ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

October (10/02/11 - 10/29/11)

Prepared

November 15, 2011

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

		ОСТ	OBER (10/0	02/11 - 10/29	/11)			FY 1	0-11				F	ISCAL YEA	R 2011-201	2			FY 10	0-11
			CURREN	T MONTH				*1	•				YTD 3	MONTHS (0	7/31/11 - 10				**	
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/L	/ ACT								ACT/	BUD .	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,701		3,737		(36)	(1.0%)	362	10.8%	3,339		UCLA Store	17,205		17,639		(434)	(2.5%)	(91)	(0.5%)	17,296	
1,422		1,426		(4)	(0.3%)	120	9.2%	1,302		UCLA Restaurants	3,390		3,267		123	3.8%	412	13.8%	2,978	
461		461		0	0.0%	9	2.0%	452		Services Division	901		938		(37)	(3.9%)	10	1.1%	891	
127		130		(3)	(2.3%)	6	5.0%	121		UCLA Student Union	350		358		(8)	(2.2%)	10	2.9%	340	
5,711		5,754		(43)	(0.7%)	497	9.5%	5,214		TOTAL	21,846		22,202		(356)	(1.6%)	341	1.6%	21,505	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,299	35.1%	1,203	32.2%	96	2.9	185	1.7	1,114	33.4%	UCLA Store	4,826	28.0%	4,903	27.8%	(77)	0.2	(39)	(0.1)	4,865	28.1%
1,006	70.7%	1,018	71.4%	(12)	(0.7)	60	(2.0)	946	72.7%	UCLA Restaurants	2,381	70.2%	2,316	70.9%	65	(0.7)	253	(1.3)	2,128	71.5%
461	100.0%	461	100.0%	0	0.0	9	0.0	452	100.0%	Services Division	900	99.9%	937	99.9%	(37)	0.0	11	0.1	889	99.8%
64	50.4%	65	50.0%	(1)	0.4	4	0.8	60	49.6%	UCLA Student Union	181	51.7%	180	50.3%	1	1.4	10	1.4	171	50.3%
2,830	49.6%	2,747	47.7%	83	1.9	258	0.3	2,572	49.3%	TOTAL	8,288	37.9%	8,336	37.5%	(48)	0.4	235	0.5	8,053	37.4%
										WAGES & BENEFITS										
540	14.6%	543	14.5%	3	(0.1)	(16)	1.1	524	15.7%	UCLA Store	1,633	9.5%	1,650	9.4%	17	(0.1)	(36)	(0.3)	1,597	9.2%
564	39.7%	576	40.4%	12	0.7	(41)	0.5	523	40.2%	UCLA Restaurants	1,629	48.1%	1,663	50.9%	34	2.8	(142)	1.8	1,487	49.9%
45	9.8%	50	10.8%	5	1.0	(3)	(0.5)	42	9.3%	Services Division	134	14.9%	149	15.9%	15	1.0	(11)	(1.1)	123	13.8%
68	53.5%	65	50.0%	(3)	(3.5)	(3)	0.2	65	53.7%	UCLA Student Union	194	55.4%	191	53.4%	(3)	(2.0)	(12)	(1.9)	182	53.5%
1,217	21.3%	1,234	21.4%	17	0.1	(63)	0.8	1,154	22.1%	TOTAL	3,590	16.4%	3,653	16.5%	63	0.1	(201)	(0.6)	3,389	15.8%
										OTHER CONTROLLABLES *										
177	4.8%	190	5.1%	13	0.3	(20)	(0.1)	157	4.7%	UCLA Store	777	4.5%	777	4.4%	0	(0.1)	(14)	(0.1)	763	4.4%
155	10.9%	156	10.9%	1	0.0	(3)	0.8	152	11.7%	UCLA Restaurants	381	11.2%	363	11.1%	(18)	(0.1)	(28)	0.7	353	11.9%
163	35.4%	152	33.0%	(11)	(2.4)	(12)	(2.0)	151	33.4%	Services Division	317	35.2%	308	32.8%	(9)	(2.4)	(4)	(0.1)	313	35.1%
42	33.1%	49	37.7%	7	4.6	6	6.6	48	39.7%	UCLA Student Union	140	40.0%	141	39.4%	1	(0.6)	4	2.4	144	42.4%
537	9.4%	547	9.5%	10	0.1	(29)	0.3	508	9.7%	TOTAL	1,615	7.4%	1,589	7.2%	(26)	(0.2)	(42)	(0.1)	1,573	7.3%
										CONTRIBUTION										
583	15.8%	470	12.6%	113	3.2	150	2.8	433	13.0%	UCLA Store	2,415	14.0%	2,476	14.0%	(61)	0.0	(90)	(0.5)	2,505	14.5%
287	20.2%	286	20.1%	1	0.1	17	(0.5)	270	20.7%	UCLA Restaurants	370	10.9%	290	8.9%	80	2.0	82	1.2	288	9.7%
252	54.7%	258	56.0%	(6)	(1.3)	(6)	(2.4)	258		Services Division	449	49.8%	480	51.2%	(31)	(1.4)	(4)	(1.0)	453	50.8%
(45)	(35.4%)	(48)	(36.9%)	3	1.5	8	8.4	(53)	(43.8%)	UCLA Student Union	(153)	(43.7%)	(152)	(42.5%)	(1)	(1.2)	2	1.9	(155)	(45.6%)
1,077	18.9%	966	16.8%	111	2.1	169	1.5	908	17.4%	TOTAL	3,081	14.1%	3,094	13.9%	(13)	0.2	(10)	(0.3)	3,091	14.4%
										ALLOCATED EXPENSES										
489	8.6%	482	8.4%	(7)	(0.2)	(23)	0.3	466		Admin&Support Services	1,467	6.7%	1,458	6.6%	(9)	(0.1)	(70)	(0.2)	1,397	6.5%
159	2.8%	173	3.0%	14	0.2	6	0.4	165	3.2%	Maintenance Division	506	2.3%	515	2.3%	9	0.0	(27)	(0.1)	479	2.2%
86	1.5%	84	1.5%	(2)	0.0	4	0.2	90	1.7%	Utilities	240	1.1%	242	1.1%	2	0.0	13	0.1	253	1.2%
198	3.5%	221	3.8%	23	0.3	5	0.4	203	3.9%	Depreciation	591	2.7%	663	3.0%	72	0.3	14	0.1	605	2.8%
932	16.3%	960	16.7%	28	0.4	(8)	1.4	924	17.7%	TOTAL	2,804	12.8%	2,878	13.0%	74	0.2	(70)	(0.1)	2,734	12.7%
										NET INCOME (LOSS)										
145	2.5%	6	0.1%	139	2.4	161	2.8	(16)	(0.3%)	FROM OPERATIONS	277	1.3%	216	1.0%	61	0.3	(80)	(0.4)	357	1.7%
										OTHER INC/(EXP)										
(2)	0.0%	0	0.0%	(2)	0.0	(4)	0.0	2		Non-Recurrent Inc/(Exp)	8	0.0%	0	0.0%	8	0.0	(7)	(0.1)	15	0.1%
27	0.5%	22	0.4%	5	0.1	(9)	(0.2)	36	0.7%	Interest Income	64	0.3%	53	0.2%	11	0.1	(31)	(0.1)	95	0.4%
(56)	(1.0%)	(56)	(1.0%)	0	0.0	3	0.1	(59)	(1.1%)	Interest (Expense)	(169)	(0.8%)	(169)	(0.8%)	0	0.0	8	0.0	(177)	(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%
186	3.3%	186	3.2%	0	0.1	1	(0.2)	185	3.5%	Student Union Fee Income	557	2.5%	557	2.5%	0	0.0	2	(0.1)	555	2.6%
155	2.7%	152	2.6%	3	0.1	(9)	(0.4)	164	3.1%	TOTAL	460	2.1%	441	2.0%	19	0.1	(28)	(0.2)	488	2.3%
300	5.3%	158	2.7%	142	2.6	152	2.5	148	2.8%	NET INCOME (LOSS)	737	3.4%	657	3.0%	80	0.4	(108)	(0.5)	845	3.9%
* Without Be	netits																			

Without Benefits

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

ACTU			CHIDDEN	T MONTH		OCTOBER (10/02/11 - 10/29/11) CURRENT MONTH										FISCAL YEAR 2011-2012					
ACTU	ACTUAL BUDGET VARIANCE							**	•					MONTHS (0	7/31/11 - 10				*	*	
	JAL	BUD	GET					LAST YE	AR ACT		ACTU	JAL	BUD	GET			ANCE		LAST YE	AR ACT	
_		_		ACT/I		ACT/LY		_					_			/BUD	ACT/L				
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%	
										GROSS INCOME											
3,701		3,737		(36)	(1.0%)	362	10.8%	3,339		UCLA Store	17,205		17,639		(434)	(2.5%)	(91)	(0.5%)	17,296	ı	
1,422		1,426		(4)	(0.3%)	120	9.2%	1,302		UCLA Restaurants	3,390		3,267		123	3.8%	412	13.8%	2,978	1	
461		461		0	0.0%	9	2.0%	452		Services Division	901		938		(37)	(3.9%)	10	1.1%	891	1	
127		130		(3)	(2.3%)	6	5.0%	121		UCLA Student Union	350		358		(8)	(2.2%)	10	2.9%	340		
5,711		5,754		(43)	(0.7%)	497	9.5%	5,214		TOTAL	21,846		22,202		(356)	(1.6%)	341	1.6%	21,505		
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.			
1,299	35.1%	1,203	32.2%	96	2.9	185	1.7	1,114		UCLA Store	4,826	28.0%	4,903	27.8%	(77)	0.2	(39)	(0.1)	4,865	28.1%	
1,006	70.7%	1,018	71.4%	(12)	(0.7)	60	(2.0)	946		UCLA Restaurants	2,381	70.2%	2,316	70.9%	65	(0.7)	253	(1.3)	2,128	71.5%	
461	100.0%	461	100.0%	0	0.0	9	0.0	452	100.0%	Services Division	900	99.9%	937	99.9%	(37)	0.0	11	0.1	889	99.8%	
64	50.4%	65	50.0%	(1) 83	0.4	4 258	0.8	60	49.6%	UCLA Student Union	181	51.7%	180	50.3%	1	1.4	10	1.4 0.5	171	50.3%	
2,830	49.6%	2,747	47.7%	83	1.9	258	0.3	2,572	49.3%	TOTAL	8,288	37.9%	8,336	37.5%	(48)	0.4	235	0.5	8,053	37.4%	
										TOTAL CONTROLLABLES										ı	
717	19.4%	733	19.6%	16	0.2	(36)	1.0	681		UCLA Store	2,411	14.0%	2,427	13.8%	16	(0.2)	(51)	(0.4)	2,360	13.6%	
719	50.6%	732	51.3%	13	0.7	(43)	1.3	676	51.9%	UCLA Restaurants	2,011	59.3%	2,026	62.0%	15	2.7	(171)	2.5	1,840	61.8%	
209	45.3%	203	44.0%	(6)	(1.3)	(16)	(2.6)	193	42.7%	Services Division	451 334	50.1%	457	48.7%	6	(1.4)	(15)	(1.2)	436 327	48.9%	
110	86.6%	113	86.9%	3	0.3	3	6.8	113	93.4%	UCLA Student Union		95.4%	332	92.7%	(2)	(2.7)	(7)	0.8		96.2%	
1,755	30.7%	1,781	31.0%	26	0.3	(92)	1.2	1,663	31.9%	TOTAL	5,207	23.8%	5,242	23.6%	35	(0.2)	(244)	(0.7)	4,963	23.1%	
										CONTRIBUTION										1	
583	15.8%	470	12.6%	113	3.2	150	2.8	433		UCLA Store	2,415	14.0%	2,476	14.0%	(61)	0.0	(90)	(0.5)	2,505	14.5%	
287	20.2%	286	20.1%	1	0.1	17	(0.5)	270	20.7%	UCLA Restaurants	370	10.9%	290	8.9%	80	2.0	82	1.2	288	9.7%	
252	54.7%	258	56.0%	(6)	(1.3)	(6)	(2.4)	258	57.1%	Services Division	449	49.8%	480	51.2%	(31)	(1.4)	(4)	(1.0)	453	50.8%	
(45) 1.077	(35.4%) 18.9%	(48) 966	(36.9%) 16.8%	3 111	1.5 2.1	8 169	8.4 1.5	(53) 908	(43.8%)	UCLA Student Union TOTAL	(153) 3.081	(43.7%) 14.1%	(152) 3.094	(42.5%) 13.9%	(1) (13)	(1.2) 0.2	(10)	1.9 (0.3)	(155) 3.091	(45.6%) 14.4%	
1,077	10.9%	900	10.0%	1111	2.1	109	1.5	900	17.476	IOTAL	3,001	14.170	3,094	13.9%	(13)	0.2	(10)	(0.3)	3,091	14.476	
										ALLOCATED EXPENSES										ı	
495	13.4%	497	13.3%	2	(0.1)	(9)	1.2	486		UCLA Store	1,656	9.6%	1,670	9.5%	14	(0.1)	(27)	(0.2)	1,629	9.4%	
293	20.6%	318	22.3%	25	1.7	(2)	1.8	291	22.4%	UCLA Restaurants	771	22.7%	829	25.4%	58	2.7	(38)	1.9	733	24.6%	
62 82	13.4% 64.6%	62 83	13.4%	0	0.0	1 2	0.5	63 84	13.9%	Services Division UCLA Student Union	138 239	15.3% 68.3%	139 240	14.8% 67.0%	1	(0.5) (1.3)	(2)	0.0	136 236	15.3%	
			63.8%	28	(8.0)	(8)	4.8		69.4%							, ,	(3)	1.1		69.4%	
932	16.3%	960	16.7%	28	0.4	(8)	1.4	924	17.7%	TOTAL	2,804	12.8%	2,878	13.0%	74	0.2	(70)	(0.1)	2,734	12.7%	
										NET INCOME (LOSS)										ı	
	4.50/	(07)	(0.50)		0.0	4.46	0	(50)	(4.00)	FROM OPERATIONS	750	0.507	00-	0.001	(40)	(0.1)	(4.4=)	(0.0)	070	4.461	
87	1.5%	(27)	(0.5%)	114	2.0	140	2.5	(53)		UCLA Store	759	3.5%	807	3.6%	(48)	(0.1)	(117)	(0.6)	876	4.1%	
(6) 191	(0.1%) 3.3%	(32) 196	(0.6%) 3.4%	26	0.5	15	0.3	(21) 195	(0.4%)	UCLA Restaurants Services Division	(401) 311	(1.8%) 1.4%	(539) 340	(2.4%) 1.5%	138 (29)	0.6 (0.1)	44	0.3 (0.1)	(445) 317	(2.1%) 1.5%	
(127)	(2.2%)	(131)	(2.3%)	(5) 4	(0.1) 0.1	(4) 10	(0.4) 0.4	(137)	(2.6%)	UCLA Student Union	(392)	(1.8%)	(392)	(1.8%)	(29)	0.1)	(6) (1)	0.1)	(391)	(1.8%)	
145	2.5%	(131)	0.1%	139	2.4	161	2.8	(137)	. ,	TOTAL	277	1.3%	(392) 216	1.0%	61	0.0	(80)	(0.4)	(391) 357	1.7%	
173	2.5 /0	0	0.170	133	2.4	101	2.0	(10)	(0.578)		211	1.570	210	1.0 /6	31	0.3	(30)	(0.4)	337	1.7 /0	
(2)	0.0%	0	0.0%	(2)	0.0	(4)	0.0	2	0.0%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	8	0.0%	0	0.0%	8	0.0	(7)	(0.1)	15	0.1%	
27	0.5%	22	0.4%	5	0.0	(9)	(0.2)	36	0.7%	Interest Income	64	0.3%	53	0.0%	11	0.0	(31)	(0.1)	95	0.1%	
(56)	(1.0%)	(56)	(1.0%)	0	0.0	3	0.1	(59)	(1.1%)	Interest (Expense)	(169)	(0.8%)	(169)	(0.8%)	0	0.0	8	0.0	(177)	(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%	
186	3.3%	186	3.2%	0	0.1	1	(0.2)	185	3.5%	Student Union Fee Income	557	2.5%	557	2.5%	0	0.0	2	(0.1)	555	2.6%	
155	2.7%	152	2.6%	3	0.1	(9)	(0.4)	164	3.1%	TOTAL	460	2.1%	441	2.0%	19	0.1	(28)	(0.2)	488	2.3%	
300	5.3%	158	2.7%	142	2.6	152	2.5	148	2.8%	NET INCOME (LOSS)	737	3.4%	657	3.0%	80	0.4	(108)	(0.5)	845	3.9%	

ASUCLA P/L Reconciliation Oct-11

Financial Analysis						
	Oct	-11				
Budgeted Net Income/(Loss)		158				
UCLA Store						
Gross Margin:						
Bearwear gross margin below plan due to higher markdowns during One Day Sale and Parent's Day and reduced MTW sales	(9)					
Fast Track gross income \$20K above plan due mainly to higher than anticipated umbrella sales and Clinique promotion	9					
Computer Store gross margin above plan due to timing for the Apple year-over-year bonus which is budgeted in future months,						
offset by lower sales due to an aggressive budget and reduced department sales	75					
New Text gross income \$77K above plan due to higher than anticipated enrollment	14					
Used Text gross income \$20K above plan due to higher than anticipated enrollment	10					
Other, positive controllables mainly bank card expense due to both lower sales and legislative change	14					
Total Contribution		113				
UCLA Restaurants						
Gross Margin:						
Wetzel's/RX gross income \$9K above plan partly due to increased enrollment	7					
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	14					
Greenhouse gross income \$13K above plan due mainly to increased enrollment and delayed opening of CSSC	6					
Court Science Stu Ctr., Subway and Yoshinoya gross income \$124K below plan due to construction issues delaying opening	(90)					
YRL Café gross income \$14K above plan with much better results than anticipated in this first full month the facility has been open	10					
KH Coffeehouse gross income \$19K above plan due to increased enrollment and delayed opening of CSSC	11					
Cooperage gross income \$26K above plan due to increased enrollment and delayed opening of CSSC	14					
Taco Bell gross income \$17K above plan due to higher enrollment, recovery from prior year media issues and CSSC opening delay	12					
Catering gross income \$21K above plan due to higher growth in general university clients especially boxed lunch orders	11					
Concessions gross income \$22K below plan due to budgeted coffee cart not yet in service and lower sales at the TFT coffee cart	(11)					
Total Wages lower than plan mainly student	12					
Otherhigher credit card costs due to legislative change offset by lower paper and advertising	5					
Total Contribution		1				
Services						
Gross Margin:						
Licensing domestic income above plan due mostly to timing	20					
Licensing foreign income below plan due to Canadian licensee revamping its sourcing structure	(10)					
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(6)					
Photography income below plan due to fewer athletics shoots and reduced non-athletics income mainly Anderson	(5)					
Other, negative controllables mostly payment to UCLA	(5)					
Total Contribution		(6				
UCLA Student Union						
Gross Margin:						
Student Union Ops gross income \$6K above plan due to strong sales for parents weekend and other smaller unbudgeted events	3					
Recreation & Games gross margin below plan due to less video and pinball players than planned	(4)					
Other, mainly positive controllables including waiver pool and training programs	4					
Total Contribution		3				
Allocated Expenses and Other						
A&SS higher than plan mostly in insurance and repairs and maintenance-equip.	(7)					
Maintenance lower than plan mostly in career wages	14					
Depreciation lower than plan due to timing of capital expenditures	23					
Other	1					
Total	1	31				
Actual Net Income/(Loss)		300				

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

Financial Analysis	φυι	00's
Budgeted Net Income/(Loss)		657
UCLA Store		
Gross Margin:		
Bearwear gross income \$187K below plan due to less foot traffic during football scrimmage, campus events/camps shifted into July, and reduced fan		
enthusiasm at the Rose Bowl and on-line	(114)	
Computer store gross margin above plan due mainly to timing of Apple year-over-year bonus offset by lower sales than planned	77	
APS gross margin above plan due mainly to lower printing costs than prior year	30	
Luvalle Books gross income \$100K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(26)	
Luvalle Essentials/Market gross income \$14K below plan due to a very difficult retail climate and aggressive sales plan	(12)	
HSS Books gross income \$73K below plan due mostly to weakened rush sales and an accelerated decline in reference sales	(11)	
Kinross and South Campus Stores' gross income \$50K below plan as they were budgeted to open in September but now expected to open in January 2012	(21)	
Other, most positive controllables including employee benefits and bank card expense	16	
Total Contribution	10	(61
UCLA Restaurants		(01
Gross Margin:		
Wetzel's/RX gross income \$16K above plan mainly due to increased enrollment	13	
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	24	
Greenhouse gross income \$30K above plan due to increased enrollment and delayed opening of CSSC	12	
Court Science Stu Ctr., Subway and Yoshinoya gross income \$177K below plan due to construction issues delaying opening	(126)	
KH Coffeehouse gross income \$41K above plan due to increased enrollment and delayed opening of CSSC	26	
Cooperage gross income \$47K above plan due to increased enrollment and delayed opening of CSSC	25	
Taco Bell gross income \$21K above plan due to increased enrollment and delayed opening of CSSC	16	
Catering gross income \$166K above plan due to unbudgeted athletics business and new special events	100	
Concessions gross income \$55K below plan due to budgeted additional coffee cart not yet functioning	(30)	
Total Wages lower than plan in career and student	19	
Other	19	
Total Contribution		80
Services		30
Gross Margin:		
Licensing domestic income below plan mainly because a number of key licensees to the UCLA Store are down compared to prior year, e.g. Adidas	(10)	
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(19)	
Photography income below plan due to fewer athletics shoots and reduced non-athletics income mainly Anderson	(6)	
Other, positive controllables mostly in career wages and employee benefits partially offset by higher payment to UCLA	4	
Total Contribution	4	(31
UCLA Student Union		(3)
Gross Margin:		
Student Union Ops gross margin above plan due to an increase in wedding bookings resulting in higher sales partially offset by higher labor costs	11	
Recreation and Games gross income below plan due to less students playing games than prior year	(9)	
Other, negative controllables mostly career wages	(3)	
Total Contribution	(3)	(1
Allocated Expenses and Other		(.
A&SS higher than plan mostly in insurance	(9)	
Maintenance lower than plan, mostly career wages	9	
Depreciation lower than plan due to mostly to timing of capitals, mainly CSSC opening delay	72	
Other, mostly positive interest income from higher amounts of invested cash and positive non-recurring	21	
Other, mostly positive interest income from higher amounts of invested cash and positive non-recurring Total	21	9:
10(4)		9.

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

	Current Month	Prior Month	Prior Year-End
	October 2011	September 2011	July 2011
ASSETS			
CURRENT ASSETS:	# 40.400	* 4 4 000	# 40.000
Cash and short term investments	\$12,493	\$14,238	\$10,888
Accounts receivable	4,049	4,192	3,154
Less: Allowance for doubtful accounts	(89) 3,960	(106)	(81)
Accounts receivable, net Student fees receivable	3,960 802	4,087 617	3,074 246
Inventories	7,047	7,167	6,644
Prepaid expenses and other current assets	203	138	233
Total current assets	24,505	26,246	21,085
Total cultoni assets	24,505	20,240	21,000
LONG TERM ASSETS			
Property, equipment and improvements	63,478	63,393	63,237
Less: Accumulated depreciation	(34,673)	(34,475)	(34,082)
Total Long Term Assets	28,805	28,918	29,155
Total Long Tom About	20,000	20,010	20,100
TOTAL ASSETS	53,310	55,165	50,240
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$6,222	\$8,510	\$5,491
Wages and payroll taxes payable	2,651	2,780	2,630
Sales Tax Payable & Other Liabilities	1,648	1,334	851
Interest payable	312	255	143
Deferred Income	781	842	176
Funds Held for Others	112	162	101
Current portion of long term debt	673	673	673
Total current liabilities	12,399	14,557	10,065
LONG TERM DERT			
LONG TERM DEBT:	40.450	40.450	40.450
AU expansion loan	13,452	13,452	13,452
Total long term debt	13,452	13,452	13,452
TOTAL LIADULTICO	05.054	00.000	00.540
TOTAL LIABILITIES	25,851	28,009	23,518
DETAINED FARMINGS.			
RETAINED EARNINGS:	00.700	00.700	00.004
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	737	434	688
Ending Balance	27,459	27,156	26,722
Lifeting Balance	21,409	21,130	20,122
TOTAL LIABILITIES AND RETAINED EARNINGS	53,310	55,165	50,240
. C	33,010	55,.56	00,210

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

October 2011 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	\$300	\$737	\$845
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:	198	\$591	005
Depreciation - PP&E Loss on disposals of fixed assets	198	\$591 \$0	605 0
Depreciation - textbook rental equipment	0	\$0 \$0	3
(Increase)/decrease in current assets:	U	ΦΟ	3
Accounts receivable	127	(\$886)	(1,792)
Student fees receivable	(186)	(\$557)	(555)
Inventories	120	(\$403)	809
Prepaid expenses and other current assets	(65)	\$30	27
Increase/(decrease) in current liabilities:	()	400	
Accounts payable	(2,286)	\$731	359
Sales Tax Payable & Other Liabilities	314	\$795	744
Wages and payroll taxes payable	(128)	\$23	(27)
Interest payable	56	\$168	177
Deferred Income	(61)	\$605	390
Funds held for Others	(50)	\$11	23
Net cash provided/(used) by operating activities	(\$1,660)	\$1,846	\$1,608
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(85)	(\$241)	(191)
Net cash used in investing activities	(\$85)	(\$241)	(\$191)
		`	,
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	0	\$0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT	(\$1,745)	\$1,605	\$1,417
CASH AND SHORT TERM INVESTMENTS, Beginning	\$14,238	10,888	\$10,097
CASH AND SHORT TERM INVESTMENTS, Ending	\$12,493	\$12,493	\$11,514

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

October 2011 (\$000's)

CASH AND SHORT TERM INVESTMENTS	12,493
Less: Committed Capital Projects	
Court of Sciences Student Center	(245)
LVC HVAC Replacement	(150)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Union Space Store Redesign Study	(300)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,795)
Adjustment for Cash Overdraft Entry	(2,807)
Uncommitted Cash	5,892
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	4,530
RESERVE SURPLUS (DEFICIT)	1,362

ASUCLA SERVICES AND ENTERPRISES

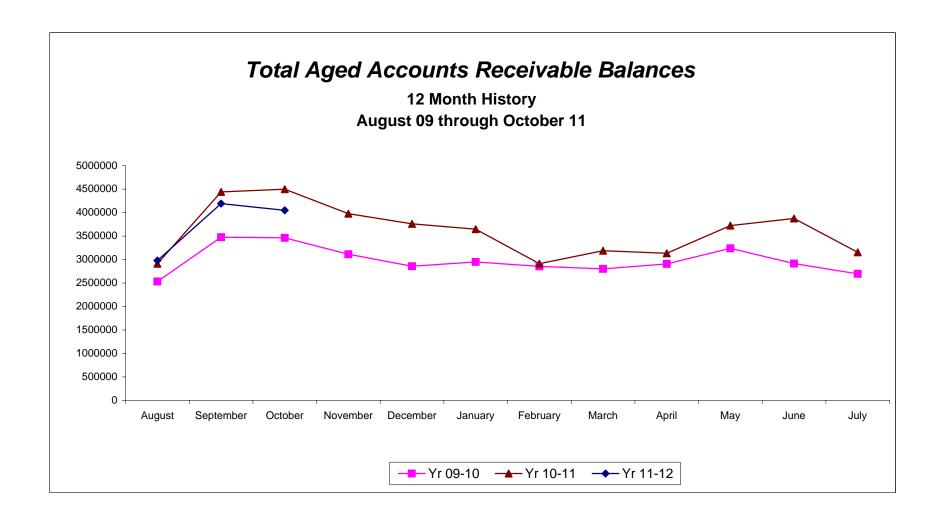
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012 October 2011

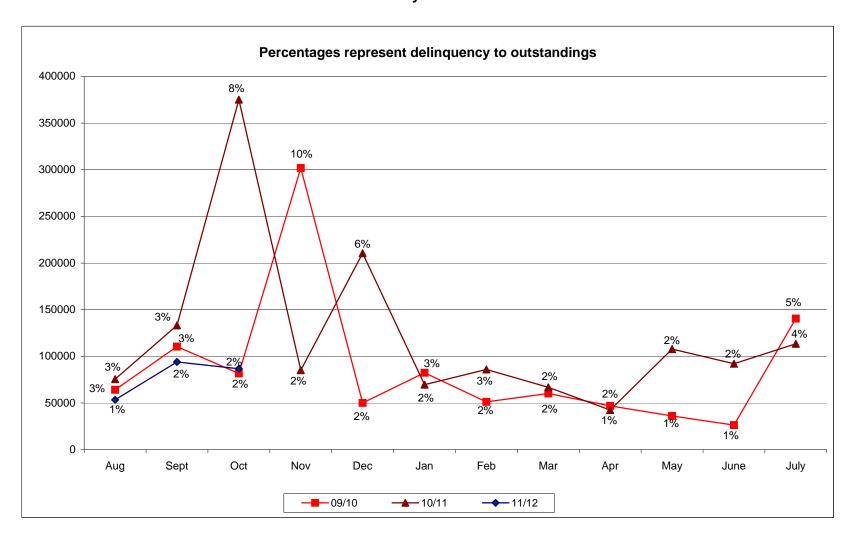
			012 October		PROJECTED			
PROJECT NAME	BUDGET	_			Remaining		Over	_
Olana/Oamitaa		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services	50.0	0.0	5 0	0.7	44.0		0.0	
2011-S001 Store General Replacement	50.0	2.9	5.8	8.7	41.3		0.0	In Progress
2011-S002 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2011-S003 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-S004 HTS Renovation	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-S032 AU Space / Store Redesign Study	0.0	0.0	20.0	20.0	280.0		300.0	Pending
Total Store/Services	2,210.0	2.9	25.8	28.7	321.3	2,160.0	300.0	
Food Service								
2011-F005 FS Miscellaneous and Unanticipated	50.0	3.4	2.7	6.1	43.9		0.0	In Progress
2011-F006 Patio Furniture Upgrade	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2011-F007 TFC Dining Room Upgrade	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2011-F008 KCH Dining Room Finish Replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-F009 Pauley Pavilion Remodel	650.0	0.0	0.0	0.0	0.0	650.0	0.0	Pending
2011-F010 Patio Awning	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F011 Office Carpet	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F012 Freezer	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Candy Storage	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F017 New Cardy Storage 2011-F018 Synapse Menu Renovation Equipment Upgrades	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F016 Synapse Ment Renovation Equipment Opgrades 2011-F031 Training Table	0.0	20.7	0.0	20.7	0.0	15.0	20.7	•
Total Food Services	970.0	20.7 24.1	2.7	26.8	43.9	920.0	20.7 20.7	Completed
	310.0	2-7.1	£.!	20.0	40.0	320.0	20.1	
Technology	00.0	0.0	0.0	0.0	0.0	00.0	0.0	Develop
2011-T019 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-T020 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-T021 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2011-T022 Marketing Oversized HP Design Jet Printer	30.0 210.0	0.0 0.0	0.0	0.0	0.0	30.0 210.0	0.0	Pending
Total Technology	210.0	0.0	0.0	0.0	0.0	210.0	0.0	
Others								
2011-O023 Custodial Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-O024 Global Viewpoint Globe	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O026 Fac. Misc. Remodels	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2011-O027 KH Meeting Room Carpet	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending
2011-O028 Finance Misc. Replacements	15.0	3.7	0.0	3.7	11.3		0.0	In Progress
2011-O029 MCO Equipment	10.0	14.8	0.0	14.8	0.0	55.0	4.8	Completed
2011-O030 EAS AU B-Level	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
Total Others	200.0	18.5	0.0	18.5	11.3	175.0	4.8	
Total Current Year Projects	3,590.0	45.5	28.5	74.0	376.5	3,465.0	325.5	

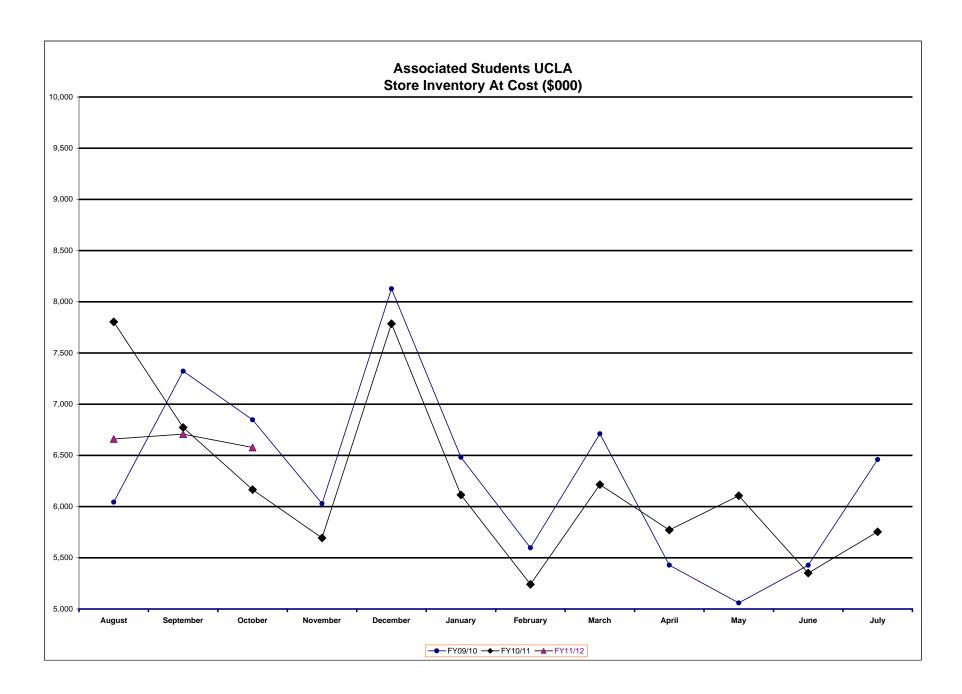
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

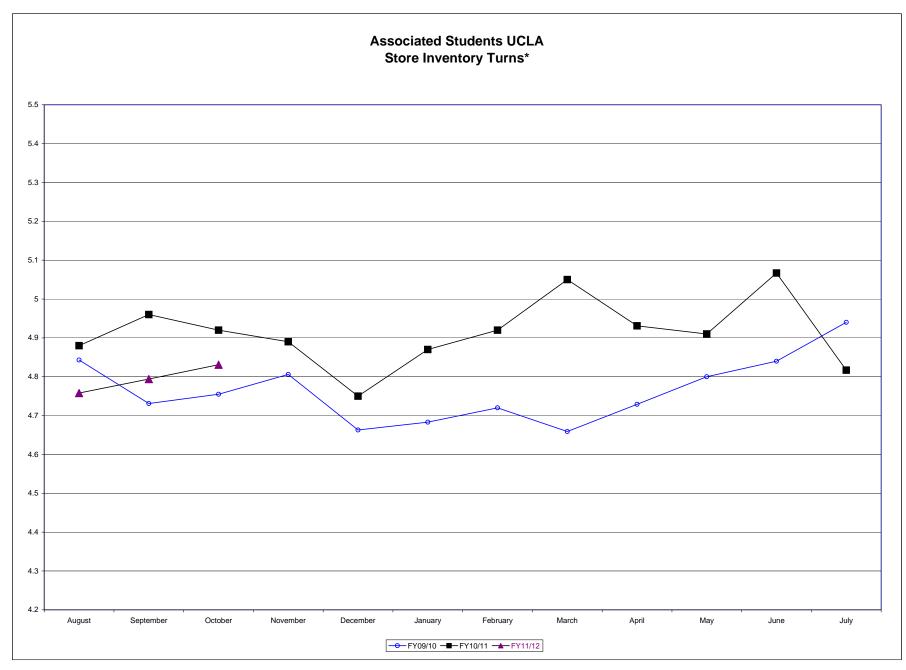
10/29/2011 October	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,018,518	28%	\$232,663	70%	\$28,507	63%	\$15,912	73%	\$6,937	57%	\$785	10%	\$1,303,322	32%
ASUCLA PUBLICATIONS	\$120,608	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,608	3%
ASUCLA USA/GSA	\$72,879	2%	\$963	0%	\$0	0%	\$0	0%	\$0	0%	(\$985)	-13%	\$72,857	2%
DUE FROM VENDORS	\$166,749	5%	\$2,523	1%	\$9,950	22%	\$4,018	19%	\$2,678	22%	\$1,075	14%	\$186,993	5%
DENTAL KITS	\$606,990	17%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$606,990	15%
OTHER	\$1,643,875	45%	\$96,515	29%	\$6,477	14%	\$1,782	8%	\$2,661	22%	\$6,868	89%	\$1,758,178	43%
TOTAL CURRENT MONTH	\$3,629,619	100%	\$332,664	100%	\$44,934	100%	\$21,712	100%	\$12,276	100%	\$7,743	100%	\$4,048,948	100%
	90%		8%		1%		1%		0%		0%		100%	
10/1/2011 September	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,146,699	29%	\$121,841	82%	\$23,046	40%	\$8,414	61%	\$14	1%	\$7,659	37%	\$1,307,673	31%
ASUCLA PUBLICATIONS	\$103,173	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,173	2%
ASUCLA USA/GSA	\$48,655	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	(\$985)	-5%	\$47,670	1%
DUE FROM VENDORS	\$220,492	6%	\$7,933	5%	\$10,624	18%	\$970	7%	\$346	19%	\$7,045	34%	\$247,410	6%
DENTAL KITS	\$761,641	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$761,641	18%
OTHER	\$1,667,691	42%	\$20,078	13%	\$24,075	42%	\$4,350	32%	\$1,463	80%	\$6,969	34%	\$1,724,626	41%
TOTAL CURRENT MONTH	\$3,948,351	100%	\$149,852	100%	\$57,745	100%	\$13,734	100%	\$1,823	100%	\$20,688	100%	\$4,192,193	100%
	94%		4%		1%		0%		0%		0%		100%	
8/27/2011 August	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$921,520	34%	\$102,643	52%	\$19,637	66%	\$417	8%	\$6,089	71%	\$2,489	25%	\$1,052,795	35%
ASUCLA PUBLICATIONS	\$91,413	3%	\$2,252	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$93,665	3%
ASUCLA USA/GSA	\$47,094	2%	\$0	0%	\$0	0%	\$0	0%	(\$269)	-3%	(\$716)	-7%	\$46,109	2%
DUE FROM VENDORS	\$469,155	17%	\$1,788	1%	\$1,126	4%	\$195	4%	\$129	2%	\$3,685	36%	\$476,078	16%
DENTAL KITS	\$52,397	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$52,397	2%
OTHER	\$1,145,699	42%	\$92,063	46%	\$8,897	30%	\$4,491	88%	\$2,574	30%	\$4,683	46%	\$1,258,407	42%
TOTAL CURRENT MONTH	\$2,727,278	100%	\$198,746	100%	\$29,660	100%	\$5,103	100%	\$8,523	100%	\$10,141	100%	\$2,979,451	100%
	92%		7%		1%		0%		0%		0%		100%	



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.

			1					
	03(10/02/11-10/ CURRENT MONTI				ISCAL YEAR 11-1 MO(07/31/11-10			EAR 10-11 R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
							05/ 500	
355,036 107,528	252,636 109,935	102,400 <2.407>	TEXTBOOKS GENERAL BOOKS	4,101,121 331,697	4,001,791 336,420	99,330 <4,723>	256,738 105,484	3,989,053 321,201
1,151,511	1,142,600	8,911	APPAREL & ACCESSORIES	3,002,531	3,205,116	<202,585>	1,047,104	3,045,906
1,547,686	1,758,200		SUPPLY DIVISION	5,824,665	5,934,900	<110,235>	1,500,472	5,728,184
193,080 199,030	207,886 221,200		LU VALLE COMMONS STORE HEALTH SCIENCES STORE	1,092,989 2,542,070	1,206,928 2,760,750	<113,939> <218,680>	198,637 183,188	1,225,568 2,687,463
3,553,870	3,692,457		TOTAL SALES	16,895,073	17,445,905	<550,832>	3,291,623	16,997,375
2,385,555	2,519,398	133,843	Less: Cost of Sales	12,310,885	12,669,215	358,330	2,210,343	12,360,524
			Less: Shrinkage					
2,214	730		TEXTBOOKS	20,073	16,990	<3,083>	1,920	20,357
1,523 4,996	1,750 4,830	227 <166>	GENERAL BOOKS APPAREL & ACCESSORIES	4,849 12,579	5,380 12,995	531 416	1,514 4,446	4,672 12,257
4,581	4,820	239	SUPPLY DIVISION	15,084	15,010	<74>	4,446	14,895
1,349	1,270	<79>	LU VALLE COMMONS STORE	6,588	6,440	<148>	1,369	7,187
1,309	1,350	41	HEALTH SCIENCES STORE	9,403	10,280	877	1,643	10,544
15,972 2,401,527	14,750 2,534,148	<1,222> 132,621	SHRINKAGE TOTAL COST OF SALES	68,576 12,379,461	67,095 12,736,310	<1,481> 356,849	15,260 2,225,604	69,911 12,430,435
2,401,321	2,334,140	132,021	TOTAL GOST OF SALES	12,377,401	12,730,310	330,047	2,223,004	12,430,433
67.1	68.2	1.1	COST OF SALES %	72.9	72.6	<0.3>	67.2	72.7
1,152,344 32.9	1,158,309 31.8	<5,966> 1.1	GROSS MARGIN GROSS MARGIN %	4,515,611 27.1	4,709,595 27.4	<193,984> <0.3>	1,066,019 32.9	4,566,939 27.3
0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.3> <0.0>	0.5	0.4
			1					
32.4	31.4	1.1	NET GROSS MARGIN %	26.7	27.0	<0.3>	32.4	26.9
27.4	27.3	0.1	TEXTBOOKS	24.8	24.6	0.2	27.9	24.9
32.6	31.1	1.6	GENERAL BOOKS	33.3	31.6	1.8	31.3	31.9
47.2	48.3	<1.1>	APPAREL & ACCESSORIES	50.1	51.3	<1.2>	48.8	51.7
22.0 36.1	20.1 36.5	1.9 <0.4>	SUPPLY DIVISION LU VALLE COMMONS STORE	18.1 26.3	18.1 27.1	0.0 <0.8>	21.9 34.3	18.1 26.1
33.5	33.2	0.3	HEALTH SCIENCES STORE	21.2	20.8	0.4	29.3	20.2
447.450	44.705	100 105	OTHER INCOME	212 2/1	400.054	444.040	47.770	200 477
147,150 1,299,493	44,725 1,203,034	102,425 96,459	GROSS MARGIN/OTHER	310,264 4,825,875	193,351 4,902,946	116,913 <77,071>	47,673 1,113,693	298,477 4,865,416
.,,,,,	1,200,000	,	1	1,020,010	1,112,111	,	1,112,212	1,000,110
			Less: Controllable Exp					
276,512	272,510	<4,002>	Career Wages	825,567	818,070	<7,497>	274,458	811,456
1,038	0	-	Limited Appointment	1,038	0	<1,038>	0	0
139,259	142,090	2,831	Student Wages	442,821	444,732	1,911	132,982	436,614
416,809	414,600 11.2	<2,209> <0.5>		1,269,426 7.5	1,262,802	<6,624>	407,440	1,248,070
11.7	11.2	<0.5>	WAGE 76 TO SALES	7.5	7.2	<0.3>	12.4	7.3
122,739	128,725	5,986	Employee Benefits	363,986	387,268	23,282	116,792	348,962
9,744	10,747	1,003	Office Supplies	36,039	32,551	<3,488>	7,356	31,194
14,632 80	14,308 135	<324> 55	Telephone Telex	42,533 304	42,540 405	7 101	14,238 65	41,718 495
17	23	6	Postage	70	69	<1>	36	87
1,780	1,375	<405>	•	6,050	4,400	<1,650>	152	3,084
7,791	6,635	<1,156>		21,097	14,675	<6,422>	6,618 21,160	14,564
23,728 1,074	21,780 1,075	<1,948> 1	Transportation	94,847 3,041	77,220 3,225	<17,627> 184	626	79,097 2,125
0	0	0	Replacements	0	0	0	171	171
150	0	<150>	Merchandise Losses	150	0	<150>	12	28
0	0	0	Postage Stamp O/S Uniforms	<18>	0 156	18 45	0	<0> 156
16,259	19,270	3,011	Advertising	69,420	85,448	16,028	17,199	79,231
<1,223>	<2,028>		Vendor Adv. Allowance	<1,321>	<5,428>	<4,107>	<1,631>	<5,720>
47	85	38	Direct Mail Adv.	166,663	165,255	<1,408>	80	165,388
4,420 0	2,580 0	<1,840> 0	Repairs & Maintenance Janitorial	11,670 28	8,120 0	<3,550> <28>	3,388 0	9,671 0
65,701	82,837	17,136	Bank Card Expense	258,022	282,643	24,621	72,775	268,034
5,270	0		Overs/Shorts	9,886	0	<9,886>	<1,241>	5,911
17	250	<17> 250	Credit Card Adjustments Textbook Rental Exp	846 0	0 750	<846> 750	<278> 247	1,785
0 1,900	250 1,900	250	Rentals-Facilities	4,051	750 1,900	/50 <2,151>	247	2,856 0
858	0	<858>	Rentals-Truck	858	1,200	342	0	1,166
0	0	0	Taxes & Licenses	600	0	<600>	0	0
282	370	88 <544>	Professional Services	1,148	2,070	922	1,868 1,035	5,935
544 2,430	3,000	<544> 570	Temp Agency Service Commission Expense	391 2,430	2,600 3,000	2,209 570	259	3,602 259
11,600	11,600	<0>	Concession Expense	23,700	23,700	0	5,681	23,436
<53>	0	53	Prior Period Adj	<53>	0	53	0	0
0 10,296	3 13,880	3 3,584	Alloc of Distr Cntr Payment to UCLA	0 24,853	5 30,020	5 5,167	0 6,792	0 29,151
300,081	318,550	18,469	TOTAL OTHER CONTROL.	1,141,401	1,163,792	22,391	273,398	1,112,384
716,889	733,150	16,261	TOTAL CONTROLLABLE EXP	2,410,827	2,426,594	15,767	680,838	2,360,454
582,604	469,884	112,720	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	2,415,048	2,476,352	<61,304>	432,854	2,504,963
	,	,0		,	,	,		, ,
			Less: Allocated Exp					
24,167	23,944	<223>	Allocated ExpHR	74,955	73,704	<1,251>	23,864	73,804
129,889	135,292	5,403	Allocated Exp. Fin	471,035	484,323	13,288	128,737	465,134
57,964	55,467	<2,497>		190,485	197,352	6,867	51,040	179,655
30,154 88,936	31,034 81,506	880 <7,430>	Allocated Exp. Mktg Allocated Exp Othr SA	107,885 313,598	107,995	110 <11,377>	32,042 78,922	109,069 298,637
63,206	68,657	<7,430> 5,451	Maintenance	199,812	302,221 204,836	5,025	66,104	191,407
31,167	30,560		Utilities	86,887	87,571	684	32,734	91,453
70,439	70,434	<5>		211,259	211,302	43	73,637	220,845
495,922	496,894	972	TOTAL ALLOCATED EXP	1,655,916	1,669,304	13,388	487,080	1,630,004
86,682	<27,010>	113,692	NET INCOME (LOSS)	759,133	807,048	<47,915>	<54,225>	874,959
			-					

OCT (03(10/02/11-10/2	9/11)	1	Г	ISCAL YEAR 11-1	2 1	FISCAL YE	AR 10-11
	CURRENT MONTH				MO(07/31/11-10/		LAST YEA	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
177,910	155,914	21,996	CENTRAL DIVISION	407,345	362,045	45,300	162,521	367,958
248,187	256,321		NORTH CAMPUS DIVISION	500,378	505,806	<5,428>	237,630	473,119
52,105 278,703	159,186		SOUTH DIVISION	150,505	322,023	<171,518> 12,422	51,324	150,506 536,639
278,703 310,026	255,055 247,938	23,648 62,088	LU VALLE DIVISION COOPERAGE DIVISION	600,884 701,447	588,462 590,737	12,422 110,710	236,702 283,595	536,639 637,769
181,290	185,891		SPECIAL EVENTS DIVISION	570,819	498,749	72,070	163,206	409,510
1,248,223	1,260,305		TOTAL SALES	2,931,378	2,867,822	63,556	1,134,978	2,575,502
	,,	1		, , , , , , , , , , , ,	,	,		, .
416,320	408,079		Less: Cost of Sales	1,009,578	951,287	<58,291>	356,495	850,402
33.4	32.4	<1.0>	COST OF SALES %	34.4	33.2	<1.3>	31.4	33.0
831,902	852,226	<20,324>	GROSS MARGIN	1,921,800	1,916,535	5,265	778,484	1,725,100
66.7	67.6	<1.0>	GROSS MARGIN %	65.6	66.8	<1.3>	68.6	67.0
67.5	68.5	<1.0>	CENTRAL DIVISION	66.6	67.8	<1.3>	70.2	68.0
64.6	66.0	<1.5>	NORTH CAMPUS DIVISION	63.1	65.8	<2.7>	67.9	65.7
66.4	67.9	<1.5>	SOUTH DIVISION	66.8	67.5	<0.7>	68.2	68.5
70.9	71.7		LU VALLE DIVISION	70.5	69.5	1.0	72.9	70.7
65.9	67.3		COOPERAGE DIVISION	65.7	66.4	<0.7>	67.5	66.5
63.5	64.1	<0.6>	SPECIAL EVENTS DIVISION	61.7	64.4	<2.8>	65.9	64.1
173,902	165,797	8,105	OTHER INCOME	458,987	399,376	59,611	167,180	402.944
1,005,804	1,018,023	<12,219>	GROSS MARGIN/OTHER	2.380.787	2,315,911	64,876	945,663	2,128,044
.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,212,22	,				- 1,212	,	2,120,011
			Less: Controllable Exp					
258,138	255,575		Career Wages	764,417	777,864	13,447	240,886	717,686
962 199,242	0 215,053		Limited Appointment Student Wages	9,283 531,710	400 551.012	<8,883> 19,302	799 184,127	1,619 469,134
		(720>		<75,910>				
<31,795> 426,546	<32,515> 438,113	<720> 11,567	Labor Recharge TOTAL WAGES		<81,274> 1,248,002	<5,364> 18,501	<26,881> 398,930	<67,244> 1,121,194
34.2	34.8	0.6	WAGE % TO SALES	41.9	43.5	1.6	35.2	43.5
137,952	138,054	102	Employee Benefits	399,583	415,171	15,588	124,499	366,004
3,592	1,940	<1,652>	Office Supplies	6,396	5,655	<741>	2,531	7,365
4,208	4,911	703	Telephone	12,957	14,753	1,796	4,642	13,992
1,907 52,972	2,500 61,507	593 8 535	Training Programs	4,404 130,666	5,000 144 311	596 4.645	1,279	3,279
52,972 4.2	61,507 4.9	8,535 0.6	Paper Paper % To Sales	139,666 4.8	144,311 5.0	4,645 0.3	50,983 4.5	129,969 5.1
4,2 4,281	3,630		Cleaning Supplies	10,329	5.0 9,717	0.3 <612>	2,563	7,622
<7,775>	<8,350>		Purchasing Rebates	<23,024>	<25,050>	<2,026>	<8,036>	<23,905>
4,496	3,075		Replacements	15,036	7,675	<7,361>	2,902	8,610
5,607	4,876		Laundry	20,808	12,385	<8,423>	5,651	14,168
2,844	3,030	186	Uniforms	6,368	9,560	3,192	1,939	8,572
21,218	30,895	9,677	Advertising	48,515	63,265	14,750	30,470	61,563
0	100	100	Menu Development	0	300	300	0	8
14 6 570	83 5 574	69	Dorm Coupons Expense Repairs & Maintenance	26	175	149	7.040	57 14 455
6,570 35,620	5,574 23,558		Repairs & Maintenance Bank Card Expense	18,482 66,420	13,056 52,917	<5,426> <13.503>	7,049 24,204	14,455 45,260
2,406	23,558		Sales Tax Expense	4,944	52,917	< 13,503> 292	24,204	45,260
<343>	564	907	Overs/Shorts	1,364	1,254	<110>	5,288	16,182
5	0		Credit Card Adjustments	194	0	<194>	0	0
3	0	<3>	Rentals	1,246	250	<996>	262	<89>
788	350	<438>	Rentals-Truck	1,182	1,050	<132>	1,811	2,077
0	0	0	Taxes & Licenses	240	500	260	0	460
0	0	1 202	Temp Agency Service	0	0	0	0	0
16,390	15,097 293,775		Commission Expense TOTAL OTHER CONTROL.	45,909 781,046	40,985 778 165	<4,924>	16,381	38,760
292,754 719,301	731,888	1,021 12,587	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	781,046 2,010,547	778,165 2,026,167	<2,881> 15,620	276,697 675,628	719,298 1,840,492
, , , , 501	, 5 . , 000	.2,507	GROSS CONTRIBUTION TO	_,0.0,047	_,020,107	.5,525	5,5,020	.,0.0,772
286,504	286,135	369	SVCS AND ENTERPRISES	370,240	289,744	80,496	270,035	287,551
			Less: Allocated Exp					
24 722	25 202	F70	Allocated Even LID	72 / 15	72 (02	/0	22.277	44 222
24,732	25,302		Allocated ExpHR	72,615	72,683	68	23,366	66,223
49,911 22,273	51,627 21,166	1,716 <1.107>	Allocated Exp. Fin Allocated ExpIS	106,131 43,860	102,429 41,804	<3,702> <2,056>	50,200 19,903	95,457 37,191
11,587	11,842	255	Allocated Exp. Mktg	24,366	22,986	<1,380>	12,495	22,523
34,174	31,103		Allocated Exp Othr SA	70,570	62,784	<7,786>	30,775	59,974
53,283	57,852	4,569	Maintenance	168,440	172,765	4,325	55,725	161,355
26,274	25,762		Utilities	73,246	73,821	575	27,595	77,095
70,621	93,208	22,587	Depreciation	211,731	279,624	67,893	70,957	212,752
292,855	317,862	25,007	TOTAL ALLOCATED EXP	770,959	828,896	57,937	291,016	732,570
<6,351>	<31,727>	25,376	NET INCOME (LOSS)	<400,719>	<539,152>	138,433	<20,981>	<445,019>
(0,551)	-31,1212	20,010		1.50,7172	-557,1022	.50,455	-20,7012	+5,017/
392,840	404,816	<11,976>	TOTAL CUSTOMER COUNT	871,508	914,498	<42,990>	369,022	825,222
108,209	119,474		3RD PARTY CUST COUNT	255,616	272,257	<16,641>	103,014	245,877
284,631	285,342		ASUCLA CUSTOMER COUNT	615,892	642,241	<26,349>	266,008	579,345
4.63	4.65		TOTAL AVERAGE CHECK	4.76	4.62	0.14	4.17	4.22
6.00	5.75	0.25	3RD PARTY AVG CHECK	6.07	5.80	0.27	5.84	5.86
4.11	4.18	<0.07>	ASUCLA AVERAGE CHECK	4.22	4.12	0.10	3.96	4.01
29,903	31,417	1,514	EMPLOYEE HOURS	83,999	85,415	1,416	29,006	78,820
41.74	40.12		SALES/LABOR HOUR	34.90	33.58	1.32	39.13	32.68
	-		•			- 1		

SERVICES DIVISION INCOME STATEMENT

OCT	03(10/02/11-10/2	9/11)	Ī	F	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
	CURRENT MONTH				MO(07/31/11-10/		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
7.01.07.2	56562.	77111711102		7.0.07.2	50502.	77111711102		5
18,538	23,036	<4,498>	PHOTOGRAPHY	42,997	49,008	<6,011>	22,152	47,127
18,538	23,036	<4,498>	TOTAL SALES	42,997	49,008	<6,011>	22,152	47,127
115	65	~50×	Less: Cost of Sales	1,148	1,658	510	65	1,658
18,423	22,971	<4,548>	GROSS MARGIN	41,850	47,350	<5,500>	22,087	45,469
99.4	99.7	<0.3>	GROSS MARGIN %	97.3	96.6	0.7	99.7	96.5
99.4	99.7	<0.3>	PHOTOGRAPHY	97.3	96.6	0.7	99.7	96.5
362,219	351,675	10,544	TRADEMARKS AND LICENSING	619,246	631,675	<12,429>	353,991	617,743
80,161	85,903	<5,742>	LEASED OPS	238,935	257,553	<18,618>	75,541	226,147
442,380	437,578	4,802	OTHER INCOME	858,181	889,228	<31,047>	429,532	843,890
460,803	460,549	254	GROSS MARGIN/OTHER	900,031	936,578	<36,547>	451,619	889,360
			Less: Controllable Exp					
30,872	34,515	3,643	Career Wages	91,938	102,859	10,921	29,583	86,586
1,238	970	•	Student Wages	3,159	2,090	<1,069>	554	1,538
32,110	35,485	3,375	TOTAL WAGES	95,096	104,949	9,853	30,138	88,124
173.2	154.0	<19.2>	WAGE % TO SALES	221.2	214.2	<7.0>	136.1	187.0
12 212	14 017	1,605	Employee Bonefite	20.242	44 200	E 010	11.024	3E 300
13,212 296	14,817 737	441	Employee Benefits Office Supplies	39,262 1,633	44,280 2,180	5,018 547	11,936 868	35,308 1,790
290 617	598	441 <19>	Telephone	2,115	2,180 1,776	<339>	744	1,790 2,157
6	105	99	Postage	2,115	315	< 33 <i>9 ></i> 57	744 55	345
9,000	10,000	1,000	Trav/Trips/Conference	10,000	10,000	0	6,900	6,900
1,964	2,000	36	Enforcement	3,963	4,000	37	1,589	4,506
0	0	0	Advertising	0	39	39	0	39
4,604	2,860	<1,744>	Business Promotion	9,539	8,580	<959>	1,761	17,379
99	0	<99>	Repairs & Maintenance	461	348	<113>	0	348
2,433	2,977	544	Professional Services	7,299	9,581	2,282	8,533	17,915
600	1,150	550	Legal	3,836	3,450	<386>	1,150	2,300
750	3,500	2,750	Trademark	6,967	10,500	3,533	5,119	10,901
31,111	32,123	1,012	Intern'l Agnt Fee/Tax	33,222	32,123	<1,099>	29,592	29,592
21,870	20,000	<1,870>	Domestic Agency Fee	45,444	48,000	2,556	19,012	45,382
89,940	76,255	<13,685>	Payment to UCLA	191,895	176,765	<15,130>	76,000	173,500
176,501	167,122	<9,379>	TOTAL OTHER CONTROL.	355,893	351,937	<3,956>	163,259	348,362
208,611	202,607	<6,004>	TOTAL CONTROLLABLE EXP	450,989	456,886	5,897	193,396	436,486
252,193	257,942	<5,749>	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	449,041	479,692	<30,651>	258,223	452,874
			Less: Allocated Exp					
1,862	2,049	187	Allocated ExpHR	5,626	6,138	512	1,765	5,222
15,645	16,145	500	Allocated Exp. Fin	28,057	28,694	637	16,864	28,083
7,219	6,836		Allocated ExpIS	12,124	12,091	<33>	6,904	11,318
3,755	3,825	70	Allocated Exp. Mktg	6,662	6,664	2	4,334	6,913
11,076	10,046	<1,030>	Allocated Exp Othr SA	19,340	18,133	<1,207>	10,675	18,149
11,212	12,171	959	Maintenance	35,443	36,348	905	11,726	33,952
5,529	5,421	<108>	Utilities	15,413	15,533	120	5,806	16,222
5,277	5,277	0	Depreciation	15,831	15,831	0	5,345	16,020
61,575	61,770	195	TOTAL ALLOCATED EXP	138,496	139,432	936	63,419	135,879
190,618	196,172	<5,554>	NET INCOME (LOSS)	310,546	340,260	<29,714>	194,804	316,994

UCLA STUDENT UNION INCOME STATEMENT

CURRENT MONTH MARIANCE A 2010 SUPPLY CHARLES CURRENT	OCT (03/10/02/11-10/2	9/11)	1	F	SCAL YEAR 11-1	2	FISCAL YE	AR 10-11
ACTUAL BUDGET WARRANCE WARRANCE 49.381 49.700 8.681 EVERT SERVICES OFFICE 13.044 119.690 16.356 33.955 111.292 10.726 10.726 10.726 10.727		OCT. 03(10/02/11-10/29/11) CURRENT MONTH		1				FISCAL YEAR 10-11 LAST YEAR ACTUAL	
2,500 3,000 <1,117- SICCRATION & CAMES 5,934 10,337 <4,403 3,591 10,746 50,711 50,715 5									
2,500 3,000 <1,117- SICCRATION & CAMES 5,934 10,337 <4,403 3,591 10,746 50,711 50,715 5									
10,2711 95,5115 <4,800 - JM LOST OFFICE 145,530 154,186 <48,650 54,282 159,726 1701A SALES 287,510 224,413 3.077 95,828 273,430 49,005 54,571 5.066 AJ Post Office Cost 141,905 151,564 9,659 52,230 146,441 3.079 30,230 43,001 43,			•						
102596 99.833 2.760 107AL SALES 287.510 284.413 3.097 95.828 273.430 49.506 54.571 5.066 AU Post Office Cost 141,905 151,564 9.669 52.230 146,441 33.40 10.335 -3.061 7.324 7.324 7.324 7.324 7.324 33.40 10.335 -3.061 7.324 7.32			-						
149.566									
13,396 10,335 -3,061 Saleste Costs 26,538 25,918 -6,500 -8,876 -21,175 -6,41 -3,42 -2,475 -2,475 -3,475 -3,475 -4,475 -3,4	102,373	77,033	2,700	TOTAL SALES	207,510	204,413	3,077	75,020	273,430
53 50 2-32 Cost of Sales GM RM	49,505	54,571	5,066	AU Post Office Cost	141,905	151,564	9,659	52,230	146,441
East	13,396	10,335	<3,061>	Facilities Costs	26,538	25,918	<620>	8,876	21,741
61.4 65.1 3.7 OST OF SALES % 58.7 62.4 3.8 63.9 61.6									342
39.64T 34.879 4.762 GROSS MARGIN 118.891 10.6831 12.090 34.558 104.906 31.80 33.6 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.6 33.8 33.8 33.6 33.8 3				3					
T2.9									
72.9 74.6 -1.7 EVENT SERVICES OFFICE 9.05 78.4 2.1 76.6 80.0 97.9 98.6 -0.8 RECREATION & GAMES 97.0 99.1 -2.0 95.4 96.8 2.4 1.7 0.7 AL POST OFFICE 2.5 1.7 0.8 3.8 2.9 96.8 13.278 15.488 -2.210 STUDENT UNION OPS 29.878 34.786									
97.9 96.6	30.0	54.7	3.7	GROSS WARGIN 70	71.7	37.0	3.0	30.1	30.4
1,278	72.9	74.6	<1.7>	EVENT SERVICES OFFICE	80.5	78.4	2.1	76.6	80.6
13,278	97.9	98.6	<0.8>	RECREATION & GAMES	97.0	99.1	<2.0>	95.4	96.8
2,570 5,226 <2,650 RECREATION & GAMES 6,938 11,429 <4,491> 5,226 11,428 4,491> 26,350 24,819 30,487 <5,6682 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 64,460 65,366 <6065 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 OTHER INCOME 66,508 OTHER INCOME 62,178 OTHER INCOME 62,178 OTHER INCOME 64,460 OTHER INCOME 64,460 OTHER INCOME 64,460 OTHER INCOME 64,619	2.4	1.7	0.7	AU POST OFFICE	2.5	1.7	0.8	3.8	2.9
2,570 5,226 <2,650 RECREATION & GAMES 6,938 11,429 <4,491> 5,226 11,428 4,491> 26,350 24,819 30,487 <5,6682 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 64,460 65,366 <6065 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 73,358 <11,180> 24,994 66,508 OTHER INCOME 62,178 OTHER INCOME 66,508 OTHER INCOME 62,178 OTHER INCOME 62,178 OTHER INCOME 64,460 OTHER INCOME 64,460 OTHER INCOME 64,460 OTHER INCOME 64,619									
8,971 9,773 <802- AU POST OFFICE 25,362 27,143 <1,781- 9,194 26,356 64,460 65,366 <905- GROSS MARGIN/OTHER 181,069 180,189 880 59,511 171,414 181,069 180,189 880 59,511 171,414 181,069 180,189 1					·			.,	28,729
24,819 30,487 <5,668 OFFICE NIXOME 62,178 73,358 <11,180 24,954 65,506 64,460 65,366 <9065 GROSS MAGINOTHER 181,069 180,189 880 59,511 171,414 171,4									
Controllable Less: Controllable Exp									
Less: Controllable Exp									
29,804 28,883 <921> Career Wages 64,528 64,619 91 23,660 60,670	21,122	,			,	100,101		21,211	,
24,211 22,332 <1,879 Student Wages 64,528 64,619 91 23,660 60,670				Less: Controllable Exp					
24,211 22,332 <1,879 Student Wages 64,528 64,619 91 23,660 60,670									
54,015				3	·				84,876
52.7 51.3 <1.4.5 WAGE % TO SALES 53.5 53.2 <0.3.5 54.8 53.2				ű .					
13,506			•						
975	52.7	31.3	<1.4>	WAGE % TO SALES	33.3	55.2	<0.3>	34.0	55.2
975	13.506	13.384	<122>	Employee Benefits	40.057	39.774	<283>	12.670	36,895
3,264 3,281 17 Telephone 9,795 10,266 471 3,475 10,171									2,767
0 0 0 0 0 464 464 464 0 Student Comm Art 464 464 0 0 464 464 84 2,813 2,729 Training Programs 5,171 4,1111 <1,060 > 2,666 4,647 649 89 <500 Annual ASUCIA Events 17,242 16,942 <300 > 509 17,712 6,212 6,757 545 Student Event Exp 12,404 15,711 3,307 6,698 16,862 652 240 <412 > Operating Supplies 1,870 950 <920 > 700 2,969 105 305 200 Tournament Prizes 105 465 360 305 465 67 0 <<7> 0 7 105 864 Student Event Exp 292 185 <107 > 37 146 67 0 <<7> 0 7 472 Advertising 20 472 > Advertising 2,155 819 <1,336 > 89 464 67 0 472 > Advertising 2,155 819 <1,336 > 89 464 2,334 476 <1,878 8 Business Promotion 3,402 1,428 <1,974 > 515 1,226 1,052 675 <377 Repairs & Maintenance 5,961 4,965 <996 > 1,050 7,211 1,100 1,083 <17 > Repairs & Maintenance 5,961 4,965 <996 > 1,050 7,211 1,155 1,416 61 Bank Card Expense 3,578 3,935 357 1,586 3,987 0 33 33 Overs/Shorts 1 92 91 0 0 1,626 3,136 1,510 Commission Expense 4,352 6,888 2,506 3,137 6,936 15,417 15,417 0 Interaction Fund 46,250 46,251 1 15,417 46,250 6,238 10,000 3,762	3,264	3,281	17	* *	9,795	10,266	471	3,475	10,171
464	0	1,250	1,250	Trav/Trips/Conference	0	1,250	1,250	150	150
84 2,813 2,729 Training Programs 5,171 4,111 <1,060> 2,666 4,647 649 89 <560> Annual ASUCL Event Exp 17,242 16,942 <300> 509 17,712 6,212 6,757 545 Student Event Exp 12,404 15,711 3,307 6,698 16,862 652 240 <412> Operating Supplies 1,870 950 <920> 700 2,969 105 305 200 Tournament Prizes 105 465 360 305 465 22 37 15 Replacements 292 185 <107> 37 164 67 0 67> 0 667> 103 103 402 20 <472> Advertising 2,155 819 <1,336> 89 464 2,354 476 <1,878		_		, ,		-	_	-	64
649 89 <560> Annual ASUCLA Events 17,242 16,942 <300> 509 17,712 6,212 6,757 545 Student Event Exp 12,404 15,711 3,307 6,698 16,862 105 305 200 Tournament Prizes 105 465 360 305 465 22 37 15 Replacements 292 185 <107> 37 164 67 0 <67> Uniforms 67 0 <67> 103 103 492 20 <472> Advertising 2,155 819 <1,336> 89 464 2,354 476 <1,878> Business Promotion 3,402 1,428 <1,974> 515 1,226 1,052 675 <377> Repairs & Mice-Equip 3,300 3,249 <51> 1,083 3,100 1,355 1,416 61 Bank Card Expense 3,578 3,935 357 1,586 3,987 15,626							-		
6.212 6.757 545 Student Exp 12.404 15.711 3.307 6.698 16.862 652 240 412> Operating Supplies 1.870 950 4920> 700 2.969 105 305 200 Tournament Prizes 105 465 360 305 465 22 37 15 Replacements 292 185 <107> 37 164 67 0 <67> Uniforms 67 0 <67> Uniforms 67 0 <67> Uniforms 70 <47> Advertising 2.155 819 <1,336> 89 464 2.354 476 <1.878> Business Promotion 3.402 1.428 <1.974> 515 1.226 1.052 675 <377> Repairs & Mitce-Equip 3.300 3.249 <51> 1.061 1.001 1.003 <17> Repairs & Mitce-Equip 3.300 3.249 <51> 1.003 3.100 1.355 1.416 61 Bank Card Expense 3.578 3.935 357 1.586 3.987 0 33 33 Overs/Shorts 1 92 91 0 0 0 1.626 3.136 1.510 Commission Expense 4.352 6.858 2.506 3.137 6.936 15.417 15.417 0 Interaction Fund 46.250 46.251 1 15.417 46.250 46.251 1 1 15.417 46.250 46.251 1 1 15.417 46.250 46.251 1 1 15.417 46.250 46.251 46.251 46			-						
652 240 <412> Operating Supplies 1,870 950 <920> 700 2,969 105 305 200 Tournament Prizes 105 465 360 305 466 22 37 15 Replacements 292 185 <107> 37 164 67 0 <67> 0 <67> 103 103 492 20 <472> Advertising 2,155 819 <1,336> 89 464 2,354 476 <1,878- Business Promotion									
105				· ·					
67 0 <67> Uniforms 67 0 <67> 103 103 492 20 <472> Advertising 2,155 819 <1,336> 89 444 2,354 476 <1,878> Business Promotion 3,402 1,428 <1,974> 515 1,226 1,052 675 <377> Repairs & Maintenance 5,961 4,965 <996> 1,050 7,211 1,100 1,083 <17		305		Tournament Prizes		465		305	465
492 20 <472> Advertising 2,155 819 <1,336> 89 464 2,354 476 <1,878	22	37	15	Replacements	292	185	<107>	37	164
2,354 476 <1,878> Business Promotion 3,402 1,428 <1,974> 515 1,226 1,052 675 <377> Repairs & Maintenance 5,961 4,965 <996> 1,050 7,211 1,100 1,083 <17> Repairs & Miche-Equip 3,300 3,249 <51> 1,083 3,100 1,355 1,416 61 Bank Card Expense 3,578 3,935 357 1,586 3,987 0 33 33 Overs/Shorts 1 92 91 0 0 1,626 3,136 1,510 Commission Expense 4,352 6,858 2,506 3,137 6,936 15,417 15,417 0 Interaction Fund 46,250 46,251 1 1,5147 46,250 6,238 10,000 3,762 Waiver Pool 21,381 21,000 <381> 8,993 18,549 109,649 113,330 3,681 TOTAL CONTROLL 180,288 181,266 9		-							103
1,052		_		3	·			-	464
1,100 1,083 <17> Repairs & Mtce-Equip 3,300 3,249 <51> 1,083 3,100 1,355 1,416 61 Bank Card Expense 3,578 3,935 357 1,586 3,987 0 33 33 Overs/Shorts 1 92 91 0 <									
1,355 1,416 61 Bank Card Expense 3,578 3,935 357 1,586 3,987 0 33 33 Overs/Shorts 1 92 91 0 0 15,417 15,417 0 Interaction Fund 46,250 46,251 1 15,417 46,250 6,238 10,000 3,762 Waiver Pool 21,381 21,000 <381> 8,993 18,549 55,634 62,115 6,481 TOTAL OTHER CONTROL. 180,288 181,266 978 60,290 181,156 109,649 113,330 3,681 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SOCS AND ENTERPRISES 334,067 332,487 <1,580> 112,830 326,702 4,5189> <47,964> 2,775 SVCS AND ENTERPRISES <152,998> <152,298> <700> <53,319> <155,288				1 · ·					
0 33 33 Overs/Shorts 1 92 91 0 0 1,626 3,136 1,510 Commission Expense 4,352 6,888 2,506 3,137 6,936 15,417 15,417 0 Interaction Fund 46,250 46,251 1 15,417 46,250 6,238 10,000 3,762 Walver Pool 21,381 21,000 <381> 8,993 18,549 55,634 62,115 6,481 TOTAL OTHER CONTROL. 180,288 181,266 978 60,290 181,156 109,649 113,330 3,681 TOTAL CONTROLLABLE EXP 334,067 332,487 <1,580> 112,830 326,702 45,189> <47,964> 2,775 SVCS AND ENTERPRISES <152,998> <152,298> <700> <53,319> <155,288									
1,626 3,136 1,510 Commission Expense 4,352 6,858 2,506 3,137 6,936 15,417 15,417 0 Interaction Fund 46,250 46,251 1 15,417 46,250 6,238 10,000 3,762 Waiver Pool 21,381 21,000 <381> 8,993 18,549 55,634 62,115 6,481 TOTAL OTHER CONTROL. 180,288 181,266 978 60,290 181,156 109,649 113,330 3,681 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 334,067 332,487 <1,580> 112,830 326,702 45,189 <47,964> 2,775 SVCS AND ENTERPRISES <152,998> <152,298> <700> <53,319> <155,288				· '					0
15,417									6,936
S5,634 62,115 6,481 TOTAL OTHER CONTROL. 180,288 181,266 978 60,290 181,156 109,649 113,330 3,681 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES C152,998 C152,298 C152,2				•					46,250
109,649				-					18,549
Company									181,156
<45,189> <47,964> 2,775 SVCS AND ENTERPRISES <152,998> <152,298> <700> <53,319> <155,288	109,649	113,330	3,681	4	334,067	332,487	<1,580>	112,830	326,702
Less: Allocated Exp Less: Allocated ExpHR 9,068 8,827 <241> 3,077 8,617 4,325 4,568 243 Allocated Exp. Fin 10,705 10,925 220 4,509 10,542 1,996 1,935 <61> Allocated ExpIS 4,513 4,596 83 1,846 4,219 1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp. Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589	- 4F 190 s	-17.061	2 775		~152 000s	-1F2 200s	<700×	-F2 210s	-1EE 2005
3,132 2,958 <174> Allocated ExpHR 9,068 8,827 <241> 3,077 8,617 4,325 4,568 243 Allocated Exp. Fin 10,705 10,925 220 4,509 10,542 1,996 1,935 <61> Allocated ExpIS 4,513 4,596 83 1,846 4,219 1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp. Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589	<45,169>	<47,904>	2,113	SVCS AND ENTERPRISES	<132,776>	< 132,290>	< 100 >	<55,514>	<133,266>
3,132 2,958 <174> Allocated ExpHR 9,068 8,827 <241> 3,077 8,617 4,325 4,568 243 Allocated Exp. Fin 10,705 10,925 220 4,509 10,542 1,996 1,935 <61> Allocated ExpIS 4,513 4,596 83 1,846 4,219 1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp. Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589				Less: Allocated Exp					
4,325 4,568 243 Allocated Exp. Fin 10,705 10,925 220 4,509 10,542 1,996 1,935 <61> Allocated ExpIS 4,513 4,596 83 1,846 4,219 1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,789 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589				· '					
1,996 1,935 <61> Allocated ExpIS 4,513 4,596 83 1,846 4,219 1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589	3,132	2,958	<174>	Allocated ExpHR	9,068	8,827	<241>	3,077	8,617
1,038 1,082 44 Allocated Exp. Mktg 2,532 2,516 <16> 1,159 2,518 3,062 2,842 <220> Allocated Exp Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589				•					10,542
3,062 2,842 <220> Allocated Exp Othr SA 7,300 6,903 <397> 2,855 6,844 33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589				1					4,219
33,308 36,169 2,861 Maintenance 105,296 108,010 2,714 34,835 100,868 16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589									2,518
16,424 16,105 <319> Utilities 45,787 46,148 361 17,250 48,193 18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589				•					
18,368 17,382 <986> Depreciation 53,870 52,146 <1,724> 18,084 53,788 81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589									
81,653 83,041 1,388 TOTAL ALLOCATED EXP 239,071 240,071 1,000 83,615 235,589									
				4 .					235,589
<126,842> <131,005> 4,163 NET INCOME (LOSS) <392,070> <392,369> 299 <136,933> <390,877				1					
	<126,842>	<131,005>	4,163	NET INCOME (LOSS)	<392,070>	<392,369>	299	<136,933>	<390,877>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

	3(10/02/11-10/2	9/11)		FI	ISCAL YEAR 11-1	2	FISCAL YE	AR 10-11
CURRENT MONTH				MO(07/31/11-10/		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
292,722	290,482	<2.240>	Career Wages	882,465	870,914	<11,551>	291,886	854,059
0	300	300	Limited Appointment	0	900	900	4,265	11,756
36,431	38,707	2,276	Student Wages	103,651	106,175	2,524	36,818	111,788
329,153	329,489	336	TOTAL WAGES	986,116	977,989	<8,127>	332,970	977,603
5.8	5.7	<0.0>	WAGE % TO TOTAL SALES	4.5	4.4	<0.1>	6.4	4.6
675	1,000	325	Emp Awards, Profess.	675	3,000	2,325	0	0
861	833		Emp Awards, Students	861	2,499	1,638	0	2,000
118,224	118,258	34	Employee Benefits	351,058	354,257	3,199	110,204	327,786
4,628	8,414	3,786	Office Supplies	21,669	24,929	3,260	9,866	22,975
8,989	10,055	1,066	Telephone	27,734	29,942	2,208	9,467	27,999
564	1,105	541	Postage	2,754	3,380	626	1,163	3,206
865	475	<390>	Trav/Trips/Conference	1,566	1,021	<545>	26	287
0	40	40	Expense Allowance	0	120	120	0	37
175	275	100	Employee Relations	800	785	<15>	537	975
380	38	<342>	Fingerprinting	741	152	<589>	0	171
80	100	20	Recruitment	107	585	478	462	2,400
610	620	10	Operating Supplies	2,480	1,860	<620>	55	1,640
246	250	4	Uniforms	1,273	750	<523>	208	677
<3,879>	<5,118>		Security Expense	<11,717>	<15,354>	<3,637>	<6,208>	<14,484>
0	50	50	Security Equipment	0	150	150	0	0
2,377	2,335		Alarm Monitoring	7,112	7,005	<107>	2,276	6,827
1,200	1,200	0	Advertising	7,432	3,600	<3,832>	1,125	3,225
1,596	1,850	254	Benefits U Adv	5,454	5,680	226	1,850	5,680
2,824	6,183	3,359	Repairs & Maintenance	9,720	17,083	7,363	6,706	17,598
15,755	10,244		Repairs & Mtce-Equip	29,094	30,732	1,638	7,478	18,588
24	83	59	Printing	183	193	10	88	162
10,152	10,152	0	Bruin One Card Exp	32,709	32,709	0	10,600	32,715
<5>	80	85	Overs/Shorts	<5>	240	245	5	13
18,338	13,042		Insurance Expense	55,014	39,126	<15,888>	11,341	34,023
2,589	2,846	257	Professional Services	7,766	8,538	772	2,908	9,035 3,074
814 9,868	813 9,828		Legal External Audit	2,442 29,854	2,439 29,736	<3> <118>	1,013 9,828	3,074 29,736
9,868	200	200	Temp Agency Service	29,854	400	198	9,828	180
9,167	9,375	200	Internal Audit	203 27,913	28,125	212	9,375	28,125
9,107	0	0	Miscellaneous	27,913	20,125	0	143	143
10,482	10,000	<482>	Board of Directors	30,108	30,000	<108>	8,594	25,953
3,795	4,629	834	Misc. Bank Charges	11,866	12,512	646	4,048	11,776
4,561	4,600	39	Armored Carrier Expense	13,383	13,800	417	4,032	12,138
7,417	7,417	0	UCOP Payroll Services	22,250	22,251	1	7,417	22,250
15,498	13,516		UCLA Recharge Expense	46,094	40,548	<5,546>	11,850	35,550
2,037	500		Special Events	12,240	16,700	4,460	401	12,799
250,905	245,288		TOTAL OTHER CONTROL.	750,833	749,493	<1,340>	226,857	685,257
580,058	574,777		TOTAL CONTROLLABLE EXP	1,736,949	1,727,482	<9,467>	559,827	1,662,860
	T		Less: Allocated Exp			Ţ		
10 (0)	14.704	4 475	Maintanana	40.040	44 444	4 400	14.000	44.00
13,606	14,781	1,175	Maintenance	43,012	44,141	1,129	14,230	41,204
6,709 17,653	6,579 17,470		Utilities Depreciation	18,704 52,450	18,852 52,410	148 <49>	7,047 17,610	19,687 52,136
37,968	17,470 38,830	< 183> 862	Depreciation TOTAL ALLOCATED EXP	52,459 114,175	52,410 115,403	1,228	17,619 38,896	52,136 113,027
618,026	613,607		NET EXPENSE	1,851,124	1,842,885	<8,239>	38,896 598,722	1,775,887
010,020	013,007	\4,419 <i>></i>	INCT EATEINSE	1,031,124	1,042,000	\0,Z37 <i>></i>	370,122	1,775,007
<526,899>	<520,569>	6,330	Allocated-Svs and Ent	<1,581,430>	<1,573,768>	7,662	<505,333>	<1,510,093>
<22,809>	<24,975>	<2,166>	Allocated-USAC	<68,427>	<71,252>	<2,825>	<24,534>	<68,919>
<2,702>	<3,704>	<1,002>	Allocated-GSA	<8,108>	<9,638>	<1,530>	<3,583>	<9,665>
<65,616>	<64,359>	1,257	Allocated-Comm Board	<193,159>	<188,227>	4,932	<65,273>	<187,210>
<618,026>	<613,607>	4,419	TOTAL OTHER	<1,851,124>	<1,842,885>	8,239	<598,723>	<1,775,887>
0	0	<0>	TOTAL EXPENSE	0	0	<0>	<1>	<0>

MAINTENANCE DIVISION EXPENSE STATEMENT

OCT.	03(10/02/11-10/	29/11)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
81,515	94,041	12,526	Career Wages
1,054	0	<1,054>	· ·
<4,764>	<3,458>	1,306	Billed Labor Costs
0	<3,000>	<3,000>	Capitalized Wages
77,805	87,583	9,778	TOTAL WAGES
·			
51,041	53,618	2,578	Employee Benefits
179	165	<14>	Office Supplies
536	857	321	Telephone
126	30	<96>	
4,508	4,544	36	Paper
5,269	4,668	<601>	Cleaning Supplies
1,509	928	<581>	Replacements
948	827	<121>	Laundry
18,177	15,600	<2,577>	Repairs & Maintenance
2,792	2,925	133	Repairs & Mtce-Elevator
0	100	100	Repairs & Mtce-Equip
231	210	<21>	Painting Program
0	250	250	Incidental Proj Exp
573	2,650	2,077	Air Conditioning-Maint
7,006	8,415	1,409	Rub Remvl/Hauling
2,797	3,219	423	Rodent & Pest Control
947	955	8	Rentals-Truck
96,636	99,961	3,325	TOTAL OTHER CONTROL.
174,441	187,544	13,103	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
15,331	17,078	1,747	Depreciation
15,331	17,078	1,747	TOTAL ALLOCATED EXP
189,772	204,622	14,850	NET EXPENSE
<161,009>	<174,849>	<13,840>	Allocated-Svs and Ent
<6,058>	<6,058>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<6,803>	<6,637>	166	Allocated-Comm Board
<13,606>	<14,781>	<1,175>	
<189,772>	<204,621>	<14,849>	TOTAL OTHER
0	1	1	TOTAL EXPENSE

	ISCAL YEAR 11-1	FISCAL YEAR 10-11						
YTD 3 I	MO(07/31/11-10	LAST YEAR ACTUAL						
ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
262,868	282,191	19,323	91,577	276,030				
5,909	0	<5,909>	0	0				
<14,399>	<10,727>	3,672	<4,406>	<11,886>				
<12,735>	<9,000>	3,735	<2,430>	<16,110>				
241,643	262,464	20,821	84,741	248,033				
	<u> </u>							
153,558	160,900	7,342	49,309	147,852				
424	495	71	235	463				
2,066	3,012	946	827	2,877				
474	90	<384>	0	0				
13,625	13,752	127	4,435	13,294				
16,587	14,683	<1,904>	4,583	14,466				
4,800	3,140	<1,660>	985	2,984				
2,438	2,515	77	772	2,012				
68,235	46,800	<21,435>	20,506	44,713				
9,359	8,775	<584>	2,753	7,993				
0	300	300	0	94				
1,286	630	<656>	73	420				
231	750	519	135	335				
8,606	7,950	<656>	198	5,978				
18,859	21,445	2,586	7,831	22,066				
8,390	9,375	986	2,912	9,153				
1,999	2,865	866	366	1,097				
310,936	297,477	<13,459>	95,921	275,798				
552,579	559,941	7,362	180,662	523,831				
45,993	51,234	5,241	17,184	49,891				
45,993	51,234	5,241	17,184	49,891				
598,572	611,175	12,603	197,847	573,722				
<508,991>	<521,960>	<12,970>	<168,390>	<487,582>				
<18,174>	<18,174>	0	<5,882>	<17,646>				
<6,888>	<6,888>	0	<2,229>	<6,687>				
<21,507>	<20,011>	1,496	<7,115>	<20,603>				
<43,012>	<44,141>	<1,129>	<14,230>	<41,204>				
<598,572>	<611,174>	<12,603>	<197,846>	<573,722>				
0	1	1	1	0				

UTILITIES EXPENSE STATEMENT

OCT.	03(10/02/11-10/	29/11)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
19,338	14,886	<4,452>	Chiller Water
56,079	57,953	1,874	Elec-Non Air Cond.
9,024	8,079	<945>	Water-Non Air Cond.
6,099	6,963	864	Steam-Non Air Cond.
2,540	3,459	919	Gas
93,080	91,340	<1,740>	TOTAL OTHER CONTROL.
93,080	91,340	<1,740>	TOTAL CONTROLLABLE EXP
<79,394>	<77,848>	1,546	Allocated-Svs and Ent
<2,627>	<2,628>	<1>	Allocated-USAC
<995>	<996>	<1>	Allocated-GSA
<3,355>	<3,289>	66	Allocated-Comm Board
<6,709>	<6,579>	130	Allocated-A & SS
<93,080>	<91,340>	1,740	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11		
YTD 3 I	MO(07/31/11-10	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
53,655	50,290	<3,365>	11,569	50,329
165,893	164,415	<1,478>	68,667	182,242
20,865	22,089	1,224	8,674	20,138
13,771	16,266	2,495	7,260	16,195
6,071	9,162	3,091	1,995	6,219
260,255	262,222	1,967	98,165	275,123
260,255	262,222	1,967	98,165	275,123
<221,333>	<223,073>	<1,740>	<83,385>	<232,963>
<7,881>	<7,884>	<3>	<3,053>	<9,159>
<2,985>	<2,988>	<3>	<1,157>	<3,471>
<9,352>	< 9,425 >	<73>	<3,523>	<9,843>
<18,704>	<18,852>	<148>	<7,047>	<19,687>
<260,255>	<262,222>	<1,967>	<98,165>	<275,123>
0	0	0	0	0