# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

October (09/30/12 - 10/27/12)

Prepared

November 13, 2012

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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#### ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - OCTOBER 2012 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

		ОСТ	OBER (09/3	30/12 - 10/27	/12)			FY 1	1-12	]	FISCAL YEAR 2012-2013					FY 11-12				
			CURREN	T MONTH				*1	•				YTD 3	MONTHS (0	7/29/12 - 10	/27/12)			*	*
ACTU	JAL	BUD	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
İ				ACT/	BUD	ACT/LY	ACT									BUD .	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,178		4,849		(671)	(13.8%)	477	12.9%	3,701		UCLA Store	16,168		17,289		(1,121)	(6.5%)	(1,037)	(6.0%)	17,205	
1,515		1,509		6	0.4%	93	6.5%	1,422		UCLA Restaurants	3,410		3,505		(95)	(2.7%)	20	0.6%	3,390	
483		525		(42)	(8.0%)	22	4.8%	461		Services Division	991		970		21	2.2%	90	10.0%	901	
135		117		18	15.4%	8	6.3%	127		UCLA Student Union	366		364		2	0.5%	16	4.6%	350	
6,311		7,000		(689)	(9.8%)	600	10.5%	5,711		TOTAL	20,935		22,128		(1,193)	(5.4%)	(911)	(4.2%)	21,846	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,322	31.6%	1,551	32.0%	(229)	(0.4)	23	(3.5)	1,299	35.1%	UCLA Store	4,524	28.0%	4,915	28.4%	(391)	(0.4)	(302)	0.0	4,826	28.0%
1,078	71.2%	1,066	70.6%	12	0.6	72	0.5	1,006	70.7%	UCLA Restaurants	2,397	70.3%	2,467	70.4%	(70)	(0.1)	16	0.1	2,381	70.2%
483	100.0%	525	100.0%	(42)	0.0	22	0.0	461	100.0%	Services Division	990	99.9%	969	99.9%	21	0.0	90	0.0	900	99.9%
74	54.8%	55	47.0%	19	7.8	10	4.4	64	50.4%	UCLA Student Union	198	54.1%	186	51.1%	12	3.0	17	2.4	181	51.7%
2,957	46.9%	3,197	45.7%	(240)	1.2	127	(2.7)	2,830	49.6%	TOTAL	8,109	38.7%	8,537	38.6%	(428)	0.1	(179)	0.8	8,288	37.9%
										WAGES & BENEFITS										
532	12.7%	579	11.9%	47	(8.0)	8	1.9	540	14.6%	UCLA Store	1,638	10.1%	1,751	10.1%	113	0.0	(5)	(0.6)	1,633	9.5%
591	39.0%	596	39.5%	5	0.5	(27)	0.7	564	39.7%	UCLA Restaurants	1,677	49.2%	1,722	49.1%	45	(0.1)	(48)	(1.1)	1,629	48.1%
46	9.5%	49	9.3%	3	(0.2)	(1)	0.3	45	9.8%	Services Division	138	13.9%	145	14.9%	7	1.0	(4)	1.0	134	14.9%
70	51.9%	68	58.1%	(2)	6.2	(2)	1.6	68	53.5%	UCLA Student Union	190	51.9%	199	54.7%	9	2.8	4	3.5	194	55.4%
1,239	19.6%	1,292	18.5%	53	(1.1)	(22)	1.7	1,217	21.3%	TOTAL	3,643	17.4%	3,817	17.2%	174	(0.2)	(53)	(1.0)	3,590	16.4%
										OTHER CONTROLLABLES *										
175	4.2%	181	3.7%	6	(0.5)	2	0.6	177	4 8%	UCLA Store	736	4.6%	763	4.4%	27	(0.2)	41	(0.1)	777	4.5%
172	11.4%	157	10.4%	(15)	(1.0)	(17)	(0.5)	155	10.9%	UCLA Restaurants	380	11.1%	391	11.2%	11	0.1	1	0.1	381	11.2%
165	34.2%	184	35.0%	19	0.8	(2)	1.2	163	35.4%	Services Division	349	35.2%	333	34.3%	(16)	(0.9)	(32)	0.0	317	35.2%
56	41.5%	46	39.3%	(10)	(2.2)	(14)	(8.4)	42	33.1%	UCLA Student Union	147	40.2%	138	37.9%	(9)	(2.3)	(7)	(0.2)	140	40.0%
568	9.0%	568	8.1%	0	(0.9)	(31)	0.4	537		TOTAL	1,612	7.7%	1,625	7.3%	13	(0.4)	3	(0.3)	1,615	7.4%
										CONTRIBUTION										
614	14.7%	792	16.3%	(178)	(1.6)	31	(1.1)	583	15.8%	UCLA Store	2,150	13.3%	2,401	13.9%	(251)	(0.6)	(265)	(0.7)	2,415	14.0%
314	20.7%	314	20.8%	(170)	(0.1)	27	0.5	287	20.2%	UCLA Restaurants	339	9.9%	354	10.1%	(15)	(0.0)	(31)	(1.0)	370	10.9%
272	56.3%	292	55.6%	(20)	0.7	20	1.6	252		Services Division	503	50.8%	491	50.6%	12	0.2	54	1.0	449	49.8%
(53)	(39.3%)	(59)	(50.4%)	6	11.1	(8)	(3.9)	(45)	(35.4%)	UCLA Student Union	(139)	(38.0%)	(151)	(41.5%)	12	3.5	14	5.7	(153)	(43.7%)
1,147	18.2%	1,339	19.1%	(192)	(0.9)	70	(0.7)	1,077		TOTAL	2,853	13.6%	3,095	14.0%	(242)	(0.4)	(228)	(0.5)	3,081	14.1%
							, ,			ALLOCATED EXPENSES					, ,	, ,	, ,	, ,,		
484	7.7%	508	7.3%	24	(0.4)	5	0.9	489	8.6%	Admin&Support Services	1,483	7.1%	1,557	7.0%	74	(0.1)	(16)	(0.4)	1,467	6.7%
176	2.8%	184	2.6%	8	(0.4)	(17)	0.9	159	2.8%	Maintenance Division	481	2.3%	536	2.4%	55	0.1	25	0.0	506	2.3%
85	1.3%	88	1.3%	3	0.0	1	0.0	86	1.5%	Utilities	279	1.3%	254	1.1%	(25)	(0.2)	(39)	(0.2)	240	1.1%
225	3.6%	237	3.4%	12	(0.2)	(27)	(0.1)	198	3.5%	Depreciation	674	3.2%	710	3.2%	36	0.0	(83)	(0.5)	591	2.7%
970	15.4%	1,017	14.5%	47	(0.2)	(38)	0.9	932		TOTAL	2,917	13.9%	3,057	13.8%	140	(0.1)	(113)	(1.1)	2,804	12.8%
		,			()	(/				1	,,		-,	3.2.3		()	()	()	,	
177	2.8%	322	4.6%	(145)	(1.8)	32	0.3	145	2.5%	NET INCOME (LOSS) FROM OPERATIONS	(64)	(0.3%)	38	0.2%	(102)	(0.5)	(341)	(1.6)	277	1.3%
<del></del>	2.070	322	7.070	(173)	(1.0)	32	0.5	170	2.3 /0	1	(0+)	(0.070)	50	J.Z /0	(102)	(0.0)	(3+1)	(1.0)	211	1.570
(3)	0.0%	0	0.0%	(3)	0.0	(4)	0.0	(2)	0.00/	OTHER INC/(EXP)	3	0.0%	0	0.0%	3	0.0	(5)	0.0	8	0.0%
23	0.0%	18	0.0%	5	0.0 0.1	(1)	(0.1)	(2) 27	0.0%	Non-Recurrent Inc/(Exp) Interest Income	61	0.0%	50	0.0%	3 11	0.0	(3)	0.0	64	0.0%
(54)	(0.9%)	(54)	(0.8%)	0	(0.1)	(4)	0.1	(56)	(1.0%)	Interest (Expense)	(161)	(0.8%)	(161)	(0.7%)	0	(0.1)	(3)	0.0	(169)	(0.8%)
(54)	0.0%	(54)	0.0%	0	0.0	0	0.0	(56)	0.0%	Income Taxes	(161)	0.0%	(161)	0.0%	0	0.0	0	0.0	(169)	0.0%
202	3.2%	202	2.9%	0	0.0	16	(0.1)	186	3.3%	Student Union Fee Income	607	2.9%	607	2.7%	0	0.0	50	0.0	557	2.5%
168	2.7%	166	2.4%	2	0.3	13	0.0	155	2.7%	TOTAL	510	2.4%	496	2.7 %	14	0.2	50 50	0.4	460	2.1%
345	5.5%	488	7.0%	(143)	(1.5)	45	0.2	300		NET INCOME (LOSS)	446	2.1%	534	2.4%	(88)	(0.3)	(291)	(1.3)	737	3.4%
* Without Ber		400	1.0/0	(143)	(1.5)	43	0.2	300	J.J70	INC. INCOME (LOSS)	440	4.1/0	334	<b>4.4</b> /0	(00)	(0.3)	(231)	(1.3)	131	J.+70

Without Benefits

## ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - OCTOBER 2012 (\$000's) DIVISIONS FULLY ALLOCATED

OCTOBER (09/30/12 - 10/27/12)					FY 1	1-12	FISCAL YEAR 2012-2013							FY 1	1-12					
			CURREN	T MONTH	•			*1	•				YTD 3 I	MONTHS (0	7/29/12 - 10	)/27/12)			*	*
ACTI	JAL	BUD	GET		VARIA	_		LAST YE	AR ACT		ACTUAL		BUD	GET			ANCE		LAST YE	AR ACT
			•	ACT/		ACT/LY	_	_						•		/BUD	ACT/L	-		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
4,178		4,849		(671)	(13.8%)	477	12.9%	3,701		UCLA Store	16,168		17,289		(1,121)	(6.5%)	(1,037)	(6.0%)	17,205	
1,515		1,509		6	0.4%	93	6.5%	1,422		UCLA Restaurants	3,410		3,505		(95)	(2.7%)	20	0.6%	3,390	
483 135		525 117		(42) 18	(8.0%) 15.4%	22 8	4.8% 6.3%	461 127		Services Division UCLA Student Union	991 366		970 364		21 2	2.2% 0.5%	90 16	10.0% 4.6%	901 350	
6,311		7,000		(689)	(9.8%)	600	10.5%	5,711		TOTAL	20,935		22,128		(1,193)	(5.4%)	(911)	(4.2%)	21,846	
0,311		7,000		(669)	` '	600		3,711			20,935		22,120		(1,193)	` ,	(911)	• •	21,040	
1,322	31.6%	1,551	32.0%	(220)	Pts.	22	Pts.	1,299	25.40/	GROSS MARGIN UCLA Store	4,524	28.0%	4,915	28.4%	(391)	Pts.	(202)	Pts. 0.0	4,826	28.0%
1,078	71.2%	1,066	70.6%	(229) 12	(0.4) 0.6	23 72	(3.5) 0.5	1,006	70.7%	UCLA Store UCLA Restaurants	2,397	70.3%	2,467	70.4%	(70)	(0.4) (0.1)	(302) 16	0.0	2,381	70.2%
483	100.0%	525	100.0%	(42)	0.0	22	0.5	461	100.0%	Services Division	990	99.9%	969	99.9%	21	0.0	90	0.0	900	99.9%
74	54.8%	55	47.0%	19	7.8	10	4.4	64	50.4%	UCLA Student Union	198	54.1%	186	51.1%	12	3.0	17	2.4	181	51.7%
2,957	46.9%	3,197	45.7%	(240)	1.2	127	(2.7)	2,830	49.6%	TOTAL	8,109	38.7%	8,537	38.6%	(428)	0.1	(179)	0.8	8,288	37.9%
										TOTAL CONTROLLABLES										
707	16.9%	759	15.7%	52	(1.2)	10	2.5	717	19.4%	UCLA Store	2,374	14.7%	2,514	14.5%	140	(0.2)	37	(0.7)	2,411	14.0%
764	50.4%	752	49.8%	(12)	(0.6)	(45)	0.2	719	50.6%	UCLA Restaurants	2,057	60.3%	2,113	60.3%	56	0.0	(46)	(1.0)	2,011	59.3%
211	43.7%	232	44.2%	21	0.5	(2)	1.6	209	45.3%	Services Division	487	49.1%	478	49.3%	(9)	0.2	(36)	1.0	451	50.1%
126	93.3%	114	97.4%	(12)	4.1	(16)	(6.7)	110	86.6%	UCLA Student Union	337	92.1%	337	92.6%	0	0.5	(3)	3.3	334	95.4%
1,808	28.6%	1,857	26.5%	49	(2.1)	(53)	2.1	1,755	30.7%	TOTAL	5,255	25.1%	5,442	24.6%	187	(0.5)	(48)	(1.3)	5,207	23.8%
										CONTRIBUTION										
614	14.7%	792	16.3%	(178)	(1.6)	31	(1.1)	583	15.8%	UCLA Store	2,150	13.3%	2,401	13.9%	(251)	(0.6)	(265)	(0.7)	2,415	14.0%
314	20.7%	314	20.8%	0	(0.1)	27	0.5	287	20.2%	UCLA Restaurants	339	9.9%	354	10.1%	(15)	(0.2)	(31)	(1.0)	370	10.9%
272	56.3%	292	55.6%	(20)	0.7	20	1.6	252	54.7%	Services Division	503	50.8%	491	50.6%	12	0.2	54	1.0	449	49.8%
(53)	(39.3%)	(59)	(50.4%)	6	11.1	(8)	(3.9)	(45)	(35.4%)	UCLA Student Union	(139)	(38.0%)	(151)	(41.5%)	12	3.5	14	5.7	(153)	(43.7%)
1,147	18.2%	1,339	19.1%	(192)	(0.9)	70	(0.7)	1,077	18.9%	TOTAL	2,853	13.6%	3,095	14.0%	(242)	(0.4)	(228)	(0.5)	3,081	14.1%
										ALLOCATED EXPENSES										
501	12.0%	536	11.1%	35	(0.9)	(6)	1.4	495		UCLA Store	1,655	10.2%	1,738	10.1%	83	(0.1)	1	(0.6)	1,656	9.6%
324	21.4%	336 62	22.3%	12	0.9	(31)	(8.0)	293	20.6%	UCLA Restaurants	874	25.6%	930	26.5%	56	0.9	(103)	(2.9) 0.7	771	22.7%
61 84	12.6% 62.2%	83	11.8% 70.9%	1 (1)	(0.8) 8.7	(2)	0.8 2.4	62 82	13.4% 64.6%	Services Division UCLA Student Union	145 243	14.6% 66.4%	143 246	14.7% 67.6%	(2)	0.1 1.2	(7) (4)	1.9	138 239	15.3% 68.3%
970	15.4%	1.017	14.5%	47	(0.9)	(38)	0.9	932	16.3%	TOTAL	2.917	13.9%	3.057	13.8%	140	(0.1)	(113)	(1.1)	2.804	12.8%
310	13.470	1,017	14.570	77	(0.3)	(30)	0.3	332	10.570		2,311	13.370	3,037	13.070	140	(0.1)	(113)	(1.1)	2,004	12.070
										NET INCOME (LOSS)										
113	1 00/	257	3.7%	(1.1.1)	(4.0)	26	0.3	87	1.5%	FROM OPERATIONS UCLA Store	405	2.4%	660	2.00/	(100)	(0.0)	(26.4)	(4.4)	750	3.5%
(10)	1.8% (0.2%)	(23)	(0.3%)	(144) 13	(1.9) 0.1	(4)	(0.1)	(6)	(0.1%)		495 (535)	(2.6%)	663 (577)	3.0% (2.6%)	(168) 42	(0.6) 0.0	(264) (134)	(1.1) (0.8)	759 (401)	(1.8%)
211	3.3%	230	3.3%	(19)	0.1	20	0.1)	191	3.3%	Services Division	358	1.7%	348	1.6%	10	0.0	(134) 47	0.8)	311	1.4%
(137)	(2.2%)	(142)	(2.0%)	5	(0.2)	(10)	0.0	(127)	(2.2%)	UCLA Student Union	(382)	(1.8%)	(396)	(1.8%)	14	0.0	10	0.0	(392)	(1.8%)
177	2.8%	322	4.6%	(145)	(1.8)	32	0.3	145		TOTAL	(64)	(0.3%)	38	0.2%	(102)	(0.5)	(341)	(1.6)	277	1.3%
										OTHER INC/(EXP)						, ,	, ,	, ,		
(3)	0.0%	0	0.0%	(3)	0.0	(1)	0.0	(2)	0.0%	Non-Recurrent Inc/(Exp)	3	0.0%	0	0.0%	3	0.0	(5)	0.0	8	0.0%
23	0.4%	18	0.3%	5	0.1	(4)	(0.1)	27	0.5%	Interest Income	61	0.3%	50	0.2%	11	0.1	(3)	0.0	64	0.3%
(54)	(0.9%)	(54)	(0.8%)	0	(0.1)	2	0.1	(56)	(1.0%)	Interest (Expense)	(161)	(0.8%)	(161)	(0.7%)	0	(0.1)	8	0.0	(169)	(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%
202	3.2%	202	2.9%	0	0.3	16	(0.1)	186	3.3%	Student Union Fee Income	607	2.9%	607	2.7%	0	0.2	50	0.4	557	2.5%
168	2.7%	166	2.4%	2	0.3	13	0.0	155	2.7%	TOTAL	510	2.4%	496	2.2%	14	0.2	50	0.3	460	2.1%
345	5.5%	488	7.0%	(143)	(1.5)	45	0.2	300	5.3%	NET INCOME (LOSS)	446	2.1%	534	2.4%	(88)	(0.3)	(291)	(1.3)	737	3.4%

# ASUCLA P/L Reconciliation Oct-12

Financial Analysis							
	Oct	t-12					
Budgeted Net Income/(Loss)		488					
UCLA Store							
Gross Margin:							
Bearwear gross income \$165K below plan due to poor results from the One Day (Monster) Sale, warmer weather impacted fleece							
sales and timing of Parent's Weekend which moved to November	(98)						
Fast Track gross margin below plan due to sales of higher margin items were negatively impacted by unseasonable warmer weather,							
and sales for the One Day (Monster) Sales were below plan	(12)						
The Market gross income \$19K below plan due to reduced sales from the One Day (Monster) Sale, and cannibalization of sales at South	-						
Campus Shop continue to impact Ackerman	(7)						
Computer Store gross income \$398K below plan due to continued erosion in sales to individual customers, and people are waiting for new	+						
Apple product to be announced and shipped (i.e. iPad mini)	(85)						
New Text gross margin below plan due to additional markdowns for old titles and sales on Amazon	(13)						
Used Text gross income \$53K below plan due to continued downward trend in textbooks due to competition, student purchasing habits	+						
and alternative options	(18)						
APS gross income \$28K above plan due to higher title count verses last fall, plus direct department sales	22						
HSS Essentials/Market gross income \$22K below plan due to low sales for the One Day (Monster) Sale, and cannibalization of sales	++						
at South Campus Shop	(9)						
Total Wages lower than plan, mainly career	26						
Other, positive controllables mainly bank card expense and employee benefits	16						
Total Contribution		(178					
UCLA Restaurants	+						
Gross Margin:	-						
Greenhouse gross income \$11K above plan due to reduced cannibalization, and positive response to new menu items introduced this year	7						
Northern Lights gross income \$10K below due to new Panini sandwich program pending initiation	(7)						
North Campus Student Ctr. gross income \$11K below plan due to new operating plan still in development	(6)						
Café Synapse gross income \$15K below plan due to sales trend continues to drop; new menu and operations plan to recover customer	+						
base is in progress	(12)						
Luvalle Food Servery gross income \$11K below plan due to aggressive budget and new programs have not started yet	(7)						
Catering gross income \$42K above plan mainly due to Athletic sales increasing over expectations including sales generated from one	<del> </del>						
unbudgeted Hall of Fame, 500 person dinner event	37						
Total Wages higher than plan	(7)						
Other, negative controllables	(5)						
Total Contribution	+	0					
Services	+						
Gross Margin:							
Licensing domestic income below plan due mainly to timing as more income than plan was received last month	(21)						
Licensing foreign income below plan due to a "re-boot" of the program in Korea, received only half of what was initially budgeted	(20)						
Leased Ops income above plan due to unbudgeted income from Kaplan test prep	2						
Photography income below plan due mainly to timing for Parent's Weekend which was budgeted in October but occurred in November	(3)						
Other, positive controllables mainly in Licensing	22	(22					
Total Contribution	+	(20					
UCLA Student Union	+						
Gross Margin:  Student Union One gross margin shave plan due to two corrected promotional tows, unplanned Get Out the Vote concert and efficiency.	+						
Student Union Ops gross margin above plan due to two corporate promotional tours, unplanned Get Out the Vote concert and efficiency	10						
gained by using rentals for multiple events that were closely grouped together  Other, pagative controllables mainly student event events avenue (which is tied to increased event income)	(13)						
Other, negative controllables mainly student event expense (which is tied to increased event income)  Total Contribution	(13)	6					
	+ +	0					
Allocated Expenses and Other  A&SS lower than plan mainly total wages and employee benefits	24						
A&SS lower than plan mainly total wages and employee benefits  Maintenance lower than plan mainly due to positive career wages and employee benefits	8						
Depreciation lower than plan due to timing of capital projects	12						
	5						
Other, mostly positive interest income  Total	1 3	49					
Actual Net Income/(Loss)	+	345					

# ASUCLA P/L Reconciliation Year-To-Date Through October 2012

Financial Analysis	\$00	)0's
		-
udgeted Net Income/(Loss)		5.
CLA Store		
Gross Margin:		
Bearwear gross income \$239K below plan due to the reduced traffic from the conversion of football scrimmage to "Meet and Greet", overall less campus foot	(147)	
traffic, warmer weather impacted fleece sales, lower than expected sales in the One Day (Monster) Sale and timing of Parent's Weekend which is next month		
Fast Track gross margin below plan due to delays in deliveries from new vendors negatively impacted sales in cosmetics, additional markdowns of discontinued items,		
warmer weather impacted sales of higher margin items and lower than expected sales in the One Day (Monster) Sale	(22)	
The Market gross income \$44K below plan due to lack of summer camps in September due to early start of LAUSD, and lower sales in the One Day (Monster) Sale	(17)	
Computer Store gross income \$933K below plan due to continued lower department and individual sales	(149)	
New Text gross income \$187K below plan due to continued downward sales trend: increased competition and students are shopping elsewhere	(69)	
Used Text gross margin below plan due mainly to additional markdowns for old titles	(29)	
APS gross income \$57K above plan due mostly to additional off campus sales not budgeted	41	
HSS Essentials/Market gross income \$39K below plan due to poor results from the One Day (Monster) Sale and cannibalization of sales at South Campus Shop	(18)	
HSS Dental gross income \$245K above plan due mostly to significantly less back ordered merchandise in the September kit; offsets to occur in future months	25	
	65	
Total Wages lower than plan  Other, mainly positive controllables including bank card expense and employee benefits	69	
Total Contribution	09	(
		(.
UCLA Restaurants		
Gross Margin:	(20)	
North Campus Student Ctr. gross income \$46K below plan due to new operating plan still in development	(28)	
CSSC gross income \$25K above plan due to first year of operation and no summer data available when developing budget	12	
Café Synapse gross income \$39K below plan due to continued drop in sales (working on new menu and operations plan)	(29)	
Yoshinoya gross income \$12K below plan due to first year of operation and no summer data available when developing budget	(12)	
Luvalle Food Servery gross income \$41K below plan due to aggressive budget and new programs have not started yet	(29)	
YRL gross income \$16K below plan due to first year of operation and no summer data available when developing budget, and summer traffic less than expected	(12)	
Catering gross income \$52K above plan because Athletic Sales and Welcome Week Graduate events increased over expectations, additionally generating higher		
income in rentals, setups, stations, and servers	51	
Concessions gross income \$22K below plan due to last day of tennis considerably lower than last year after budgeted event concert did not happen, and change in		
historical FB scrimmage event that did not draw same crowd levels	(14)	
Wages lower than plan	5	
Other, positive controllables including employee benefits, commission expense and paper	41	
Total Contribution	ļ	
Services Ser		
Gross Margin:		
Licensing domestic income above plan due to timing and increased sell-in	49	
Licensing foreign income below plan due to a "re-boot" of the program in Korea, received only half of what was initially budgeted	(19)	
Photography income below plan due mainly to decreased bookings, primarily for intercollegiate athletics	(8)	
Total Wages lower than plan	4	
Other, negative controllables mainly in Licensing (payment to UCLA)	(14)	
Total Contribution		
JCLA Student Union		
Gross Margin:		
Student Union Ops gross margin above plan due to two corporate promotional tours, unplanned Get Out the Vote concert and efficiency gained by using rentals for	17	
multiple events that were closely grouped together		
Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market	(5)	
Total Wages lower than plan	7	
Other, negative controllables mostly student event expense and waiver pool	(7)	
Total Contribution		
allocated Expenses and Other		
A&SS lower than plan mainly total wages and employee benefits	74	
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	55	
Utilities higher than plan due to mostly to higher chilled water from warmer weather, and the increased gas consumption in CSSC is under review	(25)	
Depreciation lower than plan due to timing of capitals	36	
Other, mainly positive interest income due to higher amounts of invested cash	14	
Total		
	t	

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

	Current Month	Prior Month	Prior Year
ASSETS	October 2012	September 2012	July 2012
AGGETG			
CURRENT ASSETS:			
Cash and cash equivalents	\$11,650	\$11,152	\$10,251
Accounts receivable	3,992	4,492	3,471
Less: Allowance for doubtful accounts	(132)	(126)	(114)
Accounts receivable, net	3,860	4,366	3,357
Student fees receivable	863	661	256
Inventories	6,992	7,348	7,324
Prepaid expenses and other current assets  Total current assets	127 23,492	151 23,678	265 21,453
Total culterit assets	23,492	23,070	21,400
LONG TERM ASSETS			
Property, equipment and improvements	64,332	64,290	64,048
Less: Accumulated depreciation	(36,875)	(36,650)	(36,215)
Total Long Term Assets	27,457	27,640	27,834
<b>G</b>	,	,	,
TOTAL ASSETS	50,949	51,318	49,286
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,559	\$7,003	\$5,681
Wages and payroll taxes payable	2,676	2,198	2,427
Sales Tax Payable & Other Liabilities	1,538	1,199	824
Interest payable	296	242	136
Deferred Income	389	580	184
Funds Held for Others	131	81	124
Current portion of long term debt	705	705	705
Total current liabilities	11,295	12,010	10,080
LONG TERM DEBT:	40 - 4-	10 - 1-	40 - 4-
AU expansion loan	12,747	12,747	12,747
Total long term debt	12,747	12,747	12,747
TOTAL LIABILITIES	24.042	24.757	22 927
TOTAL LIABILITIES	24,042	24,757	22,827
RETAINED EARNINGS:			
Beginning Balance	26,459	26,459	26,722
Year-to-date net income/(loss)	446	101	(263)
. 53. 15 3416 1161 116511161 (1656)	1 10	101	(200)
Ending Balance	26,907	26,562	26,459
•			
TOTAL LIABILITIES AND RETAINED EARNINGS	50,949	51,318	49,286

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

October 2012 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss)	\$345	\$446	\$737
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:  Depreciation - PP&E	225	\$674	\$591
Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets	0	\$0 \$0	\$0 \$0
(Increase)/decrease in current assets: Accounts receivable	506	(\$503)	\$0 (\$886)
Student fees receivable Inventories	(202) 355	(\$606) \$332	(\$557) (\$403)
Prepaid expenses and other current assets Increase/(decrease) in current liabilities:	24	\$138	\$30 \$0
Accounts payable Sales Tax payable & other liabilities	(1,443) 340	(\$122) \$715	\$732 \$796
Wages and payroll taxes payable Interest payable	478 54	\$249 \$161	\$21 \$168
Deferred Income Funds held for others	(191) 50	\$206 \$8	\$605 \$11
Other Current Liabilities (Current Portion of LT Debt)  Net cash provided/(used) by operating activities	\$ <b>540</b>	\$0 <b>\$1,697</b>	\$0 <b>\$1,846</b>
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:	<del>\$340</del>	\$1,097	\$1,040
Purchase of textbook rental equipment Purchase of property, equipment and improvements	0 (42)	\$0 (\$297)	0 (\$241)
Net cash used in investing activities	(\$42)	(\$297)	(\$241)
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 CASH EQUIVALENTS	\$498	\$1,400	\$1,605
CASH AND CASH EQUIVALENTS, Beginning	\$11,152	10,251	\$10,888
CASH AND CASH EQUIVALENTS, Ending	\$11,650	\$11,650	\$12,493

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

#### October 2012

(\$000's)

CASH AND CASH EQUIVALENTS  Less: Committed Capital Projects	11,650
HTS Renovation	(140)
	(140)
Court of Sciences Student Center	(114)
Pauley Pavillion Remodel	(401)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman B&A Level Remodel	(2,000)
NCSC Remodel	(250)
Ostin Music Café	(200)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Subtotal	(3,755)
Adjustment for Cash Overdraft Entry	(990)
Uncommitted Cash	6,905
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	5,920
RESERVE SURPLUS (DEFICIT)	985
RESERVE SURFLUS (DEFICIT)	900

#### ASUCLA SERVICES AND ENTERPRISES

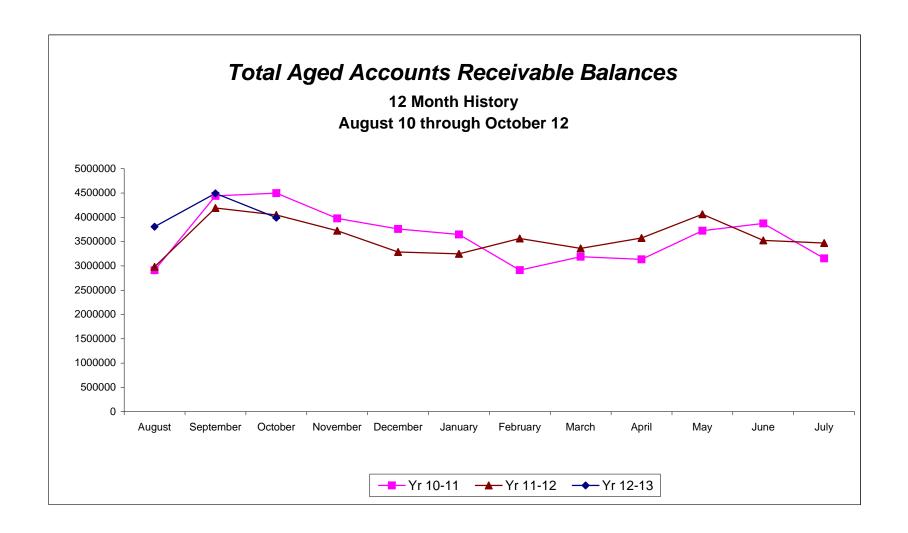
Capital Expenditures - Current Year Projects (\$000's)

FY 2012-2013 October 2012

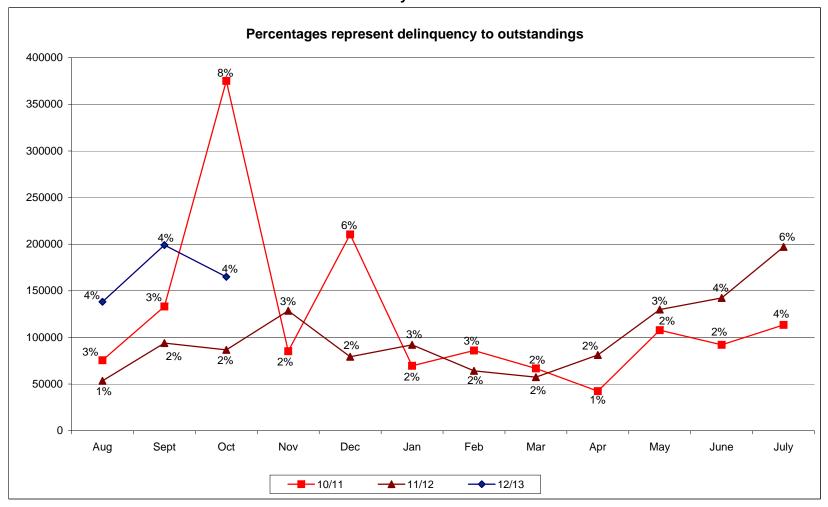
		1 1 2012-2	2013 October	2012	PROJECTED			
PROJECT NAME	BUDGET				Remaining		Over	_
PROJECT NAIME	DUDGET	Payments	PO's	Total	Balance	Pendina	(Under)	Status
Store/Services								
2012-S001 Store General Replacement	50.0	4.3	3.3	7.6	42.4		0.0	In Progress
2012-S002 Store Photocopiers	40.0	0.0	26.2	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	0.0	3.5	3.5	36.5		0.0	In Progress
2012-S004 Ackerman B & A Level Remodel	2,000.0	0.0	0.0	0.0	0.0	2,000.0	0.0	Pending
2012-S005 Informal Photo-Photo Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-S032 Bearwear Remodel	0.0	15.4	0.7	16.1	23.9		40.0	In Progress
2012-S034 HSS Design	0.0	0.0	0.0	0.0	20.0		20.0	In Progress
Total Store/Services	2,140.0	19.7	33.7	53.4	136.6	2,010.0	60.0	
Food Service								
2012-F006 FS Miscellaneous and Unanticipated	50.0	19.4	8.9	28.3	21.7		0.0	In Progress
2012-F007 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-F008 Patio Umbrellas	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-F009 LV FS Concept Updates	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2012-F010 Catering Electric Cart	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2012-F011 NCSC Remodel	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending
2012-F012 Northern Lights Menu Update	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2012-F013 Ostin Music Café	200.0	0.0	0.0	0.0	0.0	200.0	0.0	Pending
2012-F014 TH Misc Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
Total Food Services	655.0	19.4	8.9	28.3	21.7	605.0	0.0	1 Griding
Technology								
2012-T015 Network Infrastructure Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2012-T016 Printer Replacement	10.0	1.9	0.0	1.9	8.1	20.0	0.0	In Progress
2012-T017 PC Replacement, Infrastructure	80.0	81.7	0.0	81.7	0.0		1.7	Completed Awaiting Invoice
2012-T018 Store POS	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2012-T019 Network Security Scan Software	18.0	0.0	0.0	0.0	0.0	18.0	0.0	Pending
2012-T020 Marketing Color Laser Printer	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-T021 ASUCLA Display Boards in AU KH	4.0	0.0	0.0	0.0	0.0	4.0	0.0	Pending
Total Technology	292.0	83.6	0.0	83.6	8.1	202.0	1.7	· onallig
Others								
2012-O022 Custodial Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2012-O023 SUO General Replacement	25.0	0.0	12.7	12.7	12.3		0.0	In Progress
2012-O024 Information Technology Upgrades	5.0	0.0	6.2	6.2	0.0		1.2	Completed Awaiting Invoice
2012-O025 Board Room AU 2408 Remodel	55.0	0.0	0.0	0.0	0.0	55.0	0.0	Pending
2012-O026 Terrace Food Court Patio Upgrade	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2012-O027 Fac. Misc. Remodels	25.0	0.0	8.6	8.6	16.4		0.0	In Progress
2012-O028 Finance Photocopier	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2012-O029 Finance Misc. Replacements	15.0	1.9	0.0	1.9	13.1		0.0	In Progress
2012-O030 Licensing Visual Identity	40.0	15.0	25.0	40.0	0.0		0.0	Completed Awaiting Invoice
2012-S034 HSS Design	0.0	0.0	0.0	0.0	70.0		70.0	In Progress
Total Others	540.0	16.9	52.5	69.4	111.8	430.0	71.2	
Total Current Year Projects	3,627.0	139.6	95.1	234.7	278.2	3,247.0	132.9	

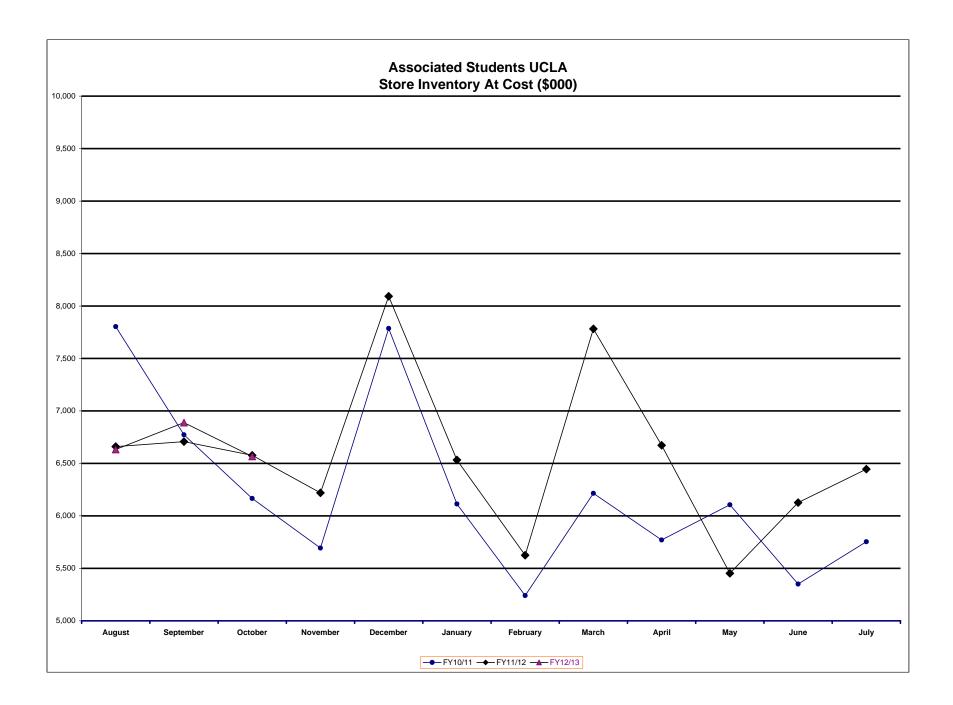
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

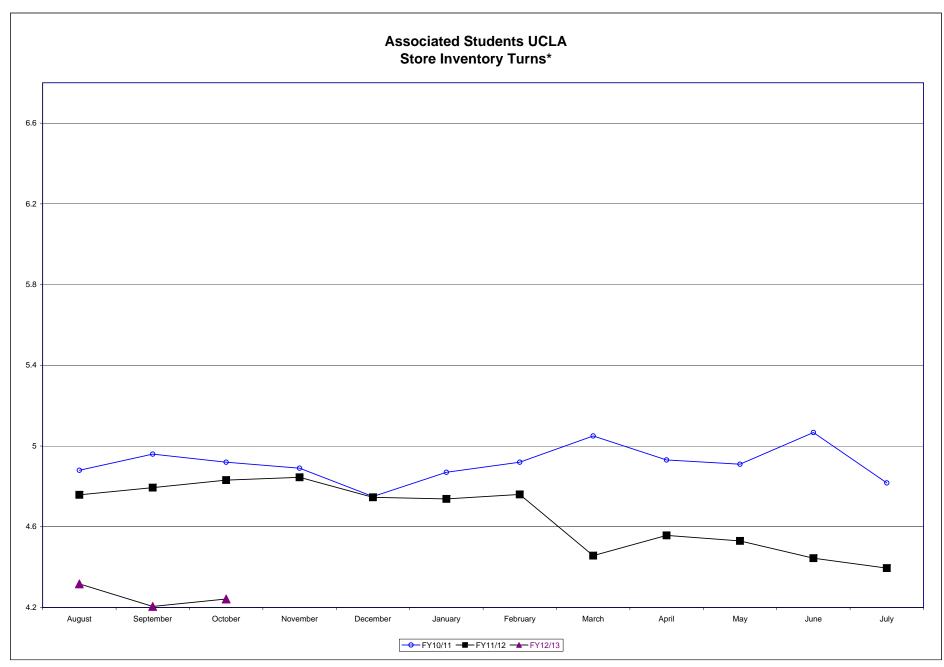
10/27/2012 October	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$863,560	24%	\$146,671	69%	\$32,656	33%	\$6,541	30%	\$10,817	55%	\$4,090	17%	\$1,064,335	26%
ASUCLA PUBLICATIONS	\$242,138	7%	\$603	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$242,741	6%
ASUCLA USA/GSA	\$66,765	2%	\$645	0%	\$0	0%	(\$121)	-1%	\$0	0%	\$72	0%	\$67,361	2%
DUE FROM VENDORS	\$124,259	3%	\$5,003	2%	(\$380)	0%	\$7,391	34%	\$4,927	25%	\$13,702	56%	\$154,902	4%
DENTAL KITS	\$468,128	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$468,128	12%
OTHER	\$1,846,963	51%	\$62,541	29%	\$66,766	67%	\$8,214	37%	\$3,881	20%	\$6,453	27%	\$1,994,818	50%
TOTAL CURRENT MONTH	\$3,611,813	100%	\$215,463	100%	\$99,042	100%	\$22,025	100%	\$19,625	100%	\$24,317	100%	\$3,992,285	100%
	91%		5%		2%		1%		0%		1%		100%	
9/29/2012 September	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$969,872	24%	\$90,044	23%	\$15,594	10%	\$12,712	52%	\$1,710	14%	\$1,157	8%	\$1,091,089	23%
ASUCLA PUBLICATIONS	\$159,013	4%	\$1,960	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$160,973	4%
ASUCLA USA/GSA	\$70,605	2%	\$0	0%	(\$121)	0%	\$0	0%	\$121	1%	(\$49)	0%	\$70,556	2%
DUE FROM VENDORS	\$181,879	5%	(\$2,417)	-1%	\$8,362	6%	\$4,713	19%	\$3,141	26%	\$12,011	84%	\$207,689	5%
DENTAL KITS	\$797,989	21%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$797,989	18%
OTHER	\$1,710,964	44%	\$313,409	78%	\$124,297	84%	\$6,983	29%	\$7,208	59%	\$1,187	8%	\$2,164,048	48%
TOTAL CURRENT MONTH	\$3,890,322	100%	\$402,996	100%	\$148,132	100%	\$24,408	100%	\$12,180	100%	\$14,306	100%	\$4,492,344	100%
	87%		9%		3%		1%		0%		0%		100%	
8/25/2012 August	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$782,073	23%	\$98,311	34%	\$30,525	38%	\$16,057	59%	\$7,805	35%	\$7,559	132%	\$942,330	24%
ASUCLA PUBLICATIONS	\$164,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$164,706	4%
ASUCLA USA/GSA	\$71,264	2%	(\$121)	0%	\$0	0%	\$121	0%	(\$49)	0%	\$0	0%	\$71,215	2%
DUE FROM VENDORS	\$765,305	23%	\$5,673	2%	\$6,105	7%	\$3,913	14%	\$2,609	11%	(\$1,941)	-34%	\$781,664	21%
DENTAL KITS	\$110,887	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$110,887	3%
OTHER	\$1,485,275	44%	\$184,758	64%	\$45,649	55%	\$7,357	27%	\$12,357	54%	\$118	2%	\$1,735,514	46%
TOTAL CURRENT MONTH	\$3,379,510	100%	\$288,621	100%	\$82,279	100%	\$27,448	100%	\$22,722	100%	\$5,736	100%	\$3,806,316	100%
	88%		8%		2%		1%		1%		0%		100%	



## Aged Accounts Receivable Balances >60 Days Past Due







<sup>\*</sup>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(09/30/12-10/27/12)			]	F	ISCAL YEAR 12-1	3	FISCAL YE	EAR 11-12
ACTUAL	CURRENT MONTH BUDGET	VARIANCE		YTD 3 ACTUAL	MO(07/29/12-10/ BUDGET	(27/12) VARIANCE	LAST YEA MONTH	R ACTUAL YTD
1,071,232 97,207	1,083,547 109,802		TEXTBOOKS GENERAL BOOKS	3,845,072 301,282	3,979,069 321,757	<133,997> <20,475>	355,036 107,528	4,101,121 331,697
951,401	1,127,402	<176,001>	APPAREL & ACCESSORIES	2,670,380	2,920,602	<250,222>	1,090,403	2,760,284
1,446,592	1,854,500 228,660		SUPPLY DIVISION LU VALLE COMMONS STORE	4,881,620	5,863,600	<981,980>	1,547,686	5,824,665
242,196 90,178	75,000	13,536 15,178	E-COMMERCE	1,087,243 341,280	1,013,398 286,000	73,845 55,280	193,080 61,108	1,092,989 242,246
229,577	274,211	<44,634>	HEALTH SCIENCES STORE	2,831,844	2,639,534	192,310	199,030	2,542,070
4,128,383	4,753,122	<624,739>	TOTAL SALES	15,958,720	17,023,960	<1,065,240>	3,553,870	16,895,073
2,837,366	3,278,346	440,980	Less: Cost of Sales	11,578,904	12,309,168	730,264	2,385,555	12,310,885
			Less: Shrinkage					
5,599	4,320	<1,279>	TEXTBOOKS	18,959	17,330	<1,629>	2,214	20,073
1,429	1,690	261	GENERAL BOOKS	4,469	4,930	461	1,523	4,849
4,201	4,860	659	APPAREL & ACCESSORIES	11,041	12,070	1,029	4,772	11,699
4,417 1,670	5,260 1,250	843 <420>	SUPPLY DIVISION LU VALLE COMMONS STORE	13,039 6,380	14,920 5,240	1,881 <1,140>	4,581 1,349	15,084 6,588
338	260		E-COMMERCE	1,256	1,000	<256>	224	881
1,529 19,182	1,630 19,270	101 88	HEALTH SCIENCES STORE SHRINKAGE	10,283 65,428	9,570 65,060	<713> <368>	1,309 15,972	9,403 68,576
2,856,548	3,297,616	441,068	TOTAL COST OF SALES	11,644,332	12,374,228	729,896	2,401,527	12,379,461
68.7	69.0	0.2	COST OF SALES %	72.6	72.3	<0.3>	67.1	72.9
1,271,834	1,455,506	<183,672>	GROSS MARGIN GROSS MARGIN %	4,314,389	4,649,732	<335,343>	1,152,344	4,515,611
31.3 0.5	31.0 0.4	0.2 <0.1>	SHRINKAGE %	27.4 0.4	27.7 0.4	<0.3> <0.0>	32.9 0.5	27.1 0.4
30.8	30.6	0.2	NET GROSS MARGIN %	27.0	27.3	<0.3>	32.4	26.7
			TEXTBOOKS					
26.5 34.4	26.4 31.8	0.0 2.6	TEXTBOOKS GENERAL BOOKS	24.5 34.0	24.8 33.3	<0.4>	27.4 32.6	24.8 33.3
45.3	47.6	<2.4>	APPAREL & ACCESSORIES	49.3	50.6	<1.3>	47.1	49.8
22.4 32.7	21.1 34.7	1.4 <2.0>	SUPPLY DIVISION LU VALLE COMMONS STORE	18.6 25.7	18.1 27.9	0.6 <2.2>	22.0 36.1	18.1 26.3
51.6	51.3	0.3	E-COMMERCE	51.9	52.2	<0.3>	50.1	53.5
32.4	32.3	0.1	HEALTH SCIENCES STORE	20.8	22.2	<1.4>	33.5	21.2
49,860 1,321,695	95,480 1,550,986	<45,620> <229,291>	OTHER INCOME GROSS MARGIN/OTHER	209,420 4,523,808	265,389 4,915,121	<55,969> <391,313>	147,150 1,299,493	310,264 4,825,875
1,321,093	1,550,960	<229,291>	GROSS WARGIN/OTHER	4,323,000	4,915,121	<391,313>	1,299,493	4,023,073
			Less: Controllable Exp					
256,201	283,257	27,056	Career Wages	797,189	849,771	52,582	276,512	825,567
0 149,702	0 148,159	0 <1,543>	Limited Appointment Student Wages	6,221 439,979	0 458,718	<6,221> 18,739	1,038 139,259	1,038 442,821
405,903	431,416	25,513	TOTAL WAGES	1,243,389	1,308,489	65,100	416,809	1,269,426
9.8	9.1	<0.8>	WAGE % TO SALES	7.8	7.7	<0.1>	11.7	7.5
126,243	147,156	20,913	Employee Benefits	394,738	442,148	47,410	122,739	363,986
7,063 13,739	6,917 14,520	<146> 781	Office Supplies Telephone	28,236 39,990	32,716 42,710	4,480 2,720	9,744 14,632	36,039 42,533
80	125	45	Telex	343	375	32	80	304
17	18	1	Postage	71	54	<17>	17	70
797 0	1,075 0	278 0	Trav/Trips/Conference Membership Fees	4,157 0	5,500 380	1,343 380	1,780 0	6,050 0
5,540	4,200	<1,340>	Operating Supplies	17,324	19,750	2,426	7,791	21,097
33,695 990	26,610 1,000	<7,085> 10	Freight Out Transportation	95,616 2,797	103,705 2,950	8,089 153	23,728 1,074	94,847 3,041
0	0	0	Merchandise Losses	0	0	0	150	150
<7>	0	7 0	Postage Stamp O/S Uniforms	<8> 0	0 100	8 100	0	<18>
17,264	17,925	661	Advertising	71,948	75,615	3,667	16,259	69,420
<1,220> 40	<1,328>	<108>		<1,514>	<4,628>	<3,114>	<1,223>	<1,321> 166,663
3,767	75 3,290		Direct Mail Adv. Repairs & Maintenance	165,771 12,160	170,225 9,765	4,454 <2,395>	47 4,420	11,670
0	0	0	Janitorial	<19>	0	19	0	28
68,682 831	88,360 0	19,678 <831>	Bank Card Expense Overs/Shorts	221,740 3,374	265,045 0	43,305 <3,374>	65,701 5,270	258,022 9,886
1,696	0	<1,696>	Credit Card Adjustments	5,939	0	<5,939>	17	846
106 0	0 1,900	<106> 1,900	Textbook Rental Exp Rentals-Facilities	106 0	0 1,900	<106>	0 1,900	0 4,051
236	900	664	Rentals-Truck	1,109	900	<209>	858	858
0 4,434	0 250	0 <4,184>	Taxes & Licenses Professional Services	0 10,047	0 975	0 <9,072>	0 282	600 1,148
<500>	0	500	Temp Agency Service	<500>	0	500	544	391
2,728	0	<2,728>	Commission Expense	2,968	0	<2,968>	2,430	2,430
5,450 0	5,450 2,500	0 2,500	Concession Expense Prior Period Adj	21,807 0	21,805 2,500	<2> 2,500	11,600 <53>	23,700 <53>
0	1	1	Alloc of Distr Cntr	0	4	4	0	0
9,723 301,395	7,100 328,044	<2,623> 26,649	TOTAL OTHER CONTROL.	32,061 1,130,259	10,700 1,205,194	<21,361> 74,935	10,296 300,081	24,853 1,141,401
707,298	759,460	52,162	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	2,373,648	2,513,683	140,035	716,889	2,410,827
614,396	791,526	<177,130>		2,150,160	2,401,438	<251,278>	582,604	2,415,048
			Less: Allocated Exp					
25,396	27,152	1,756	Allocated ExpHR	79,790	84,745	4,955	24,167	74,955
136,361	145,304	8,943	Allocated Exp. Fin	476,373	490,087	13,714	129,889	471,035
57,977 30,796	61,850 33,448	3,873 2,652	Allocated ExpIS Allocated Exp. Mktg	196,120 107,774	206,417 118,176	10,297 10,402	57,964 30,154	190,485 107,885
80,960	92,212	11,252	Allocated Exp Othr SA	293,028	318,965	25,937	88,936	313,598
69,514	70,826	1,312	Maintenance	191,430	206,916	15,486	63,206	199,812
30,673 69,465	30,723 69,375	50 <90>	Utilities Depreciation	101,072 207,990	88,536 208,125	<12,536> 135	31,167 70,439	86,887 211,259
501,142	530,890	29,748	TOTAL ALLOCATED EXP	1,653,577	1,721,967	68,390	495,922	1,655,916
113,254	260,636	<147,382>	NET INCOME (LOSS)	496,583	679,471	<182,888>	86,682	759,133
		_	•					

OCT. 03(09/30/12-10/27/12)		1	Г	ISCAL YEAR 12-1	3	FISCAL YEAR 11-12			
	CURRENT MONTH				MO(07/29/12-10/			AR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
169,910	157,531	12,379	CENTRAL DIVISION	357,255	339,950	17,305	177,910	407,345	
221,983	240,724		NORTH CAMPUS DIVISION	429,179	479,143	<49,964>	248,187	500,378	
146,366	158,853		SOUTH DIVISION	371,644	385,488	<13,844>	52,105	150,505	
280,141	289,653		LU VALLE DIVISION	583,370 615,270	647,169	<63,799>	278,703	600,884	
284,336 195,384	287,371 182,107	<3,035> 13,277	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	615,279 537,456	632,912 560,685	<17,633> <23,229>	310,026 181,290	701,447 570,819	
1,298,120	1,316,239		TOTAL SALES	2,894,183	3,045,347	<23,229> <151,164>	1,248,223	2,931,378	
1,270,120	1,310,237	<10,1172	TOTAL SALES	2,074,103	3,043,347	(131,104)	1,240,223	2,731,370	
437,944	442,745	4,801	Less: Cost of Sales	1,013,159	1.038.104	24,945	416,320	1,009,578	
33.7	33.6	<0.1>	COST OF SALES %	35.0	34.1	<0.9>	33.4	34.4	
860,176	873,494	<13,318>	GROSS MARGIN	1,881,024	2,007,243	<126,219>	831,902	1,921,800	
66.3	66.4	<0.1>	GROSS MARGIN %	65.0	65.9	<0.9>	66.7	65.6	
68.8	69.2		CENTRAL DIVISION	67.0	68.5	<1.5>	67.5	66.6	
64.8	64.4	0.4	NORTH CAMPUS DIVISION	62.8	63.3	<0.5>	64.6	63.1	
65.4	66.7		SOUTH DIVISION	65.0	67.0	<2.1>	66.4	66.8	
70.5 65.2	70.8 65.3		LU VALLE DIVISION COOPERAGE DIVISION	69.6 64.4	70.2 65.4	<0.5> <1.0>	70.9 65.9	70.5 65.7	
62.0	61.1	<0.0 <i>&gt;</i>	SPECIAL EVENTS DIVISION	61.3	61.8	<0.5>	63.5	61.7	
02.0	01.1	0.9	SPECIAL EVENTS DIVISION	01.3	01.0	<0.5>	03.5	01.7	
217,350	192,538	24,812	OTHER INCOME	515,509	459,627	55,882	173.902	458,987	
1,077,526	1.066,032	11,494	GROSS MARGIN/OTHER	2,396,533	2,466,870	<70,337>	1,005,804	2.380.787	
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,			, , , , , , , , , , , , , , , , , , , ,	, , , , , , ,	.,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,	
			Less: Controllable Exp						
			·						
272,633	269,961	<2,672>	Career Wages	802,635	819,716	17,081	258,138	764,417	
1,870	1,315		Limited Appointment	3,247	5,463	2,216	962	9,283	
212,140	205,395		Student Wages	536,624	519,162	<17,462>	199,242	531,710	
<38,628>	<35,395>	3,233	Labor Recharge	<91,669>	<88,271>	3,398	<31,795>	<75,910>	
448,014	441,276	<6,738>	TOTAL WAGES	1,250,837	1,256,070	5,233	426,546	1,229,501	
34.5	33.5	<1.0>	WAGE % TO SALES	43.2	41.3	<2.0>	34.2	41.9	
143.120	154,409	11,289	Employee Benefits	426,111	466,155	40,044	137.952	399,583	
2,649	1,555	<1,094>	Office Supplies	5,581	466,155	40,044 <871>	3,592	6,396	
4,132	4,598	< 1,094 <i>&gt;</i> 466	Telephone	12,050	13,594	1,544	4,208	12,957	
2,407	2,500	93	Training Programs	4,833	6,000	1,167	1,907	4,404	
56,518	61,886	5,368	Paper	130,814	145,757	14,943	52,972	139,666	
4.4	4.7	0.4	Paper % To Sales	4.5	4.8	0.3	4.2	4.8	
5,457	4,022	<1,435>	Cleaning Supplies	13,253	11,038	<2,215>	4,281	10,329	
<7,360>	<8,950>	<1,590>	Purchasing Rebates	<22,926>	<26,850>	<3,924>	<7,775>	<23,024>	
2,547	2,532		Replacements	6,914	8,623	1,709	4,496	15,036	
5,866	5,522		Laundry	17,661	17,773	112	5,607	20,808	
4,177	2,095	<2,082>	Uniforms	7,165	4,905	<2,260>	2,844	6,368	
18,496	20,390	1,894	Advertising	43,310	49,710	6,400	21,218	48,515	
30	100	70	Menu Development	322	300	<22>	0	0	
4	34		Dorm Coupons Expense	25	76	51	14	26	
12,341	5,461		Repairs & Maintenance	23,565	14,349	<9,216>	6,570	18,482	
41,645 2,051	33,815 2,404	<7,830> 353	Bank Card Expense Sales Tax Expense	76,039 4,271	76,231 5,311	192 1,040	35,620 2,406	66,420 4,944	
1,453	1,085	<368>	Overs/Shorts	1,624	2,193	1,040 569	2,406 <343>	1,364	
1,453	1,085	<368>	Credit Card Adjustments	1,624	2,193	569	<343> 5	1,364	
2,835	0	<2,835>	Rentals	4,462	2,850	<1,612>	3	1,246	
0	375	375	Rentals-Truck	662	1,125	463	788	1,182	
0	0	0	Taxes & Licenses	9,750	5,250	<4,500>	0	240	
2,304	0	<2,304>	Temp Agency Service	2,304	0	<2,304>	0	0	
14,834	17,223	2,389	Commission Expense	38,629	47,871	9,242	16,390	45,909	
315,506	311,056	<4,450>	TOTAL OTHER CONTROL.	806,420	856,971	50,551	292,754	781,046	
763,521	752,332	<11,189>	TOTAL CONTROLLABLE EXP	2,057,257	2,113,041	55,784	719,301	2,010,547	
011.005	040 704	***	GROSS CONTRIBUTION TO	000.00	050.000		001 =01		
314,005	313,700	305	SVCS AND ENTERPRISES	339,276	353,829	<14,553>	286,504	370,240	
			Less: Allocated Exp						
			Less. Allocateu Exp						
28,031	27,772	< 250 ~	Allocated ExpHR	80,154	81,217	1,063	24,732	72,615	
49,460	46,711		Allocated Exp. Fin	109,557	109,388	<169>	49,911	106,131	
21,028	19,246		Allocated ExpIS	45,424	44,709	<715>	22,273	43,860	
11,170	10,408		Allocated Exp. Mktg	24,645	25,196	551	11,587	24,366	
29,365	28,694		Allocated Exp Othr SA	65,644	68,054	2,410	34,174	70,570	
58,600	67,596	8,996	Maintenance	161,375	197,486	36,111	53,283	168,440	
25,858	29,324	3,466	Utilities	85,204	84,503	< 701 >	26,274	73,246	
100,848	106,614	5,766	Depreciation	302,448	319,842	17,394	70,621	211,731	
324,360	336,365	12,005	TOTAL ALLOCATED EXP	874,451	930,395	55,945	292,855	770,959	
40.0==	00 ::=	40.010	NET INCOME (LOCC)	F0F 17:	F7	44	,	100 ===	
<10,355>	<22,665>	12,310	NET INCOME (LOSS)	<535,174>	<576,566>	41,392	<6,351>	<400,719>	
407.107	400 100	2.017	TOTAL CUSTOMED COUNT	007.005	022.240	-27.224	202.040	1 501 500	
426,126	423,109	3,017	TOTAL CUSTOMER COUNT	907,025	933,249	<26,224>	392,840	1,591,508	
140,696	140,029	667 2 350	3RD PARTY CUST COUNT	316,551	316,023 617,226	528 - 26.752 \	108,209	255,616	
285,430	283,080	2,350	ASUCLA CUSTOMER COUNT	590,474	617,226	<26,752>	284,631	1,335,892	
4.85	4.90	~0.05×	TOTAL AVERAGE CHECK	4.97	4.96	0.01	4.63	4.76	
6.17	6.06	0.05>	3RD PARTY AVG CHECK	6.17	6.13	0.01	6.00	6.07	
4.20	4.33		ASUCLA AVERAGE CHECK	4.32	4.35	<0.03>	4.11	4.22	
20						.5.55			
30,701	30,349	<352>	EMPLOYEE HOURS	81,722	82,706	984	29,902	83,998	
42.28	43.37		SALES/LABOR HOUR	35.41	36.82	<1.41>		34.90	
•						•			

### SERVICES DIVISION INCOME STATEMENT

OCT.	03(09/30/12-10/2	27/12)	]	F	ISCAL YEAR 12-1	3	FISCAL YE	AR 11-12
	CURRENT MONTH				MO(07/29/12-10		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
71010712	56562.	7,11,11,11,10,2		7.0.07.2	565621	77.11.17.11.02		5
16,805	19,463	<2,658>	PHOTOGRAPHY	37,847	45,141	<7,294>	18,538	42,997
16,805	19,463	<2,658>	TOTAL SALES	37,847	45,141	<7,294>	18,538	42,997
050	110			4.504	4.400	054	445	4.440
259 16,545	118 19,345	<141> <2,800>	Less: Cost of Sales GROSS MARGIN	1,534 36,314	1,183 43,958	<351> <7,644>	115 18,423	1,148
98.5	19,345	<2,800> <0.9>	GROSS MARGIN %	96.0	43,958 97.4	<1.4>	99.4	41,850 97.3
70.3	77.4	<0.72	GROSS WARGIN 70	70.0	77.4	<1.42	77.4	77.5
98.5	99.4	<0.9>	PHOTOGRAPHY	96.0	97.4	<1.4>	99.4	97.3
379,351	420,175	<40.824>	TRADEMARKS AND LICENSING	700,265	670,175	30,090	362,219	619,246
87,100	85,172	1,928	LEASED OPS	253,172	254,475	<1,303>	80,161	238,935
466,452	505,347	<38,895>	OTHER INCOME	953,437	924,650	28,787	442,380	858,181
482,997	524,692	<41,695>	GROSS MARGIN/OTHER	989,750	968,608	21,142	460,803	900,031
			Less: Controllable Exp	,				
30,798	31,369	571	Career Wages	93,236	93,261	25	30,872	91,938
30,796 747	1,938	1,191	Student Wages	1,305	5,404	4,099	1,238	3,159
31,544	33,307	1,763	TOTAL WAGES	94,541	98,665	4,124	32,110	95,096
187.7	171.1	<16.6>	WAGE % TO SALES	249.8	218.6	<31.2>	173.2	221.2
107.7	171.1	(10.02	WHOLE 70 TO SHELD	217.0	210.0	(01.2)	170.2	221.2
14,336	15,470	1,134	Employee Benefits	43,270	46,169	2,899	13,212	39,262
82	701	619	Office Supplies	2,878	2,275	<603>	296	1,633
678	709	31	Telephone	1,936	2,165	229	617	2,115
268	105	<163>	Postage	383	315	<68>	6	258
9,000	9,000	0	Trav/Trips/Conference	9,000	9,000	0	9,000	10,000
2,000	2,000	0	Enforcement	3,999	4,000	1	1,964	3,963
3,170	4,500	1,330	Business Promotion	10,066	13,500	3,434	4,604	9,539
0	102	102	Repairs & Maintenance	248	475	227	99	461
2,083	2,433	350	Professional Services	6,249	7,299	1,050	2,433	7,299
0	1,150	1,150	Legal	1,700	3,450	1,750	600	3,836
676	4,150	3,474	Trademark	8,237	12,450	4,213	750	6,967
46,216	47,950	1,734	Intern'l Agnt Fee/Tax	46,216	47,950	1,734	31,111	33,222
19,900	22,000	2,100	Domestic Agency Fee	51,791	47,000	<4,791>	21,870	45,444
0	0	0	Misc. Bank Charges	40	0	<40>	0	0
81,115	88,820	7,705	Payment to UCLA	206,623	182,960	<23,663>	89,940	191,895
179,524	199,090	19,566	TOTAL CONTROLLABLE EVE	392,635	379,008	<13,627>	176,501	355,893
211,068	232,397	21,329	TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO	487,177	477,673	<9,504>	208,611	450,989
271,929	292,295	<20,366>	SVCS AND ENTERPRISES	502,573	490,935	11,638	252,193	449,041
			Less: Allocated Exp					
1,974	2,096	122	Allocated ExpHR	6,069	6,397	328	1,862	5,626
15,257	15,727	470	Allocated Exp. Fin	30,346	29,330	<1,016>	15,645	28,057
6,706	6,694		Allocated ExpIS	13,024	12,393	<631>	7,219	12,124
3,562	3,620	58	Allocated Exp. Mktg	7,061	6,927	<134>	3,755	6,662
9,364	9,981	617	Allocated Exp Othr SA	18,852	18,785	<67>	11,076	19,340
12,331	12,564	233	Maintenance	33,957	36,701	2,744	11,212	35,443
5,441	5,448	7	Utilities	17,929	15,701	<2,228>	5,529	15,413
5,885	5,695	<190>	Depreciation	17,614	17,085	<529>	5,277	15,831
60,520	61,825	1,305	TOTAL ALLOCATED EXP	144,852	143,319	<1,533>	61,575	138,496
211,409	230,470	<19,061>	NET INCOME (LOSS)	357,722	347,616	10,106	190,618	310,546

### UCLA STUDENT UNION INCOME STATEMENT

OCT. 03(09/30/12-10/27/12)		FISCAL YEAR 12-13			FISCAL YEAR 11-12			
	CURRENT MONTH		1	YTD 3 MO(07/29/12-10/27/12)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
20 510	27 522	1.005	EVENT CEDVICES OFFICE	144.550	147 422	1.074	40.201	12/ 04/
38,518	36,523	1,995	EVENT SERVICES OFFICE	144,559	146,433	<1,874>	49,381	136,046
2,629	2,759		RECREATION & GAMES	5,785	8,023	<2,238>	2,503	5,934
54,266 95,413	51,355 90,637	2,911 4,776	AU POST OFFICE TOTAL SALES	147,792 298,136	147,378 301,834	414 <3,698>	50,711 102,595	145,530 287,510
95,413	90,637	4,770	TOTAL SALES	290,130	301,034	<3,090>	102,595	267,510
52,648	50,225	<2,423>	AU Post Office Cost	144,478	144,136	<342>	49,505	141,905
9,043	11,290	2,247	Facilities Costs	23,050	33,540	10,490	13,396	26,538
285	50	<235>	Cost of Sales GM RM	319	100	<219>	53	177
61,976	61,565	<411>	Less: Cost of Sales	167,847	177,776	9,929	62,954	168,619
65.0	67.9	3.0	COST OF SALES %	56.3	58.9	2.6	61.4	58.7
33,437	29,072	4,365	GROSS MARGIN	130,289	124,058	6,231	39,641	118,891
35.0	32.1	3.0	GROSS MARGIN %	43.7	41.1	2.6	38.6	41.4
74 E	69.1	7.4	EVENT SERVICES OFFICE	04.1	77 1	7.0	72.9	90 E
76.5 89.2	98.2		EVENT SERVICES OFFICE RECREATION & GAMES	84.1 94.5	77.1 98.8	<4.3>	72.9 97.9	80.5 97.0
3.0	2.2	< 9.0 <i>&gt;</i>	AU POST OFFICE	2.2	2.2	<4.3 <i>&gt;</i> 0.0	2.4	2.5
3.0	2.2	0.6	AU FOST OFFICE	2.2	2.2	0.0	2.4	2.5
28,993	14,611	14,382	STUDENT UNION OPS	37,644	29,114	8,530	13,278	29,878
1,514	2,570		RECREATION & GAMES	4,571	6,938	<2,367>	2,570	6,938
9,578	9,041	537	AU POST OFFICE	25,836	25,945	<109>	8,971	25,362
40,085	26,222	13,863	OTHER INCOME	68,052	61,997	6,055	24,819	62,178
73,522	55,294	18,228	GROSS MARGIN/OTHER	198,341	186,055	12,286	64,460	181,069
			Less: Controllable Exp					
31,944	29,756	-2 100	Career Wages	87,345	89,268	1,923	29,804	89,251
22,225	22,660	<2,100 <i>&gt;</i> 435	Student Wages	59,098	64,034	4,936	24,211	64,528
54,169	52,416		TOTAL WAGES	146,443	153,302	6,859	54,015	153,779
56.8	57.8	1.1	WAGE % TO SALES	49.1	50.8	1.7	52.7	53.5
			1					
15,701	15,431		Employee Benefits	43,483	45,869	2,386	13,506	40,057
1,320	1,235		Office Supplies	2,909	2,539	<370>	975	2,441
3,399	3,254		Telephone	9,553	10,006	453	3,264	9,795
34	1,150	1,116	Trav/Trips/Conference	34	1,150	1,116	0	0
0	0	0	24 Hour Study Lounge	<30>	0	30	0	0
464 2,396	464 3,460	0 1,064	Student Comm Art	464 3,865	464 5,158	0 1,293	464 84	464 5,171
2,396 555	3,460 89	•	Training Programs Annual ASUCLA Events	3,865 17,708	17,242	1,293 <466>	649	17,242
14,422	5,402		Student Event Exp	18,706	13,704	<5,002>	6,212	12,404
503	240		Operating Supplies	1,165	950	<215>	652	1,870
20	305	285	Tournament Prizes	20	465	445	105	105
0	37	37	Replacements	0	185	185	22	292
0	0	0	Uniforms	0	0	0	67	67
314	20	<294>	Advertising	639	819	180	492	2,155
611	601	<10>	Business Promotion	1,610	1,803	193	2,354	3,402
1,243	550	<693>	Repairs & Maintenance	6,788	4,590	<2,198>	1,052	5,961
1,466	1,083		Repairs & Mtce-Equip	4,397	3,249	<1,148>	1,100	3,300
1,599	1,319		Bank Card Expense	3,761	3,776	15	1,355	3,578
1	31 1 542	31 610	Overs/Shorts	<5>	89 4 162	94	1 626	1
923 15,417	1,542 15,417	619 0	Commission Expense Interaction Fund	2,904 46,250	4,163 46,251	1,259 1	1,626 15,417	4,352
11,776	10,000		Waiver Pool	26,628	21,000	<5,628>	6,238	46,250 21,381
72,162	61,630	<10,532>	TOTAL OTHER CONTROL.	190,849	183,472	<7,377>	55,634	180,288
126,331	114,046	<12,285>	TOTAL CONTROLLABLE EXP	337,292	336,774	<518>	109,649	334,067
-,	.,	,	GROSS CONTRIBUTION TO	,			,	,
<52,809>	<58,752>	5,943	SVCS AND ENTERPRISES	<138,951>	<150,719>	11,768	<45,189>	<152,998>
			Less: Allocated Exp					
3,389	3,298	-01-	Allocated ExpHR	9,377	9,925	548	3,132	9,068
3,389 4,278	3,298 3,502		Allocated ExpHR Allocated Exp. Fin	9,377 11,892	9,925 11,211	<681>	4,325	10,705
1,880	1,490		Allocated ExpIS	5,066	4,719	<347>	1,996	4,513
999	806		Allocated Exp. Mktg	2,750	2,677	<73>	1,038	2,532
2,626	2,222		Allocated Exp. Wiktg  Allocated Exp Othr SA	7,276	7,196	<80>	3,062	7,300
36,633	37,313	680	Maintenance	100,880	109,018	8,138	33,308	105,296
16,164	16,190	26	Utilities	53,262	46,656	<6,606>	16,424	45,787
17,742	18,125	383	Depreciation	52,938	54,375	1,437	18,368	53,870
83,711	82,946	<765>	TOTAL ALLOCATED EXP	243,441	245,777	2,336	81,653	239,071
407 ====	444 (55		NET INCOME (LOCC)	200 222	20/ :::	44.5	101.015	200
<136,520>	<141,698>	5,178	NET INCOME (LOSS)	<382,393>	<396,496>	14,104	<126,842>	<392,070>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

CUBRENT MONTH   ACTUAL   BIDGET   VARIANCE   VARIANCE   CATCAL   ACTUAL   BIDGET   VARIANCE   MARIANCE   MAR	OCT. 03(09/30/12-10/27/12)		1	FISCAL YEAR 12-13		FISCAL YEAR 11-12			
288,588	· · · · · · · · · · · · · · · · · · ·		1						
1,257   300   4975   Imited Appointment   1,257   900   4,3575   0   0   0   0   0   0   0   3,3575   0   0   0   0   0   0   3,3575   0   3,431   133,651   319,7031   327,831   7,7098   70TAL WAGES   5,11   4,7   4,04   WAGES   97   ToTPAL SALES   4,6   4,4   4,01;   5,8   4,5   4,6   4,4   4,01;   5,8   4,5   4,6   4,4   4,01;   5,8   4,0	ACTUAL	BUDGET	VARIANCE						
29,908   30,295   5,387   Student Wages   88,488   101,218   12,730   36,431   103,651   310,703   327,031   7,928   701,141   7,004   7,928   701,141   7,004   7,928   701,141   7,004   7,928   701,141   7,004   7,928   7,004	288,538	291,036	2,498	Career Wages	861,776	872,647	10,871	292,722	882,465
29,908   30,295   5,387   Student Wages   88,488   101,218   12,730   36,431   103,651   310,703   327,031   7,928   701,141   7,004   7,928   701,141   7,004   7,928   701,141   7,004   7,928   701,141   7,004   7,928   7,004					-				0
5-11   4.7   -0.4   WAGE % TO TOTAL SALES   5.8   4.6   4.4   -0.15   5.8   4.5	29,908	36,295			88,488	101,218	12,730	36,431	103,651
Same	319,703	327,631	7,928	TOTAL WAGES	951,521	974,765	23,244	329,153	986,116
0   8.33   8.31   Emp. Awards, Students   0   2,499   2,499   8.61   8.61   8.61   8.62   7.02   7.02   7.00   7	5.1	4.7	<0.4>	WAGE % TO TOTAL SALES	4.6	4.4	<0.1>	5.8	4.5
123,975   122,802   8,927   Employee Benefits   374,187   397,966   23,779   118,224   351,098   9,228   9,544   316   Telephone   2,6465   29,169   2,704   8,999   27,734   9,09   1,075   3,644   <1,732>   787,07169   2,251   3,309   358   564   2,754   5,376   3,644   <1,732>   787,07169   2,251   3,309   358   564   2,754   3,665   3,966   3,9	531	1,000	469	Emp Awards, Profess.	743	3,000	2,257	675	675
6,270   7,020   750   Office Supplies   21,1514   24,057   2,543   4,628   21,649   999   1,075   166   Postage   2,951   3,309   389   564   2,734   5,576   3,644   4,17,325   Transferone   11,567   11,034   <533   865   1,566   0   40   40   40   40   40   40   4	0	833	833	Emp Awards, Students	0	2,499	2,499	861	861
9,928 9,544 316 Telephone 2,6465 29,169 2,704 8,999 2,7734 9,000 1,075 3,644 <1,722-7 TravVTrips/Conference 11,567 11,034 <533-7 88,55 5,64 <2,754	123,875	132,802	8,927	Employee Benefits	374,187	397,966	23,779	118,224	351,058
900	6,270	7,020	750	Office Supplies	21,514	24,057	2,543	4,628	21,669
5,376	9,228	9,544	316	Telephone	26,465	29,169	2,704	8,989	27,734
0         40         40         Expenses Allowance         0         120         120         0         0           388         401         43         Employee Relations         3,598         1,046         -22,552         175         800           138         114         <21>         Recruitment         722         2,565         1,938         380         741           127         500         373         Operating Supples         790         1,500         710         610         2,480           246         337         91         Uniforms         798         1,011         213         246         1,733           39         50         11         Socurity Expense         <2,649>         4,500>         -1,851         <3,377			166	Postage	2,951		358	564	2,754
358	5,376	3,644	<1,732>	Trav/Trips/Conference	11,567		<533>	865	1,566
0   855   855   Fingerprinting   627   2,565   1,938   380   744     135   114   <215   Recruitment   722   709   1,500   710   610   2,480     246   337   91   Operating Supplies   790   1,500   710   610   2,480     246   337   91   Operating Supplies   790   1,500   710   610   2,480     249   <1,500   <1,006   5,000   <1,005   5,000     271   2,482   2,211   4,647   2,671     271   2,482   2,211   4,647   4,466   7,646   7,646     1,006   1,644   <2625   Benefits U Ard V				l '					0
135				. ,	-				
127				3 1 3					
246									
<4949									
39									
271   2,482   2,211   Alarm Monitoring   7,644   7,446   6,198   2,377   7,712					-			-	<11,717>
1,725					-				0
1,906				=	-			-	
4.238				3	-			-	
10,626									
0 24 24 24 Printing 230 76 <154> 24 183 10,457 10,457 0 Bruin One Card Exp 33,691 33,691 0 10,152 32,709 5 80 75 Overs/Shorts 10 240 230 <5> <5 20,440 21,000 560 Insurance Expense 61,320 63,000 1,680 18,338 55,014 2,874 3,187 314 Professional Services 8,621 9,560 939 2,589 7,766 773 773 0 Legal 2,318 2,319 1 814 2,442 10,123 10,164 41 External Audit 30,369 30,750 381 9,668 29,854 75 0 <75> Temp Agency Service 2,205 203 <2,002 0 0 250 11 1,047 10,300 <1417 Board of Directors 27,271 30,900 3,629 10,482 30,108 200 200 0 Special Projects 726 600 <126 0 0 0 3,103 3,909 806 Misc. Bank Charges 9,995 12,222 2,227 3,795 11,866 3,151 3,100 <51> Armored Carrier Expense 9,003 9,300 297 4,561 13,383 7,640 7,640 0 UCOP Payroll Services 22,920 22,920 0 7,417 22,250 15,498 15,929 431 UCLA Recharge Expense 46,494 47,787 1,293 15,498 40,094 1,563 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,063 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0 <1,064 50 0					-			-	
10,457					-			·	
5         80         75         Overs/Shorts         10         240         230         <5>         <5           20,440         21,000         560         Insurance Expense         61,320         63,000         1,680         18,338         55,014           773         773         314         Professional Services         8,621         9,560         939         2,589         7,766           775         773         0         Legal         2,318         2,319         1         814         2,442           10,123         10,164         41         External Audit         30,369         30,750         381         9,868         29,854           75         0         <75>         Temp Agency Service         2,205         20         200         0         203         9,167         27,913           10,447         10,300         <1475									
20,440								·	
2,874   3,187   773   774   775									
10,123					-				
10,123					-			-	
75				9	-				•
9,167 9,442 275 Internal Audit 27,500 28,750 1,250 9,167 27,913 10,447 10,300 <147> Board of Directors 27,271 30,900 3,629 10,482 30,108 20,00 3,000 200 0 Special Projects 726 600 <126> 0 0 0 0 Misc. Bank Charges 9,995 12,222 2,227 3,795 11,866 3,151 3,100 <51- Armored Carrier Expense 9,003 9,300 297 4,561 13,383 7,640 7,640 0 0 UCOP Payroll Services 22,920 22,920 0 7,417 22,250 UCLA Recharge Expense 46,494 47,787 1,293 15,498 46,094 1,563 500 <1,063> 58,983 273,986 15,003 578,686 601,617 22,931 TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP 1,754,421 1,828,922 74,501 580,058 1,736,949					-			-	
10,447		_		, , ,	-				
200					-			-	
3,103   3,909   806   Misc. Bank Charges   9,995   12,222   2,227   3,795   11,866   3,151   3,100   <51 > Armored Carrier Expense   9,003   9,300   297   4,561   13,383   15,498   15,929   431   UCLA Recharge Expense   46,494   47,787   1,293   15,498   46,094   1,563   500   <1,063 >					-			·	
3,151   3,100   <51>   Armored Carrier Expense   9,003   9,300   297   4,561   13,383   15,498   15,929   431   UCLA Recharge Expense   46,494   47,787   1,293   15,498   46,094   41,563   500   <1,063>   Special Events   578,686   601,617   22,931   TOTAL OTHER CONTROL.   802,900   854,157   51,257   250,905   750,833   7578,686   601,617   22,931   TOTAL CONTROLLABLE EXP   1,754,421   1,828,922   74,501   580,058   1,736,949   15,124   17,273   2,149   Depreciation   44,701   51,819   7,118   17,653   52,459   36,691   39,135   2,444   TOTAL ALLOCATED EXP   107,667   115,433   7,766   37,968   114,175   (515,378   640,752   25,374   Allocated-Svs and Ent   <25,0579>   <547,050>   <26,471>   Allocated-Svs and Ent   <3,665>   <3,665>   <3,665>   <3,665>   <3,665>   <3,665>   <3,665>   <3,605>   <3,905>   1,097   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026>   <1,851,124   <1,743,555   <82,267   <618,026>   <1,851,124   <1,768   <1,944,355   <82,267   <618,026>   <1,851,124   <615,378   <640,752   <25,374   Allocated-GSA   <9,520>   <9,520>   <9,520>   <2,702>   <8,108   <615,378   <640,752   <25,374   TOTAL OTHER   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Gomm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,8762,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752   <25,374   Allocated-Comm Board   <1,862,088   <1,944,355   <82,267   <618,026   <1,851,124   <615,378   <640,752								-	-
7,640         7,640         0         UCOP Payroll Services         22,920         22,920         0         7,417         22,250           15,498         15,929         431         UCLA Recharge Expense         46,494         47,187         1,293         15,498         46,094           1,563         500         <1,063>         Special Events         16,611         16,700         89         2,037         12,240           258,983         273,986         15,003         TOTAL OTHER CONTROL.         802,900         854,157         51,257         250,905         750,833           578,686         601,617         22,931         TOTAL CONTROLLABLE EXP         1,754,421         1,828,922         74,501         580,058         1,736,949           Less: Allocated Exp         Less: Allocated Exp         41,209         44,547         3,338         13,606         43,012           4,603         6,616         13         Utilities         21,757         19,067         <2,690>         6,709         18,704           15,124         17,273         2,149         Depreciation         44,701         51,819         7,118         17,653         52,459           36,691         39,135         2,444         TOTAL ALLOCATED EXP				<u> </u>				-	
15,498				-	-				
1,563   500   <1,063>   Special Events   16,611   16,700   89   2,037   12,240					-			-	
TOTAL OTHER CONTROL.   802,900   854,157   51,257   250,905   750,833   1,736,949									
578,686         601,617         22,931         TOTAL CONTROLLABLE EXP         1,754,421         1,828,922         74,501         580,058         1,736,949           14,964         15,246         282         Maintenance         41,209         44,547         3,338         13,606         43,012           6,603         6,616         13         Utilities         21,757         19,067         <2,690>         6,709         18,704           15,124         17,273         2,149         Depreciation         44,701         51,819         7,118         17,653         52,459           36,691         39,135         2,444         TOTAL ALLOCATED EXP         107,667         115,433         7,766         37,968         114,175           615,378         640,752         25,374         Allocated-Svs and Ent         <1,862,088				i '					
Less: Allocated Exp  14,964									1,736,949
14,964       15,246       282       Maintenance       41,209       44,547       3,338       13,606       43,012         6,603       6,616       13       Utilities       21,757       19,067       <2,690>       6,709       18,704         15,124       17,273       2,149       Depreciation       44,701       51,819       7,118       17,653       52,459         36,691       39,135       2,444       TOTAL ALLOCATED EXP       107,667       115,433       7,766       37,968       114,175         615,378       640,752       25,374       NET EXPENSE       1,862,088       1,944,355       82,267       618,026       1,851,124         <520,579>       <547,050>       <26,471>       Allocated-Svs and Ent       <1,590,222>       <1,672,104>       <81,882>       <526,899>       <1,581,430				Less: Allocated Exp					
6,603         6,616         13         Utilities         21,757         19,067         <2,690>         6,709         18,704           15,124         17,273         2,149         Depreciation         44,701         51,819         7,118         17,653         52,459           36,691         39,135         2,444         TOTAL ALLOCATED EXP         107,667         115,433         7,766         37,968         114,175           615,378         640,752         25,374         NET EXPENSE         1,862,088         1,944,355         82,267         618,026         1,851,124           <520,579>         <547,050>         <26,471>         Allocated-Svs and Ent         <1,590,222>         <1,672,104>         <81,882>         <526,899>         <1,581,430				, i					
15,124         17,273         2,149         Depreciation         44,701         51,819         7,118         17,653         52,459           36,691         39,135         2,444         TOTAL ALLOCATED EXP         107,667         115,433         7,766         37,968         114,175           615,378         640,752         25,374         NET EXPENSE         1,862,088         1,944,355         82,267         618,026         1,851,124           <520,579>         <547,050>         <26,471>         Allocated-Svs and Ent         <1,590,222>         <1,672,104>         <81,882>         <526,899>         <1,581,430					-			-	43,012
36,691         39,135         2,444         TOTAL ALLOCATED EXP         107,667         115,433         7,766         37,968         114,175           615,378         640,752         25,374         NET EXPENSE         1,862,088         1,944,355         82,267         618,026         1,851,124           <520,579>         <547,050>         <26,471>         Allocated-Svs and Ent         <1,590,222>         <1,672,104>         <81,882>         <526,899>         <1,581,430					-			-	18,704
615,378         640,752         25,374         NET EXPENSE         1,862,088         1,944,355         82,267         618,026         1,851,124           <520,579>         <547,050>         <26,471>         Allocated-Svs and Ent         <1,590,222>         <1,672,104>         <81,882>         <526,899>         <1,581,430									
<520,579>       <547,050>       <26,471>       Allocated-Svs and Ent       <1,590,222>       <1,672,104>       <81,882>       <526,899>       <1,581,430									
<26,132>       <26,132>       0       Allocated-USAC       <74,578>       <74,578>       0       <22,809>       <68,427	615,378	640,752	25,374	NET EXPENSE	1,862,088	1,944,355	82,267	618,026	1,851,124
<26,132>       <26,132>       0       Allocated-USAC       <74,578>       <74,578>       0       <22,809>       <68,427	<520.579>	<547.050>	<26.471>	Allocated-Svs and Ent	<1.590.222>	<1,672.104>	<81.882>	<526.899>	<1,581.430>
<3,665>       <3,665>       0       Allocated-GSA       <9,520>       <9,520>       0       <2,702>       <8,108								-	<68,427>
<65,002>       <63,905>       1,097       Allocated-Comm Board       <187,768>       <188,153>       <385>       <65,616>       <193,159					-			-	<8,108>
<615,378>     <640,752>     <25,374>     TOTAL OTHER     <1,862,088>     <1,944,355>     <82,267>     <618,026>     <1,851,124								-	<193,159>
<0> 0 0 TOTAL EXPENSE 0 0 <0> 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0									<1,851,124>
	<0>	0	0	TOTAL EXPENSE	0	0	<0>	0	0

### MAINTENANCE DIVISION EXPENSE STATEMENT

	03(09/30/12-10/		
(	CURRENT MONTH	4	
ACTUAL	BUDGET	VARIANCE	
00.420	100 135	10 715	Career Wages
89,420	100,135	10,715	S .
2,779	0	<2,779>	'''
<50>	0	50	Labor Recharge
<3,512>	<4,078>	<566>	
0	<3,000>	<3,000>	,
88,637	93,057	4,420	TOTAL WAGES
52,351	60,217	7,866	Employee Benefits
188	165	<23>	' '
683	737	54	Telephone
0	180	180	Trav/Trips/Conference
4,334	4,544	210	Paper
5,238	4,151	<1,087>	
1,392	988	<404>	
930	867		Laundry
19,729	16,225	<3,504>	,
2,767	2,925	158	Repairs & Mtce-Elevator
76	0	<76>	'
149	275	126	Painting Program
0	225	225	Incidental Proj Exp
2,224	2,450	226	Air Conditioning-Maint
8,864	8,415	<449>	Rub Remvl/Hauling
3,242	3,219	<23>	3
1,069	480	<589>	Rentals-Truck
103,235	106,063	2,828	TOTAL OTHER CONTROL.
191,872	199,120	7,248	TOTAL CONTROLLABLE EX
			Less: Allocated Exp
16,006	19,665	3,659	Depreciation
16,006	19,665	3,659	TOTAL ALLOCATED EXP
207,877	218,785	10,908	NET EXPENSE
<177,078>	<188,299>	<11,221>	Allocated-Svs and Ent
<6,058>	<6,058>	0	Allocated-USAC
<2,295>	<2,295>	0	Allocated-GSA
<7,482>	<6,887>	595	Allocated-Comm Board
<14,964>	<15,246>	<282>	Allocated-A & SS
<207,877>	<218,785>	<10,908>	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE

FISCAL YEAR 12-13 FISCAL YEAR 11-12							
		LAST YEAR ACTUAL					
ACTUAL	MO(07/29/12-10	VARIANCE					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
271,782	290,610	18,828	81,515	262,868			
8,356	240,010	<8,356>	1,054	5,909			
<300>	0	300	1,054	3,909			
<11,982>	<12,587>	<605>	<4,764>	<14,399>			
<11,782> <27,798>	<9,000>	18,798	<4,704> 0	<12,735>			
240,059	269,023	28,964	77,805	241,643			
240,039	207,023	20,704	77,803	241,043			
157,960	177,853	19,893	51,041	153,558			
357	470	113	179	424			
1,852	2,652	800	536	2,066			
0	540	540	126	474			
13,715	13,752	37	4,508	13,625			
15,152	13,236	<1,916>	5,269	16,587			
3,728	3,320	<408>	1,509	4,800			
2,331	2,505	174	948	2,438			
37,769	46,675	8,906	18,177	68,235			
8,299	8,775	476	2,792	9,359			
76	200	124	0	0			
553	825	272	231	1,286			
15	675	660	0	231			
10,353	7,350	<3,003>	573	8,606			
22,205	21,445	<760>	7,006	18,859			
10,288	9,657	<631>	2,797	8,390			
1,786	1,840	54	947	1,999			
286,440	311,770	25,330	96,636	310,936			
526,498	580,793	54,295	174,441	552,579			
48,017	58,995	10,979	15,331	45,993			
48,017	58,995	10,979	15,331	45,993			
574,515	639,788	65,273	189,772	598,572			
<487,642>	<550,120>	<62,478>	<161,009>	<508,991>			
<18,174>	<18,174>	0	<6,058>	<18,174>			
<6,885>	<6,885>	0	<2,296>	<6,888>			
<20,604>	<20,062>	542	<6,803>	<21,507>			
<41,209>	<44,547>	<3,338>	<13,606>	<43,012>			
<574,514>	<639,788>	<65,274>	<189,772>	<598,572>			
1	0	<1>	0	0			

### UTILITIES EXPENSE STATEMENT

OCT.	03(09/30/12-10/		
(	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
26,440	17,216	<9,224>	Chiller Water
49,234	59,348	10,114	Elec-Non Air Cond.
8,140	8,221	81	Water-Non Air Cond.
3,592	7,239	3,647	Steam-Non Air Cond.
4,278	3,228	<1,050>	Gas
91,684	95,252	3,568	TOTAL OTHER CONTROL.
91,684	95,252	3,568	TOTAL CONTROLLABLE EXP
<78,136>	<81,686>	<3,550>	Allocated-Svs and Ent
<2,642>	<2,642>	0	Allocated-USAC
<1,001>	<1,001>	0	Allocated-GSA
<3,302>	<3,307>	<5>	Allocated-Comm Board
<6,603>	<6,616>	<13>	Allocated-A & SS
<91,684>	<95,252>	<3,568>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 12-13         FISCAL YEAR 11-12           YTD 3 MO(07/29/12-10/27/12)         LAST YEAR ACTUAL           ACTUAL         BUDGET         VARIANCE         MONTH         YTD           82,308         56,211         <26,097>         19,338         53,655           171,666         171,252         <414>         56,079         165,893           23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301									
ACTUAL         BUDGET         VARIANCE         MONTH         YTD           82,308         56,211         <26,097>         19,338         53,655           171,666         171,252         <414>         56,079         165,893           23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	F	ISCAL YEAR 12-1	FISCAL YEAR 11-12						
82,308         56,211         <26,097>         19,338         53,655           171,666         171,252         <414>         56,079         165,893           23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	YTD 3 I	MO(07/29/12-10	LAST YEAR ACTUAL						
171,666         171,252         <414>         56,079         165,893           23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333	ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
171,666         171,252         <414>         56,079         165,893           23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333									
23,077         21,934         <1,143>         9,024         20,865           10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	82,308	56,211	<26,097>	19,338	53,655				
10,706         17,341         6,635         6,099         13,771           13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	171,666	171,252	<414>	56,079	165,893				
13,275         8,182         <5,093>         2,540         6,071           301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	23,077	21,934	<1,143>	9,024	20,865				
301,032         274,920         <26,112>         93,080         260,255           301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	10,706	17,341	6,635	6,099	13,771				
301,032         274,920         <26,112>         93,080         260,255           <257,467>         <235,395>         22,072         <79,394>         <221,333>           <7,926>         <7,926>         0         <2,627>         <7,881>           <3,003>         <3,003>         0         <995>         <2,985>           <10,879>         <9,529>         1,350         <3,355>         <9,352>           <21,757>         <19,067>         2,690         <6,709>         <18,704>           <301,032>         <274,920>         26,112         <93,080>         <260,255>	13,275	8,182	<5,093>	2,540	6,071				
<257,467>       <235,395>       22,072       <79,394>       <221,333>         <7,926>       <7,926>       0       <2,627>       <7,881>         <3,003>       <3,003>       0       <995>       <2,985>         <10,879>       <9,529>       1,350       <3,355>       <9,352>         <21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>	301,032	274,920	<26,112>	93,080	260,255				
<7,926>       <7,926>       <7,881>         <3,003>       <3,003>       <995>       <2,985>         <10,879>       <9,529>       1,350       <3,355>       <9,352>         <21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>	301,032	274,920	<26,112>	93,080	260,255				
<7,926>       <7,926>       <7,881>         <3,003>       <3,003>       <995>       <2,985>         <10,879>       <9,529>       1,350       <3,355>       <9,352>         <21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>									
<3,003>       3,003>       0       <995>       <2,985>         <10,879>       <9,529>       1,350       <3,355>       <9,352>         <21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>	<257,467>	<235,395>	22,072	<79,394>	<221,333>				
<10,879>       <9,529>       1,350       <3,355>       <9,352>         <21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>	<7,926>	<7,926>	0	<2,627>	<7,881>				
<21,757>       <19,067>       2,690       <6,709>       <18,704>         <301,032>       <274,920>       26,112       <93,080>       <260,255>	<3,003>	<3,003>	0	<995>	<2,985>				
<301,032> <274,920> 26,112 <93,080> <260,255>	<10,879>	<9,529>	1,350	<3,355>	<9,352>				
	<21,757>	<19,067>	2,690	<6,709>	<18,704>				
0 0 0 0 0	<301,032>	<274,920>	26,112	<93,080>	<260,255>				
0 0 0 0									
	0	0	0	0	0				