ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

November (10/27/13 - 11/23/13)

Prepared

December 17, 2013

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

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168 10.9% 151 10.1% (17) (0.8) (6) 0.7 162 11.6% UCLA Restaurants 559 11.1% 535 10.7% (24) (0.4) (17) 0.2 241 47.3% 173 44.0% (68) (3.3) (140) (12.1) 101 35.2% Services Division 551 38.5% 550 38.1% (1) (0.4) (100) (3.2 50 38.8% 42 36.5% (8) (2.3) (6) (1.8) 44 37.0% UCLA Student Union 190 35.7% 178 37.8% (12) 2.1 1 3.7 713 14.2% 613 12.9% (100) (1.3) (140) (2.2) 573 12.0% TOTAL 2,357 9.4% 2,274 8.8% (83) (0.6) (172) (0.9	542 11 451 35
241 47.3% 173 44.0% (68) (3.3) (140) (12.1) 101 35.2% Services Division 551 38.5% 550 38.1% (1) (0.4) (100) (3.2 50 38.8% 42 36.5% (8) (2.3) (6) (1.8) 44 37.0% UCLA Student Union 190 35.7% 178 37.8% (12) 2.1 1 3.7 713 14.2% 613 12.9% (100) (1.3) (140) (2.2) 573 12.0% TOTAL 2,357 9.4% 2,274 8.8% (83) (0.6) (172) (0.9 CONTRIBUTION	451 35
50 38.8% 42 36.5% (8) (2.3) (6) (1.8) 44 37.0% UCLA Student Union 190 35.7% 178 37.8% (12) 2.1 1 3.7 713 14.2% 613 12.9% (100) (1.3) (140) (2.2) 573 12.0% TOTAL 2,357 9.4% 2,274 8.8% (83) (0.6) (172) (0.9 CONTRIBUTION	
713 14.2% 613 12.9% (100) (1.3) (140) (2.2) 573 12.0% TOTAL 2,357 9.4% 2,274 8.8% (83) (0.6) (172) (0.9)	
CONTRIBUTION	191 39
	2,185 8
278 9.8% 257 9.3% 21 0.5 (114) (3.4) 392 13.2% (UCLA Store 2.340 13.0% 2.480 13.1% (140) (0.1) (203) (0.3	
	2,543 13
315 20.5% 293 19.6% 22 0.9 84 3.9 231 16.6% UCLA Restaurants 628 12.4% 602 12.1% 26 0.3 58 0.5	570 11
220 43.1% 170 43.3% 50 (0.2) 82 (5.0) 138 48.1% Services Division 681 47.5% 693 48.1% (12) (0.6) 41 (2.5)	640 50
(44) (34.1%) (52) (45.2%) 8 11.1 6 7.9 (50) (42.0%) UCLA Student Union (163) (30.6%) (206) (43.7%) 43 13.1 26 8.4	(189) (39
769 15.3% 668 14.0% 101 1.3 58 0.4 711 14.9% TOTAL 3,486 13.9% 3,569 13.8% (83) 0.1 (78) 0.0	3,564 13
ALLOCATED EXPENSES	
515 10.3% 529 11.1% 14 0.8 (28) (0.1) 487 10.2% Admin&Support Services 2,062 8.2% 2,131 8.2% 69 0.0 (93) (0.5	1,969 7
194 3.9% 184 3.9% (10) 0.0 (6) 0.0 188 3.9% Maintenance Division 693 2.8% 745 2.9% 52 0.1 (24) (0.2	669 2
102 2.0% 96 2.0% (6) 0.0 1 0.2 103 2.2% Utilities 451 1.8% 397 1.5% (54) (0.3) (69) (0.3)	382 1
220 4.4% 233 4.9% 13 0.5 6 0.3 226 4.7% Depreciation 877 3.5% 932 3.6% 55 0.1 22 0.0	899 3
1,031 20.5% 1,042 21.9% 11 1.4 (27) 0.6 1,004 21.1% TOTAL 4,083 16.3% 4,205 16.3% 122 0.0 (164) (1.0	3,919 15
NET INCOME (LOSS)	
(262) (5.2%) (374) (7.9%) 112 2.7 31 1.0 (293) (6.2%) FROM OPERATIONS (597) (2.4%) (636) (2.5%) 39 0.1 (242) (1.0	(355) (1
OTHER INC/(EXP)	
14 0.3% 0 0.0% 14 0.3 5 0.1 9 0.2% Non-Recurrent Inc/(Exp) 34 0.1% 0 0.0% 34 0.1 22 0.1	12 0
17 0.3% 18 0.4% (1) (0.1) (5) (0.2) 22 0.5% Interest Income 72 0.3% 71 0.3% 1 0.0 (11) 0.0 (47) (0.9%) (46) (1.0%) (1) 0.1 7 0.2 (54) (1.1%) Interest (Expense) (187) (0.7%) (186) (0.7%) (1) 0.0 27 0.1	83 0
(47) (0.9%) (46) (1.0%) (1) 0.1 7 0.2 (54) (1.1%) Interest (Expense) (187) (0.7%) (186) (0.7%) (1) 0.0 27 0.1 0.0 0.0% 0 0.0% 0 0.0% 0 0.0% 0 0.0 0.0	(214) (0 0 0
0 0.0% 0 0.0% 0 0.00 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0 0.0 0	810 3
195 3.9% 183 3.8% 12 0.1 16 0.1 179 3.8% TOTAL 764 3.0% 730 2.8% 34 0.2 73 0.3	691 2
(67) (1.3%) (191) (4.0%) 124 2.7 47 1.1 (114) (2.4%) NET INCOME (LOSS) 167 0.7% 94 0.4% 73 0.3 (169) (0.6	336 1
(67) (1.3%) (191) (4.0%) 124 2.7 47 1.1 (114) (2.4%) NET INCOME (LOSS) 167 0.7% 94 0.4% 73 0.3 (169) (0.6 * Without Benefits	

^{*} Without Benefits

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

		NOVE	MBFR (10	/27/13 - 11/2	3/13)			FY 12	2-13	1			F	ISCAL YEA	R 2013-201	1			FY 1	2-13
		11011		T MONTH	0/10/			**							7/28/13 - 11				**	
ACTU	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT		ACT	JAL	BUD			VARIA	ANCE		LAST YE	AR ACT
				ACT/	BUD	ACT/LY	ACT								ACT/	BUD	ACT/L	Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,849		2,757		92	3.3%	(113)	(3.8%)	2,962		UCLA Store	18,060		18,928		(868)	(4.6%)	(1,071)	(5.6%)	19,131	
1,536		1,498		38	2.5%	143	10.3%	1,393		UCLA Restaurants	5,046		4,993		53	1.1%	243	5.1%	4,803	
510		393		117	29.8%	223	77.7%	287		Services Division	1,433		1,442		(9)	(0.6%)	154	12.0%	1,279	
129		115		14	12.2%	10	8.4%	119		UCLA Student Union	532		471		61	13.0%	47	9.7%	485	
5,024		4,763		261	5.5%	263	5.5%	4,761		TOTAL	25,071		25,834		(763)	(3.0%)	(627)	(2.4%)	25,698	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,053	37.0%	1,042	37.8%	11	(8.0)	(115)	(2.4)	1,168		UCLA Store	5,542	30.7%	5,710	30.2%	(168)	0.5	(150)	0.9	5,692	29.8%
1,091	71.0%	1,066	71.2%	25	(0.2)	101	(0.1)	990	71.1%	UCLA Restaurants	3,556	70.5%	3,540	70.9%	16	(0.4)	169	0.0	3,387	70.5%
510	100.0%	392	99.7%	118	0.3	223	0.0	287	100.0%	Services Division	1,432	99.9%	1,440	99.9%	(8)	0.0	155	0.1	1,277	99.8%
69	53.5%	56	48.7%	13	4.8	11	4.8	58	48.7%	UCLA Student Union	283	53.2%	236	50.1%	47	3.1	27	0.4	256	52.8%
2,723	54.2%	2,556	53.7%	167	0.5	220	1.6	2,503	52.6%	TOTAL	10,813	43.1%	10,926	42.3%	(113)	0.8	201	1.8	10,612	41.3%
										TOTAL CONTROLLABLES										
775	27.2%	784	28.4%	9	1.2	1	(1.0)	776		UCLA Store	3,202	17.7%	3,230	17.1%	28	(0.6)	(52)	(1.2)	3,150	16.5%
776	50.5%	773 223	51.6%	(3)	1.1	(17)	4.0	759	54.5%	UCLA Restaurants	2,928 750	58.0%	2,938	58.8%	10	0.8	(111)	0.7	2,817	58.7%
290 113	56.9% 87.6%	107	56.7% 93.0%	(67) (6)	(0.2) 5.4	(141) (5)	(5.0) 3.2	149 108	51.9% 90.8%	Services Division UCLA Student Union	750 446	52.3% 83.8%	747 441	51.8% 93.6%	(3) (5)	(0.5) 9.8	(113) 0	(2.5) 8.2	637 446	49.8% 92.0%
1.954	38.9%	1.887	39.6%	(67)	0.7	(162)	(1.3)	1,792		TOTAL	7.326	29.2%	7,356	28.5%	30	(0.7)	(276)	(1.8)	7,050	27.4%
1,004	00.070	1,001	00.070	(01)	0.7	(102)	(1.0)	1,732	01.070		7,020	20.270	7,000	20.070		(0.1)	(270)	(1.0)	7,000	27.470
							(0.4)			CONTRIBUTION		40.00/		40.407	(4.40)	(0.4)	(000)	(0.0)		
278	9.8%	257	9.3%	21	0.5	(114)	(3.4)	392		UCLA Store	2,340	13.0%	2,480	13.1%	(140)	(0.1)	(203)	(0.3)	2,543	13.3%
315 220	20.5% 43.1%	293 170	19.6% 43.3%	22 50	0.9 (0.2)	84 82	3.9	231 138	16.6% 48.1%	UCLA Restaurants Services Division	628 681	12.4% 47.5%	602 693	12.1% 48.1%	26	0.3 (0.6)	58 41	0.5 (2.5)	570 640	11.9% 50.0%
(44)	(34.1%)	(52)	(45.2%)	8	11.1	6	(5.0) 7.9	(50)		UCLA Student Union	(163)	(30.6%)	(206)	(43.7%)	(12) 43	13.1	26	8.4	(189)	(39.0%)
769	15.3%	668	14.0%	101	1.3	58	0.4	711	. ,	TOTAL	3.486	13.9%	3.569	13.8%	(83)	0.1	(78)	0.0	3.564	13.9%
							-				0,100	1010,0	5,555		(55)	-	(1-0)		2,001	
407	47.40/	404	47.00/	4	0.7	40	(0.2)	407	40.00/	ALLOCATED EXPENSES UCLA Store	2.400	40.00/	2,253	44.00/	54	(0.0)	(50)	(4.0)	0.440	44.00/
487 377	17.1% 24.5%	491 386	17.8% 25.8%	9	0.7 1.3	10 (17)	(0.3)	497 360	25.8%	UCLA Store UCLA Restaurants	2,199 1,308	12.2% 25.9%	1,340	11.9% 26.8%	54 32	(0.3) 0.9	(50) (73)	(1.0) (0.2)	2,149 1,235	11.2% 25.7%
77	15.1%	79	20.1%	2	5.0	(21)	4.4	56	19.5%	Services Division	230	16.1%	271	18.8%	41	2.7	(30)	(0.2)	200	15.6%
90	69.8%	86	74.8%	(4)	5.0	1	6.7	91	76.5%	UCLA Student Union	346	65.0%	341	72.4%	(5)	7.4	(11)	4.1	335	69.1%
1,031	20.5%	1,042	21.9%	11	1.4	(27)	0.6	1,004	21.1%	TOTAL	4,083	16.3%	4,205	16.3%	122	0.0	(164)	(1.0)	3,919	15.3%
										NET INCOME (LOSS)										
										FROM OPERATIONS										
(209)	(4.2%)	(234)	(4.9%)	25	0.7	(104)	(2.0)	(105)	(2.2%)	UCLA Store	141	0.6%	226	0.9%	(85)	(0.3)	(252)	(0.9)	393	1.5%
(62)	(1.2%)	(93)	(2.0%)	31	0.8	67	1.5	(129)	(,	UCLA Restaurants	(680)	(2.7%)	(737)	(2.9%)	57	0.2	(16)	(0.1)	(664)	(2.6%)
143	2.8%	91	1.9%	52	0.9	61	1.1	82	1.7%	Services Division	451	1.8%	422	1.6%	29	0.2	11	0.1	440	1.7%
(134)	(2.7%)	(138)	(2.9%)	4	0.2	7	0.3	(141)	(3.0%)	UCLA Student Union	(509)	(2.0%)	(547)	(2.1%)	38	0.1	15	0.0	(524)	(2.0%)
(262)	(5.2%)	(374)	(7.9%)	112	2.7	31	1.0	(293)	(6.2%)	TOTAL	(597)	(2.4%)	(636)	(2.5%)	39	0.1	(242)	(1.0)	(355)	(1.4%)
										OTHER INC/(EXP)										
14	0.3%	0	0.0%	14	0.3	5	0.1	9	0.2%	Non-Recurrent Inc/(Exp)	34	0.1%	0	0.0%	34	0.1	22	0.1	12	0.0%
17	0.3%	18	0.4%	(1)	(0.1)	(5)	(0.2)	22	0.5%	Interest Income	72	0.3%	71	0.3%	1	0.0	(11)	0.0	83	0.3%
(47)	(0.9%)	(46)	(1.0%)	(1)	0.1	7	0.2	(54)	, ,	Interest (Expense)	(187)	(0.7%)	(186)	(0.7%)	(1)	0.0	27	0.1	(214)	(0.8%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
211	4.2%	211	4.4%	0	(0.2)	9	0.0	202	4.2%	Student Union Fee Income	845	3.4%	845	3.3%	0	0.1	35	0.2	810	3.2%
195	3.9%	183	3.8%	12	0.1	16	0.1	179	3.8%	TOTAL	764	3.0%	730	2.8%	34	0.2	73	0.3	691	2.7%
(67)	(1.3%)	(191)	(4.0%)	124	2.7	47	1.1	(114)	(2.4%)	NET INCOME (LOSS)	167	0.7%	94	0.4%	73	0.3	(169)	(0.6)	336	1.3%

P/L Reconciliation Nov-13

Financial Analysis							
	Nov	v-13					
Budgeted Net Income/(Loss)		(19					
UCLA Store							
Gross Margin:							
Bearwear gross income \$30K below plan due to aggressive sales plan which attempted to off-set sales last year resulting from the victory							
over USC, and overestimated the impact of Thanksgiving shifting out one week as compared to prior year	(21)						
E-Commerce gross income \$30K above plan due to impact of two Score Bigs, additional e-mails and adwork marketing	14						
Graduation ETC gross income \$6K above plan due to sales of fine regalia higher than projected	5						
New Text gross income \$35K above plan due to textbook sale to Anderson School that was budgeted in October	5						
Computer Store gross margin below plan due to lower margin purchases (tablets) and holiday deal buy-ins (Dell), and higher than							
budgeted warranty labor and parts sales (at no margin) vs. non-warranty labor revenue	(8)						
HSS Dental gross income \$35K above plan due to unanticipated special order and timing of the arrival of backordered dental kit							
merchandise	11						
Other, mostly positive controllables	15						
Total Contribution		21					
UCLA Restaurants							
Gross Margin:							
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	6						
Wetzels/RX gross income \$5K below plan due to some customer traffic patterns shifting	(4)						
NO Campus Student CTR gross income \$5K below plan due to early closure and limited sales on 11/7 resulting from gas line break	(4)						
Luvalle Food Servery gross income \$13K below plan due to new sales programs not started	(9)						
Cooperage gross income \$13K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(8)						
Taco Bell gross income \$12 below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(8)						
Catering gross income \$47K above plan due to increase in Athletics sales and other campus clients. Additionally, increase in							
sales resulted in increase in other income, especially Athletics, for china rentals, servers and white coat chefs for action stations	32						
Concessions gross income \$37K above plan mainly due to timing; 6 actual men's basketball events but only 3 budgeted for November	24						
Other, mostly negative controllables	(7)						
Total Contribution		22					
Services							
Gross Margin:							
Licensing domestic income above plan due to receipts of a previously delayed minimum guarantee installment from Adidas, unbudgeted							
Coco Cola income, and UCLA Store key vendors increase over prior year	89						
Licensing foreign income above plan due to minimum guarantees for the Middle East not previously booked as negotiations for the							
applicable commission rate were on-going at the time	30						
Leased Ops income above plan mostly resulting from Wolfgang Puck utilities (catch-up entries)	7						
Photography income below plan due to mostly to timing of events which will occur in December	(8)						
Other, negative controllables mainly in Licensing	(68)						
Total Contribution		50					
UCLA Student Union							
Gross Margin:							
Student Union Ops gross margin above plan due to multiple corporate promotional events, a high cost Pan-Hellenic event and minimal							
costs for the Admissions presentations in GVPL (3x/week)	15						
Other, negative controllables	(7)						
Total Contribution		8					
Allocated Expenses and Other							
A&SS lower than plan in other controllables	14						
Maintenance higher than plan resulting mostly in repairs and maintenance for water leaks in A-Level men's restroom, KH stone pavers							
high voltage switch change out at CSSC, backflow device and mainline stoppages at NC due to grease build-up	(10)						
Utilities higher than plan mainly in electricity where all areas are higher, (partial reason is timing of the reads which were a few days later							
than usual which resulted in extra days), with some offset in lower chiller water	(6)						
Depreciation lower than plan due to timing of capitals	13						
Other, mostly positive non-recurring	12						
Total		23					
Actual Net Income/(Loss)		(6'					

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

Festives' gross income SNR below plan the to positive impact for instituted foot traffic due to Luskin Conference Center construction, and uales decline in Health Beauty products E. Commerce gross income SAR below plan due to positive impact from football and the Score flig promotions, successful LA Midwight limited edition jerse yeals and e-mish Comparer Store gross income SAR below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from contour response to remodeling (77) New Text gross income SAR below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from contour response to remodeling (87) New Text gross income SSR below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from contour response income SSR below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from contour some SSR below plan due to continued downward sales trend in texthook sales and lower web sales resulting in lower postage income (88) Clearl Text gross income SSR below plan due to continued downward sales trend in texthook sales and lower web sales resulting in lower postage income (80) Clearl Text gross income SSR below plan due to continued downward sales trend in texthook sales and lower web sales resulting in lower postage income SSR below plan due to one-price over a sale of the sales (direct department, digital sales for summor course) Lavable Rods gross income SSR below plan due to one-price over a sale (direct department, digital sales for summor course) Live Status sales (Status sales) Constitution of the sales (Status sales	\$000's	\$00
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	2	52
meter in Ackerman installed after the budget was completed, and higher electricity (some of this due to extra days in this month's billing).	\perp	
		(54)
		55
	4	34
Total Actual Net Income/(Loss)	+	+

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

	Current Month	Prior Month	Prior Year
	November 2013	October 2013	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,943	\$12,577	\$11,541
Accounts receivable	5,050	4,342	3,369
Less: Allowance for doubtful accounts	(144)	(154)	(131)
Accounts receivable, net	4,906	4,187	3,239
Student fees receivable	1,234	1,023	389
Inventories	6,212	6,982	6,379
Prepaid expenses and other current assets	143	204	243
Total current assets	23,438	24,973	21,791
LONG TERM ASSETS			
Property, equipment and improvements	66,190	66,137	65,205
Less: Accumulated depreciation	(39,746)	(39,526)	(38,869)
Total Long Term Assets	26,443	26,611	26,336
TOTAL ASSETS	49,882	51,584	48,128
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,850	\$6,829	\$4,921
Wages and payroll taxes payable	2,914	3,043	3,085
Sales Tax Payable & Other Liabilities	1,083	1,559	837
Interest payable	333	286	146
Deferred Income	589	674	182
Funds Held for Others	128	142	139
Current portion of long term debt	708	708	708
Total current liabilities	11,606	13,242	10,018
	11,000	. 5,2 . 2	
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
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TOTAL LIABILITIES	23,197	24,833	21,609
	20,:01	2 .,000	2.,000
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	166	233	20,439 59
real to date not income/(loss)	100	200	39
Ending Balance	26,685	26,751	26,518
Thanky Salarioo	20,000	20,701	20,010
TOTAL LIABILITIES AND RETAINED EARNINGS	49,882	51,584	48,128
. O LE LINDIETTE O , MO TE I / MITED E/MITINGO	73,002	01,007	70,120

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

November 2013 (\$000's)

	Current Month	Year to Date	Prior Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES: Net income/(loss) Adjustments to reconcile net income/(loss) to net	(\$67)	\$166	\$336
cash provided/(used) by operating activities: Depreciation - PP&E Depreciation - textbook rental equipment Loss (Gain) on disposals of fixed assets	220 0 0	877 0 0	899 0 0
(Gain) Loss on long-term debt refinancing (Increase)/decrease in current assets: Accounts receivable Student fees receivable	0 0 (719) (211)	0 0 (1,667) (844)	0 0 (322) (808)
Inventories Prepaid expenses and other current assets Increase/(decrease) in current liabilities: Accounts payable	769 61 (979)	166 100 928	803 112 0 (1,283)
Sales Tax payable & other liabilities Wages and payroll taxes payable Interest payable Deferred Income	(476) (129) 47 (85)	247 (170) 188 406	161 248 215 187
Funds held for others Other Current Liabilities (Current Portion of LT Debt)	(14)	(11)	20 0
Net cash provided/(used) by operating activities CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: Purchase of textbook rental equipment Purchase of property, equipment and improvements	(\$1,582) 0 (52)	\$387 \$0 (984)	\$567 0 (365)
Net cash used in investing activities	(\$52)	(\$984)	(\$365)
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	(\$1,634)	(\$597)	\$201
CASH AND CASH EQUIVALENTS, Beginning	\$12,577	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$10,943	\$10,943	\$10,452

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

November 2013

(\$000's)

CASH AND CASH EQUIVALENTS	10,943
Less: Committed Capital Projects	
Ackerman B & A Level Remodel	(1,828)
Casual Dining	(158)
Ostin Music Café	(300)
Store POS	(150)
Terrace Food Court Patio Upgrade	(350)
Student Service Center	(254)
Subtotal	(3,040)
Adjustment for Cash Overdraft Entry	(1,297)
Uncommitted Cash	6,606
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	7,489
RESERVE SURPLUS (DEFICIT)	(883)

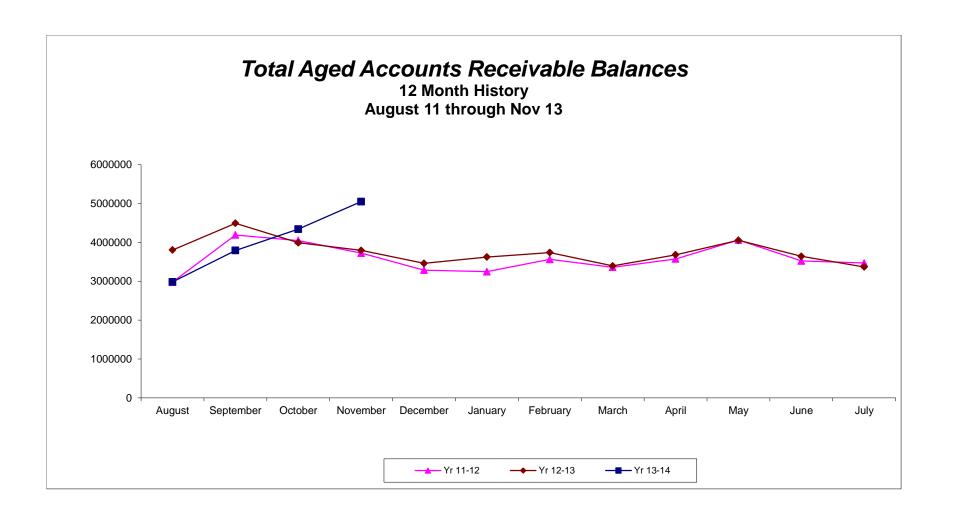
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's)

FY 2013-2014 November 2013

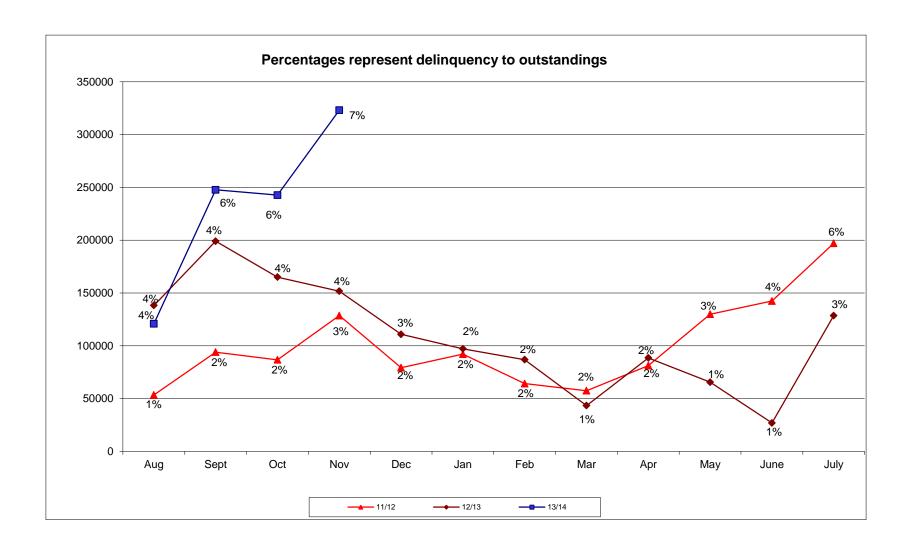
	1	F 1 ZUI3-Z	014 Novemb	er 2013				
DDO JECT NAME	BUDGET				PROJECTED		0	_
PROJECT NAME	BUDGET	Payments	PO's	Total	Remaining Balance	Pendina	Over (Under)	Status
Store/Services			, , ,	IOI	Dulanica	CHAING		
2013-S001 Store General Replacement	50.0	19.0	0.0	19.0	31.0		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 HSS Remodel	50.0	37.6	10.9	48.5	1.5		0.0	In Progress
2013-S004 Hilltop Shop Remodel	50.0	14.6	12.4	27.0	23.0		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Awaioting Invoice
2013-S006 LuValle Store Renovation	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2013-S007 NC Shop Renovation	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2013-S044 Essential Fixture Replacement	0.0	36.0	0.0	36.0	4.0		40.0	In Progress
2013-S045 Market-Cards Reconfiguration	0.0	0.0	0.0	0.0	30.0		30.0	Pending
Total Store/Services	236.0	119.3	36.6	155.9	89.5	61.0	70.4	
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	6.5	5.8	12.3	37.7		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2013-F014 Infrastucture & Equiptment-Drake Concessions	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F016 Relaxtation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F019 Lu Valle Refrigerator	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F020 Relocate Tsunami	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F041 Food Carts	0.0	13.3	13.5	26.8	3.2		30.0	In Progress
Total Food Services	356.0	19.8	21.1	40.9	49.1	296.0	30.0	
<u>Technology</u>								
2013-T021 Network Infrastructure Upgrade	20.0	3.8	0.0	3.8	16.2		0.0	In Progress
2013-T022 Printer Replacement	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T024 AU Expansion of UCLA Wireless Network	8.0	0.0	2.6	2.6	5.4		0.0	In Progress
2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2013-T027 Marketing Software Upgrade	7.5	0.0	0.0	0.0	0.0	7.5	0.0	Pending
2013-T028 Marketing Color Laser Printer Total Technology	6.0 171.5	0.0 3.8	0.0 2.6	0.0 6.4	0.0 21.6	6.0 143.5	0.0	Pending
	171.0	3.0	2.0	0.4	21.0	143.5	0.0	
Others	10.0	0.0	0.7	0.7	11 /		0.0	In Danier
2013-O029 Game Center Technical Upgrades 2013-O030 SUO General Replacement	12.0 15.0	0.0	0.6 0.0	0.6 0.0	11.4 0.0	15.0	0.0 0.0	In Progress Pending
2013-0030 Sub-General Replacements	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-0037 Custodial Replacements 2013-0032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0	40.0	0.0	Pending
2013-0033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-O034 AGB/BRR Trash Cans	7.2	0.0	0.0	0.0	0.0	7.2	0.0	Pending
2013-O035 Student Service Center	300.0	0.0	46.3	46.3	253.7		0.0	In Progress
2013-O036 Fac. Misc. Remodels	25.0	3.0	4.0	7.0	18.0		0.0	In Progress
2013-O037 Lu Valle Roof Membrane	75.0	0.0	37.6	37.6	37.4		0.0	In Progress
2013-O038 Energy/IUtilities Efficiency Project	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-O039 Finance Misc. Replacements	15.0	0.0	0.6	0.6	0.0	15.0	0.0	Pending
2013-0040 General Replacements	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2013-0042 Daily Bruin Flooring	0.0	0.0	48.4	48.4	0.0	224.2	48.4	In Progress
Total Others	636.2	3.0	137.5	140.5	320.5	224.2	48.4	
Total Current Year Projects	1,399.7	145.9	197.8	343.7	480.7	724.7	148.8	

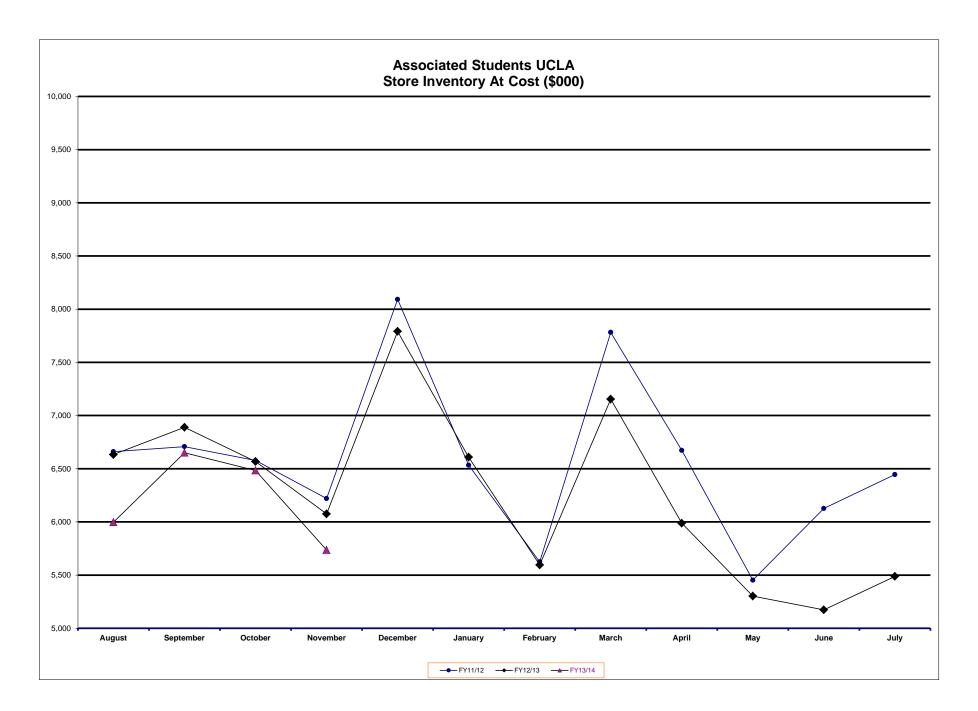
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

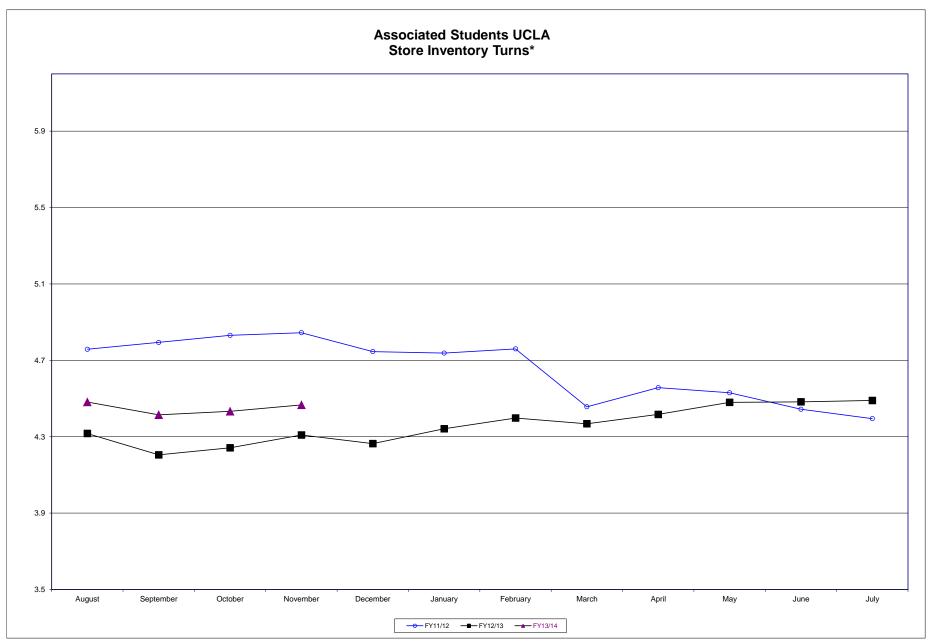
11/23/2013 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$717,789	18%	\$526,053	82%	\$110,724	93%	\$9,585	7%	\$3,982	4%	\$1,754	-7%	\$1,369,887	27%
ASUCLA PUBLICATIONS	\$237,751	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$237,751	5%
ASUCLA USA/GSA	\$81,568	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$81,568	2%
DUE FROM VENDORS	\$871,737	21%	\$6,888	1%	(\$536)	0%	\$123,992	88%	\$82,661	93%	(\$29,711)	118%	\$1,055,031	21%
DENTAL KITS	\$447,293	11%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$447,293	9%
OTHER	\$1,730,438	42%	\$107,334	17%	\$8,537	7%	\$6,888	5%	\$2,613	3%	\$2,712	-11%	\$1,858,522	37%
TOTAL CURRENT MONTH	\$4,086,576	100%	\$640,275	100%	\$118,725	100%	\$140,465	100%	\$89,256	100%	(\$25,245)	100%	\$5,050,052	100%
	81%		13%		2%		3%		2%		0.0%		100%	
10/26/2013 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$690,712	17%	\$180,487	28%	\$11,369	10%	\$6,601	5%	\$4,793	6%	\$2,008	-8%	\$895,970	21%
ASUCLA PUBLICATIONS	\$159,787	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$159,787	4%
ASUCLA USA/GSA	\$72,947	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$72,947	2%
DUE FROM VENDORS	\$144,358	4%	(\$362)	0%	\$22,447	19%	\$113,241	81%	\$75,494	85%	(\$20,433)	81%	\$334,745	8%
DENTAL KITS	\$529,680	13%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$529,680	12%
OTHER	\$2,234,375	55%	\$87,081	32%	\$12,238	26%	\$4,768	3%	\$244	0%	\$9,899	-39%	\$2,348,605	54%
TOTAL CURRENT MONTH	\$3,831,859	100%	\$267,206	100%	\$46,054	100%	\$124,610	100%	\$80,531	100%	(\$8,526)	100%	\$4,341,734	100%
	88%		6%		1%		3%		2%		0%		100%	
9/28/2013 Sept	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$986,613	29%	\$20,997	20%	\$11,419	5%	\$5,057	24%	\$91	-1%	\$889	3%	\$1,025,066	27%
ASUCLA PUBLICATIONS	\$166,630	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$166,630	4%
ASUCLA USA/GSA	\$59,592	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$59,592	6%
DUE FROM VENDORS	\$17,395	1%	\$23,159	22%	\$195,373	92%	(\$22,453)	-105%	(\$14,969)	125%	\$16,902	65%	\$215,407	6%
DENTAL KITS	\$750,070	22%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$750,070	20%
OTHER	\$1,462,698	41%	\$58,774	58%	\$5,630	3%	\$38,863	181%	\$2,866	-24%	\$8,039	32%	\$1,576,870	42%
TOTAL CURRENT MONTH	\$3,442,998	100%	\$102,930	100%	\$212,422	100%	\$21,467	100%	(\$12,012)	100%	\$25,830	100%	\$3,793,635	100%
	92%		2%		6%		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.

Nov	04/40/07/40 44/	22 (42)	ī		70011 1/515 10 1		F70011 V	TAR 42 42
	04(10/27/13-11/: CURRENT MONTH				ISCAL YEAR 13-1 MO(07/28/13-11			EAR 12-13 IR ACTUAL
ACTUAL	BUDGET	VARIANCE	İ	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
934,533 1,234,774	899,132 1,276,649	35,401 <41,875>	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	7,799,887 4,864,203	8,571,183 4,936,779	<771,296> <72,576>	831,390 1,483,040	8,729,321 5,061,491
106,429	94,300	12,129	HILLTOP SHOP	320,898	324,300	<3,402>	91,408	313,380
134,213	129,350	4,863	LU VALLE COMMONS STORE	1,067,338	1,258,378	<191,040>	122,375	1,209,618
183,235	150,000	33,235	E-COMMERCE DIVISION	687,267	583,000	104,267	213,671	554,951
191,912	145,891	46,021	HEALTH SCIENCES STORE	2,982,252	2,934,787	47,465	143,254	2,975,098
2,785,095	2,695,322	89,773	TOTAL SALES	17,721,845	18,608,427	<886,582>	2,885,138	18,843,859
1,783,868	1,704,840	<79,028>	Less: Cost of Sales	12,442,161	13,144,905	702,744	1,781,928	13,360,832
2,: 22,222	_,, ,,,,,,,	,		,,	,- : ,,		-,:,:	
			Less: Shrinkage					
3,586 5,135	3,030 5,350	<556> 215	ACADEMIC SUPPORT DIV GENERAL MDSE DIVISION	32,976 20,703	31,040 20,910	<1,936> 207	3,070 6,188	34,423 21,322
512	440	<72>		1,500	1,510	10	435	1,456
827	680		LU VALLE COMMONS STORE	6,486	6,360	<126>	751	7,131
681	530		E-COMMERCE DIVISION	2,559	2,070	<489>	811	2,068
1,289	810	<479>		11,084	10,720	<364>	975	11,259
12,030 1,795,898	10,840 1,715,680	<1,190> <80,218>		75,307 12,517,468	72,610 13,217,515	<2,697> 700,047	12,230 1,794,158	77,658 13,438,490
1,793,090	1,713,000	<00,210×	TOTAL COST OF SALES	12,317,400	13,217,313	700,047	1,7 54,130	13,430,430
64.1	63.3	<0.8>	COST OF SALES %	70.2	70.6	0.4	61.8	70.9
989,197	979,642	9,555	GROSS MARGIN	5,204,377	5,390,912	<186,535>	1,090,980	5,405,369
36.0	36.8	<0.8>	GROSS MARGIN %	29.8	29.4	0.4	38.2	29.1
0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.0>	0.4	0.4
35.5	36.4	<0.8>	NET GROSS MARGIN %	29.4	29.0	0.4	37.8	28.7
55.5	30.1	10.07		23.1	25.0	5.1	57.10	20.7
14.6	15.5	<0.9>		18.2	18.2	<0.0>	15.6	18.2
49.3	49.3	<0.1>		48.7	48.8	<0.1>	48.8	48.3
38.2	39.3		HILLTOP SHOP	40.0	39.9	0.2	39.0	40.5
39.0 46.9	39.6 46.4	<0.5> 0.5	LU VALLE COMMONS STORE E-COMMERCE DIVISION	28.4 49.2	27.8 49.9	0.6 <0.7>	38.5 46.3	27.0 49.8
34.3	36.2	<2.0>		21.6	22.1	<0.4>	38.8	21.7
			İ					
63,591	61,918	1,673	OTHER INCOME	337,805	319,211	18,594	77,302	286,721
1,052,788	1,041,560	11,228	GROSS MARGIN/OTHER	5,542,183	5,710,123	<167,940>	1,168,282	5,692,090
			Less: Controllable Exp					
			Less. Controllable Exp					
251,620	262,578	10,958	Career Wages	1,023,970	1,059,946	35,976	258,353	1,055,542
0	2,435	2,435	Limited Appointment	0	10,349	10,349	0	6,221
141,740	129,541	<12,199>	Student Wages	602,217	571,489	<30,728>	118,939	558,918
393,359 14.1	394,554 14.6	1,195 0.5	TOTAL WAGES WAGE % TO SALES	1,626,187 9.2	1,641,784 8.8	15,598 <0.4>	377,292 13.1	1,620,681 8.6
17.1	14.0	0.5	WAGE 70 TO SALES	5.2	0.0	\U. \\ \	13.1	0.0
127,215	142,982	15,767	Employee Benefits	518,682	577,413	58,731	132,677	527,415
7,825	4,750	<3,075>	Office Supplies	42,961	39,285	<3,676>	6,088	34,324
14,763	14,242	<521>	Telephone	53,344	56,286	2,942	14,603	54,593
80 22	110 40	30 18	Telex Postage	320 84	440 160	120 76	80 22	423 93
138	300	162	Trav/Trips/Conference	6,358	5,170	<1,188>	155	4,312
0	0	0	Membership Fees	800	0	<800>	0	0
3,483	4,800	1,317	Operating Supplies	19,996	24,530	4,534	4,521	21,845
21,212	17,385	<3,827>	Freight Out	123,175	117,455	<5,720>	17,743	113,359
877 74	1,000 0	123 <74>	Transportation Postage Stamp O/S	3,588 73	3,700 0	112 <73>	971 <0>	3,768 <8>
106	0	<106>		248	0	<248>	0	0
32,219	26,262		Advertising	126,613	104,052	<22,561>	26,314	98,262
<10,477>	<450>	10,027	Vendor Adv. Allowance	<15,524>	<2,978>	12,546	<180>	<1,694>
68,130	72,055	3,925	Direct Mail Adv.	254,480	252,220	<2,260>	73,819	239,590
3,627 0	3,940 0	313 0	Repairs & Maintenance Janitorial	19,620 0	14,410 0	<5,210> 0	5,446 0	17,606 <19>
54,882	56,414	1,532	Bank Card Expense	276,278	283,537	7,259	60,862	282,601
3,331	0	<3,331>		9,761	203,337	<9,761>	3,800	7,173
50	0	<50>	Credit Card Adjustments	408	0	<408>	220	6,159
<134>	0	134	Textbook Rental Exp	515	0	<515>	0	106
0	0	0	Rentals-Truck	1,404	900	<504>	0	1,109
0 9,520	0 6,550	<2,970>	Taxes & Licenses Professional Services	0 37,334	300 26,150	300 <11,184>	0 4,380	0 14,427
826	0,550	<826>		1,571	20,130	<1,571>	1,680	1,180
1,870	0	<1,870>		2,168	3,000	832	0	2,968
16,332	16,504	172	Concession Expense	33,625	33,008	<617>	16,355	38,162
0	0	0	Prior Period Adj	0	0	0	53	53
0 25,352	1 22,945	1 <2,407>	Alloc of Distr Cntr Payment to UCLA	0 58,256	5 49,173	5 <9,083>	0 28,988	0 61,049
381,325	389,830	8,505	TOTAL OTHER CONTROL.	1,576,138	1,588,216	12,078	398,596	1,528,855
774,684	784,384	9,700	TOTAL CONTROLLABLE EXP	3,202,325	3,230,000	27,675	775,888	3,149,536
			GROSS CONTRIBUTION TO					
278,104	257,176	20,928	SVCS AND ENTERPRISES	2,339,858	2,480,123	<140,265>	392,394	2,542,554
			Less: Allocated Exp	İ				
			2000. Allocated Exp	İ				
27,465	26,036	<1,429>	Allocated ExpHR	109,760	112,932	3,172	24,109	103,899
124,114	131,440	7,326	Allocated Exp. Fin	613,132	639,342	26,210	128,126	604,499
52,327	53,565	1,238	Allocated ExpIS	253,938	263,963	10,025	53,389	249,509
24,275 77.483	28,896 80.555	4,621	Allocated Exp. Mktg Allocated Exp Othr SA	119,252	141,642	22,390	28,651	136,425
77,483 76,284	80,555 69,039	3,072 <7,245>		394,972 275,101	406,993 279,028	12,021 3,927	81,313 73,980	374,341 265,410
36,950	33,099	<3,851>		163,262	136,906	<26,356>	37,206	138,278
67,697	68,324	627	Depreciation	269,099	273,296	4,197	69,720	277,710
486,594	490,954	4,360	TOTAL ALLOCATED EXP	2,198,516	2,254,102	55,586	496,494	2,150,071
<208,490>	<233,778>	25,288	NET INCOME (LOSS)	141,342	226,021	<84,679>	<104,100>	392,483
\200,490>	\LJJ,//0>	23,200	THE I THOUTE (LUSS)	171,342	220,021	√∪7,0/9>	~101,10U>	J7Z,403

CORREST FORCH** VISION	NOV.	04(10/27/13-11/2	23/13)		F	ISCAL YEAR 13-1	.4	FISCAL YI	EAR 12-13
15.070									
21,1456 22,550 -9,964 ROSTIC LARMIS DIVISION 66,22 665,569 -12,7775 181,505 610,684 144,569 133,700 13,700 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,249 14,24	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
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226,734 219,516 < <p>-7,218 Student Wages 779,173 707,464 < <p>-141,709 201,728 738,379 738,372 126,826 418,401 2,045 435,624 1,782 10774, WAGES 1,767,018 1,769,934 2,916 444,114 1,694,951 33.4 36.1 0.7 WAGE % TO SALES 41.3 41.3 41.3 41.3 40.0 37.2 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5 41.5</p></p>									
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1,492	146,392	157,919	11,527	Employee Benefits	601,455	633,047	31,592	153,146	579,257
1,100	1,752	1,655	<97>	Office Supplies	6,321	6,565	244	978	6,558
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4		1,897	<146>	Sales Tax Expense		6,459	<25>	1,675	
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64,307 59,563 <4,744> Maintenance 231,909 240,731 8,822 62,365 223,740 31,148 28,556 <2,592> Utilities 137,629 118,115 <19,514> 31,366 116,570 99,546 107,584 8,038 Depreciation 397,582 430,336 32,754 100,848 403,295 377,236 386,242 9,006 TOTAL ALLOCATED EXP 1,308,268 1,339,613 31,345 360,056 1,234,506 <62,169> <92,801> 30,632 NET INCOME (LOSS) <680,244> <737,473> 57,229 <129,024> <664,198> 397,678 413,354 <15,676> TOTAL CUSTOMER COUNT 1,280,582 1,339,673 <59,091> 365,765 1,226,823 139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCIA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174									
31,148 28,556 <2,592> Utilities 137,629 118,115 <19,514> 31,366 116,570 99,546 107,584 8,038 Depreciation 397,582 430,336 32,754 100,848 403,295 377,236 386,242 9,006 TOTAL ALLOCATED EXP 1,308,268 1,339,613 31,345 360,056 1,234,506 <62,169> <92,801> 30,632 NET INCOME (LOSS) <680,244> <737,473> 57,229 <129,024> <664,198> 397,678 413,354 <15,676> TOTAL CUSTOMER COUNT 1,280,582 1,339,673 <59,091> 365,765 1,226,823 139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCLA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 <t< td=""><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td></t<>				-					
99,546 107,584 8,038 Depreciation 397,582 430,336 32,754 100,848 403,295 377,236 386,242 9,006 TOTAL ALLOCATED EXP 1,308,268 1,339,613 31,345 360,056 1,234,506 <62,169> <92,801> 30,632 NET INCOME (LOSS) <680,244> <737,473> 57,229 <129,024> <664,198> 397,678 413,354 <15,676> TOTAL CUSTOMER COUNT 1,280,582 1,339,673 <59,091> 365,765 1,226,823 139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCLA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58		,							
377,236 386,242 9,006 TOTAL ALLOCATED EXP 1,308,268 1,339,613 31,345 360,056 1,234,506 < 62,169									
<62,169> <92,801> 30,632 NET INCOME (LOSS) <680,244> <737,473> 57,229 <129,024> <664,198> 397,678 413,354 <15,676> TOTAL CUSTOMER COUNT 1,280,582 1,339,673 <59,091> 365,765 1,226,823 139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCIA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCIA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
397,678 413,354 <15,676> TOTAL CUSTOMER COUNT 1,280,582 1,339,673 <59,091> 365,765 1,226,823 139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCLA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCIA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCIA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832	<62,169>	<92,801>	30,632	NET INCOME (LOSS)	<680,244>	<737,473>	57,229	<129,024>	<664,198>
139,654 141,117 <1,463> 3RD PARTY CUST COUNT 453,956 464,997 <11,041> 128,065 398,649 258,024 272,237 <14,213> ASUCIA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCIA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
258,024 272,237 <14,213> ASUCLA CUSTOMER COUNT 826,626 874,676 <48,050> 237,700 828,174 5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
5.44 5.15 0.29 TOTAL AVERAGE CHECK 5.32 5.12 0.19 5.20 5.03 7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832	258,024	2/2,23/	<14,213>	ASUCLA CUSTOMER COUNT	826,626	8/4,6/6	< 4 8,050>	23/,/00	028,174
7.03 6.53 0.49 3RD PARTY AVG CHECK 6.01 5.63 0.38 6.26 6.19 4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832	5 41	5 15	0.20	TOTAL AVERAGE CHECK	5 33	5 12	n 10	5 20	2 03
4.58 4.43 0.15 ASUCLA AVERAGE CHECK 4.51 4.47 0.04 4.65 4.42 31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
31,482 30,808 <674> EMPLOYEE HOURS 114,129 112,790 <1,339> 29,110 110,832									
		5	0.15		1	,	5.51	55	2
	31,482	30,808	<674>	EMPLOYEE HOURS	114,129	112,790	<1,339>	29,110	110,832
		41.68	<0.21>	SALES/LABOR HOUR			<0.51>		36.87

SERVICES DIVISION INCOME STATEMENT

NOV. (04(10/27/13-11/2	3/13)		F	ISCAL YEAR 13-1	4	FISCAL YE	AR 12-13
	CURRENT MONTH	• •			MO(07/28/13-11/		LAST YEAR	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
ACTORE	DODGET	VARIANCE		ACTOAL	DODGET	VARIANCE	MONTH	110
19,402	27,201	<7.799>	PHOTOGRAPHY	63,069	67,288	<4,219>	25,669	63,517
19,402	27,201		TOTAL SALES	63,069	67,288	<4,219>	25,669	63,517
	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			,=	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		55/521
290	434	144	Less: Cost of Sales	1,066	2,009	943	425	1,958
19,112	26,767	<7,655>	GROSS MARGIN	62,003	65,279	<3,276>	25,245	61,558
98.5	98.4	0.1	GROSS MARGIN %	98.3	97.0	1.3	98.4	96.9
98.5	98.4	0.1	PHOTOGRAPHY	98.3	97.0	1.3	98.4	96.9
392,229	274,067	118,162	TRADEMARKS AND LICENSING	1,001,217	1,009,242	<8,025>	178,771	879,036
98,716	91,619	7,097	LEASED OPS	368,405	365,594	2,811	83,055	336,227
490,945	365,686	125,259	OTHER INCOME	1,369,622	1,374,836	<5,214>	261,826	1,215,263
510,057	392,453	117,604	GROSS MARGIN/OTHER	1,431,625	1,440,115	<8,490>	287,071	1,276,821
			Less: Controllable Exp					
			_					
31,902	32,239	337	Career Wages	130,632	127,480	<3,152>	31,942	125,178
1,675	1,938	263	Student Wages	8,081	7,342	<739>	706	2,011
33,577	34,177	600	TOTAL WAGES	138,713	134,822	<3,891>	32,648	127,189
173.1	125.7	<47.4>	WAGE % TO SALES	219.9	200.4	<19.6>	127.2	200.3
14.077	15.667	600	Frankrica Barra Cha	60.672	62.244	1 570	15 220	F0 600
14,977	15,667	690	Employee Benefits	60,672	62,244	1,572	15,339	58,609
1,144	700		Office Supplies	3,002	2,880	<122>	1,693	4,571
688	735	47	Telephone	2,617	2,869	252	684	2,620
88	105	17	Postage	662	420	<242>	7	389
0	0	0	Trav/Trips/Conference	7,902	9,000	1,098	708	9,708
2,000	2,000 4,100	0	Enforcement	4,000	6,000	2,000 1,806	2,000	6,000
4,100 0	4,100 692	692	Business Promotion Repairs & Maintenance	14,594 420	16,400 940	520	4,500 692	14,566 939
7,583	2,439		Professional Services	13,832	8,688	<5,144>	2,458	8,707
600	1,150	550	Legal	2,805	4,600	1,795	600	2,300
4,985	4,150		Trademark	13,812	16,600	2,789	4,502	12,739
89,380	72,630		Intern'l Agnt Fee/Tax	124,913	126,693	1,780	5,449	51,665
25,023	17,000		Domestic Agency Fee	70,379	71,400	1,021	16,020	67,811
25,025	0		Misc. Bank Charges	70,379	71,100	0	68	108
105,527	66,974		Payment to UCLA	292,092	283,693	<8,399>	61,994	268,617
256,094	188,342		TOTAL OTHER CONTROL.	611,701	612,427	726	116,714	509,349
289,671	222,519		TOTAL CONTROLLABLE EXP	750,413	747,249	<3,164>	149,362	636,538
		,	GROSS CONTRIBUTION TO	100,120	/=	10,700	=,	555/555
220,386	169,934	50,452	SVCS AND ENTERPRISES	681,212	692,866	<11,654>	137,709	640,283
	·	•		·			·	•
			Less: Allocated Exp					
			•					
2,344	2,255	<89>	Allocated ExpHR	9,411	9,282	<129>	2,086	8,155
21,494	18,134	<3,360>	Allocated Exp. Fin	52,253	52,024	<229>	12,032	42,378
9,374	7,633	<1,741>	Allocated ExpIS	22,316	22,056	<260>	5,181	18,205
4,349	4,117	<232>	Allocated Exp. Mktg	10,505	11,849	1,344	2,781	9,842
13,881	11,478		Allocated Exp Othr SA	34,073	33,499	<574>	7,891	26,743
13,531	19,270	5,739	Maintenance	48,798	77,881	29,083	13,123	47,080
6,554	9,238	2,684	Utilities	28,960	38,211	9,251	6,600	24,529
5,961	6,431	470	Depreciation	23,809	25,724	1,915	5,921	23,535
77,490	78,556	1,066	TOTAL ALLOCATED EXP	230,125	270,526	40,401	55,615	200,467
4	6:	-	NET THOOME (LOSS)	45. 005	400.045	22 - 1-	00.007	400.000
142,896	91,378	51,518	NET INCOME (LOSS)	451,087	422,340	28,747	82,094	439,816

UCLA STUDENT UNION INCOME STATEMENT

NOV. 04(10/27/13-11/23/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13		
CURRENT MONTH			YTD 4 MO(07/28/13-11/23/13)		LAST YEAR ACTUAL			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
39,276	39,625		EVENT SERVICES OFFICE	226,611	179,330	47,281	47,181	191,740
12	154		RECREATION & GAMES	1,664	660	1,004	2,858	8,643
51,443	49,156	2,287	AU POST OFFICE	203,520	198,825	4,695	48,540	196,332
90,731	88,935	1,796	TOTAL SALES	431,795	378,815	52,980	98,579	396,715
F1 620	40.075	.2 545	ALL Death Office Coat	201 002	104.451	.7.440.	47.601	102.150
51,620	48,075	•	AU Post Office Cost	201,893	194,451	<7,442>	47,681	192,159
8,992	11,338	2,346 0	Facilities Costs	46,738	40,834 0	<5,904>	13,082	36,132
0 60,612	0 59,413	<1,199>	Cost of Sales GM RM Less: Cost of Sales	25 248,655	235,285	<25> <13,370>	0 60,762	319 228,609
66.8	66.8	0.0	COST OF SALES %	57.6	62.1	4.5	61.6	57.6
30,118	29,522	596	GROSS MARGIN	183,140	143,530	39,610	37,817	168,106
33.2	33.2	0.0	GROSS MARGIN %	42.4	37.9	4.5	38.4	42.4
33.2	33.2	0.0		12.1	37.13	1.5	30.1	12.1
77.1	71.4	5.7	EVENT SERVICES OFFICE	79.4	77.2	2.2	72.3	81.2
100.0	100.0	0.0	RECREATION & GAMES	98.5	100.0	<1.5>	100.0	96.3
<0.4>	2.2		AU POST OFFICE	0.8	2.2	<1.4>	1.8	2.1
		-					-	
27,850	14,889	12,961	STUDENT UNION OPS	57,227	50,054	7,173	9,234	46,878
1,814	2,531	•	RECREATION & GAMES	7,055	7,104	<49>	2,531	7,102
9,093	8,654	439	AU POST OFFICE	35,950	35,002	948	8,417	34,253
38,758	26,074	12,684	OTHER INCOME	100,231	92,160	8,071	20,181	88,233
68,876	55,596	13,280	GROSS MARGIN/OTHER	283,371	235,690	47,681	57,998	256,339
			Less: Controllable Exp					
31,254	31,002		Career Wages	124,252	124,008	<244>	30,164	117,509
15,798	18,484	2,686	Student Wages	69,546	74,174	4,628	18,768	77,866
47,051	49,486	2,435	TOTAL WAGES	193,798	198,182	4,384	48,932	195,375
51.9	55.6	3.8	WAGE % TO SALES	44.9	52.3	7.4	49.6	49.3
45.004	46.267	460		62.245	CE 420	2.045	45.007	F0 070
15,804	16,267		Employee Benefits	62,315	65,130	2,815	15,397	58,879
864	707		Office Supplies	8,465	3,219	<5,246>	2,476	5,385
3,377 0	3,356 0	<21>	Telephone Trav/Trips/Conference	12,504 0	13,218 1,150	714 1,150	3,718 700	13,272 734
0	0	0	24 Hour Study Lounge	0	1,150	1,150	0	/34 <30>
0	0	0	Student Comm Art	465	464	0 <1>	0	<30 <i>></i> 464
154	0	-	Training Programs	2,481	4,308	1,827	2	3,868
726	89		Annual ASUCLA Events	17,879	17,331	<548>	934	18,642
12,484	8,345		Student Event Exp	28,730	22,049	<6,681>	3,995	22,701
223	360	137	Operating Supplies	902	1,210	308	460	1,625
0	0	0	Tournament Prizes	0	0	0	0	20
0	92	92	Replacements	0	277	277	92	92
0	20	20	Advertising	642	589	<53>	12	651
497	601		Business Promotion	1,903	2,404	501	478	2,088
562	550		Repairs & Maintenance	3,092	5,486	2,394	1,642	8,430
0	0		Repairs & Mtce-Equip	0	0	0	1,466	5,863
1,152	1,155		Bank Card Expense	4,732	4,672	<60>	1,323	5,084
43	29		Overs/Shorts	43	119	76	2	<4>
1,104	1,518	414	Commission Expense	4,308	4,262	<46>	1,655	4,558
15,417	15,417		Interaction Fund	61,667	61,668	1	15,417	61,667
13,514	9,500	<4,014>	STUDENT UNION EVENT F	41,961	35,500	<6,461>	9,641	36,269
65,921	58,006		TOTAL OTHER CONTROL.	252,088	243,056	<9,032>	59,409	250,259
112,972	107,492	<5,480>	TOTAL CONTROLLABLE EXP	445,886	441,238	<4,648>	108,342	445,634
			GROSS CONTRIBUTION TO					
<44,096>	<51,896>	7,800	SVCS AND ENTERPRISES	<162,515>	<205,548>	43,033	<50,343>	<189,295>
T						T	T	
			Less: Allocated Exp					
2 222	2 2 2 2		Allowed E. US	40.00	40.555		2	40
3,286	3,265		Allocated ExpHR	13,107	13,633	526	3,127	12,504
5,454	5,308		Allocated Exp. Fin	19,790	17,160	<2,630>	4,970	16,862
2,379	2,234		Allocated ExpIS	8,389	7,287	<1,102>	2,140	7,206
1,103	1,205		Allocated Exp. Mktg	3,970	3,911	<59>	1,149	3,899
3,522	3,360		Allocated Exp Othr SA	12,974	11,106	<1,868>	3,260	10,536
40,200	36,333	•	Maintenance	144,973	146,842	1,869	38,986	139,866
19,472	17,419	<2,053>		86,036	72,049	<13,987>	19,608	72,870
14,243	17,290		Depreciation	56,971	69,160	12,189	17,826	70,764
89,659	86,414	<3,245>	TOTAL ALLOCATED EXP	346,209	341,148	<5,061>	91,066	334,507
<133,755>	<138,310>	4,555	NET INCOME (LOSS)	<508,723>	<546,696>	37,973	<141,410>	<523,802>
	<120,210>	т,эээ	THE THOUSE (LUSS)	\JUU,/ZJ>	√ ∪₹∪,∪₹∪ <i>></i>	כוב, וכ	~171, 1 1U>	~JZJ,0UZ <i>></i>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

NOV. 04(10/27/13-11/23/13)]	FISCAL YEAR 13-14		FISCAL YEAR 12-13			
	CURRENT MONTH			YTD 4 MO(07/28/13-11/23/13)		23/13)	LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
305,631	293,981	<11,650>	Career Wages	1,205,260	1,199,271	<5,989>	290,150	1,151,926
4,256	2,700	<1,556>	Limited Appointment	8,870	10,800	1,930	0	1,257
26,940	28,828	1,888	Student Wages	121,432	118,007	<3,425>	29,223	117,710
336,827	325,509	<11,318>	TOTAL WAGES	1,335,562	1,328,078	<7,484>	319,372	1,270,893
6.7	6.8	0.1	WAGE % TO TOTAL SALES	5.3	5.1	<0.2>	6.7	5.0
0	0	0	Emp Awards, Profess.	0	0	0	0	743
2,000	0	<2,000>	Emp Awards, Students	4,000	2,000	<2,000>	0	0
128,523	137,249	8,726	Employee Benefits	529,321	560,426	31,105	129,797	503,983
7,934	6,430		Office Supplies	37,878	31,882	<5,996>	6,330	27,844
9,191	9,785	594	Telephone	34,269	38,717	4,448	9,381	35,846
997	1,097	100	Postage	3,919	4,364	445	699	3,650
167	1,090	923	Trav/Trips/Conference	2,463	11,860	9,397	935	12,501
0	20	20	Expense Allowance	0	80	80	0	0
1,551	267	<1,284>	Employee Relations	2,106	1,173	<933>	1,181	4,778
0	855		Fingerprinting	0	3,420	3,420	587	1,214
338	834	497	Recruitment	2,186	1,717	<469>	263	985
21	500	479	Operating Supplies	198	2,000	1,802	371	1,161
307	300		Uniforms	860	1,200	340	307	1,105
253	<1,000>		Security Expense	426	<4,000>	<4,426>	22	<2,627>
0	50	50	Security Equipment	86	200	114	0	1,036
2,788	2,658	<130>	Alarm Monitoring	11,358	10,632	<726>	2,538	10,182
1,300	1,000	<300>	Advertising	4,310	4,000	<310>	5	4,973
2,100	2,100	0	Benefits U Adv	8,400	8,400	0	1,906	7,624
3,909	4,873	964	Repairs & Maintenance	19,821	22,701	2,880	4,521	19,046
11,658	10,320		Repairs & Mtce-Equip	37,179	41,280	4,101	8,163	36,578
0	48	48	Printing	331	245	<86>	53	282
10,290	10,290	0	Bruin One Card Exp	38,310	38,310	0	5,214	38,905
25	<19>	<44>	Overs/Shorts	5	<9>	<14>	<18>	<8>
18,041	22,484	4,443	Insurance Expense	72,164	89,936	17,772	20,440	81,760
3,090	3,273	184	Professional Services	12,358	12,900	542	2,874	11,494
917	910		Legal	3,667	3,640	<27>	773	3,090
10,417	10,427	10	External Audit	42,164	41,708	<456>	10,123	40,491
1,123	2,000	877	Temp Agency Service	3,355	2,700	<655>	1,571	3,776
9,583	9,442		Internal Audit	38,333	37,768	<565>	9,167	36,667
3,348	3,348	0	Tax Consulting	3,348	3,348	0	3,250	3,250
9,645	10,300	655	Board of Directors	37,971	40,900	2,929	10,014	37,285
739	0	<739>	Special Projects	2,318	0	<2,318>	200	926
3,924	4,036	112	Misc. Bank Charges	13,328	14,332	1,004	3,918	13,913
3,135	3,477	342	Armored Carrier Expense	11,913	12,751	838	3,376	12,379
7,417	7,635	218	UCOP Payroll Services	29,667	30,540	873	6,747	29,667
15,929	15,929	0	UCLA Recharge Expense	63,716	63,716	0	15,498	61,992
7	300	293	Special Events	14,858	17,100	2,242	437	17,048
270,665	282,308	11,643 325	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	1,086,586	1,151,937	65,351	260,639	1,063,539
607,492	607,817	325	TOTAL CONTROLLABLE EXP	2,422,148	2,480,015	57,867	580,011	2,334,432
			Less: Allocated Exp					
	,				<u></u>			
16,422	16,113		Maintenance	59,221	65,123	5,902	15,926	57,135
7,954	7,725		Utilities	35,145	31,954	<3,191>	8,010	29,767
15,720	17,225	1,505	Depreciation	62,726	68,900	6,174	15,202	59,903
40,096	41,063	967	TOTAL ALLOCATED EXP	157,092	165,977	8,885	39,138	146,805
647,587	648,880	1,293	NET EXPENSE	2,579,240	2,645,992	66,752	619,149	2,481,237
<555,085>	<570,018>	∠1.4 ∩22°	Allocated-Svs and Ent	<2,218,989>	<2,297,104>	<78,115>	<525,682>	<2,115,904>
,		<14,933> 0			<2,297,104> <104,145>	8,115	<525,682> <25,523>	<2,115,904> <100,101>
<26,109>	<26,109>	0	Allocated-USAC Allocated-GSA	<104,145>		0	,	
<3,665> <62,728>	<3,665>			<13,185>	<13,185> <231,556>		<3,665> <64,279>	<13,185>
<62,728> <647,587>	<49,088> <648,880>	13,640	Allocated-Comm Board TOTAL OTHER	<242,921> <2,579,240>	<231,556> <2,645,990>	11,365 <66,750>	<64,279> <619,149>	<252,047> <2,481,237>
0€,/דט	∼∪⊤∪,00∪ >	\1,Z33 <i>></i>	TOTAL OTTLA	\L,J/ J,L4U>	〜∠,∪⊤ン, ブブ∪ <i>></i>	\UU,/3U <i>></i>	~U13,143 <i>></i>	~\C\101,23/ <i>></i>
0	0	0	TOTAL EXPENSE	0	2	2	<0>	0
	· ·		1				<u>L</u>	<u> </u>

MAINTENANCE DIVISION EXPENSE STATEMENT

NOV.	04(10/27/13-11/2	23/13)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
95,782	99,684	3,902	Career Wages
,	,	,	_
2,026	0	,	Limited Appointment
0	540	540	Student Wages
0	<80>		Labor Recharge
380	<4,119>	•	Billed Labor Costs
<5,020>	<4,500>	520	Capitalized Wages
93,168	91,525	<1,643>	TOTAL WAGES
56,472	59,808	3,336	Employee Benefits
176	145		Office Supplies
769	684		Telephone
1,097	30		Trav/Trips/Conference
4,725	4,858	133	Paper
4,331	4,612	281	Cleaning Supplies
632	4,012 970	338	
			Replacements
407	649	242	Laundry
30,388	14,905	•	Repairs & Maintenance
2,960	4,775	1,815	Repairs & Mtce-Elevator
0	50	50	Repairs & Mtce-Equip
210	200		Painting Program
0	100	100	Incidental Proj Exp
900	3,750	2,850	Air Conditioning-Maint
8,104	8,385	281	Rub Remvl/Hauling
2,258	3,573	1,316	Rodent & Pest Control
1,601	690	<911>	Rentals-Truck
2,592	0	<2,592>	Janitorial
117,621	108,184	<9,437>	TOTAL OTHER CONTROL.
210,789	199,709	<11,080>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
16,811	16,138	<673×	Depreciation
16,811	16,138	<673>	•
227,600	215,847	<11,753>	
227,000	213,047	<11,735×	INCT EXICUSE
<194,322>	<184,205>	10,117	Allocated-Svs and Ent
<6,001>	<6,001>	0	Allocated-USAC
<2,644>	<2,644>	0	Allocated-GSA
<8,211>	<6,884>	1,327	Allocated-Comm Board
<16,422>	<16,113>	309	Allocated-A & SS
<227,600>	<215,847>	11,753	TOTAL OTHER
	·		
<0>	0	0	TOTAL EXPENSE

	ISCAL YEAR 13-1	FISCAL YEAR 12-13					
	MO(07/28/13-11/	LAST YEAR ACTUAL					
ACTUAL	BUDGET	VARIANCE	MONTH	YTD			
390,834	409,951	19,117	92,241	364,024			
6,104	0	<6,104>	2,275	10,631			
0	2,160	2,160	0	0			
<480>	<320>	160	<100>	<400>			
<12,871>	<17,106>	<4,235>	<4,003>	<15,985>			
<46,998>	<18,000>	28,998	<1,325>	<29,123>			
336,589	376,685	40,096	89,089	329,147			
231,477	242,615	11,138	57,496	215,456			
477	580	103	185	541			
2,693	2,742	49	715	2,567			
<103>	570	673	0	0			
18,319	19,559	1,240	4,247	17,962			
17,955	18,973	1,018	3,905	19,058			
3,759	4,888	1,129	1,523	5,251			
1,637	2,681	1,044	, 792	3,123			
71,650	59,620	<12,030>	24,701	62,469			
11,952	13,550	1,598	4,729	13,028			
0	200	200	128	204			
927	800	<127>	346	899			
0	400	400	0	15			
10,434	15,000	4,566	4,429	14,782			
31,181	31,716	535	8,418	30,623			
13,200	14,294	1,095	3,167	13,454			
2,273	2,610	337	812	2,598			
2,592	0	<2,592>	0	0			
420,423	430,798	10,375	115,592	402,031			
757,012	807,483	50,471	204,681	731,179			
, ,	, , , , ,	/	, , ,				
67,180	64,552	<2,628>	16,016	64,032			
67,180	64,552	<2,628>	16,016	64,032			
824,192	872,035	47,843	220,696	795,211			
,	,	,	,	,			
<700,781>	<744,483>	<43,702>	<188,454>	<676,096>			
<24,004>	<24,004>	0	<6,058>	<24,232>			
<10,576>	<10,576>	0	<2,295>	<9,180>			
<29,610>	<27,848>	1,762	<7,963>	<28,567>			
<59,221>	<65,123>	<5,902>	<15,926>	<57,135>			
<824,192>	<872,034>	<47,842>	<220,696>	<795,210>			
,	,	,	,	,			
<0>	1	1	0	1			

UTILITIES EXPENSE STATEMENT

NOV.	04(10/27/13-11/2	23/13)	
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
7,426	14,088	6,662	Chiller Water
77,169	66,706	<10,463>	Elec-Non Air Cond.
10,012	10,977	965	Water-Non Air Cond.
12,311	9,282	<3,029>	Steam-Non Air Cond.
3,455	2,892	<563>	Gas
110,373	103,945	<6,428>	TOTAL OTHER CONTROL.
110,373	103,945	<6,428>	TOTAL CONTROLLABLE EXP
<94,124>	<88,313>	5,811	Allocated-Svs and Ent
<2,997>	<2,997>	0	Allocated-USAC
<1,321>	<1,321>	0	Allocated-GSA
<3,977>	<3,590>	387	Allocated-Comm Board
<7,954>	<7,725>	229	Allocated-A & SS
<110,373>	<103,946>	6,427	TOTAL OTHER
0	<1>	<1>	TOTAL EXPENSE

F.	ISCAL YEAR 13-1	FISCAL YEAR 12-13		
YTD 4	MO(07/28/13-11/	LAST YEAR ACTUAL		
ACTUAL			MONTH	YTD
112,296	83,650	<28,646>	13,835	96,143
277,682	263,457	<14,225>	77,831	249,497
34,018	42,744	8,726	7,604	30,681
51,556	29,405	<22,151>	4,280	14,986
10,324	10,102	<222>	6,888	20,163
485,876	429,358	<56,518>	110,438	411,470
485,876	429,358	<56,518>	110,438	411,470
<415,886>	<365,287>	50,599	<94,780>	<352,247>
<11,988>	<11,988>	0	<2,642>	<10,568>
<5,284>	<5,284>	0	<1,001>	<4,004>
<17,573>	<14,848>	2,725	<4,005>	<14,884>
<35,145>	<31,954>	3,191	<8,010>	<29,767>
<485,876>	<429,361>	56,515	<110,438>	<411,470>
20 >	-25	-25	0	0
<0>	<3>	<3>	0	0