,522	198,341		
92,998	93,006	8	31,944	87,345		
53,749	55,690	1,941	22,225	59,098		
146,747	148,696	1,949	54,169	146,443		
43.0	51.3	8.3	56.8	49.1		
46,511	48,863	2,352	15,701	43,483		
7,601	2,512	<5,089>	1,320	2,909		
9,128	9,862	734	3,399	9,553		
0	1,150	1,150	34	34		
0	0	0	0	<30>		
465	464	<1>	464	464		
2,326	4,308	1,982	2,396	3,865		
17,153	17,242	89	555	17,708		
16,245	13,704	<2,541>	14,422	18,706		
680	850	170	503	1,165		
0	0	0	20	20		
0	185	185	0	0		
642	569	<73>	314	639		
1,406	1,803	397	611	1,610		
2,530	4,936	2,406	1,243	6,788		
0	0	0	1,466	4,397		
3,580	3,517	<63>	1,599	3,761		
<0>	90	90	1	<5>		
3,203	2,744	<459>	923	2,904		
46,250	46,251	1	15,417	46,250		
28,448	26,000	<2,448>	11,776	26,628		
186,167	185,050	<1,117>	72,162	190,849		
332,914	333,746	832	126,331	337,292		
<118,418>	-153 453-	25 224	<52,809>	-129 051-		
<110,410>	<153,652>	35,234	<02,007>	<138,951>		
9,821	10,368	547	3,389	9,377		
14,336	11,852	<2,484>	4,278	11,892		
6,011	5,053	<958>	1,880	5,066		
2,866	2,706	<160>	999	2,750		
9,452	7,746	<1,706>	2,626	7,276		
104,773	110,509	5,736	36,633	100,880		
66,564	54,630	<11,934>	16,164	53,262		
42,728	51,870	9,142	17,742	52,938		
256,550	254,734	<1,816>	83,711	243,441		
			101			
<374,969>	<408,386>	33,417	<136,520>	<382,393>		

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

	03(09/29/13-10/2	,	]		ISCAL YEAR 13-1		FISCAL YEAR 12-13		
	URRENT MONTH				MO(07/28/13-10/		LAST YEAR		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
290,667	313,370	22,703	Career Wages	899,630	905,290	5,660	288,538	861,776	
4,614	2,700	<1,914>	Limited Appointment	4,614	8,100	3,486	1,257	1,257	
29,749	30,535	786	Student Wages	94,492	89,179	<5,313>	29,908	88,488	
325,029	346,605	21,576	TOTAL WAGES	998,736	1,002,569	3,833	319,703	951,521	
5.3	5.3	0.1	WAGE % TO TOTAL SALES	5.0	4.8	<0.2>	5.1	4.6	
					0		504	7.40	
0 0	0 0	0 0	Emp Awards, Profess. Emp Awards, Students	0 2,000	0 2,000	0 0	531 0	743 0	
130,552	146,868	16,316	Employee Benefits	400,797	423,177	22,380	123,875	374,187	
11,562	9,140	<2,422>		29,944	25,452	<4,492>	6,270	21,514	
8,723	9,830	1,107	Telephone	25,077	28,932	3,855	9,228	26,465	
954	1,069	1,107	Postage	2,923	3,267	3,835	909	20,405	
935	3,590	2,655	Trav/Trips/Conference	2,923	10,770	8,474	5,376	11,567	
<sup>933</sup>	20	2,055	Expense Allowance	2,290	60	60	5,370 0	0	
15	344	329	Employee Relations	555	906	351	358	3,598	
0	855			555 0			358 0		
		855	Fingerprinting		2,565	2,565		627	
947 45	246 500		Recruitment	1,848 177	883 1,500	< 965>	135 127	722 790	
		455	Operating Supplies			1,323		-	
0	300	300	Uniforms	553	900	347	246	798	
541	<1,000>		Security Expense	173	<3,000>	<3,173>	<494>	<2,649>	
64	50	<14>	Security Equipment	86	150	64	39	1,036	
2,563	2,658	95	Alarm Monitoring	8,570	7,974	<596>	271	7,644	
1,000	1,000	0	Advertising	3,010	3,000	<10>	<172>	4,967	
2,100	2,100	0	Benefits U Adv	6,300	6,300	0	1,906	5,718	
4,015	5,716		Repairs & Maintenance	15,912	17,828	1,916	4,238	14,525	
7,760	10,320	2,560	Repairs & Mtce-Equip	25,520	30,960	5,440	10,626	28,415	
158	59		Printing	331	197	<134>	0	230	
13,400	13,400	0	Bruin One Card Exp	28,020	28,020	0	10,457	33,691	
<17>	5	22	Overs/Shorts	<19>	10	29	5	10	
18,041	22,484	4,443	Insurance Expense	54,123	67,452	13,329	20,440	61,320	
3,090	3,132	43	Professional Services	9,269	9,627	359	2,874	8,621	
917	910		Legal	2,750	2,730	<20>	773	2,318	
10,417	10,427	10	External Audit	31,747	31,281	<466>	10,123	30,369	
452	200	<252>	1 0 5	2,232	700	<1,532>	75	2,205	
9,583	9,442	<141>		28,750	28,326	<424>	9,167	27,500	
9,640	10,300	660	Board of Directors	28,326	30,600	2,274	10,447	27,271	
1,141	0		Special Projects	1,580	0	<1,580>	200	726	
3,172	3,196	24	Misc. Bank Charges	9,404	10,296	892	3,103	9,995	
2,926	3,246	320	Armored Carrier Expense	8,778	9,274	496	3,151	9,003	
7,417	7,635	218	UCOP Payroll Services	22,250	22,905	655	7,640	22,920	
15,929	15,929	0	UCLA Recharge Expense	47,787	47,787	0	15,498	46,494	
1,078	1,500		Special Events	14,851	16,800	1,949	1,563	16,611	
269,120	295,471	26,351	TOTAL OTHER CONTROL.	815,920	869,629	53,709	258,983	802,900	
594,149	642,076	47,927	TOTAL CONTROLLABLE EXP	1,814,656	1,872,198	57,542	578,686	1,754,421	
			Less: Allocated Exp						
			LUJJ. MIUGALUU LAP						
14,649	16,010	1,361	Maintenance	42,799	49,010	6,211	14,964	41,209	
9,453	8,072	<1,381>	Utilities	27,191	24,229	<2,962>	6,603	21,757	
15,720	17,225	1,505	Depreciation	47,006	51,675	4,669	15,124	44,701	
39,822	41,307	1,485	TOTAL ALLOCATED EXP	116,996	124,914	7,918	36,691	107,667	
633,971	683,383	49,412	NET EXPENSE	1,931,653	1,997,112	65,459	615,378	1,862,088	
<550,417>	<574,252>	<23,835>	Allocated-Svs and Ent	<1,663,904>	<1,727,086>	<63,182>	<520,579>	<1,590,222>	
<27,281>	<27,281>	0	Allocated-USAC	<78,036>	<78,036>	0	<26,132>	<74,578>	
<3,665>	<3,665>	0	Allocated-GSA	<9,520>	<9,520>	0	<3,665>	<9,520>	
<52,608>	<78,185>	<25,577>	Allocated-Comm Board	<180,193>	<182,468>	<2,275>	<65,002>	<187,768>	
<633,971>	<683,383>	<49,412>	TOTAL OTHER	<1,931,653>	<1,997,110>	<65,457>	<615,378>	<1,862,088>	
		_							
0	0	0	TOTAL EXPENSE	0	2	2	<0>	0	

## MAINTENANCE DIVISION EXPENSE STATEMENT

ACTUAL         BUI           99,286         1,049           0         <320>           <4,806>         <4,994>           90,214	99,684	398 <1,049> 540 240 528 494	Career Wages Limited Appointment Student Wages Labor Recharge Billed Labor Costs	ACTUAL 295,052 4,078 0	AO(07/28/13-10/ BUDGET 310,267 0	26/13) VARIANCE 15,215 <4,078>	LAST YEAR MONTH 89,420 2,779	R ACTUAL YTD 271,782
99,286 1,049 0 <320> <4,806> <4,994> 90,214	99,684 0 < 540 <80> <4,278> <4,500>	398 <1,049> 540 240 528 494	Limited Appointment Student Wages Labor Recharge	295,052 4,078 0	310,267 0	15,215	89,420	
1,049 0 <320> <4,806> <4,994> 90,214	0 < 540 <80> <4,278> <4,500>	<1,049> 540 240 528 494	Limited Appointment Student Wages Labor Recharge	4,078 0	310,267 0			271,782
1,049 0 <320> <4,806> <4,994> 90,214	0 < 540 <80> <4,278> <4,500>	<1,049> 540 240 528 494	Limited Appointment Student Wages Labor Recharge	4,078 0	0			271,782
0 <320> <4,806> <4,994> 90,214	540 <80> <4,278> <4,500>	540 240 528 494	Student Wages Labor Recharge	0	-	<4,078>	2 770	
<320> <4,806> <4,994> 90,214	<80> <4,278> <4,500>	240 528 494	Labor Recharge		1 / 6 -		2,119	8,356
<4,806> <4,994> 90,214	<4,278> <4,500>	528 494	5	400	1,620	1,620	0	0
<4,994> 90,214	<4,500>	494	Rilled Labor Costs	<480>	<240>	240	<50>	<300>
90,214			DIIIGA LADOI GUSIS	<13,251>	<12,987>	264	<3,512>	<11,982>
	91,366		Capitalized Wages	<41,978>	<13,500>	28,478	0	<27,798>
55,173	-	1,152	TOTAL WAGES	243,421	285,160	41,739	88,637	240,059
55,173								
	59,808	4,635	Employee Benefits	175,005	182,807	7,802	52,351	157,960
72	145	73	Office Supplies	301	435	134	188	357
660	569	<91>		1,924	2,058	134	683	1,852
0	30	30	Trav/Trips/Conference	<1,200>	540	1,740	0	0
3,918	4,858	940	Paper	13,595	14,701	1,106	4,334	13,715
4,444	4,504	60	Cleaning Supplies	13,624	14,361	737	5,238	15,152
296	1,166	870	Replacements	3,127	3,918	791	1,392	3,728
468	665	197	Laundry	1,230	2,032	802	930	2,331
12,117	14,905	2,788	Repairs & Maintenance	41,261	44,715	3,454	19,729	37,769
2,941	2,925	<16>	•	8,992	8,775	<217>	2,767	8,299
0	50	50	Repairs & Mtce-Equip	0	150	150	76	76
37	200	163	Painting Program	717	600	<117>	149	553
0	100	100	Incidental Proj Exp	0	300	300	0	15
3,472	3,750	278	Air Conditioning-Maint	9,534	11,250	1,716	2,224	10,353
9,498	9,155		Rub Remvl/Hauling	23,078	23,331	253	8,864	22,205
3,618	3,573		Rodent & Pest Control	10,942	10,721	<221>	3,242	10,288
221	615	394	Rentals-Truck	673	1,920	1,247	1,069	1,786
96,935 1	107,018 1	10.083	TOTAL OTHER CONTROL.	302,803	322,614	19,811	103,235	286,440
		11,235	TOTAL CONTROLLABLE EXP	546,223	607,774	61,551	191,872	526,498
		,		, .				
			Less: Allocated Exp					
			···· .					
16,811	16,138	<673>	Depreciation	50,369	48,414	<1,955>	16,006	48,017
	16,138	<673>	TOTAL ALLOCATED EXP	50,369	48,414	<1,955>	16,006	48,017
		10,562	NET EXPENSE	596,592	656,188	59,596	207,877	574,515
	.,.				,			
<173,342> <1	83,030> <	<9.688>	Allocated-Svs and Ent	<506,459>	<560,278>	<53,819>	<177,078>	<487,642>
	<6,001>	0	Allocated-USAC	<18,003>	<18,003>	0	<6,058>	<18,174>
	<2,644>	0	Allocated-GSA	<7,932>	<7,932>	0	<2,295>	<6,885>
	<6,836>	488	Allocated-Comm Board	<21,400>	<20,964>	436	<7,482>	<20,604>
		<1,361>	Allocated-A & SS	<42,799>	<49,010>	<6,211>	<14,964>	<41,209>
		10,561>		<596,592>	<656,187>	<59,595>	<207,877>	<574,514>
			-	,				
<0>	1	1	TOTAL EXPENSE	0	1	1	0	1

### UTILITIES EXPENSE STATEMENT

OCT. 0	OCT. 03(09/29/13-10/26/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
C	URRENT MONTH	4		YTD 3 MO(07/28/13-10/26/13)			LAST YEAR ACTUAL	
ACTUAL	CTUAL BUDGET VARIANCE			ACTUAL BUDGET VARIANCE		MONTH	YTD	
40,815	20,417	<20,398>	Chiller Water	104,870	69,562	<35,308>	26,440	82,308
66,221	65,667	<554>	Elec-Non Air Cond.	200,513	196,751	<3,762>	49,234	171,666
8,003	11,312	3,309	Water-Non Air Cond.	24,006	31,767	7,761	8,140	23,077
13,233	8,118	<5,115>	Steam-Non Air Cond.	39,245	20,123	<19,122>	3,592	10,706
2,091	2,902	811	Gas	6,869	7,210	341	4,278	13,275
130,363	108,416	<21,947>	TOTAL OTHER CONTROL.	375,503	325,413	<50,090>	91,684	301,032
130,363	108,416	<21,947>	TOTAL CONTROLLABLE EXP	375,503	325,413	<50,090>	91,684	301,032
<111,865>	<92,275>	19,590	Allocated-Svs and Ent	<321,762>	<276,974>	44,788	<78,136>	<257,467>
<2,997>	<2,997>	0	Allocated-USAC	<8,991>	<8,991>	0	<2,642>	<7,926>
<1,321>	<1,321>	0	Allocated-GSA	<3,963>	<3,963>	0	<1,001>	<3,003>
<4,727>	<3,751>	976	Allocated-Comm Board	<13,596>	<11,258>	2,338	<3,302>	<10,879>
<9,453>	<8,072>	1,381	Allocated-A & SS	<27,191>	<24,229>	2,962	<6,603>	<21,757>
<130,363>	<108,416>	21,947	TOTAL OTHER	<375,503>	<325,415>	50,088	<91,684>	<301,032>
<0>	0	0	TOTAL EXPENSE	<0>	<2>	<2>	0	0