ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

October (09/28/14 - 10/25/14)

Prepared

November 13, 2014

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| | | ОСТ | | 8/14 - 10/25 | /14) | | | FY 1: | |] | FISCAL YEAR 2014-2015 | | | | FY 1: | 3-14 | | | | |
|--------------|----------------|------------|----------------|-------------------|------------|--------------|--------------|------------|-------------|---------------------------------|-----------------------|----------------|-------------|----------------|--------------|-----------------|--------------|----------------|----------------|----------------|
| | | | CURRENT | MONTH | | | | *1 | | | | | | | 7/27/14 - 10 | | | | *1 | |
| ACTU | JAL | BUD | GET | | VARIA | | | LAST YE | AR ACT | | ACT | UAL | BUD | GET | | | ANCE | | LAST YE | AR ACT |
| • | 0/ | • | % | ACT/I | | ACT/LY | | \$ | 0/ | | \$ | 0/ | \$ | 0/ | ACT/ \$ | BUD % | ACT/L | Y ACT % | • | 0/ |
| \$ | % | \$ | % | <u> </u> | % | • | % | 3 | % | | , a | % | a l | % | ð | % | \$ | % | \$ | % |
| | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 5,816 | | 5,430 | | 386 | 7.1% | 1,714 | 41.8% | 4,102 | | UCLA Store | 15,031 | | 14,200 | | 831 | 5.9% | (180) | (1.2%) | 15,211 | |
| 1,568 | | 1,527 | | 41 | 2.7% | 42 | 2.8% | 1,526 | | UCLA Restaurants | 3,423 | | 3,478 | | (55) | (1.6%) | (88) | (2.5%) | 3,511 | |
| 528 133 | | 473 142 | | 55 (9) | 11.6% | 103 (10) | 24.2% | 425 | | Services Division | 1,033 359 | | 1,019 | | 14 (44) | 1.4% (10.9%) | 111 | 12.0% | 922 403 | |
| 8.045 | | 7,572 | | (9) 473 | (6.3%) | 1.849 | (7.0%) | 143 | | UCLA Student Union TOTAL | 19.846 | | 403 | | 746 | , , | (44) | (10.9%) | 20,047 | |
| 8,045 | | 7,372 | | 4/3 | 6.2% | 1,849 | 29.8% | 6,196 | | TOTAL | 19,846 | | 19,100 | | 746 | 3.9% | (201) | (1.0%) | 20,047 | |
| 1.852 | 31.8% | 1.747 | 32.2% | 405 | Pts. (0.4) | 463 | Pts. (2.1) | 1,389 | 33.9% | GROSS MARGIN | 4,553 | 30.3% | 4,293 | 30.2% | 200 | Pts. 0.1 | C4 | Pts. 0.8 | 4,489 | 29.5% |
| 1,108 | 70.7% | 1,747 | 70.5% | 105 32 | 0.4) | 21 | (0.5) | 1,389 | 71.2% | UCLA Store UCLA Restaurants | 2,378 | 69.5% | 2,444 | 70.3% | 260 (66) | (0.8) | 64 (87) | (0.7) | 2,465 | 70.2% |
| 528 | 100.0% | 472 | 99.8% | 56 | 0.2 | 104 | 0.2 | 424 | 99.8% | Services Division | 1,032 | 99.9% | 1,017 | 99.8% | 15 | 0.6) | 110 | (0.7) | 922 | 100.0% |
| 73 | 54.9% | 71 | 50.0% | 2 | 4.9 | (2) | 2.5 | 75 | 52.4% | UCLA Student Union | 199 | 55.4% | 214 | 53.1% | (15) | 2.3 | (15) | 2.3 | 214 | 53.1% |
| 3,561 | 44.3% | 3,366 | 44.5% | 195 | (0.2) | 586 | (3.7) | 2,975 | | TOTAL | 8,162 | 41.1% | 7,968 | 41.7% | 194 | (0.6) | 72 | 0.7 | 8,090 | 40.4% |
| | | ., | | | (- / | | (-) | , | | 1 | ., | | , | | | (/ | | | .,, | |
| 559 | 9.6% | 550 | 10.1% | (0) | 0.5 | (22) | 2.5 | 536 | 13.1% | WAGES & BENEFITS UCLA Store | 1,635 | 10.9% | 1,634 | 11.5% | (1) | 0.6 | (11) | (0.2) | 1 604 | 10.7% |
| 628 | 40.1% | 616 | 40.3% | (9) (12) | 0.5 | (23) (20) | 3.5 (0.3) | 608 | 39.8% | UCLA Store UCLA Restaurants | 1,795 | 52.4% | 1,788 | 51.4% | (1) (7) | (1.0) | (11) (35) | (0.2) (2.3) | 1,624 1,760 | 50.1% |
| 50 | 9.5% | 52 | 11.0% | 2 | 1.5 | (1) | 2.0 | 49 | 11.5% | Services Division | 1,793 | 14.7% | 155 | 15.2% | 3 | 0.5 | (1) | 1.7 | 151 | 16.4% |
| 64 | 48.1% | 67 | 47.2% | 3 | (0.9) | 0 | (3.3) | 64 | 44.8% | UCLA Student Union | 183 | 51.0% | 194 | 48.1% | 11 | (2.9) | 10 | (3.1) | 193 | 47.9% |
| 1,301 | 16.2% | 1,285 | 17.0% | (16) | 0.8 | (44) | 4.1 | 1,257 | 20.3% | TOTAL | 3,765 | 19.0% | 3,771 | 19.7% | 6 | 0.7 | (37) | (0.4) | 3,728 | 18.6% |
| | | | | | | | | | | OTHER CONTROLLABLES * | | | | | | | | | | |
| 259 | 4.5% | 247 | 4.5% | (12) | 0.0 | (47) | 0.7 | 212 | 5.2% | UCLA Store | 871 | 5.8% | 802 | 5.6% | (69) | (0.2) | (68) | (0.5) | 803 | 5.3% |
| 183 | 11.7% | 167 | 10.9% | (16) | (0.8) | (8) | (0.2) | 175 | | UCLA Restaurants | 389 | 11.4% | 387 | 11.1% | (2) | (0.3) | 3 | (0.2) | 392 | 11.2% |
| 161 | 30.5% | 147 | 31.1% | (14) | 0.6 | (21) | 2.4 | 140 | 32.9% | Services Division | 330 | 31.9% | 342 | 33.6% | 12 | 1.7 | (20) | 1.7 | 310 | 33.6% |
| 55 | 41.4% | 44 | 31.0% | (11) | (10.4) | (10) | (9.9) | 45 | 31.5% | UCLA Student Union | 131 | 36.5% | 134 | 33.3% | 3 | (3.2) | 9 | (1.8) | 140 | 34.7% |
| 658 | 8.2% | 605 | 8.0% | (53) | (0.2) | (86) | 1.0 | 572 | 9.2% | TOTAL | 1,721 | 8.7% | 1,665 | 8.7% | (56) | 0.0 | (76) | (0.5) | 1,645 | 8.2% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| 1,034 | 17.8% | 950 | 17.5% | 84 | 0.3 | 393 | 2.2 | 641 | 15.6% | UCLA Store | 2,046 | 13.6% | 1,857 | 13.1% | 189 | 0.5 | (16) | 0.0 | 2,062 | 13.6% |
| 298 | 19.0% | 293 | 19.2% | 5 | (0.2) | (7) | (1.0) | 305 | 20.0% | UCLA Restaurants | 195 | 5.7% | 269 | 7.7% | (74) | (2.0) | (118) | (3.2) | 313 | 8.9% |
| 316 | 59.8% | 272 | 57.5% | 44 | 2.3 | 80 | 4.3 | 236 | 55.5% | Services Division | 549 | 53.1% | 519 | 50.9% | 30 | 2.2 | 88 | 3.1 | 461 | 50.0% |
| (46) | (34.6%) | (39) | (27.5%) | (7) | (7.1) | (13) | (11.5) | (33) | (23.1%) | UCLA Student Union | (115) | (32.0%) | (114) | (28.3%) | (1) | (3.7) | 3 | (2.7) | (118) | (29.3%) |
| 1,602 | 19.9% | 1,476 | 19.5% | 126 | 0.4 | 453 | 1.4 | 1,149 | 18.5% | TOTAL | 2,675 | 13.5% | 2,531 | 13.3% | 144 | 0.2 | (43) | (0.1) | 2,718 | 13.6% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| 550 | 6.8% | 579 | 7.6% | 29 | 0.8 | (39) | 1.4 | 511 | 8.2% | Admin&Support Services | 1,656 | 8.3% | 1,724 | 9.0% | 68 | 0.7 | (109) | (0.6) | 1,547 | 7.7% |
| 210 | 2.6% | 193 | 2.5% | (17) | (0.1) | (39) | 0.2 | 171 | 2.8% | Maintenance Division | 613 | 3.1% | 596 | 3.1% | (17) | 0.0 | (114) | (0.6) | 499 | 2.5% |
| 102 | 1.3% | 105 | 1.4% | 3 | 0.1 | 19 | 0.7 | 121 | 2.0% | Utilities | 306 | 1.5% | 315 | 1.6% | 9 | 0.1 | 43 | 0.2 | 349 | 1.7% |
| 204 | 2.5% | 213 | 2.8% | 9 | 0.3 | 16 | 1.1 | 220 | 3.6% | Depreciation | 612 | 3.1% | 640 | 3.4% | 28 | 0.3 | 45 | 0.2 | 657 | 3.3% |
| 1,066 | 13.3% | 1,090 | 14.4% | 24 | 1.1 | (43) | 3.2 | 1,023 | 16.5% | TOTAL | 3,187 | 16.1% | 3,275 | 17.1% | 88 | 1.0 | (135) | (0.9) | 3,052 | 15.2% |
| | _ | | _ | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| 536 | 6.7% | 386 | 5.1% | 150 | 1.6 | 410 | 4.7 | 126 | 2.0% | FROM OPERATIONS | (512) | (2.6%) | (744) | (3.9%) | 232 | 1.3 | (178) | (0.9) | (334) | (1.7%) |
| | | _ | | | | _ | | | | OTHER INC/(EXP) | | | _ | | | | _ | | | |
| 24 | 0.3% | 0 | 0.0% | 24 | 0.3 | 7 | 0.0 | 17 | 0.3% | Non-Recurrent Inc/(Exp) | 44 | 0.2% | 0 | 0.0% | 44 | 0.2 | 24 | 0.1 | 20 | 0.1% |
| 17 (44) | 0.2% (0.5%) | 17 | 0.2% | 0 | 0.0 0.1 | (4) | (0.1) 0.3 | 21 (47) | 0.3% (0.8%) | Interest Income | 46 (133) | 0.2% | 45 (133) | 0.2% | 1 0 | 0.0 0.0 | (9) 8 | (0.1) 0.0 | 55 (141) | 0.3% (0.7%) |
| (44) | 0.0% | (44) 0 | (0.6%) 0.0% | 0 | 0.1 | 0 | 0.3 | (47) | 0.0% | Interest (Expense) Income Taxes | (133) | (0.7%) 0.0% | (133) | (0.7%) 0.0% | 0 | 0.0 | 0 | 0.0 | (141) | 0.0% |
| 213 | 2.6% | 213 | 2.8% | 0 | (0.2) | 2 | (0.8) | 211 | 3.4% | Student Union Fee Income | 639 | 3.2% | 639 | 3.3% | 0 | (0.1) | 6 | 0.0 | 633 | 3.2% |
| 210 | 2.6% | 186 | 2.5% | 24 | 0.1 | 8 | (0.7) | 202 | 3.3% | TOTAL | 596 | 3.0% | 551 | 2.9% | 45 | 0.1 | 29 | 0.2 | 567 | 2.8% |
| 746 | 9.3% | 572 | 7.6% | 174 | 1.7 | 418 | 4.0 | 328 | 5.3% | NET INCOME (LOSS) | 84 | 0.4% | (193) | (1.0%) | 277 | 1.4 | (149) | (0.8) | 233 | 1.2% |
| * Without Be | | V | | | ••• | | | | 2.070 | (200) | | 3,0 | (.55) | , , 0) | | | () | (0.0) | | ,3 |

^{*} Without Benefits

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

| | | | ОСТ | OBER (09/2 | 28/14 - 10/25 | /14) | | 1 | FY 1: | 3-14 |] | FISCAL YEAR 2014-2015 | | | | FY 1 | 3-14 | | | | |
|------|-------------|----------------|--------------|------------------|---------------|-----------------|-------------|-----------------|--------------|----------------|---|-----------------------|----------------|----------------|----------------|--------------|-----------------|-------------|------------------|--------------|----------------|
| | | | | CURREN | T MONTH | | | | *1 | | | | | YTD 3 I | MONTHS (0 | 7/27/14 - 10 | /25/14) | | | ** | * |
| | ACTU | JAL | BUD | GET | | VARIA | | | LAST YE | AR ACT | | ACT | UAL | BUD | GET | | VARIA | _ | | LAST YE | AR ACT |
| | | ., | | | ACT/I | | ACT/LY | | | | | | | | | | BUD | ACT/L | | | |
| \$ | - 1 | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| | | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| | 816 | | 5,430 | | 386 | 7.1% | 1,714 | 41.8% | 4,102 | | UCLA Store | 15,031 | | 14,200 | | 831 | 5.9% | (180) | (1.2%) | 15,211 | |
| - | 568 | | 1,527 | | 41 | 2.7% | 42 | 2.8% | 1,526 | | UCLA Restaurants | 3,423 | | 3,478 | | (55) | (1.6%) | (88) | (2.5%) | 3,511 | |
| | 528 133 | | 473 142 | | 55 (9) | 11.6% (6.3%) | 103 (10) | 24.2% (7.0%) | 425 143 | | Services Division UCLA Student Union | 1,033 359 | | 1,019 403 | | 14 (44) | 1.4% (10.9%) | 111 (44) | 12.0% (10.9%) | 922 403 | |
| | 045 | | 7.572 | | 473 | 6.2% | 1.849 | 29.8% | 6.196 | | TOTAL | 19.846 | | 19.100 | | 746 | 3.9% | (201) | (1.0%) | 20.047 | |
| - 0, | 043 | | 1,512 | | 473 | | 1,043 | | 0,130 | | | 13,040 | | 13,100 | | 740 | | (201) | ` ′ | 20,047 | |
| 1 | 852 | 31.8% | 1,747 | 32.2% | 105 | Pts. (0.4) | 463 | Pts. (2.1) | 1,389 | 33.9% | GROSS MARGIN UCLA Store | 4,553 | 30.3% | 4,293 | 30.2% | 260 | Pts. 0.1 | 64 | Pts. 0.8 | 4,489 | 29.5% |
| | 108 | 70.7% | 1,076 | 70.5% | 32 | 0.4) | 21 | (0.5) | 1,087 | 71.2% | UCLA Store UCLA Restaurants | 2,378 | 69.5% | 2,444 | 70.3% | (66) | (0.8) | (87) | (0.7) | 2,465 | 70.2% |
| | 528 | 100.0% | 472 | 99.8% | 56 | 0.2 | 104 | 0.2 | 424 | 99.8% | Services Division | 1,032 | 99.9% | 1,017 | 99.8% | 15 | 0.1 | 110 | (0.1) | 922 | 100.0% |
| | 73 | 54.9% | 71 | 50.0% | 2 | 4.9 | (2) | 2.5 | 75 | 52.4% | UCLA Student Union | 199 | 55.4% | 214 | 53.1% | (15) | 2.3 | (15) | 2.3 | 214 | 53.1% |
| 3, | 561 | 44.3% | 3,366 | 44.5% | 195 | (0.2) | 586 | (3.7) | 2,975 | 48.0% | TOTAL | 8,162 | 41.1% | 7,968 | 41.7% | 194 | (0.6) | 72 | 0.7 | 8,090 | 40.4% |
| | | | | | | | | | | | TOTAL CONTROLLABLES | | | | | | | | | | |
| | 818 | 14.1% | 797 | 14.7% | (21) | 0.6 | (70) | 4.1 | 748 | 18.2% | UCLA Store | 2,506 | 16.7% | 2,436 | 17.2% | (70) | 0.5 | (78) | (0.7) | 2,428 | 16.0% |
| | 811 | 51.7% | 783 | 51.3% | (28) | (0.4) | (29) | (0.5) | 782 | 51.2% | UCLA Restaurants | 2,184 | 63.8% | 2,176 | 62.6% | (8) | (1.2) | (32) | (2.5) | 2,152 | 61.3% |
| | 211 | 40.0% | 199 | 42.1% | (12) | 2.1 | (22) | 4.5 | 189 | 44.5% | Services Division | 482 | 46.7% | 497 | 48.8% | 15 | 2.1 | (21) | 3.3 | 461 | 50.0% |
| | 119 | 89.5% | 111 | 78.2% | (8) | (11.3) | (11) | (14.0) | 108 | 75.5% | UCLA Student Union | 314 | 87.5% | 328 | 81.4% | 14 | (6.1) | 19 | (4.9) | 333 | 82.6% |
| 1, | 959 | 24.4% | 1,890 | 25.0% | (69) | 0.6 | (132) | 5.1 | 1,827 | 29.5% | TOTAL | 5,486 | 27.6% | 5,437 | 28.5% | (49) | 0.9 | (112) | (0.8) | 5,374 | 26.8% |
| | | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| | 034 | 17.8% | 950 | 17.5% | 84 | 0.3 | 393 | 2.2 | 641 | | UCLA Store | 2,046 | 13.6% | 1,857 | 13.1% | 189 | 0.5 | (16) | 0.0 | 2,062 | 13.6% |
| | 298 316 | 19.0% 59.8% | 293 272 | 19.2% | 5 44 | (0.2) | (7) 80 | (1.0) | 305 236 | 20.0% 55.5% | UCLA Restaurants Services Division | 195 549 | 5.7% 53.1% | 269 519 | 7.7% 50.9% | (74) | (2.0) 2.2 | (118) | (3.2) 3.1 | 313 461 | 8.9% 50.0% |
| | (46) | (34.6%) | (39) | 57.5% (27.5%) | (7) | 2.3 (7.1) | (13) | 4.3 (11.5) | (33) | | UCLA Student Union | (115) | (32.0%) | (114) | (28.3%) | 30 (1) | (3.7) | 88 3 | (2.7) | (118) | (29.3%) |
| 1. | 602 | 19.9% | 1.476 | 19.5% | 126 | 0.4 | 453 | 1.4 | 1,149 | / | TOTAL | 2,675 | 13.5% | 2,531 | 13.3% | 144 | 0.2 | (43) | (0.1) | 2,718 | 13.6% |
| | - | 101070 | ., | 10.070 | .20 | • • • • | | | ., | 101070 | 1 | 2,0.0 | 10.070 | 2,001 | 10.070 | | V. <u>_</u> | (.0) | (01.7) | 2, | 10.070 |
| | 578 | 9.9% | 592 | 10.9% | 14 | 1.0 | (47) | 3.0 | 531 | 12.9% | ALLOCATED EXPENSES UCLA Store | 1.788 | 11.9% | 1,807 | 12.7% | 19 | 0.8 | (77) | (0.7) | 1,711 | 11.2% |
| | 338 | 21.6% | 331 | 21.7% | (7) | 0.1 | 6 | 0.9 | 344 | 22.5% | UCLA Store UCLA Restaurants | 971 | 28.4% | 972 | 27.9% | 19 | (0.5) | (40) | (1.9) | 931 | 26.5% |
| | 63 | 11.9% | 83 | 17.5% | 20 | 5.6 | (2) | 2.5 | 61 | 14.4% | Services Division | 166 | 16.1% | 234 | 23.0% | 68 | 6.9 | (13) | 0.5 | 153 | 16.6% |
| | 87 | 65.4% | 84 | 59.2% | (3) | (6.2) | o o | (4.6) | 87 | 60.8% | UCLA Student Union | 262 | 73.0% | 262 | 65.0% | 0 | (8.0) | (5) | (9.2) | 257 | 63.8% |
| 1, | 066 | 13.3% | 1,090 | 14.4% | 24 | 1.1 | (43) | 3.2 | 1,023 | 16.5% | TOTAL | 3,187 | 16.1% | 3,275 | 17.1% | 88 | 1.0 | (135) | (0.9) | 3,052 | 15.2% |
| | | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | - | |
| | | | | | | | | | | | FROM OPERATIONS | | | | | | | | | | |
| | 456 | 5.7% | 357 | 4.7% | 99 | 1.0 | 345 | 3.9 | 111 | | UCLA Store | 257 | 1.3% | 50 | 0.3% | 207 | 1.0 | (94) | (0.5) | 351 | 1.8% |
| | (41) | (0.5%) | (37) | (0.5%) | (4) | 0.0 | (2) | 0.1 | (39) | (0.6%) | UCLA Restaurants | (776) | (3.9%) | (703) | (3.7%) | (73) | (0.2) | (158) | (0.8) | (618) | (3.1%) |
| | 254 133) | 3.2% (1.7%) | 190 (124) | 2.5% (1.6%) | 64 (9) | 0.7 (0.1) | 79 (12) | 0.4 0.3 | 175 (121) | 2.8% (2.0%) | Services Division UCLA Student Union | 383 (376) | 1.9% (1.9%) | 285 (376) | 1.5% (2.0%) | 98 0 | 0.4 0.1 | 75 (1) | 0.4 0.0 | 308 (375) | 1.5% (1.9%) |
| | 536 | 6.7% | 386 | 5.1% | 150 | 1.6 | 410 | 4.7 | 126 | | TOTAL | (512) | (2.6%) | (376) (744) | (3.9%) | 232 | 1.3 | (178) | (0.9) | (375) | (1.9%) |
| | - | 0.7 /0 | 300 | J. 1 /0 | 130 | 1.0 | 410 | 4.1 | 120 | 2.0 /0 | 1 | (312) | (2.0 /0) | (144) | (3.3 /0) | 232 | 1.3 | (170) | (0.9) | (334) | (1.1 /0) |
| | 24 | 0.3% | 0 | 0.0% | 24 | 0.3 | 7 | 0.0 | 17 | ი ვა/ | OTHER INC/(EXP) Non-Recurrent Inc/(Exp) | 44 | 0.2% | 0 | 0.0% | 44 | 0.2 | 24 | 0.1 | 20 | 0.1% |
| | 17 | 0.3% | 17 | 0.0% | 0 | 0.0 | (4) | (0.1) | 21 | 0.3% | Interest Income | 46 | 0.2% | 45 | 0.0% | 1 | 0.2 | (9) | (0.1) | 55 | 0.1% |
| | (44) | (0.5%) | (44) | (0.6%) | 0 | 0.1 | 3 | 0.3 | (47) | | Interest (Expense) | (133) | (0.7%) | (133) | (0.7%) | 0 | 0.0 | 8 | 0.0 | (141) | (0.7%) |
| | ` o´ | 0.0% | ` o´ | 0.0% | 0 | 0.0 | 0 | 0.0 | o´ | 0.0% | Income Taxes | 0 | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.0 | o o | 0.0% |
| | 213 | 2.6% | 213 | 2.8% | 0 | (0.2) | 2 | (8.0) | 211 | 3.4% | Student Union Fee Income | 639 | 3.2% | 639 | 3.3% | 0 | (0.1) | 6 | 0.0 | 633 | 3.2% |
| | 210 | 2.6% | 186 | 2.5% | 24 | 0.1 | 8 | (0.7) | 202 | 3.3% | TOTAL | 596 | 3.0% | 551 | 2.9% | 45 | 0.1 | 29 | 0.2 | 567 | 2.8% |
| | 746 | 9.3% | 572 | 7.6% | 174 | 1.7 | 418 | 4.0 | 328 | 5.3% | NET INCOME (LOSS) | 84 | 0.4% | (193) | (1.0%) | 277 | 1.4 | (149) | (0.8) | 233 | 1.2% |

P/L Reconciliation Oct-14

| Financial Analysis | | | | | | | |
|--|------|------|--|--|--|--|--|
| | Oct | t-14 | | | | | |
| Budgeted Net Income/(Loss) | | 572 | | | | | |
| | | | | | | | |
| UCLA Store | | | | | | | |
| Gross Margin: | | | | | | | |
| Bearwear gross margin above plan as markdowns were budgeted too high for the month | 45 | | | | | | |
| E-Commerce gross income \$56K below plan due to timing of delivery of alternate football jersey program (recognized in prior months), and less promotional activity due to fewer Score Big opportunities | (26) | | | | | | |
| Course Readers gross margin above plan: digital sales are now being accrued monthly versus how the budget was recorded | 11 | | | | | | |
| Computer Store gross income \$425K above plan due to in store and online sales higher from marketing and extended BTS promo | 55 | | | | | | |
| Luvalle Books gross income \$32K above plan due to better sell through of custom textbooks | 7 | | | | | | |
| HSS Dental gross income \$10K above plan due to timing of nursing school purchases that were budgeted last month | 4 | | | | | | |
| Hilltop Shop gross income \$13K above plan due to changes in processing of bed linen pre-orders helped to free up space for a better shopping experience, and changes in product positioning and fixtures in the store | 6 | | | | | | |
| Total Wages higher than plan | (12) | | | | | | |
| Other, negative controllables mostly payment to UCLA | (6) | | | | | | |
| Total Contribution | | 84 | | | | | |
| UCLA Restaurants | | | | | | | |
| Gross Margin: | | | | | | | |
| Wetzels/RX gross margin above plan due to unbudgeted addition of frozen yogurt | 7 | | | | | | |
| Greenhouse gross income \$6K above plan due to small positive variances each day, no single significant reason | 5 | | | | | | |
| No Campus Student Ctr gross income \$21K below plan as construction around Campbell Hall is impeding some foot traffic | (14) | | | | | | |
| Court of Science Student Ctr gross income \$6K above plan due to small positive variances each day, no single significant reason | 3 | | | | | | |
| Luvalle Food Servery gross income \$10K above plan due to great response to new menu changes and total average check increase | 3 | | | | | | |
| Kerckhoff gross income \$6K below plan due to error in calendar shift for budget for week zero | (6) | | | | | | |
| Cooperage gross income \$10K below plan due to traffic to 1st floor areas diverting customers away from A-Level | (10) | | | | | | |
| | | | | | | | |
| Tsunami gross margin above plan: due to new budget written to reflect change in model to a 3rd party leased operation (not complete yet) | 6 | | | | | | |
| Taco Bell gross income \$9K below plan due to construction diverting pedestrian traffic away from A-Level | (9) | | | | | | |
| Catering gross income \$53K above plan due to more Football & Basketball meals than planned and grad picnic was larger than last year | 40 | | | | | | |
| Total Wages higher than plan | (14) | | | | | | |
| Other, negative controllables mostly paper and bank card expense | (6) | | | | | | |
| Total Contribution | + | | | | | | |
| Services | +-+ | | | | | | |
| Gross Margin: | + | | | | | | |
| Licensing foreign income above plan mostly due to earnings from a new program in Australia | 11 | | | | | | |
| Licensing domestic income above plan mostly timing | 42 | | | | | | |
| Photography gross income above plan due to timing, (starting to recoup jobs that were budgeted in prior months) | 3 | | | | | | |
| Total Wages lower than plan | 2 | | | | | | |
| Other, negative controllables mainly in Licensing | (14) | | | | | | |
| UCLA Student Union | | 4 | | | | | |
| Gross Margin: | | | | | | | |
| Student Union Ops gross margin above plan due to unbudgeted new BruinsVote! Concert | 3 | | | | | | |
| Total Wages lower than plan | 3 | | | | | | |
| Other, negative controllables mainly student event expense | (13) | | | | | | |
| Total Contribution | | (| | | | | |
| Allocated Expenses and Other | | | | | | | |
| A&SS lower than plan mostly career and student wages | 29 | | | | | | |
| Maintenance higher than plan due to higher AC maintenance, repairs & maintenance on drains, and career wages for remodeling projects | (17) | | | | | | |
| Depreciation lower than plan due to timing of capitals | 9 | | | | | | |
| Other, mostly positive non-recurring | 27 | | | | | | |
| Total | | 4 | | | | | |
| Actual Net Income/(Loss) | | 74 | | | | | |

ASUCLA P/L Reconciliation Year-To-Date Through October 2014

| Financial Analysis | \$00 | 00's |
|---|------|------|
| | | |
| Budgeted Net Income/(Loss) | | (193 |
| UCLA Store | + | |
| Gross Margin: | | |
| Bearwear gross margin above plan due to markdowns lower than plan, return of Football Event to campus in August and fan enthusiasm | 94 | |
| New Text gross income \$231K below plan due to continued competition, peer to peer selling, and student usage | (46) | |
| Course Reader Solutions gross margin above plan due mostly to: accruing monthly now versus budgeted for Jan. April and July, and also an increase in digital sales | 62 | |
| Computer Store gross income \$772K above plan due to timing for receipt of Apple Bonus and strong sales from marketing and extended BTS promo | 118 | ĺ |
| Luvalle Books gross income \$69K above plan due to better sell through of custom textbooks | 8 | |
| HSS Dental gross margin above plan due to unplanned UC Riverside sale of dental counter equipment | 14 | ı . |
| Total Wages higher than plan | (8) | İ |
| Other, negative controllables mostly freight out, direct mail adv., bank card expense and payment to UCLA | (53) | İ |
| Total Contribution | | 189 |
| UCLA Restaurants | | |
| Gross Margin: | | 1 |
| Wetzels/RX gross income \$16K below plan due to change in budgeted sales program and the candy store was closed for a few weeks for remodeling | (8) | |
| No Campus Student Ctr gross income \$36K below plan: negative traffic impact from construction around Campbell Hall and error in calendar shift for budget for week zero | (28) | |
| Luvalle Food Servery gross margin below plan mostly due to delay in new menu, and partial closure in September for a few weeks for new menu construction | (14) | |
| Cooperage gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A | (34) | |
| Tsunami gross margin above plan due to new budget written to reflect change in model to a 3rd party leased operation (new model not in operation yet) | 11 | |
| Taco Bell gross income \$28K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns | (28) | |
| Ostin Café gross income \$31K below plan as it did not meet the scheduled opening of June 2014, opened operation in October 2014 | (20) | |
| Catering gross income \$80K above plan due to more Football & Basketball meals and the grad picnic was larger than last year | 64 | |
| Concessions gross margin below plan due to budget error, (annual price increase not spread throughout all months), plus a few events cancelled or relocated due to July flood | (13) | |
| Total Wages higher than plan | (4) | |
| Total Contribution | | (74 |
| Services | | |
| Gross Margin: | | |
| Licensing foreign income above plan due to a new program in Australia and Japan exceeded plan | 31 | |
| Licensing domestic income below plan due mostly to timing | (4) | |
| Leased ops gross income below plan mainly budgeted but unrealized rent for Student Affairs in the Global Viewpoint Lounge | (5) | |
| Photography gross income \$7K below plan due mostly to timing | (7) | 1 |
| Other, positive controllables mainly in Licensing | 15 | |
| Total Contribution | | 30 |
| UCLA Student Union | | |
| Gross Margin: | | 1 |
| Student Union Ops gross income \$20K below plan due to aggressive budget, and timing as the school year started a week later than planned | (10) | |
| AU Post Office gross income \$24K below plan due to lower postage sales | (4) | ŀ |
| Total Wages lower than plan | 11 | ŀ |
| Other, positive controllables | 2 | |
| Total Contribution | | (1 |
| Allocated Expenses and Other | | |
| A&SS lower than plan mostly career wages, employee benefits and insurance expense | 68 | |
| Maintenance higher than plan mostly career wages, limited appointment and employee benefits | (17) | |
| Utilities lower than plan due mainly to a large drop in electricity and steam consumption, (some offset in higher chiller water consumption from warm weather) | 9 | |
| Depreciation lower than plan due to timing of capitals | 28 | |
| Other, mostly positive non-recurring | 45 | 1 |
| Total | | 13: |
| Actual Net Income/(Loss) | | 84 |

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

| | Current Month | Prior Month | Prior Year |
|---|---------------|----------------|------------|
| ACCETC | October 2014 | September 2014 | July 2014 |
| ASSETS | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$11,740 | \$10,695 | \$10,881 |
| Accounts receivable | 4,744 | 3,415 | 3,144 |
| Less: Allowance for doubtful accounts | (208) | (196) | (182) |
| Accounts receivable, net | 4,536 | 3,218 | 2,962 |
| Student fees receivable | 930 | 717 | 291 |
| Inventories | 7,018 | 7,781 | 6,114 |
| Prepaid expenses and other current assets | 219 | 170 | 302 |
| Total current assets | 24,443 | 22,582 | 20,550 |
| | | | |
| LONG TERM ASSETS | | | |
| Long Term Note Receivable | \$200 | \$200 | \$200 |
| Property, equipment and improvements | 67,110 | 67,087 | 67,008 |
| Less: Accumulated depreciation | (42,052) | (41,847) | (41,459) |
| Total Long Term Assets | 25,258 | 25,439 | 25,748 |
| | | | |
| TOTAL ASSETS | 49,701 | 48,021 | 46,299 |
| | | | |
| LIABILITIES AND RETAINED EARNINGS | | | |
| | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$6,571 | \$6,791 | \$4,468 |
| Wages and payroll taxes payable | 2,864 | 2,860 | 2,992 |
| Sales Tax Payable & Other Liabilities | 1,513 | 875 | 846 |
| Interest payable | 245 | 201 | 112 |
| Deferred Income | 743 | 330 | 224 |
| Funds Held for Others | 166 | 110 | 142 |
| Current portion of long term debt | 766 | 766 | 766 |
| Total current liabilities | 12,867 | 11,933 | 9,549 |
| LONG TERM DERT | | | |
| LONG TERM DEBT: | 40.00- | 40.00- | 40.00- |
| AU expansion loan | 10,825 | 10,825 | 10,825 |
| Total long term debt | 10,825 | 10,825 | 10,825 |
| TOTAL LIADULTIES | 00.000 | 00.750 | 00.075 |
| TOTAL LIABILITIES | 23,692 | 22,759 | 20,375 |
| DETAINED EADNINGS | | | |
| RETAINED EARNINGS: | 05.004 | 05.004 | 00.540 |
| Beginning Balance | 25,924 | 25,924 | 26,518 |
| Year-to-date net income/(loss) | 84 | (662) | (594) |
| Ending Balance | 26,009 | 25,263 | 25,924 |
| Linding Dalance | 20,009 | 25,203 | 25,324 |
| TOTAL LIABILITIES AND RETAINED EARNINGS | 49,701 | 48,021 | 46,299 |
| 1017 E EMBIETTEO MAD TRETAINED EARNINGO | 73,731 | 70,021 | 70,233 |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS October 2014 (\$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: | \$746 | \$84 | \$233 |
| Depreciation - PP&E (Increase)/decrease in current assets: | 204 | 612 | 657 |
| Accounts receivable Short Term Emergency Employee Loan Receivable Student fees receivable | (1,318) 0 (213) | (1,577) 0 (639) | (948) 0 (633) |
| Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: | 762 (49) | (905) 83 | (603) |
| Accounts payable Sales Tax payable & other liabilities Wages and payroll taxes payable | (220) 639 3 | 2,104 672 (129) | 1,907 722 (41) |
| Interest payable Deferred Income Funds held for others | 44 413 56 | 132 519 24 | 141 491 3 |
| Net cash provided/(used) by operating activities | \$1,067 | \$980 | \$1,969 |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Long Term Note Receivable | 0 | \$0 | 0 |
| Purchase of property, equipment and improvements Net cash used in investing activities | (23) (\$23) | (122) (\$122) | (932) (\$932) |
| CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan | 0 | 0 | 0 |
| Net cash provjded/(used) by fjnancjng actjvjtjes | \$0 | \$0 | \$0 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | \$1,045 | \$859 | \$1,036 |
| CASH AND CASH EQUIVALENTS, Beginning | \$10,695 | 10,881 | 11,541 |
| CASH AND CASH EQUIVALENTS, Ending | \$11,740 | \$11,740 | \$12,577 |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION October 2014 (\$000's)

| CASH AND CASH EQUIVALENTS Less: Committed Capital Projects | 11,740 |
|---|---------|
| Ackerman B & A Level Remodel | (1,833) |
| Store POS | (150) |
| Student Service Center | (300) |
| Hill Top Shop Remodel | (150) |
| Food Service POS | (350) |
| Kronos System | (150) |
| KH Coffeehourse Patio Membrane | (225) |
| Subtotal | (3,158) |
| Adjustment for Cash Overdraft Entry | (2,500) |
| Uncommitted Cash | 6,082 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 8,753 |
| RESERVE SURPLUS (DEFICIT) | (2,671) |

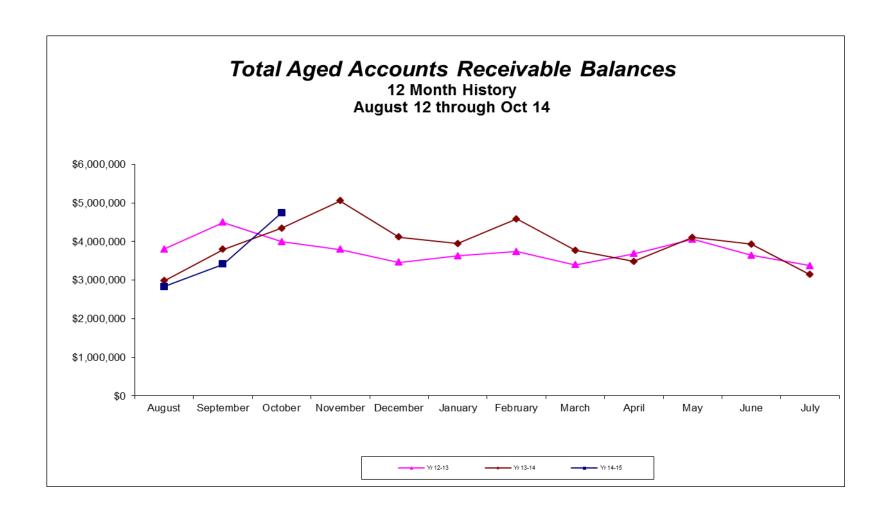
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2014-2015 Octobert 2014

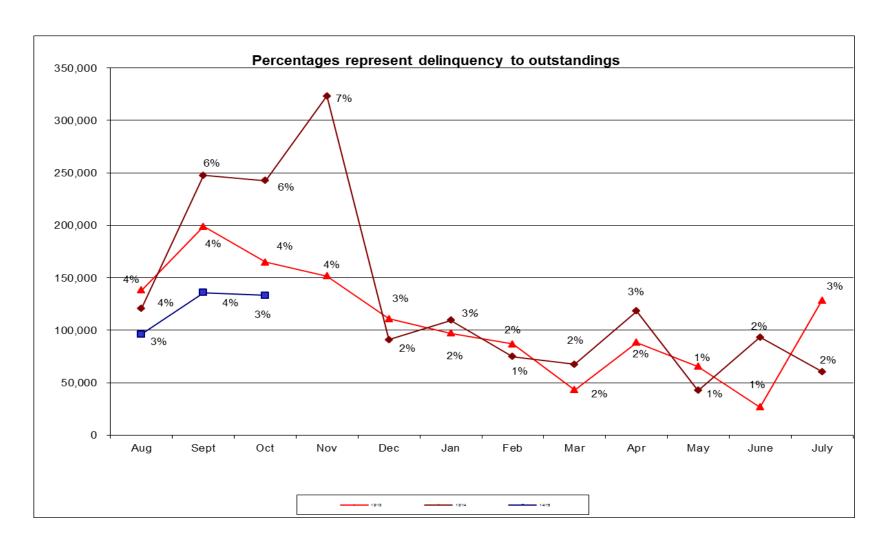
| | | F1 2014-2 | 2015 Octobert | 2014 | PROJECTED | | | |
|--|----------------|-----------|---------------|-------|-----------|----------------|---------|----------------------------|
| PROJECT NAME | BUDGET | | | | Remaining | | Over | _ |
| | | Payments | PO's | Total | Balance | Pendina | (Under) | Status |
| Store/Services | | | | | | | | |
| 2014-S001 Store General Replacement | 50.0 | 0.0 | 19.6 | 19.6 | 30.4 | | 0.0 | In Progress |
| 2014-S002 HSS Remodel | 50.0 | 0.0 | 0.0 | 0.0 | 0.0 | 50.0 | 0.0 | Pending |
| 2014-S003 Informal Photo-Equipment | 7.0 | 0.0 | 0.0 | 0.0 | 0.0 | 7.0 | 0.0 | Pending |
| 2014-S004 Hill Top Shop Remodel | 150.0 | 0.0 | 0.0 | 0.0 | 0.0 | 150.0 | 0.0 | Pending |
| Total Store/Services | 257.0 | 0.0 | 19.6 | 19.6 | 30.4 | 207.0 | 0.0 | |
| Food Service | | | | | | | | |
| 2014-F005 FS Miscellaneous and Unanticipated | 50.0 | 2.3 | 6.3 | 8.6 | 41.4 | | 0.0 | In Progress |
| 2014-F006 Steam Table/ Food Warmer | 22.0 | 0.0 | 21.1 | 21.1 | 0.9 | | 0.0 | Completed Awaiting Invoice |
| 2014-F007 Display Merchandiser | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2014-F008 Coffee Boba program | 35.0 | 4.6 | 16.8 | 21.4 | 13.6 | | 0.0 | In Progress |
| 2014-F009 Baskin Robbins move/Wetzel's reimage | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2014-F010 Electric Cart | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending |
| 2014-O028 RX Yogurt | 0.0 | 63.3 | 1.8 | 65.1 | 14.9 | 10.0 | 80.0 | In Progress |
| Total Food Services | 162.0 | 70.2 | 46.0 | 116.2 | 70.8 | 55.0 | 80.0 | III Togress |
| Technology | | | | | | | | |
| 2014-T011 Network Infrastructure Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2014-T012 Printer Replacement | 10.0 | 3.4 | 4.0 | 7.4 | 2.6 | 20.0 | 0.0 | In Progress |
| 2014-T013 Marketing Hardware Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2014-T013 Marketing Flatdware Opgrade 2014-T014 Marketing Color Laser Printer | 6.0 | 0.0 | 0.0 | 0.0 | 0.0 | 6.0 | 0.0 | Pending |
| 2014-T015 Food Service POS | 350.0 | 0.0 | 0.0 | 0.0 | 0.0 | 350.0 | 0.0 | Pending |
| 2014-1015 Food Service POS 2014-T016 Kronos System | 350.0 150.0 | 0.0 | 0.0 | 0.0 | 0.0 | 350.0 150.0 | 0.0 | 3 |
| Total Technology | 556.0 | 3.4 | 4.0 | 7.4 | 2.6 | 546.0 | 0.0 | Pending |
| | 330.0 | 3.4 | 4.0 | 1.4 | 2.0 | 340.0 | 0.0 | |
| Others 2014-O017 Meeting Room Upgrade | 30.0 | 0.0 | 0.0 | 0.0 | 0.0 | 30.0 | 0.0 | Danding |
| 2014-0017 Meeting Room Opgrade 2014-0018 SUO Chair Replacements | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending Pending |
| 2014-0019 SUO General Replacement | 25.0 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 15.0 | 0.0 | Pending |
| 2014-0019 300 General Replacements | 5.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.0 | 0.0 | Pending |
| 2014-0020 Custodial Replacements 2014-0021 Fac. Misc. Remodels | 25.0 | 0.0 | 5.6 | 5.6 | 19.4 | 5.0 | 0.0 | In Progress |
| 2014-0021 Fac. Misc. Remodels 2014-0022 KH Coffeehouse Patio Membrane | 25.0 225.0 | 0.0 | 0.0 | 0.0 | 0.0 | 225.0 | 0.0 | Pending |
| 2014-0022 KH Conferiouse Patio Membrane 2014-0023 Finance Misc. Replacements | 20.0 | 0.0 | 3.4 | 3.4 | 16.6 | 225.0 | 0.0 | In Progress |
| 2014-0023 Finance Misc. Replacements 2014-0024 Marketing Misc. Furniture Replacement | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 2.5 | 0.0 | Pending |
| 2014-0024 Marketing Misc. Furniture Replacement | 30.0 | 0.0 | 0.0 | 0.0 | 0.0 | 30.0 | 0.0 | Pending |
| 2014-0025 AO 1st 1 loor Restroom Opgrade | 12.0 | 0.0 | 0.0 | 0.0 | 0.0 | 12.0 | 0.0 | Pending |
| 2014-0027 Additional Utility Efficiency Projects | 50.0 | 0.0 | 0.0 | 0.0 | 0.0 | 50.0 | 0.0 | Pending |
| Total Others | 439.5 | 0.0 | 9.0 | 9.0 | 36.0 | 394.5 | 0.0 | i Graing |
| Total Current Year Projects | 1,414.5 | 73.6 | 78.6 | 152.2 | 139.8 | 1,202,5 | 80.0 | |
| Total Guitent Teal Projects | 1,414.0 | 73.0 | 70.0 | 194.4 | 199.0 | 1,202.3 | 00.0 | |

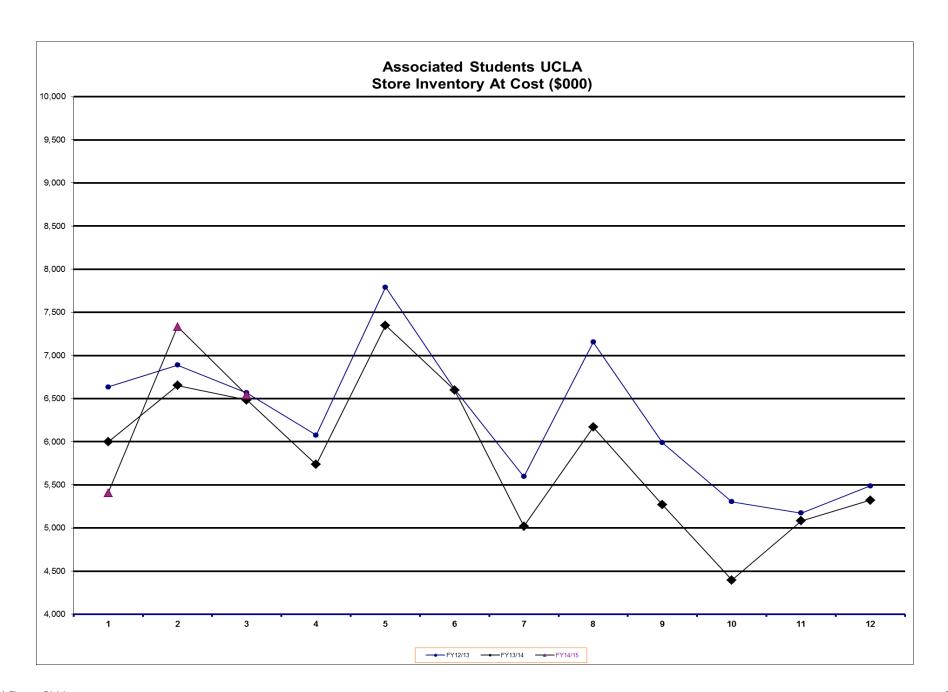
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

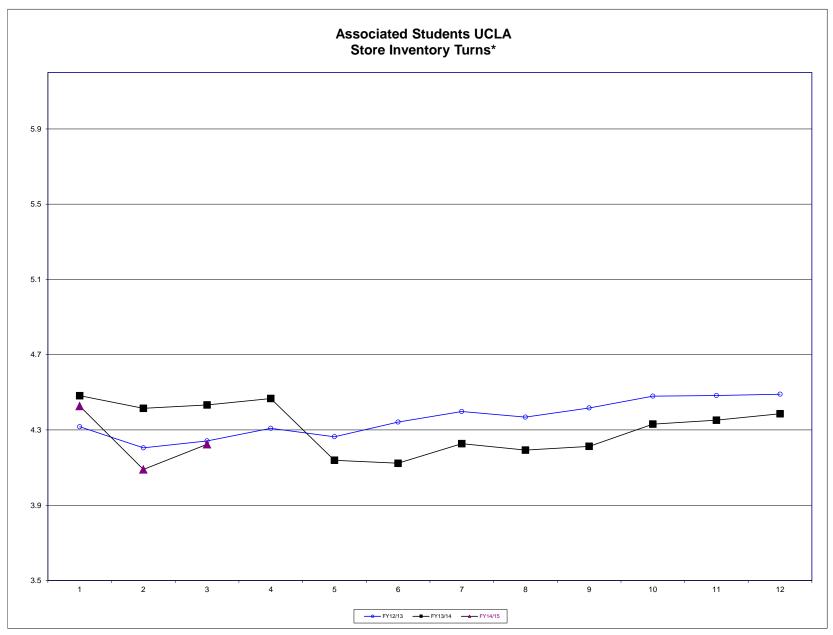
| 10/25/2014 Oct | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|---------------------|-------------|------|-----------|------|------------|------|----------|------|----------|------|-----------|------|-------------|------|
| UNIVERSITY | \$797,975 | 19% | \$283,401 | 73% | \$58,869 | 91% | \$14,736 | 51% | \$12,706 | 61% | \$4,100 | 21% | \$1,171,787 | 25% |
| ASUCLA PUBLICATIONS | \$85,965 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$85,965 | 2% |
| ASUCLA USA/GSA | \$71,865 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$71,865 | 2% |
| DUE FROM VENDORS | \$150,425 | 4% | \$8,175 | 2% | (\$2,354) | -3% | \$12,205 | 43% | \$8,137 | 39% | \$16,619 | 87% | \$193,207 | 4% |
| DENTAL KITS | \$518,346 | 12% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$518,346 | 11% |
| OTHER | \$2,596,804 | 61% | \$98,006 | 25% | \$7,924 | 12% | \$1,679 | 6% | \$127 | 0% | (\$1,583) | -8% | \$2,702,957 | 56% |
| TOTAL CURRENT MONTH | \$4,221,380 | 100% | \$389,582 | 100% | \$64,439 | 100% | \$28,620 | 100% | \$20,970 | 100% | \$19,136 | 100% | \$4,744,127 | 100% |
| | 89% | | 8% | | 2% | | 1% | | 0% | | 0% | | 100% | |
| | | 0/ | | 0/ | | 0/ | | 0.1 | 400 | 0.1 | 450 | 0.1 | | |
| 9/27/2014 Sep | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | \$776,007 | 25% | \$70,675 | 63% | \$29,901 | 39% | \$19,111 | 74% | \$6,590 | 55% | \$1,974 | 9% | \$904,258 | 26% |
| ASUCLA PUBLICATIONS | \$70,352 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$70,352 | 2% |
| ASUCLA USA/GSA | \$67,740 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$67,740 | 2% |
| DUE FROM VENDORS | \$121,147 | 4% | (\$1,690) | -1% | \$12,684 | 17% | \$6,562 | 26% | \$4,375 | 36% | \$21,248 | 95% | \$164,326 | 5% |
| DENTAL KITS | \$827,653 | 26% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$827,653 | 24% |
| OTHER | \$1,303,740 | 42% | \$42,993 | 11% | \$33,196 | 44% | (\$20) | 0% | \$1,096 | 5% | (\$816) | -4% | \$1,380,189 | 41% |
| TOTAL CURRENT MONTH | \$3,166,639 | 75% | \$111,978 | 29% | \$75,781 | 118% | \$25,653 | 90% | \$12,061 | 58% | \$22,406 | 117% | \$3,414,518 | 72% |
| | 93% | | 3% | | 2% | | 1% | | 0% | | 1% | | 100% | |
| | Current | 0/ | 20. | 0/ | 60. | 0/ | 00. | 0/ | 400. | 0/ | 450. | 0/ | Total | 0/ |
| 8/23/2014 Aug | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | \$682,749 | 30% | \$195,845 | 45% | \$52,317 | 153% | \$8,036 | 29% | \$408 | 4% | \$1,573 | 87% | \$940,928 | 33% |
| ASUCLA PUBLICATIONS | \$77,575 | 3% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$77,575 | 3% |
| ASUCLA USA/GSA | \$55,799 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$55,799 | 2% |
| DUE FROM VENDORS | \$406,575 | 18% | \$157,149 | 36% | (\$22,369) | -65% | \$14,994 | 55% | \$9,996 | 104% | \$17,324 | 77% | \$583,669 | 21% |
| DENTAL KITS | \$39,234 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$39,234 | 1% |
| OTHER | \$1,039,425 | 45% | \$80,782 | 19% | \$4,210 | 12% | \$4,423 | 16% | (\$761) | -8% | \$6,111 | 24% | \$1,134,190 | 40% |
| TOTAL CURRENT MONTH | \$2,301,357 | 100% | \$433,776 | 100% | \$34,158 | 100% | \$27,453 | 100% | \$9,643 | 100% | \$25,008 | 100% | \$2,831,395 | 83% |
| | 82% | | 15% | | 1% | | 1% | | 0% | | 1% | | 83% | |



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.

| OCT (| 03(09/28/14-10/ | 25/14) | 1 | F | ISCAL YEAR 14-1 | 15 | FISCAL Y | EAR 13-14 |
|--------------------|---|---------------------|--|------------------------|------------------------|----------------------|---|------------------------|
| | CURRENT MONTH | | | | MO(07/27/14-10 | | | R ACTUAL |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 3,413,076 | 3,106,078 | 306,998 | ACADEMIC SUPPORT DIV | 6,813,551 | 6,361,534 | 452,017 | 1,915,049 | 6,865,354 |
| 1,448,994 | 1,442,562 | 6,432 | GENERAL MDSE DIVISION | 3,516,733 | 3,429,862 | 86,871 | 1,351,052 | 3,629,429 |
| 127,229 | 114,600 | 12,629 | HILLTOP SHOP | 232,776 | 201,600 | 31,176 | 106,990 | 214,470 |
| 301,508 | 265,627 | 35,881 | LU VALLE COMMONS STORE | 857,552 | 783,061 | 74,491 | 225,302 | 933,125 |
| 122,430 242,385 | 172,000 232,670 | <49,570> 9,715 | E-COMMERCE DIVISION HEALTH SCIENCES STORE | 511,700 2,651,883 | 522,000 2,641,115 | <10,300> 10,768 | 170,610 232,051 | 504,032 2,790,340 |
| 5,655,622 | 5,333,537 | 322,085 | TOTAL SALES | 14,584,193 | 13,939,172 | 645,021 | 4,001,054 | 14,936,750 |
| 2,230,222 | 2,222,221 | , | | - 1,00 1,200 | | 0.0,022 | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | - 1,223,133 |
| 3,937,804 | 3,660,147 | <277,657> | Less: Cost of Sales | 10,418,845 | 9,853,050 | <565,795> | 2,694,200 | 10,658,292 |
| | | | Less: Shrinkage | | | | | |
| | | | Less. Sillinkage | | | | | |
| 14,879 | 12,520 | <2,359> | ACADEMIC SUPPORT DIV | 27,474 | 24,040 | <3,434> | 9,025 | 29,390 |
| 6,318 | 6,260 | <58> | | 14,765 | 14,490 | <275> | 6,009 | 15,568 |
| 597 1,833 | 550 1,130 | | HILLTOP SHOP LU VALLE COMMONS STORE | 1,077 5,004 | 960 3,480 | <117> <1,524> | 505 1,538 | 987 5,659 |
| 473 | 610 | 137 | E-COMMERCE DIVISION | 1,935 | 1,850 | <85> | 646 | 1,878 |
| 1,484 | 1,330 | | HEALTH SCIENCES STORE | 9,365 | 9,060 | <305> | 1,341 | 9,795 |
| 25,584 | 22,400 | <3,184> | SHRINKAGE | 59,620 | 53,880 | <5,740> | 19,064 | 63,277 |
| 3,963,388 | 3,682,547 | <280,841> | TOTAL COST OF SALES | 10,478,465 | 9,906,930 | <571,535> | 2,713,263 | 10,721,569 |
| 69.6 | 68.6 | <1.0> | COST OF SALES % | 71.4 | 70.7 | <0.8> | 67.3 | 71.4 |
| 1,692,234 | 1,650,990 | 41,244 | GROSS MARGIN | 4,105,728 | 4,032,242 | 73,486 | 1,287,790 | 4,215,181 |
| 30.4 | 31.4 | <1.0> | GROSS MARGIN % | 28.6 | 29.3 | <0.8> | 32.7 | 28.6 |
| 0.5 | 0.4 | <0.0> | SHRINKAGE % | 0.4 | 0.4 | <0.0> | 0.5 | 0.4 |
| 29.9 | 31.0 | <1.0> | NET GROSS MARGIN % | 28.2 | 28.9 | <0.8> | 32.2 | 28.2 |
| | | | 1 | | | | | |
| 20.2 | 22.5 | <2.3> | ACADEMIC SUPPORT DIV | 17.4 | 19.4 | <2.1> | 20.2 | 18.7 |
| 49.4 40.4 | 45.9 39.2 | 3.4 1.2 | GENERAL MDSE DIVISION HILLTOP SHOP | 49.9 40.7 | 48.7 39.6 | 1.3 1.1 | 45.8 39.9 | 48.5 40.9 |
| 31.0 | 32.4 | <1.4> | LU VALLE COMMONS STORE | 27.9 | 29.4 | <1.5> | 33.5 | 26.9 |
| 51.0 | 47.8 | 3.3 | E-COMMERCE DIVISION | 50.7 | 50.3 | 0.3 | 50.0 | 50.0 |
| 33.8 | 33.2 | 0.6 | HEALTH SCIENCES STORE | 21.6 | 21.0 | 0.6 | 34.4 | 20.8 |
| 160,237 | 96,370 | 63,867 | OTHER INCOME | 447,162 | 260,989 | 186,173 | 100,869 | 274,214 |
| 1,852,471 | 1,747,360 | 105,111 | GROSS MARGIN/OTHER | 4,552,890 | 4,293,231 | 259,659 | 1,388,660 | 4,489,395 |
| | | Í | 1 | , , | | | | , , |
| | | | Less: Controllable Exp | | | | | |
| 247,203 | 255,102 | 7,899 | Career Wages | 752,817 | 772,485 | 19,668 | 252,410 | 772,350 |
| 176,310 | 156,536 | <19,774> | Student Wages | 472,465 | 445,069 | <27,396> | 155,233 | 460,477 |
| 423,513 | 411,638 | <11,875> | TOTAL WAGES | 1,225,282 | 1,217,554 | <7,728> | 407,643 | 1,232,827 |
| 7.5 | 7.7 | 0.2 | WAGE % TO SALES | 8.4 | 8.7 | 0.3 | 10.2 | 8.3 |
| 135,577 | 138,269 | 2,692 | Employee Benefits | 409,961 | 416,165 | 6,204 | 128,063 | 391,467 |
| 11,829 | 6,295 | <5,534> | Office Supplies | 31,764 | 26,446 | <5,318> | 9,552 | 35,136 |
| 13,796 | 13,570 | <226> | Telephone | 38,632 | 40,170 | 1,538 | 13,312 | 38,581 |
| 80 20 | 80 17 | 0 <3> | Telex Postage | 240 68 | 240 46 | 0 <22> | 80 17 | 240 61 |
| 2,234 | 2,250 | 16 | Trav/Trips/Conference | 5,809 | 5,950 | 141 | 2,158 | 6,220 |
| 0 | 0 | 0 | Membership Fees | 0 | , 0 | 0 | , 0 | 800 |
| 5,548 | 3,940 | <1,608> | Operating Supplies | 17,218 | 13,790 | <3,428> | 1,907 | 16,513 |
| 47,602 901 | 47,287 900 | <315> <1> | Freight Out Transportation | 117,850 2,703 | 104,065 2,700 | <13,785> <3> | 43,947 892 | 101,963 2,711 |
| <97> | 0 | 97 | Postage Stamp O/S | <97> | 2,700 | 97 | <0> | <0> |
| 426 | 0 | <426> | | 426 | 0 | <426> | 0 | 142 |
| 24,559 | 25,530 | 971 | Advertising | 111,680 | 108,540 | <3,140> | 28,513 | 94,394 |
| <3,352> 109 | <920> 50 | 2,432 <59> | Vendor Adv. Allowance Direct Mail Adv. | <5,617> 207,892 | <4,170> 187,150 | 1,447 <20,742> | <1,320> 2,683 | <5,047> 186,350 |
| 2,123 | 3,755 | 1,632 | Repairs & Maintenance | 14,358 | 14,975 | 617 | 4,248 | 15,993 |
| 96,692 | 102,616 | 5,924 | Bank Card Expense | 227,179 | 221,918 | <5,261> | 75,529 | 221,395 |
| 1,185 | 0 | | Overs/Shorts | 2,515 | 0 | <2,515> | 3,250 | 6,430 |
| 3,342 655 | 0 | <3,342> <655> | | 4,218 1,573 | 0 723 | <4,218> <850> | 0 | 358 650 |
| 501 | 500 | | Rentals-Facilities | 1,503 | 1,500 | <3> | 0 | 0 |
| 364 | 400 | 36 | Rentals-Truck | 1,604 | 1,400 | <204> | 406 | 1,404 |
| 4,494 | 8,850 | 4,356 | Professional Services | 12,659 | 26,050 | 13,391 | 9,131 | 27,814 |
| 0 2,606 | 0 2,000 | 0 <606> | Temp Agency Service Commission Expense | 0 2,760 | 2,000 | 0 <760> | 745 0 | 745 298 |
| 12,472 | 11,866 | <606> | | 18,512 | 17,799 | <713> | 5,628 | 17,294 |
| 0 | 0 | 0 | Alloc of Distr Cntr | 0 | 3 | 3 | 0 | 0 |
| 30,979 | 18,338 | | Payment to UCLA | 55,741 | 31,010 | <24,731> | 11,243 | 32,904 |
| 394,646 818,159 | 385,593 797,231 | <9,053> <20,928> | TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP | 1,281,148 2,506,430 | 1,218,470 2,436,024 | <62,678> <70,406> | 339,986 747,629 | 1,194,814 2,427,641 |
| 515,155 | , | -20,5207 | GROSS CONTRIBUTION TO | _,555,150 | _, .55,02 / | ., 0, 100> | , 023 | _,, ,0 11 |
| 1,034,312 | 950,129 | 84,183 | SVCS AND ENTERPRISES | 2,046,460 | 1,857,207 | 189,253 | 641,031 | 2,061,754 |
| | | | Local Allocated Eve | 1 | | | | |
| | | | Less: Allocated Exp | | | | | |
| 36,732 | 31,458 | <5,274> | Allocated ExpHR | 106,017 | 105,108 | <909> | 26,672 | 82,295 |
| 153,328 | 178,382 | 25,054 | Allocated Exp. Fin | 487,426 | 532,576 | 45,150 | 146,983 | 489,018 |
| 75,930 | 70,970 | <4,960> | | 244,806 | 235,285 | <9,521> | 58,948 | 201,611 |
| 32,110 102,695 | 32,523 109,478 | 413 6,783 | Allocated Exp. Mktg Allocated Exp Othr SA | 99,148 326,924 | 98,723 322,200 | <425> <4,724> | 28,445 89,304 | 94,977 317,489 |
| 81,361 | 70,749 | <10,612> | | 238,060 | 218,424 | <19,636> | 68,048 | 198,817 |
| 36,774 | 35,697 | <1,077> | Utilities | 110,892 | 107,355 | <3,537> | 43,914 | 126,312 |
| 58,558 | 62,419 | 3,861 | Depreciation | 175,338 | 187,257 | 11,919 | 67,634 | 201,402 |
| 577,488 | 591,676 | 14,188 | TOTAL ALLOCATED EXP | 1,788,611 | 1,806,928 | 18,317 | 529,949 | 1,711,921 |
| 456,825 | 358,453 | 98,372 | NET INCOME (LOSS) | 257,848 | 50,279 | 207,569 | 111,082 | 349,833 |
| | | | - | | | | | |

| OCT. (| 03(09/28/14-10/2 | 5/14) | | F | ISCAL YEAR 14-1 | FISCAL YEAR 13-14 | | |
|----------------------|----------------------|--------------------|---|----------------------|----------------------|---------------------|------------------------------|----------------------------------|
| | CURRENT MONTH | | | | MO(07/27/14-10/ | | LAST YEA | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 170,835 | 158,517 | 12,318 | CENTRAL DIVISION | 356,241 | 373,424 | <17,183> | 172,487 | 369,263 |
| 211,501 | 228,126 | <16,625> | NORTH CAMPUS DIVISION | 415,834 | 449,475 | <33,641> | 229,694 | 454,856 |
| 149,297 | 143,503 | 5,794 | SOUTH DIVISION | 370,369 | 373,897 | <3,528> | 150,477 | 379,207 |
| 265,250 | 261,233 | 4,017 | LU VALLE DIVISION | 543,522 | 557,784 | <14,262> | 266,956 | 554,707 |
| 291,813 | 321,461 | <29,648> 36,921 | COOPERAGE DIVISION SPECIAL EVENTS DIVISION | 601,849 | 684,442 | <82,593> | 293,627 | 637,136 |
| 238,627 1,327,324 | 201,706 1,314,546 | 12,778 | TOTAL SALES | 571,762 2,859,577 | 541,725 2,980,747 | 30,037 <121,170> | 188,209 1,301,448 | 579,027 2,974,196 |
| 1,327,324 | 1,317,370 | 12,770 | TOTAL SALES | 2,039,377 | 2,300,747 | <121,170> | 1,301,770 | 2,374,130 |
| 459,930 | 451,297 | <8,633> | Less: Cost of Sales | 1,044,624 | 1,034,185 | <10,439> | 438,608 | 1,045,592 |
| 34.7 | 34.3 | <0.3> | COST OF SALES % | 36.5 | 34.7 | <1.8> | 33.7 | 35.2 |
| 867,394 | 863,249 | 4,145 | GROSS MARGIN | 1,814,953 | 1,946,562 | <131,609> | 862,841 | 1,928,605 |
| 65.4 | 65.7 | | GROSS MARGIN % | 63.5 | 65.3 | <1.8> | 66.3 | 64.8 |
| | | | | | | _ | | |
| 68.7 | 66.9 | 1.8 | CENTRAL DIVISION | 65.9 | 66.2 | <0.4> | 67.6 | 66.5 |
| 66.4 | 66.1 | 0.3 | NORTH CAMPUS DIVISION | 64.3 | 65.2 | <1.0> | 67.2 | 64.4 |
| 64.4 | 64.6 | <0.2> | SOUTH DIVISION | 63.6 | 64.1 | <0.5> | 64.4 | 64.0 |
| 68.0 | 69.6 | <1.6> | LU VALLE DIVISION | 66.6 | 68.9 | <2.3> | 70.4 | 69.3 |
| 63.3 | 64.9 | | COOPERAGE DIVISION | 60.9 | 64.8 | <3.9> | 64.3 | 63.1 |
| 62.3 | 61.5 | 0.9 | SPECIAL EVENTS DIVISION | 61.7 | 62.8 | <1.1> | 63.0 | 62.9 |
| | | | | | | | | |
| 240,981 | 212,807 | 28,174 | OTHER INCOME | 563,526 | 497,750 | 65,776 | 224,402 | 536,310 |
| 1,108,375 | 1,076,056 | 32,319 | GROSS MARGIN/OTHER | 2,378,479 | 2,444,312 | <65,833> | 1,087,243 | 2,464,915 |
| 1 | | | Local Controllable Free | | | | | |
| 1 | | | Less: Controllable Exp | | | | | |
| 205 220 | 200 771 | _A AE7- | Carper Wages | 860 300 | 961 242 | 943 | 270 417 | 840 522 |
| 285,228 | 280,771 1,200 | | Career Wages Limited Appointment | 860,299 4 629 | 861,242 3,900 | 943 <729> | 279,417 209 | 849,523 209 |
| 3,539 226,839 | 221,354 | | Student Wages | 4,629 542,704 | 3,900 551,227 | 29 8,523 | 209 | 552,440 |
| 226,839 <44,458> | <47,068> | | Labor Recharge | 542,704 <100,081> | 551,227 <112,721> | 8,523 <12,640> | <39,874> | 552, 44 0 <96,995> |
| 471,148 | 456,257 | <14,891> | TOTAL WAGES | 1,307,551 | 1,303,648 | <3,903> | 460,809 | 1,305,176 |
| 35.5 | 34.7 | | WAGE % TO SALES | 45.7 | 43.7 | <2.0> | 35.4 | 43.9 |
| 55.5 | 31.7 | \0.07 | | 15.7 | 15.7 | 12.07 | 55.1 | 13.3 |
| 157,031 | 159,304 | 2,273 | Employee Benefits | 487,195 | 484,689 | <2,506> | 146,934 | 455,063 |
| 2,182 | 1,665 | | Office Supplies | 4,181 | 5,140 | 959 | 1,493 | 4,569 |
| 4,127 | 4,362 | 235 | Telephone | 12,022 | 13,081 | 1,059 | 4,050 | 12,558 |
| 3,303 | 3,000 | <303> | Training Programs | 5,803 | 6,500 | 697 | 2,500 | 5,516 |
| 66,404 | 59,948 | <6,456> | Paper | 143,130 | 138,472 | <4,658> | 62,149 | 140,933 |
| 5.0 | 4.6 | | Paper % To Sales | 5.0 | 4.7 | <0.4> | 4.8 | 4.7 |
| 4,300 | 4,603 | 303 | Cleaning Supplies | 10,613 | 12,724 | 2,111 | 6,597 | 14,135 |
| <14,449> | <9,900> | 4,549 | Purchasing Rebates | <31,281> | <29,700> | 1,581 | <8,851> | <25,437> |
| 1,768 | 2,700 | 932 | Replacements | 9,130 | 8,555 | <575> | 2,118 | 9,319 |
| 6,536 | 6,053 | <483> | Laundry | 12,453 | 17,048 | 4,595 | 5,186 | 16,078 |
| 2,946 | 1,750 | <1,196> | Uniforms | 4,606 | 5,445 | 839 | 4,477 | 7,144 |
| 25,997 | 25,370 | <627> | Advertising | 38,752 | 41,935 | 3,183 | 19,272 | 40,873 |
| 0 | 100 | 100 | Menu Development | 0 | 300 | 300 | 0 | 0 |
| 0 | 10 | 10 | Dorm Coupons Expense | 0 | 22 | 22 | 14 | 22 |
| 7,532 | 7,078 | <454> | Repairs & Maintenance | 35,327 | 20,304 | <15,023> | 8,859 | 34,171 |
| 48,608 | 38,176 | <10,432> | Bank Card Expense | 90,470 | 82,948 | <7,522> | 45,630 | 82,602 |
| 2,163 | 2,058 | <105> | Sales Tax Expense | 4,297 | 4,529 | 232 | 2,256 | 4,440 |
| 3,830 | 969 | <2,861> | Overs/Shorts | 7,654 | 2,459 | <5,195> | 1,948 | 6,969 |
| 71 | 500 | 429 | Rentals | 2,148 | 500 | <1,648> | 589 | 1,263 |
| 569 | 450 | | Rentals-Truck | 1,205 | 1,325 | 120 | 0 | 593 |
| 0 | 0 | | Taxes & Licenses | 75 | 10,000 | 9,925 | 0 | 0 |
| 1,237 | 0 | | Temp Agency Service | 2,281 | 300 | <1,981> | 0 | 0 |
| 15,512 | 18,130 | 2,618 | Commission Expense | 35,988 | 45,369 | 9,381 | 16,329 | 35,970 |
| 339,667 | 326,326 | | TOTAL CONTROLLARIE EVE | 876,050 | 871,945 | <4,105> | 321,550 | 846,782 |
| 810,815 | 782,583 | <28,232> | TOTAL CONTROLLABLE EXP | 2,183,601 | 2,175,593 | <8,008> | 782,360 | 2,151,959 |
| 207 560 | 202 472 | 4,087 | GROSS CONTRIBUTION TO SVCS AND ENTERPRISES | 194,878 | 268,719 | Z72 0A1s | 304 003 | 212 056 |
| 297,560 | 293,473 | 4,08/ | ONCO WIND CINIEKLYTOED | 134,8/8 | 200,/19 | <73,841> | 304,883 | 312,956 |
| 1 | | | Less: Allocated Exp | | | | | |
| 1 | | | | | | | | |
| 40,863 | 34,868 | <5.995> | Allocated ExpHR | 113,096 | 112,338 | <758> | 30,151 | 87,103 |
| 41,347 | 50,176 | 8,829 | Allocated Exp. Fin | 111,121 | 132,606 | 21,485 | 54,676 | 121,409 |
| 20,475 | 19,963 | | Allocated ExpIS | 55,976 | 59,226 | 3,250 | 21,928 | 49,501 |
| 8,659 | 9,148 | | Allocated Exp. Mktg | 22,594 | 24,621 | 2,027 | 10,581 | 23,540 |
| 27,693 | 30,795 | 3,102 | Allocated Exp Othr SA | 74,628 | 80,518 | 5,890 | 33,220 | 77,360 |
| 68,587 | 57,421 | | Maintenance | 200,684 | 177,276 | <23,408> | 57,364 | 167,602 |
| 31,001 | 28,967 | | Utilities | 93,482 | 87,114 | <6,368> | 37,019 | 106,481 |
| 99,842 | 99,425 | <417> | Depreciation | 299,510 | 298,275 | <1,235> | 99,418 | 298,036 |
| 338,466 | 330,763 | <7,703> | TOTAL ALLOCATED EXP | 971,090 | 971,974 | 884 | 344,357 | 931,032 |
| | | | | | | | | |
| <40,906> | <37,290> | <3,616> | NET INCOME (LOSS) | <776,212> | <703,255> | <72,957> | <39,474> | <618,075> |
| 200 000 | 205 702 | .0.701 | TOTAL CUCTOMED COUNT | 022 422 | 050 354 | -26.026 | 417 704 | 002.004 |
| 386,092 | 395,793 | | TOTAL CUSTOMER COUNT | 822,428 | 859,354 | <36,926> | 417,724 | 882,904 |
| 134,811 | 134,896 | | 3RD PARTY CUST COUNT | 300,882 | 299,627 | 1,255 | 146,572 | 314,302 |
| 251,281 | 260,897 | <9,616> | ASUCLA CUSTOMER COUNT | 521,546 | 559,727 | <38,181> | 271,152 | 568,602 |
| | ר זר | 0.10 | TOTAL AVERACE CLIFCY | F F0 | FAA | 0.15 | F 34 | F 36 |
| 5.54 7.25 | 5.35 6.90 | 0.18 0.35 | TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK | 5.59 6.27 | 5.44 6.10 | 0.15 0.17 | 5.24 6.84 | 5.26 5.91 |
| 4.62 | 4.55 | | ASUCLA AVERAGE CHECK | 4.67 | 4.67 | 0.17 | 4.37 | 5.91 4.47 |
| 4.02 | 4.33 | 0.07 | AJUCEN AVENAGE CHECK | 4.07 | 4.07 | 0.00 | 4.3/ | 7.7/ |
| 31,797 | 30,402 | <1 395\ | EMPLOYEE HOURS | 81,154 | 81,034 | <120> | 30,943 | 82,646 |
| 41.74 | 43.24 | | SALES/LABOR HOUR | 35.24 | 36.78 | <1.55> | 30,9 4 3 42.06 | 35.99 |
| 71./4 | 73.24 | <1.5U> | STILLS/ LADOR HOUR | J3.24 | 30.70 | \1.33 <i>></i> | 72.00 | 22.23 |

SERVICES DIVISION INCOME STATEMENT

| OCT. | 03(09/28/14-10/2 | 5/14) |] | F | ISCAL YEAR 14-1 | 5 I | FISCAL YE | AR 13-14 |
|-------------------|--------------------|------------|-------------------------------------|--------------------|--------------------|-------------------|-------------------|--------------------|
| | CURRENT MONTH | • • | i | | MO(07/27/14-10/ | | LAST YEAR | |
| ACTUAL | BUDGET | VARIANCE | 1 | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | 1 | | | | | |
| 25,203 | 22,000 | 3,203 | PHOTOGRAPHY | 44,660 | 51,476 | <6,816> | 16,333 | 43,667 |
| 25,203 | 22,000 | 3,203 | TOTAL SALES | 44,660 | 51,476 | <6,816> | 16,333 | 43,667 |
| | · | | | · | • | , | , | · |
| 292 | 795 | 503 | Less: Cost of Sales | 1,787 | 2,087 | 300 | 378 | 776 |
| 24,910 | 21,205 | 3,705 | GROSS MARGIN | 42,874 | 49,389 | <6,515> | 15,955 | 42,891 |
| 98.8 | 96.4 | 2.5 | GROSS MARGIN % | 96.0 | 96.0 | 0.1 | 97.7 | 98.2 |
| | | | | | | | | |
| 98.8 | 96.4 | 2.5 | PHOTOGRAPHY | 96.0 | 96.0 | 0.1 | 97.7 | 98.2 |
| 402.210 | 250 545 | F2 C74 | TRADEMARKS AND LICENSING | 600 177 | 671 750 | 26 427 | 217 106 | 600,000 |
| 403,219 99,750 | 350,545 100,028 | 52,674 | TRADEMARKS AND LICENSING LEASED OPS | 698,177 290,456 | 671,750 295,708 | 26,427 <5,252> | 317,196 91,307 | 608,988 269,689 |
| 502,970 | 450,573 | 52,397 | OTHER INCOME | 988,633 | 967,458 | 21,175 | 408,503 | 878,677 |
| 527,880 | 471,778 | 56,102 | GROSS MARGIN/OTHER | 1,031,507 | 1,016,847 | 14,660 | 424,458 | 921,568 |
| 327,000 | 471,770 | 30,102 | GROSS MARGIN/OTTER | 1,031,307 | 1,010,047 | 14,000 | 727,730 | 321,300 |
| | | | Less: Controllable Exp | | | | | |
| | | | Lessi controllable Exp | | | | | |
| 32,950 | 33,280 | 330 | Career Wages | 100,348 | 99,129 | <1,219> | 32,310 | 98,730 |
| 574 | 1,818 | 1,244 | Student Wages | 2,259 | 5,079 | 2,821 | 1,537 | 6,406 |
| 33,524 | 35,098 | 1,574 | TOTAL WAGES | 102,607 | 104,208 | 1,601 | 33,847 | 105,136 |
| 133.0 | 159.5 | 26.5 | WAGE % TO SALES | 229.8 | 202.4 | <27.3> | 207.2 | 240.8 |
| | | | 1 | | | | | |
| 16,530 | 17,034 | 504 | Employee Benefits | 49,574 | 50,883 | 1,309 | 14,677 | 45,695 |
| 326 | 700 | 374 | Office Supplies | 923 | 2,105 | 1,182 | 475 | 1,858 |
| 645 | 708 | 63 | Telephone | 1,922 | 2,112 | 190 | 634 | 1,929 |
| 45 | 105 | 60 | Postage | 55 | 315 | 260 | 338 | 574 |
| 0 | 0 | | Trav/Trips/Conference | 10,000 | 10,000 | <0> | 5,113 | 7,902 |
| 1,818 | 2,000 | 182 | Enforcement | 3,818 | 4,000 | 182 | 2,000 | 2,000 |
| 0 | 0 | 0 | Enforcement Adv. | 500 | 500 | 0 | 0 | 0 |
| 3,901 | 3,900 | | Business Promotion | 11,608 | 11,700 | 92 | 4,097 | 10,494 |
| 520 | 0 | | Repairs & Maintenance | 520 | 433 | <87> | 0 | 420 |
| 2,083 550 | 2,294 | 211 600 | Professional Services | 6,249 1,650 | 7,237 3,450 | 988 1,800 | 2,083 0 | 6,249 2,205 |
| 8,623 | 1,150 4,150 | | Legal Trademark | 16,006 | 3,450 12,450 | <3,556> | 1,033 | 2,205 8,827 |
| 30,375 | 33,375 | | Intern'l Agnt Fee/Tax | 36,449 | 33,376 | <3,073> | 35,533 | 35,533 |
| 23,203 | 19,003 | | Domestic Agency Fee | 48,845 | 49,456 | 611 | 17,010 | 45,356 |
| 89,308 | 79,775 | | Payment to UCLA | 191,624 | 205,273 | 13,649 | 71,842 | 186,565 |
| 177,927 | 164,194 | | TOTAL OTHER CONTROL. | 379,743 | 393,290 | 13,547 | 154,834 | 355,607 |
| 211,451 | 199,292 | | TOTAL CONTROLLABLE EXP | 482,349 | 497,498 | 15,149 | 188,682 | 460,743 |
| , | , | • | GROSS CONTRIBUTION TO | , | , | , | , | , |
| 316,429 | 272,486 | 43,943 | SVCS AND ENTERPRISES | 549,158 | 519,349 | 29,809 | 235,776 | 460,826 |
| | | | | | | | | |
| | | | Less: Allocated Exp | | | | | |
| | | | l <u></u> | | | | | |
| 2,908 | 2,682 | | Allocated ExpHR | 8,882 | 9,026 | 144 | 2,215 | 7,067 |
| 13,446 | 15,090 | 1,645 | Allocated Exp. Fin | 31,702 | 36,917 | 5,215 | 14,744 | 30,759 |
| 6,896 | 6,177 | | Allocated ExpIS | 16,487 | 16,727 | 240 | 6,105 | 12,942 |
| 2,916 | 2,831 | | Allocated Exp. Mktg | 6,689 | 7,041 | 352 | 2,946 | 6,156 |
| 9,326 | 9,528 | 202 | Allocated Exp Othr SA | 22,017 | 23,058 | 1,041 | 9,249 | 20,192 |
| 14,432 | 26,703 | 12,271 | Maintenance | 42,228 | 82,441 40 E44 | 40,213 | 12,070 | 35,267 |
| 6,523 6,238 | 13,482 6,147 | 6,959 | Utilities Depreciation | 19,670 18,686 | 40,544 18,441 | 20,874 <245> | 7,790 5,961 | 22,406 17,848 |
| 62,685 | 82,640 | 19,955 | TOTAL ALLOCATED EXP | 166,361 | 234,195 | 67,834 | 61,080 | 152,635 |
| 02,003 | 32,070 | 19,933 | TO THE HELOCATED EAF | 100,501 | 257,153 | 07,037 | 01,000 | 132,033 |
| 253,745 | 189,846 | 63,899 | NET INCOME (LOSS) | 382,797 | 285,154 | 97,643 | 174,696 | 308,190 |
| _55,5 | _35/0.0 | 30,033 | (| - 3-1. 5. | _30/101 | 2.70.0 | ,050 | 230,230 |

UCLA STUDENT UNION INCOME STATEMENT

| OCT. 03(09/28/14-10/25/14) | |] | FISCAL YEAR 14-15 FISCAL YEAR 1 | | | | AR 13-14 | |
|----------------------------|------------------|-----------------------|---|-------------------|-------------------|------------------|------------------|-------------------|
| CURRENT MONTH | | | YTD 3 MO(07/27/14-10/25/14) | | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 44.047 | FF 06F | 10.010 | EVENT CERVICES OFFICE | 460 705 | 100 211 | 47.446 | 64 570 | 407.005 |
| 44,917 | 55,865 | <10,948> 0 | EVENT SERVICES OFFICE | 162,795 10 | 180,211 0 | <17,416> | 61,578 | 187,335 |
| 0 | 0 0 | 0 | STUDENT UNION OPERATIONS RECREATION & GAMES | 10 5 | 0 | 10 5 | 0 12 | 0 1,652 |
| 53,041 | 58,988 | ŭ | AU POST OFFICE | 139,107 | 159,682 | <20,575> | 56,179 | 152,077 |
| 97,958 | 114,853 | | TOTAL SALES | 301,918 | 339,893 | <37,975> | 117,769 | 341,065 |
| 37,330 | 11.,000 | 120,030 | | 301/310 | 337,033 | 107/3701 | 227,7.05 | 3 .12,003 |
| 51,854 | 57,690 | 5,836 | AU Post Office Cost | 136,390 | 156,168 | 19,778 | 55,429 | 150,272 |
| 7,950 | 12,534 | 4,584 | Facilities Costs | 23,570 | 33,131 | 9,561 | 11,785 | 37,746 |
| 0 | 0 | 0 | Cost of Sales GM RM | 0 | 0 | 0 | 25 | 25 |
| 59,805 | 70,224 | 10,419 | Less: Cost of Sales | 159,960 | 189,299 | 29,339 | 67,239 | 188,043 |
| 61.1 | 61.1 | 0.1 | COST OF SALES % | 53.0 | 55.7 | 2.7 | 57.1 | 55.1 |
| 38,153 | 44,629 | <6,476> | GROSS MARGIN | 141,958 | 150,594 | <8,636> | 50,531 | 153,022 |
| 39.0 | 38.9 | 0.1 | GROSS MARGIN % | 47.0 | 44.3 | 2.7 | 42.9 | 44.9 |
| 82.3 | 77.6 | 4.7 | EVENT SERVICES OFFICE | 85.5 | 81.6 | 3.9 | 80.9 | 79.9 |
| 0.0 | 0.0 | 0.0 | STUDENT UNION OPERATIONS | 100.0 | 0.0 | 100.0 | 0.0 | 0.0 |
| 0.0 | 0.0 | 0.0 | RECREATION & GAMES | 100.0 | 0.0 | 100.0 | <106.3> | 98.5 |
| 2.2 | 2.2 | 0.0 | AU POST OFFICE | 2.0 | 2.2 | <0.3> | 1.3 | 1.2 |
| | | | | | | | | |
| 25,679 | 16,361 | 9,318 | STUDENT UNION OPS | 32,803 | 35,164 | <2,361> | 13,917 | 29,376 |
| 0 | 0 | 0 | RECREATION & GAMES | 0 | 0 | 0 | 1,164 | 5,241 |
| 9,233 | 10,384 | <1,151> | AU POST OFFICE | 24,592 | 28,110 | <3,518> | 9,866 | 26,856 |
| 34,912 | 26,745 | 8,167 | OTHER INCOME | 57,394 | 63,274 | <5,880> | 24,947 | 61,473 |
| 73,066 | 71,374 | 1,692 | GROSS MARGIN/OTHER | 199,352 | 213,868 | <14,516> | 75,478 | 214,495 |
| | | | | | | | | |
| | | | Less: Controllable Exp | | | | | |
| 20.451 | 20.220 | .121. | Causau Maraa | 07.420 | 00.050 | 2 520 | 20,000 | 02.000 |
| 30,451 | 30,320 | | Career Wages | 87,430 | 90,950 54,399 | 3,520 | 30,999 | 92,998 |
| 16,911 47,362 | 20,412 50,732 | 3,501 3,370 | Student Wages TOTAL WAGES | 47,247 134,678 | 145,349 | 7,152 10,671 | 17,106 48,105 | 53,749 146,747 |
| 48.4 | 30,732 44.2 | • | WAGE % TO SALES | 44.6 | 42.8 | <1.9> | 40,103 | 43.0 |
| 10.1 | 1112 | \ II.Z. | WAGE 70 TO SALES | 11.0 | 12.0 | 11.57 | 10.5 | 15.0 |
| 16,695 | 16,338 | <357> | Employee Benefits | 48,181 | 48,713 | 532 | 15,866 | 46,511 |
| 610 | 1,235 | 625 | Office Supplies | 1,994 | 2,819 | 825 | 4,340 | 7,601 |
| 3,563 | 3,220 | <343> | Telephone | 9,634 | 9,862 | 228 | 3,097 | 9,128 |
| 221 | 1,150 | 929 | Trav/Trips/Conference | 646 | 1,150 | 504 | 0 | 0 |
| 464 | 464 | 0 | Student Comm Art | 464 | 464 | 0 | 465 | 465 |
| 3,178 | 2,610 | <568> | Training Programs | 5,511 | 4,308 | <1,203> | 393 | 2,326 |
| 1,662 | 89 | <1,573> | Annual ASUCLA Events | 18,830 | 17,242 | <1,588> | 0 | 17,153 |
| 15,233 | 5,402 | , | Student Event Exp | 20,107 | 13,704 | <6,403> | 6,900 | 16,245 |
| 93 | 240 | 147 | Operating Supplies | 688 | 850 | 162 | 44 | 680 |
| 147 | 20 | | Advertising | 1,673 | 569 | <1,104> | 50 | 642 |
| 499 | 601 | | Business Promotion | 1,514 | 1,803 | 289 | 472 | 1,406 |
| 356 | 698 | | Repairs & Maintenance | 4,791 | 4,891 | 100 | 463 | 2,530 |
| 1,425 | 1,386 | | Bank Card Expense | 3,166 | 3,752 | 586 | 1,496 | 3,580 |
| 419 0 | 35 0 | <384> 0 | Overs/Shorts Commission Expense | 642 0 | 95 0 | <547> 0 | 1 698 | <0> 3,203 |
| 15,417 | 15,417 | 0 | Interaction Fund | 46,250 | 46,251 | 1 | 15,417 | 46,250 |
| 12,105 | 11,000 | | STUDENT UNION EVENT F | 15,203 | 26,000 | 10,797 | 10,687 | 28,448 |
| 72,086 | 59,905 | | TOTAL OTHER CONTROL. | 179,293 | 182,473 | 3,180 | 60,389 | 186,167 |
| 119,448 | 110,637 | | TOTAL CONTROLLABLE EXP | 313,971 | 327,822 | 13,851 | 108,494 | 332,914 |
| | | , | GROSS CONTRIBUTION TO | , | | ŕ | ŕ | , |
| <46,382> | <39,263> | <7,119> | SVCS AND ENTERPRISES | <114,618> | <113,954> | <664> | <33,016> | <118,418> |
| | | | | | | | | |
| | | | Less: Allocated Exp | | | | | |
| | - | | | | | | | <u></u> . |
| 4,109 | 3,877 | | Allocated ExpHR | 11,659 | 12,544 | 885 | 3,149 | 9,821 |
| 3,382 | 4,521 | 1,139 | Allocated Exp. Fin | 11,943 | 15,330 | 3,387 | 4,953 | 14,336 |
| 1,735 | 1,851 | 116 | Allocated ExpIS | 6,266 | 7,179 | 913 | 2,051 | 6,011 |
| 734 | 848 | 114 | Allocated Exp. Mktg | 2,493 | 2,940 | 447 1 266 | 990 | 2,866 |
| 2,346 | 2,855 | 509 | Allocated Exp Othr SA | 8,312 | 9,578 | 1,266 | 3,107 | 9,452 |
| 42,876 10,370 | 37,028 18,682 | , | Maintenance Utilities | 125,453 58,438 | 114,317 56 184 | <11,136> | 35,860 | 104,773 |
| 19,379 12,351 | 18,682 14,612 | <69/>2,261 | Utilities Depreciation | 58,438 36,955 | 56,184 43,836 | <2,254> 6,881 | 23,142 14,243 | 66,564 42,728 |
| 86,911 | 84,274 | <2,261 <2,637> | Depreciation TOTAL ALLOCATED EXP | 261,518 | 43,836 261,908 | 390 | 14,243 87,494 | 42,728 256,550 |
| 00,311 | 07,2/7 | \L ₁ UJ1 > | TO THE HELOCATED EAR | 201,310 | 201,300 | 390 | דכד, יט | 230,330 |
| <133,294> | <123,537> | <9,757> | NET INCOME (LOSS) | <376,137> | <375,862> | <275> | <120,510> | <374,969> |
| / | -/ | - / | ζ / | / | / | | -, | - / |

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| | 3(09/28/14-10/2 | .5/14) | | l Fi | SCAL YEAR 14-1 | 5 | FISCAL YE | AR 13-14 |
|-------------------|------------------|-----------------------|--|-----------------------------|-------------------|-----------------|------------------|-------------------|
| Cl | CURRENT MONTH | | | YTD 3 MO(07/27/14-10/25/14) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 310,439 | 312,673 | 2,234 | Career Wages | 921,831 | 940,930 | 19,099 | 290,667 | 899,630 |
| 4,786 | 6,868 | 2,082 | Limited Appointment | 11,424 | 12,852 | 1,428 | 4,614 | 4,614 |
| 31,055 | 34,850 | 3,795 | Student Wages | 97,009 | 98,357 | 1,348 | 29,749 | 94,492 |
| 346,279 | 354,391 | 8,112 | TOTAL WAGES | 1,030,263 | 1,052,139 | 21,876 | 325,029 | 998,736 |
| 4.3 | 4.7 | 0.4 | WAGE % TO TOTAL SALES | 5.2 | 5.5 | 0.3 | 5.3 | 5.0 |
| 0 | 0 | 0 | Emp Awards, Students | 2,000 | 2,000 | 0 | 0 | 2,000 |
| 141,206 | 143,727 | 2,521 | Employee Benefits | 423,904 | 431,868 | 7,964 | 130,552 | 400,797 |
| 5,554 | 7,463 | 1,909 | Office Supplies | 28,800 | 24,016 | <4,784> | 11,562 | 29,944 |
| 8,787 | 9,646 | 859 | Telephone | 25,462 | 28,205 | 2,743 | 8,723 | 25,077 |
| 659 | 1,140 | 481 | Postage | 2,462 | 3,474 | 1,012 | 954 | 2,923 |
| 366 | 2,096 | 1,730 | Trav/Trips/Conference | 1,847 | 6,441 | 4,594 | 935 | 2,296 |
| 0 | 20 | 20 | Expense Allowance | 0 | 60 | 60 | 0 | 0 |
| 2,715 | 1,739 | | Employee Relations | 3,674 | 2,176 | <1,498> | 15 | 555 |
| 0 | 0 | 0 | Training Programs | 25 | 0 | <25> | 0 | 0 |
| 0 | 798 | 798 | Fingerprinting | <2> | 2,394 | 2,396 | 0 | 0 |
| 800 295 | 246 200 | | Recruitment Operating Supplies | 1,055 407 | 883 600 | <172> 193 | 947 45 | 1,848 177 |
| 276 | 200 295 | 19 | Uniforms | 1,013 | 885 | <128> | 0 | 553 |
| <728> | <500> | 228 | Security Expense | <826> | <1,500> | <674> | 541 | 173 |
| 260 | 50 | <210> | Security Equipment | 260 | 150 | <110> | 64 | 86 |
| 2,702 | 2,810 | 108 | Alarm Monitoring | 8,125 | 8,430 | 305 | 2,563 | 8,570 |
| 1,300 | 1,000 | | Advertising | 4,785 | 3,000 | <1,785> | 1,000 | 3,010 |
| 2,100 | 2,100 | 0 | Benefits U Adv | 6,300 | 6,300 | 0 | 2,100 | 6,300 |
| 4,145 | 6,117 | 1,972 | Repairs & Maintenance | 14,056 | 19,034 | 4,978 | 4,015 | 15,912 |
| 0 | 0 | 0 | Repair-Mtce Computer | 0 | 0 | <0> | 0 | 0 |
| 10,775 | 10,320 | | Repairs & Mtce-Equip | 27,836 | 30,960 | 3,124 | 7,760 | 25,520 |
| 0 | 75 | 75 | Printing | 0 | 250 | 250 | 158 | 331 |
| 13,802 | 13,802 | 0 | Bruin One Card Exp | 28,860 | 28,860 | 0 | 13,400 | 28,020 |
| 11 | 80 | 69 | Overs/Shorts | <6> | 240 | 246 | <17> | <19> |
| 16,081 2,568 | 19,845 3,097 | 3,764 529 | Insurance Expense Professional Services | 48,243 8,053 | 59,535 9,523 | 11,292 1,470 | 18,041 3,090 | 54,123 9,269 |
| 880 | 3,097 871 | | Legal | 2,639 | 2,613 | 1,470 <26> | 917 | 2,750 |
| 10,342 | 10,730 | 388 | External Audit | 31,475 | 32,700 | 1,225 | 10,417 | 31,747 |
| 0 | 200 | 200 | Temp Agency Service | 2,235 | 700 | <1,535> | 452 | 2,232 |
| 9,583 | 9,870 | 287 | Internal Audit | 28,750 | 29,610 | 860 | 9,583 | 28,750 |
| 0 | , 0 | 0 | PROFESSIONAL FEES PCI | 22,000 | 22,000 | 0 | . 0 | , 0 |
| 10,183 | 10,200 | 17 | Board of Directors | 36,527 | 30,400 | <6,127> | 9,640 | 28,326 |
| 200 | 200 | 0 | Special Projects | 200 | 1,200 | 1,000 | 1,141 | 1,580 |
| 3,400 | 3,267 | | Misc. Bank Charges | 9,223 | 9,687 | 464 | 3,172 | 9,404 |
| 0 | 3,300 | 3,300 | Armored Carrier Expense | 8,989 | 9,900 | 911 | 2,926 | 8,778 |
| 7,635 | 7,635 | 0 | UCOP Payroll Services | 22,905 | 22,905 | 0 | 7,417 | 22,250 |
| 13,955 | 15,929 15,000 | 1,974 | UCLA Recharge Expense Special Events | 41,848 14,440 | 47,787 | 5,939 | 15,929 | 47,787 14 851 |
| 13,145 282,997 | 303,368 | | TOTAL OTHER CONTROL. | 857,564 | 18,333 895,619 | 3,893 38,055 | 1,078 269,120 | 14,851 815,920 |
| 629,276 | 657,759 | 28,483 | TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP | 1,887,828 | 1,947,758 | 59,930 | 594,149 | 1,814,656 |
| 023,210 | 037,733 | 20,703 | TO THE CONTINUEDADLE EAF | 1,007,020 | 1,5 (1,150 | 33,330 | 3,77,173 | 1,017,000 |
| | | | Less: Allocated Exp | | | | | |
| 17,515 | 15,984 | <1,531> | Maintenance | 51,247 | 49,348 | <1,899> | 14,649 | 42,799 |
| 7,916 | 8,064 | | Utilities | 23,872 | 24,251 | 379 | 9,453 | 27,191 |
| 12,300 | 15,463 | | Depreciation | 36,846 | 46,389 | 9,543 | 15,720 | 47,006 |
| 37,731 | 39,511 | | TOTAL ALLOCATED EXP | 111,965 | 119,988 | 8,023 | 39,822 | 116,996 |
| 667,006 | 697,270 | 30,264 | NET EXPENSE | 1,999,792 | 2,067,746 | 67,954 | 633,971 | 1,931,653 |
| <587,628> | <618,021> | <3U 303 × | Allocated-Svs and Ent | <1,768,185> | <1,843,541> | <75,356> | <550,417> | <1,663,904> |
| <31,207> | <31,207> | \30,3 3 3> | Allocated-USAC | <89,205> | <89,205> | (73,330) | <27,281> | <78,036> |
| <3,170> | <3,170> | 0 | Allocated-GSA | <8,154> | <8,154> | 0 | <3,665> | <9,520> |
| <45,001> | <44,873> | 128 | Allocated-Comm Board | <134,248> | <126,847> | 7,401 | <52,608> | <180,193> |
| <667,006> | <697,271> | <30,265> | TOTAL OTHER | <1,999,792> | <2,067,747> | <67,955> | <633,971> | <1,931,653> |
| | · | - | | | | | | |
| 0 | <1> | <1> | TOTAL EXPENSE | 0 | <1> | <1> | 0 | 0 |

MAINTENANCE DIVISION EXPENSE STATEMENT

| | 00/00/00/00 | NE (4.4) | 1 |
|-----------|------------------|----------------|-------------------------|
| | 03(09/28/14-10/2 | | |
| | CURRENT MONTH | | |
| ACTUAL | BUDGET | VARIANCE | |
| 109,193 | 105,042 | ∠/ 1E1 \ | Career Wages |
| 2,769 | 103,042 | | Limited Appointment |
| 679 | 1,200 | <2,709> 521 | Student Wages |
| <539> | 1,200 <160> | 379 | Labor Recharge |
| <5,811> | <4,528> | 1,283 | Billed Labor Costs |
| , | | | |
| <7,084> | <6,000> | 1,084 | Capitalized Wages |
| 99,206 | 95,554 | <3,652> | TOTAL WAGES |
| 64,873 | 62,587 | ~2 286× | Employee Benefits |
| 115 | 128 | 13 | Office Supplies |
| 940 | 594 | _ | Telephone |
| 0 | 30 | 30 | Trav/Trips/Conference |
| 4,720 | 5,090 | 370 | Paper |
| 5,004 | 4,504 | | Cleaning Supplies |
| 2,230 | 1,166 | | Replacements |
| 435 | 559 | 124 | Laundry |
| 24,840 | 17,875 | | Repairs & Maintenance |
| 2,765 | 3,000 | 235 | Repairs & Mtce-Elevator |
| 0 | 75 | 75 | Repairs & Mtce-Equip |
| 238 | 225 | | Painting Program |
| 0 | 50 | 50 | Incidental Proj Exp |
| 8,740 | 3,850 | | Air Conditioning-Maint |
| 7,964 | 9,156 | 1,192 | Rub Remvl/Hauling |
| 5,087 | 3,684 | | Rodent & Pest Control |
| 532 | 830 | 298 | Rentals-Truck |
| 128,485 | 113,403 | <15,082> | |
| 227,691 | 208,957 | <18,734> | |
| , | | , - | |
| | | | Less: Allocated Exp |
| | | | |
| 14,933 | 15,374 | 441 | Depreciation |
| 14,933 | 15,374 | 441 | TOTAL ALLOCATED EXP |
| 242,625 | 224,331 | <18,294> | NET EXPENSE |
| | | | |
| <207,256> | <191,901> | 15,355 | Allocated-Svs and Ent |
| <6,535> | <6,535> | 0 | Allocated-USAC |
| <2,562> | <2,562> | 0 | Allocated-GSA |
| <8,757> | <7,349> | 1,408 | Allocated-Comm Board |
| <17,515> | <15,984> | 1,531 | Allocated-A & SS |
| <242,625> | <224,331> | 18,294 | TOTAL OTHER |
| 0 | 0 | -0- | TOTAL EXPENSE |
| U | U | <0> | IOTAL EXPENSE |

| F | ISCAL YEAR 14-1 | FISCAL YEAR 13-14 | | | |
|-----------|-----------------|-------------------|-----------|-----------|--|
| | MO(07/27/14-10/ | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD | |
| 7.0.07.2 | 50502. | 7711211102 | | | |
| 347,546 | 332,052 | <15,494> | 99,286 | 295,052 | |
| 11,410 | 0 | <11,410> | 1,049 | 4,078 | |
| 2,148 | 3,600 | 1,452 | 0 | 0 | |
| <1,381> | <480> | 901 | <320> | <480> | |
| <16,244> | <13,737> | 2,507 | <4,806> | <13,251> | |
| <25,515> | <18,000> | 7,515 | <4,994> | <41,978> | |
| 317,964 | 303,435 | <14,529> | 90,214 | 243,421 | |
| 327/30 . | 3037.33 | 12 1/0251 | 30/21: | 2 10/ 122 | |
| 201,570 | 192,162 | <9,408> | 55,173 | 175,005 | |
| 304 | 384 | 80 | 72 | 301 | |
| 2,245 | 2,133 | <112> | 660 | 1,924 | |
| 432 | 490 | 58 | 0 | <1,200> | |
| 14,677 | 15,186 | 509 | 3,918 | 13,595 | |
| 14,538 | 14,361 | <177> | 4,444 | 13,624 | |
| 4,981 | 3,918 | <1,063> | 296 | 3,127 | |
| 1,384 | 1,712 | 328 | 468 | 1,230 | |
| 56,515 | 53,625 | <2,890> | 12,117 | 41,261 | |
| 2,775 | 9,000 | 6,225 | 2,941 | 8,992 | |
| , 0 | 225 | 225 | 0 | 0 | |
| 835 | 675 | <160> | 37 | 717 | |
| 0 | 150 | 150 | 0 | 0 | |
| 13,487 | 11,550 | <1,937> | 3,472 | 9,534 | |
| 19,753 | 23,332 | 3,579 | 9,498 | 23,078 | |
| 12,220 | 10,886 | <1,334> | 3,618 | 10,942 | |
| 2,476 | 2,490 | 14 | 221 | 673 | |
| 348,194 | 342,279 | <5,915> | 96,935 | 302,803 | |
| 666,158 | 645,714 | <20,444> | 187,149 | 546,223 | |
| | | | | | |
| | | | | | |
| 44,428 | 46,122 | 1,694 | 16,811 | 50,369 | |
| 44,428 | 46,122 | 1,694 | 16,811 | 50,369 | |
| 710,585 | 691,836 | <18,749> | 203,960 | 596,592 | |
| <606,424> | <592,458> | 13,966 | <173,342> | <506,459> | |
| <19,605> | <19,605> | 0 | <6,001> | <18,003> | |
| <7,686> | <7,686> | 0 | <2,644> | <7,932> | |
| <25,624> | <22,739> | 2,885 | <7,324> | <21,400> | |
| <51,247> | <49,348> | 1,899 | <14,649> | <42,799> | |
| <710,585> | <691,836> | 18,749 | <203,960> | <596,592> | |
| 0 | 0 | <0> | <0> | 0 | |

UTILITIES EXPENSE STATEMENT

| OCT. | 03(09/28/14-10/2 | 25/14) | |
|-----------|------------------|----------|------------------------|
| (| CURRENT MONTH | | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 30,290 | 25,642 | <4,648> | Chiller Water |
| 64,976 | 66,590 | 1,614 | Elec-Non Air Cond. |
| 9,412 | 9,175 | <237> | Water-Non Air Cond. |
| 2,616 | 9,136 | 6,520 | Steam-Non Air Cond. |
| 2,828 | 2,924 | 96 | Gas |
| 110,122 | 113,467 | 3,345 | TOTAL OTHER CONTROL. |
| 110,122 | 113,467 | 3,345 | TOTAL CONTROLLABLE EXP |
| | | | |
| <93,677> | <96,828> | <3,151> | Allocated-Svs and Ent |
| <3,283> | <3,283> | 0 | Allocated-USAC |
| <1,287> | <1,287> | 0 | Allocated-GSA |
| <3,958> | <4,004> | <46> | Allocated-Comm Board |
| <7,916> | <8,064> | <148> | Allocated-A & SS |
| <110,122> | <113,466> | <3,344> | TOTAL OTHER |
| | | | |
| 0 | 1 | 1 | TOTAL EXPENSE |

| | FTCCAL V | -AD 12 14 | | | |
|-----------|-----------------|-------------------|-----------|-----------|--|
| | ISCAL YEAR 14-1 | FISCAL YEAR 13-14 | | | |
| YTD 3 | MO(07/27/14-10/ | LAST YEAR ACTUAL | | | |
| ACTUAL | BUDGET | BUDGET VARIANCE | | YTD | |
| | | | | | |
| 101,929 | 85,337 | <16,592> | 40,815 | 104,870 | |
| 181,618 | 198,308 | 16,690 | 66,221 | 200,513 | |
| 23,793 | 24,322 | 529 | 8,003 | 24,006 | |
| 15,340 | 26,268 | 10,928 | 13,233 | 39,245 | |
| 9,320 | 6,965 | <2,355> | 2,091 | 6,869 | |
| 332,000 | 341,200 | 9,200 | 130,363 | 375,503 | |
| 332,000 | 341,200 | 9,200 | 130,363 | 375,503 | |
| | | | | | |
| <282,482> | <291,197> | <8,715> | <111,865> | <321,762> | |
| <9,849> | <9,849> | 0 | <2,997> | <8,991> | |
| <3,861> | <3,861> | 0 | <1,321> | <3,963> | |
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| <332,000> | <341,199> | <9,199> | <130,363> | <375,503> | |
| | · | · | | | |
| 0 | 1 | 1 | <0> | <0> | |