# ASSOCIATED STUDENTS UCLA

# FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

November (10/30/11 - 11/26/11)

**Prepared** 

**December 13, 2011** 

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

NOVEMBER (10/30/11 - 11/26/11)					FY 10	D-11	FISCAL YEAR 2011-2012							FY 1	0-11					
			CURRENT	г монтн				**	,				YTD 4 I	MONTHS (0	7/31/11 - 11	/26/11)			*	*
ACTU	JAL	BUDO	GET		VARIA			LAST YE	AR ACT		ACT	UAL	BUD	GET			ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY		_					_			BUD	ACT/L	-		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,459		2,679		(220)	(8.2%)	109	4.6%	2,350		UCLA Store	19,664		20,318		(654)	(3.2%)	18	0.1%	19,646	
1,208 246		1,202 212		6 34	0.5%	66 29	5.8% 13.4%	1,142 217		UCLA Restaurants	4,599		4,469 1,150		130	2.9%	479 39	11.6% 3.5%	4,120 1,108	
125		111		14	16.0% 12.6%	29	25.0%	100		Services Division UCLA Student Union	1,147 475		469		(3) 6	(0.3%) 1.3%	39	8.0%	440	
4,038		4.204		(166)	(3.9%)	229	6.0%	3,809		TOTAL	25.885		26,406		(521)	(2.0%)	571	2.3%	25,314	
1,000		1,=01		(111)	Pts.		Pts.	2,222		1					(==1)	Pts.		Pts.		
849	34.5%	926	34.6%	(77)	(0.1)	38	0.0	811	34.5%	GROSS MARGIN UCLA Store	5,674	28.9%	5,829	28.7%	(155)	0.2	(2)	0.0	5,676	28.9%
846	70.0%	856	71.2%	(10)	(1.2)	18	(2.5)	828	72.5%	UCLA Restaurants	3,227	70.2%	3,172	71.0%	55	(0.8)	271	(1.5)	2,956	71.7%
246	100.0%	212	100.0%	34	0.0	30	0.5	216	99.5%	Services Division	1,146	99.9%	1,148	99.8%	(2)	0.1	40	0.1	1,106	99.8%
66	52.8%	58	52.3%	8	0.5	17	3.8	49	49.0%	UCLA Student Union	247	52.0%	238	50.7%	9	1.3	27	2.0	220	50.0%
2,007	49.7%	2,052	48.8%	(45)	0.9	103	(0.3)	1,904	50.0%	TOTAL	10,294	39.8%	10,387	39.3%	(93)	0.5	336	0.5	9,958	39.3%
										WAGES & BENEFITS										
524	21.3%	533	19.9%	9	(1.4)	(20)	0.1	504	21.4%	UCLA Store	2,158	11.0%	2,183	10.7%	25	(0.3)	(57)	(0.3)	2,101	10.7%
551	45.6%	546	45.4%	(5)	(0.2)	(48)	(1.6)	503		UCLA Restaurants	2,180	47.4%	2,210	49.5%	30	2.1	(190)	0.9	1,990	48.3%
49	19.9%	53	25.0%	4	5.1	(7)	(0.5)	42	19.4%	Services Division	183	16.0%	202	17.6%	19	1.6	(18)	(1.1)	165	14.9%
62 1,186	49.6% <b>29.4%</b>	64 <b>1,196</b>	57.7% <b>28.4%</b>	2 10	8.1 <b>(1.0)</b>	(3) (78)	9.4	59 <b>1,108</b>	59.0% <b>29.1%</b>	UCLA Student Union TOTAL	256 <b>4,777</b>	53.9% <b>18.5%</b>	255 <b>4,850</b>	54.4% <b>18.4%</b>	(1) <b>73</b>	0.5 (0.1)	(15) (280)	0.9 (0.7)	241 <b>4,497</b>	54.8% <b>17.8%</b>
1,186	29.4%	1,196	28.4%	10	(1.0)	(78)	(0.3)	1,108	29.1%	IOIAL	4,777	18.5%	4,850	18.4%	73	(0.1)	(280)	(0.7)	4,497	17.8%
										OTHER CONTROLLABLES *										
199	8.1%	203	7.6%	4 (24)	(0.5)	(24)	(0.7)	175		UCLA Store	976	5.0%	979	4.8%	3	(0.2)	(38)	(0.2)	938	4.8%
126 92	10.4% 37.4%	105 61	8.7% 28.8%	(21) (31)	(1.7) (8.6)	(6) (21)	0.1 (4.7)	120 71	10.5% 32.7%	UCLA Restaurants Services Division	507 408	11.0% 35.6%	468 368	10.5% 32.0%	(39) (40)	(0.5) (3.6)	(33) (24)	0.5 (0.9)	474 384	11.5% 34.7%
51	40.8%	47	42.3%	(4)	1.5	(5)	5.2	46	46.0%	UCLA Student Union	191	40.2%	188	40.1%	(3)	(0.1)	(1)	3.0	190	43.2%
468	11.6%	416	9.9%	(52)	(1.7)	(56)	(0.8)	412		TOTAL	2,082	8.0%	2,003	7.6%	(79)	(0.4)	(96)	(0.2)	1,986	7.8%
										CONTRIBUTION										
126	5.1%	190	7.1%	(64)	(2.0)	(6)	(0.5)	132	5.6%	UCLA Store	2,541	12.9%	2,666	13.1%	(125)	(0.2)	(96)	(0.5)	2,637	13.4%
170	14.1%	204	17.0%	(34)	(2.9)	(34)	(3.8)	204	17.9%	UCLA Restaurants	540	11.7%	494	11.1%	46	0.6	48	(0.2)	492	11.9%
105	42.7%	98	46.2%	7	(3.5)	2	(4.8)	103	47.5%	Services Division	555	48.4%	578	50.3%	(23)	(1.9)	(1)	(1.8)	556	50.2%
(47)	(37.6%)	(53)	(47.7%)	6	10.1	9	18.4	(56)	/	UCLA Student Union	(200)	(42.1%)	(205)	(43.7%)	5	1.6	11	5.9	(211)	(48.0%)
354	8.8%	439	10.4%	(85)	(1.6)	(29)	(1.3)	383	10.1%	TOTAL	3,436	13.3%	3,533	13.4%	(97)	(0.1)	(38)	(0.4)	3,474	13.7%
										ALLOCATED EXPENSES										
468	11.6%	489	11.6%	21	0.0	7	0.9	475		Admin&Support Services	1,935	7.5%	1,947	7.4%	12	(0.1)	(63)	(0.1)	1,872	7.4%
181	4.5%	174	4.1%	(7)	(0.4)	3	0.3	184		Maintenance Division	687	2.7%	689	2.6%	2	(0.1)	(24)	(0.1)	663	2.6%
59	1.5%	71	1.7%	12	0.2	4	0.2	63	1.7%	Utilities	299	1.2%	313	1.2%	14	0.0	16	0.0	315	1.2%
198 <b>906</b>	4.9% <b>22.4%</b>	221 <b>955</b>	5.3% <b>22.7%</b>	23 <b>49</b>	0.4 <b>0.3</b>	18	0.4 <b>1.9</b>	202 <b>924</b>	5.3%	Depreciation TOTAL	790 <b>3,711</b>	3.1% <b>14.3%</b>	883 <b>3,832</b>	3.3% <b>14.5%</b>	93 <b>121</b>	0.2 <b>0.2</b>	18 <b>(53)</b>	0.1 <b>0.2</b>	808 <b>3,658</b>	3.2% <b>14.5%</b>
906	22.4%	900	22.1%	49	0.3	18	1.9	924	24.3%	1	3,711	14.3%	3,832	14.5%	121	0.2	(53)	0.2	3,008	14.5%
(552)	(13.7%)	(516)	(12.3%)	(36)	(1.4)	(11)	0.5	(541)	(14.2%)	NET INCOME (LOSS) FROM OPERATIONS	(275)	(1.1%)	(299)	(1.1%)	24	0.0	(91)	(0.4)	(184)	(0.7%)
(552)	(13.770)	(310)	(12.3%)	(30)	(1.4)	(11)	0.5	(341)	(14.2%)	1	(213)	(1.170)	(299)	(1.170)	24	0.0	(91)	(0.4)	(104)	(0.770)
0	0.0%	0	0.0%	0	0.0	(15)	(0.4)	15	0.4%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	8	0.0%	0	0.0%	8	0.0	(24)	(0.1)	29	0.1%
19	0.0%	16	0.0%	3	0.0	(7)	(0.4)	26	0.4%	Interest Income	83	0.0%	70	0.0%	13	0.0	(21) (38)	(0.1)	121	0.1%
(56)	(1.4%)	(56)	(1.3%)	0	(0.1)	3	0.1	(59)		Interest (Expense)	(226)	(0.9%)	(226)	(0.9%)	0	0.0	10	0.0	(236)	(0.9%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	4.6%	186	4.4%	0	0.2	1	(0.3)	185	4.9%	Student Union Fee Income	742	2.9%	742	2.8%	0	0.1	2	0.0	740	2.9%
149	3.7%	146	3.5%	3	0.2	(18)	(0.7)	167	4.4%	TOTAL	607	2.3%	586	2.2%	21	0.1	(47)	(0.3)	654	2.6%
(403)	(10.0%)	(370)	(8.8%)	(33)	(1.2)	(29)	(0.2)	(374)	(9.8%)	NET INCOME (LOSS)	332	1.3%	287	1.1%	45	0.2	(138)	(0.6)	470	1.9%
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<sup>\*</sup> Without Benefits

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

NOVEMBER (10/30/11 - 11/26/11)					1	FY 10	0-11	FISCAL YEAR 2011-2012						FY 1	0-11					
			CURREN		,			*1	•				YTD 4 N	MONTHS (0	7/31/11 - 11	/26/11)			*	*
ACTU	JAL	BUD	GET		VARIA	NCE		LAST YE	AR ACT		ACT	UAL	BUD	GET		VARI	ANCE		LAST YE	AR ACT
				ACT/I		ACT/LY	-							ACT/BUD						
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
2,459		2,679		(220)	(8.2%)	109	4.6%	2,350		UCLA Store	19,664		20,318		(654)	(3.2%)	18	0.1%	19,646	
1,208		1,202		6	0.5%	66	5.8%	1,142		UCLA Restaurants	4,599		4,469		130	2.9%	479	11.6%	4,120	
246		212		34	16.0%	29	13.4%	217		Services Division	1,147		1,150		(3)	(0.3%)	39	3.5%	1,108	
125		111		14	12.6%	25	25.0%	100		UCLA Student Union	475		469		6	1.3%	35	8.0%	440	
4,038		4,204		(166)	(3.9%)	229	6.0%	3,809		TOTAL	25,885		26,406		(521)	(2.0%)	571	2.3%	25,314	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
849	34.5%	926	34.6%	(77)	(0.1)	38	0.0	811		UCLA Store	5,674	28.9%	5,829	28.7%	(155)	0.2	(2)	0.0	5,676	28.9%
846	70.0%	856	71.2%	(10)	(1.2)	18	(2.5)	828		UCLA Restaurants	3,227	70.2%	3,172	71.0%	55	(8.0)	271	(1.5)	2,956	71.7%
246	100.0%	212	100.0%	34	0.0	30	0.5	216		Services Division	1,146	99.9%	1,148	99.8%	(2)	0.1	40	0.1	1,106	99.8%
66	52.8%	58	52.3%	8	0.5	17	3.8	49		UCLA Student Union	247	52.0%	238	50.7%	9	1.3	27	2.0	220	50.0%
2,007	49.7%	2,052	48.8%	(45)	0.9	103	(0.3)	1,904	50.0%	TOTAL	10,294	39.8%	10,387	39.3%	(93)	0.5	336	0.5	9,958	39.3%
										TOTAL CONTROLLABLES										
723	29.4%	736	27.5%	13	(1.9)	(44)	(0.5)	679		UCLA Store	3,134	15.9%	3,163	15.6%	29	(0.3)	(95)	(0.4)	3,039	15.5%
676	56.0%	652	54.2%	(24)	(1.8)	(53)	(1.4)	623		UCLA Restaurants	2,687	58.4%	2,678 570	59.9%	(9)	1.5	(223)	1.4	2,464	59.8%
140 114	56.9% 91.2%	113 111	53.3% 100.0%	(27)	(3.6) 8.8	(27) (9)	(4.8) 13.8	113 105	52.1% 105.0%	Services Division UCLA Student Union	591 448	51.5% 94.3%	443	49.6% 94.5%	(21)	(1.9) 0.2	(41)	(1.9) 3.9	550 432	49.6% 98.2%
1,653	40.9%	1,612	38.3%	(41)	(2.6)	(133)	(1.0)	1,520		TOTAL	6,860	26.5%	6,854	26.0%	(5) (6)	(0.5)	(16) (375)	(0.9)	6,485	25.6%
1,655	40.9%	1,012	30.3%	(41)	(2.0)	(133)	(1.0)	1,520	39.9%	IOTAL	0,000	20.5%	0,034	20.0%	(6)	(0.5)	(373)	(0.9)	0,465	23.0%
										CONTRIBUTION										
126	5.1%	190	7.1%	(64)	(2.0)	(6)	(0.5)	132		UCLA Store	2,541	12.9%	2,666	13.1%	(125)	(0.2)	(96)	(0.5)	2,637	13.4%
170	14.1%	204	17.0%	(34)	(2.9)	(34)	(3.8)	204		UCLA Restaurants	540	11.7%	494	11.1%	46	0.6	48	(0.2)	492	11.9%
105 (47)	42.7% (37.6%)	98 (53)	46.2% (47.7%)	7	(3.5) 10.1	2	(4.8) 18.4	103 (56)		Services Division UCLA Student Union	555 (200)	48.4% (42.1%)	578 (205)	50.3% (43.7%)	(23) 5	(1.9) 1.6	(1) 11	(1.8) 5.9	556 (211)	50.2% (48.0%)
354	8.8%	(53) <b>439</b>	10.4%	(85)	(1.6)	(29)	(1.3)	383		TOTAL	3.436	13.3%	3,533	13.4%	(97)	(0.1)	(38)	(0.4)	3,474	13.7%
334	0.0 /6	433	10.4 /6	(65)	(1.0)	(23)	(1.3)	303	10.1 /6		3,430	13.3 /	3,333	13.470	(31)	(0.1)	(30)	(0.4)	3,474	13.7 /6
					()					ALLOCATED EXPENSES										
462	18.8%	491	18.3%	29	(0.5)	16	1.5	478		UCLA Store	2,119	10.8%	2,160	10.6%	41	(0.2)	(11)	(0.1)	2,108	10.7%
309	25.6%	333	27.7%	24	2.1	4	1.8	313		UCLA Restaurants	1,080	23.5%	1,162	26.0%	82	2.5	(35)	1.9	1,045	25.4%
51 84	20.7% 67.2%	48 83	22.6% 74.8%	(3) (1)	1.9 7.6	(1) (1)	2.3 15.8	50 83	23.0% 83.0%	Services Division UCLA Student Union	189 323	16.5% 68.0%	187 323	16.3% 68.9%	(2)	(0.2) 0.9	(3) (4)	0.3 4.5	186 319	16.8% 72.5%
906	22.4%	955	22.7%	49	0.3	18	1.9	924		TOTAL	3.711	14.3%	3.832	14.5%	121	0.9	(53)	0.2	3.658	14.5%
906	22.4%	955	22.1%	49	0.3	18	1.9	924	24.3%		3,711	14.3%	3,832	14.5%	121	0.2	(53)	0.2	3,038	14.5%
										NET INCOME (LOSS)										
(00=)	(0.00()	(0.0.4)	(= aa()	(0.0)	<i>(4.4</i> )			(0.47)	(0.40()	FROM OPERATIONS		4 00/	=		(0.0)	(0.0)	(400)	(0.5)	===	
(337)	(8.3%)	(301)	(7.2%)	(36)	(1.1)	10	0.8	(347)	,	UCLA Store	423 (540)	1.6%	506 (668)	1.9%	(83) 128	(0.3)	(106)	(0.5) 0.1	529 (553)	2.1%
(139) 55	1.4%	(129) 50	(3.1%) 1.2%	(10) 5	(0.3) 0.2	(31)	(0.6)	(108) 53		UCLA Restaurants Services Division	(540)	(2.1%) 1.4%	(668)	(2.5%) 1.5%	(26)	0.4 (0.1)	13 (5)	(0.1)	(553)	(2.2%) 1.5%
(131)	(3.2%)	(136)	(3.2%)	5	0.2	8	0.0	(139)		UCLA Student Union	(523)	(2.0%)	(528)	(2.0%)	(26)	0.0	(5) 7	0.1	(530)	(2.1%)
(552)	(13.7%)	(516)	(12.3%)	(36)	(1.4)	(11)	0.5	(541)	(14.2%)		(275)	(1.1%)	(299)	(1.1%)	24	0.0	(91)	(0.4)	(184)	(0.7%)
()	,	(: -)		(- 4)	` '	` '		(/	, ,,,	OTHER INC/(EXP)	` ',	, ,,,	,,	, ,,,			()	()	,	(: /-/
0	0.0%	0	0.0%	0	0.0	(15)	(0.4)	15	0.4%	Non-Recurrent Inc/(Exp)	8	0.0%	0	0.0%	8	0.0	(21)	(0.1)	29	0.1%
19	0.5%	16	0.4%	3	0.1	(7)	(0.2)	26		Interest Income	83	0.3%	70	0.3%	13	0.0	(38)	(0.1)	121	0.5%
(56)	(1.4%)	(56)	(1.3%)	0	(0.1)	3	0.1	(59)		Interest (Expense)	(226)	(0.9%)	(226)	(0.9%)	0	0.0	10	0.0	(236)	(0.9%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%
186	4.6%	186	4.4%	0	0.2	1	(0.3)	185	4.9%	Student Union Fee Income	742	2.9%	742	2.8%	0	0.1	2	0.0	740	2.9%
149	3.7%	146	3.5%	3	0.2	(18)	(0.7)	167	4.4%	TOTAL	607	2.3%	586	2.2%	21	0.1	(47)	(0.3)	654	2.6%
(403)	(10.0%)	(370)	(8.8%)	(33)	(1.2)	(29)	(0.2)	(374)	(9.8%)	NET INCOME (LOSS)	332	1.3%	287	1.1%	45	0.2	(138)	(0.6)	470	1.9%
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# ASUCLA P/L Reconciliation Nov-11

Financial Analysis	\$00	0's
	Nov	-11
Budgeted Net Income/(Loss)		(370
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UCLA Store	+	
Gross Margin:	10	
Bearwear gross income \$48K above plan due primarily to a strong Score Big promotion  Campus Photo Studio gross margin below plan due to lower sales and relatively higher raw materials costs	(9)	
	(9)	
Computer Store gross margin below plan due to timing for the Apple year-over-year bonus which was received last month but budgeted this month and in future months, and lower sales due to an aggressive budget and reduced department sales	(65)	
HSS Dental gross income \$17K below plan due to timing of Dental Kit backorder merchandise arrival	<u> </u>	
HSS South Campus and Kinross gross income \$31K below plan due to delay in opening	(6)	
Other, positive controllables mainly employee benefits	10	
Total Contribution	10	(64
UCLA Restaurants		(04
Gross Margin:		
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	10	
Court Science Stu Ctr., Subway and Yoshinoya gross income \$104K below plan due to delay in opening	(75)	
YRL Café gross income \$16K above plan due to better results than anticipated	11	
KH Coffeehouse gross income \$15K above plan due to increased enrollment and delayed opening of CSSC	9	
Cooperage gross income \$17K above plan due to increased enrollment and delayed opening of CSSC	10	
Taco Bell gross income \$11K above plan due to higher enrollment, recovery from prior year media issues and CSSC opening delay	7	
Catering gross income \$35K above plan due to several unanticipated large events and new business from Athletics	20	
Total Wages higher than plan	(5)	
Other, negative controllables mostly higher credit card costs due to legislative change	(21)	
Total Contribution		(34)
Services		
Gross Margin:		
Licensing domestic income above plan due to better than anticipated results	24	
Licensing foreign income above plan due to receipt of income from Canada and Japan budgeted in earlier months	12	
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(5)	
Photography income above plan due to timing: late billing for several jobs	3	
Other, negative controllables mostly payment to UCLA and trademark	(27)	
Total Contribution		7
UCLA Student Union		
Gross Margin:		
Student Union Ops gross income \$19K above plan due to new off-campus client and Alumni reception required tenting for rain	11	
Recreation & Games gross income plan due to less student spending in games	(1)	
Other, negative controllables mostly student event expense and business promotion	(4)	
Total Contribution		6
Allocated Expenses and Other		
A&SS lower than plan mostly in wages, employee benefits and repairs and maintenance	21	
Maintenance higher than plan due to higher than average bills for annual smoke detector inspections and monthly drain cleaning	(7)	
Utilities lower than plan due to lower gas and water rates and adjusted electricity charges for a prior month late meter reading	12	
Depreciation lower than plan due to timing of capital expenditures, mainly CSSC opening delay	23	
Other	3	
Total		52
Actual Net Income/(Loss)	1 1	(403

## ASUCLA P/L Reconciliation Year-To-Date Through November 2011

Financial Analysis	\$00	10's
Budgeted Net Income/(Loss)		287
UCLA Store		
Gross Margin:		
Bearwear gross income \$139K below plan due to reduced fan enthusiasm at the Rose Bowl and on-line	(95)	
Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs	(17)	
Computer Store gross margin above plan due mainly to timing of receipt of Apple bonus, partially offset by reduced sales	12	
APS gross margin above plan due mainly to lower printing costs than prior year	29	
Luvalle Books gross income \$100K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested	(27)	
Luvalle Essentials/Market gross income \$21K below plan due to a very difficult retail climate and aggressive sales plan	(17)	
Kinross and South Campus Stores' gross income \$81K below plan as they were budgeted to open in September but will now open in January 2012	(45)	
Other, mostly positive controllables including employee benefits and bank card expense	34	
Total Contribution		(126
UCLA Restaurants		
Gross Margin:		
Wetzel's/RX gross income \$19K above plan mainly due to increased enrollment	15	
Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC	34	
Greenhouse gross income \$33K above plan due to increased enrollment and delayed opening of CSSC	13	
Court Science Stu Ctr., Subway and Yoshinoya gross income \$281K below plan due to construction issues delaying opening	(201)	
KH Coffeehouse gross income \$56K above plan due to increased enrollment and delayed opening of CSSC	34	
Cooperage gross income \$65K above plan due to increased enrollment and delayed opening of CSSC	36	
Taco Bell gross income \$32K above plan due to increased enrollment and delayed opening of CSSC	24	
Catering gross income \$202K above plan due to unbudgeted athletics business and new special events	120	
Concessions gross income \$57K below plan due to delay in operating additional coffee cart	(31)	
Other	2	
Total Contribution		40
Services		
Gross Margin:		
Licensing domestic income above plan due to better than anticipated results	15	i
Licensing foreign income above plan due mostly to timing	9	
Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents	(24)	i
Other, mostly negative controllables mainly payments to UCLA and trademark, partially offset by employee benefits	(23)	
Total Contribution		(2:
UCLA Student Union		
Gross Margin:		ı
Student Union Ops gross income \$31K above plan due to increased wedding bookings, tenting for reception, accrual correction and strong parents weekend	22	
Recreation and Games gross income below plan due to sales lower than anticipated, (less students playing games)	(10)	
Other, negative controllables including business promotion and operating supplies	(7)	
Total Contribution		4,
Allocated Expenses and Other		
A&SS lower than plan mostly repairs and maintenance and employee benefits	12	
Utilities lower than plan in all areas due mostly to lower rates, offset by negative chiller water, (consumption higher than planned)	14	
Depreciation lower than plan due to mostly to timing of capitals, mainly CSSC opening delay	93	
Other, mostly positive interest income from higher amounts of invested cash and positive non-recurring	24	
Total		143
Actual Net Income/(Loss)		33:

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

,	Current Month	Prior Month	Prior Year-End
	November 2011	October 2011	July 2011
ASSETS			
CURRENT ASSETS:	<b>#</b> 40.007	<b>#</b> 40.400	<b>#</b> 40.000
Cash and short term investments	\$10,307	\$12,493	\$10,888
Accounts receivable	3,725	4,049	3,154
Less: Allowance for doubtful accounts	(82)	(89)	(81)
Accounts receivable, net	3,643	3,960	3,074
Student fees receivable	988	802	246
Inventories	6,671	7,047	6,644
Prepaid expenses and other current assets	157	203	233
Total current assets	21,765	24,505	21,085
LONG TERM ASSETS			
Property, equipment and improvements	63,580	63,478	63,237
Less: Accumulated depreciation	(34,871)	(34,673)	
Total Long Term Assets	28,709	28,805	29,155
•	,	·	,
TOTAL ASSETS	50,474	53,310	50,240
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,003	\$6,222	\$5,491
Wages and payroll taxes payable	2,384	2,651	2,630
Sales Tax Payable & Other Liabilities	684	1,648	851
Interest payable	368	312	143
Deferred Income	731	781	176
Funds Held for Others	125	112	101
Current portion of long term debt	673	673	673
Total current liabilities	9,968	12,399	10,065
LONG TERM DEBT:			
AU expansion loan	13,452	13,452	13,452
Total long term debt	13,452	13,452	13,452
TOTAL LIABILITIES	23,420	25,851	23,518
101/12 Ell/IBIE/1120	20,120	20,001	20,010
RETAINED EARNINGS:			
Beginning Balance	26,722	26,722	26,034
Year-to-date net income/(loss)	332	737	688
Fadina Palanas	07.054	07.450	00.700
Ending Balance	27,054	27,459	26,722
TOTAL LIABILITIES AND RETAINED EARNINGS	50,474	53,310	50,240

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

November 2011 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$403)	\$332	\$470
Adjustments to reconcile net income/(loss) to net	,		·
cash provided/(used) by operating activities:			
Depreciation - PP&E	198	\$790	808
Loss on disposals of fixed assets	0	\$0 \$0	0
Depreciation - textbook rental equipment	0	\$0	3
(Increase)/decrease in current assets:	247	( <b>¢</b> ECO)	(4.075)
Accounts receivable Student fees receivable	317 (186)	(\$569) (\$743)	(1,275) (381)
Inventories	376	(\$743) (\$27)	1,303
Prepaid expenses and other current assets	46	\$76	73
Increase/(decrease) in current liabilities:	40	Ψίο	73
Accounts payable	(1,220)	(\$487)	(1,673)
Sales Tax Payable & Other Liabilities	(965)	(\$168)	(323)
Wages and payroll taxes payable	(268)	(\$247)	(203)
Interest payable	56	\$224	(122)
Deferred Income	(50)	\$555	`331 <sup>°</sup>
Funds held for Others	13	\$24	14
Net cash provided/(used) by operating activities	(\$2,084)	(\$238)	(\$975)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(102)	(\$343)	(264)
Net cash used in investing activities	(\$102)	(\$343)	(\$264)
·	(+ /	(+0.10)	(4-5-5)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: Principal payments on AU expansion loan	0	\$0	0
Net cash provided/(used) by financing activities	\$0	\$0	\$0
NET INCREASE/(DECREASE) IN CASH AND S/T INVMT	(\$2,186)	(\$581)	(\$1,239)
CASH AND SHORT TERM INVESTMENTS, Beginning	\$12,493	10,888	\$10,097
CASH AND SHORT TERM INVESTMENTS, Ending	\$10,307	\$10,307	\$8,858

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

November 2011 (\$000's)

CASH AND SHORT TERM INVESTMENTS  Less: Committed Capital Projects	10,307
Court of Sciences Student Center	(210)
AGB Drape Replacement & Sound Paneling	(150)
Ackerman Union Space Store Redesign Study	(300)
Ackerman Remodel	(2,000)
HTS Renovation	(150)
Pauley Pavillion Remodel	(650)
Store POS	(150)
Subtotal	(3,610)
Adjustment for Cash Overdraft Entry	(1,533)
Uncommitted Cash	5,163
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	4,810
RESERVE SURPLUS (DEFICIT)	353

#### ASUCLA SERVICES AND ENTERPRISES

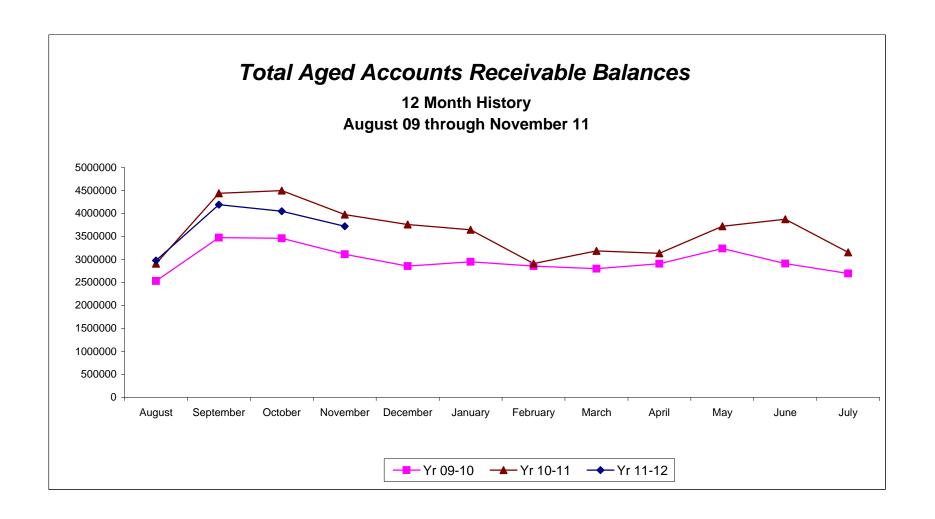
Capital Expenditures - Current Year Projects (\$000's) FY 2011-2012 November 2011

RONGECT NAME   Payments   Polis   Total   Remaining   Remaining   Remaining   Remaining   Remaining   Status						PROJECTED			
Store  Services   Store   Services   Store   Services   Store   Services   Store   Services   Store   Services   Store   Services	PROJECT NAME	BUDGET							_
2011-S001 Store General Replacement   5.0.0   2.9   10.2   13.1   36.9   0.0   In Progress	CtovolOomicoo		Pavments	PO's	Total	Balance	Pendina	(Under)	Status
2011-S002 Ackerman B & Level Remodel   2,000,0   0,0		50.0	2.0	10.2	10.1	26.0		0.0	In Drogram
2011-SQ03 Informal Photo-Photo Equipment   10.0   0.0   0.0   0.0   0.0   10.0   0.0   Pending							2 000 0		
2011-S002 AUT S. Renovalion									0
2011-S032 AU Space / Store Redesign Study 2011-S033 Text book Multi Store Fulfillment Modification 0,0,0,0,19,2,19,2,19,2,19,3,4 Kinross Grad Student Center 0,0,0,0,0,19,2,19,2,19,2,19,3,4 Kinross Grad Student Center 1001 Store Stark Student Center 1001 Store Stark Student Center 1002 Store Stark Student Center 1003 Stark	• •								9
2011-S033 Text book Multi Store Fulfillment Modification   0.0   0.0   12.3   12.3   2.7   15.0   Pending   2011-S034 Kinness Grad Student Center   0.0   0.0   19.2   19.2   10.8   30.0   Pending   2011-F005 FS Miscellaneous and Unanticipated   50.0   3.4   8.0   11.4   38.6   0.0   10.0   Pending   2011-F005 FS Miscellaneous and Unanticipated   40.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F007 FFC Dining Room Upgrade   40.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F007 FFC Dining Room Upgrade   75.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F008 FCM Dining Room Enish Replacement   45.0   0.0   0.0   0.0   0.0   0.0   65.0   0.0   Pending   2011-F009 Pauley Pavilion Remodel   650.0   0.0   0.0   0.0   0.0   0.0   650.0   0.0   Pending   2011-F009 Pauley Pavilion Remodel   10.0   0.0   0.0   0.0   0.0   0.0   10.0   0.0   Pending   2011-F016 FCP Erezer   10.0   0.0   0.0   0.0   0.0   0.0   0.0   10.0   0.0   Pending   2011-F016 FCP Erezer   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F013 LV New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F016 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F016 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F017 New Candy Storage   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Nework Infrastructure Upgrade   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Nework Infrastructure Upgrade   5.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F018 Nework Infrastructure Upgrade   20.0   2.8   2.8   17.2   0.0   17.0   0.0   Pending   2011-F018 Nework Infrastructure Upgrade   20.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F018 Nework Infrastructure Upgrade   25.0   0.0   0.0   0.0   0.0   0.0							150.0		3
2011-903   Kinross Grad Student Center   0.0   0.0   19.2   19.2   19.8   30.0   Pending									
Total Store/Services									0
Food Service   2011-F005 FS Miscellaneous and Unanticipated   50.0   3.4   8.0   11.4   38.6   0.0   In Progress   2011-F006 Patio Furniture Upgrade   40.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F007 TFC Dining Room Upgrade   75.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F007 FFC Dining Room Upgrade   75.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F009 Pauley Pavilion Remodel   660.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F009 Pauley Pavilion Remodel   660.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F001 Progress   2011-F011 Office Carpet   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   In Progress   2011-F012 Proezer   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F013 LV New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015 NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F016 Space Saving Shelving   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F016 Space Saving Shelving   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F018 Synapse Menu Renovation Equipment Upgr	2011-S034 Kinross Grad Student Center						0.400.0		Pending
2011-F005 FS Miscellaneous and Unanticipated		2,210.0	302.9	41./	344.6	50.4	2.160.0	345.0	
2011-F006   Patio Furniture Upgrade   40.0   0.0   0.0   0.0   0.0   0.0   40.0   0.0   Pending   2011-F007   FCD Ining Room Upgrade   45.0   0.0   0.0   0.0   0.0   0.0   45.0   0.0   Pending   2011-F008   KCH Dining Room Enish Replacement   45.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F009   Pauley Paulion Remodel   650.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F010   LVC Patio Awning   15.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   In Progress   2011-F011   Office Carpet   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015   Terezer   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F013   LV New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   5.0   0.0   Pending   2011-F015   NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending   2011-F015   NC New Lockers   5.0   0.0   0.0   0.0   0.0   0.0   5.0   0.0   Pending   2011-F016   Space Saving Shelving   15.0   0.0   0.0   0.0   0.0   0.0   5.0   0.0   Pending   2011-F017   New Candy Storage   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F018   Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   15.0   0.0   Pending   2011-F017   Tealming Table   0.0   0.0   0.0   0.0   0.0   0.0   0.0   20.7   Completed   2011-F018   Tealming Table   0.0   0.0   0.0   0.0   0.0   0.0   20.7   Completed   2011-F019   Network Infrastructure Upgrade   20.0   0.0   2.8   2.8   17.2   0.0   In Progress   2011-T021   Store POS   210-T021   Store POS   210-T022   Store Pos   210-T									
2011-F007 TFC Dining Room Upgrade									
2011-F008 KCH Dining Room Finish Replacement									
2011-F009 Pauley Pavillon Remodel									
2011-F010 LVC Patio Awring				0.0			45.0	0.0	0
2011-F012   Office Carpet   10.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   Pending		650.0					650.0		Pending
2011-F013 LV New Lockers		15.0	0.0	4.0	4.0	11.0		0.0	In Progress
2011-F013 LV New Lockers	2011-F011 Office Carpet	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F014   Dining Room furniture   20.0   0.0	2011-F012 Freezer	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2011-F015 NC New Lockers	2011-F013 LV New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F015 NC New Lockers	2011-F014 Dining Room furniture	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending
2011-F017 New Candy Storage	2011-F015 NC New Lockers	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2011-F017 New Candy Storage	2011-F016 Space Saving Shelving	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-F018 Synapse Menu Renovation Equipment Upgrades   15.0   0.0   0.0   0.0   0.0   0.0   0.0   0.0   20.7   0.0   20.7   Completed		15.0	0.0	0.0	0.0		15.0	0.0	
2011-F031 Training Table   0.0   20.7   0.0   20.7   0.0   20.7   Completed									
Total Food Services   970.0   24.1   12.0   36.1   49.6   905.0   20.7									J
2011-T019   Network Infrastructure Upgrade   20.0   0.0   2.8   2.8   17.2   0.0   In Progress							905.0	20.7	1
2011-T019   Network Infrastructure Upgrade   20.0   0.0   2.8   2.8   17.2   0.0   In Progress	Technology								
2011-T020 Printer Replacement   10.0   0		20.0	0.0	2.8	2.8	17.2		0.0	In Progress
2011-T021 Store POS   150.0   0.0							10.0		
2011-T022 Marketing Oversized HP Design Jet Printer   30.0   0.0   0.0   0.0   0.0   0.0   30.0   0.0   Pending									0
Total Technology         210.0         0.0         2.8         2.8         17.2         190.0         0.0           Others         2011-0023 Custodial Replacements         15.0         0.0         0.0         0.0         0.0         15.0         0.0         Pending           2011-0024 Global Viewpoint Globe         10.0         0.0         0.0         0.0         0.0         10.0         0.0         Pending           2011-0025 Sound Barrier Reinforcement 2nd Fl Lng/AGB         25.0         0.0         0.0         0.0         0.0         25.0         0.0         Pending           2011-0026 Fac. Misc. Remodels         25.0         0.0         0.0         0.0         0.0         25.0         0.0         Pending           2011-0027 KH Meeting Room Carpet         45.0         0.0         0.0         0.0         0.0         0.0         45.0         0.0         Pending           2011-0028 Finance Misc. Replacements         15.0         3.7         25.6         29.3         0.0         14.3         Completed Awaiting Invoice           2011-0029 MCO Equipment         10.0         14.8         0.0         14.8         0.0         4.8         Completed           2011-0030 EAS AU B-Level         55.0         0.0									
Others         2011-0023 Custodial Replacements         15.0         0.0         0.0         0.0         0.0         15.0         0.0         Pending           2011-0024 Global Viewpoint Globe         10.0         0.0         0.0         0.0         0.0         10.0         0.0         Pending           2011-0025 Sound Barrier Reinforcement 2nd Fl Lng/AGB         25.0         0.0         0.0         0.0         0.0         25.0         0.0         Pending           2011-0026 Fac. Misc. Remodels         25.0         0.0         0.0         0.0         0.0         25.0         0.0         Pending           2011-0027 KH Meeting Room Carpet         45.0         0.0         0.0         0.0         0.0         45.0         0.0         Pending           2011-0028 Finance Misc. Replacements         15.0         3.7         25.6         29.3         0.0         14.3         Completed Awaiting Invoice           2011-0029 MCO Equipment         10.0         14.8         0.0         14.8         0.0         4.8         Completed           2011-0030 EAS AU B-Level         55.0         0.0         0.0         0.0         0.0         175.0         19.1									Torialing
2011-O23 Custodial Replacements									
2011-0024 Global Viewpoint Globe 10.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 10.0 0.0		15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB 25.0 0.0 0.0 0.0 0.0 0.0 25.0 0.0 Pending 2011-O026 Fac. Misc. Remodels 25.0 0.0 0.0 0.0 0.0 0.0 25.0 0.0 Pending 2011-O027 KH Meeting Room Carpet 45.0 0.0 0.0 0.0 0.0 0.0 45.0 0.0 Pending 2011-O028 Finance Misc. Replacements 15.0 3.7 25.6 29.3 0.0 14.3 Completed Awaiting Invoice 2011-O029 MCO Equipment 10.0 14.8 0.0 14.8 0.0 4.8 Completed 2011-O030 EAS AU B-Level 55.0 0.0 0.0 0.0 0.0 0.0 55.0 0.0 Pending Total Others 200.0 18.5 25.6 44.1 0.0 175.0 19.1									
2011-0026 Fac. Misc. Remodels       25.0       0.0       0.0       0.0       0.0       25.0       0.0       Pending         2011-0027 KH Meeting Room Carpet       45.0       0.0       0.0       0.0       0.0       45.0       0.0       Pending         2011-0028 Finance Misc. Replacements       15.0       3.7       25.6       29.3       0.0       14.3       Completed Awaiting Invoice         2011-0029 MCO Equipment       10.0       14.8       0.0       14.8       0.0       4.8       Completed         2011-0030 EAS AU B-Level       55.0       0.0       0.0       0.0       55.0       0.0       Pending         Total Others       200.0       18.5       25.6       44.1       0.0       175.0       19.1									
2011-O027 KH Meeting Room Carpet       45.0       0.0       0.0       0.0       0.0       45.0       0.0       Pending         2011-O028 Finance Misc. Replacements       15.0       3.7       25.6       29.3       0.0       14.3       Completed Awaiting Invoice         2011-O029 MCO Equipment       10.0       14.8       0.0       14.8       0.0       4.8       Completed         2011-O030 EAS AU B-Level       55.0       0.0       0.0       0.0       55.0       0.0       Pending         Total Others       200.0       18.5       25.6       44.1       0.0       175.0       19.1									
2011-0028 Finance Misc. Replacements       15.0       3.7       25.6       29.3       0.0       14.3       Completed Awaiting Invoice         2011-0029 MCO Equipment       10.0       14.8       0.0       14.8       0.0       4.8       Completed         2011-0030 EAS AU B-Level       55.0       0.0       0.0       0.0       55.0       0.0       Pending         Total Others       200.0       18.5       25.6       44.1       0.0       175.0       19.1									0
2011-O029 MCO Equipment       10.0       14.8       0.0       14.8       0.0       4.8       Completed         2011-O030 EAS AU B-Level       55.0       0.0       0.0       0.0       55.0       0.0       Pending         Total Others       200.0       18.5       25.6       44.1       0.0       175.0       19.1									
2011-O030 EAS AU B-Level         55.0         0.0         0.0         0.0         55.0         0.0         Pending           Total Others         200.0         18.5         25.6         44.1         0.0         175.0         19.1									
	2011-O030 EAS AU B-Level	55.0		0.0	0.0	0.0			
Total Current Voor Projects 2 500.0 245.5 92.4 427.5 447.2 2.420.0 204.0	Total Others	200.0	18.5	25.6	44.1	0.0	175.0	19.1	•
10tal Guitent Feat Floretts   3,030.0   340.0   340.0   17.4   3.400.0   304.8	Total Current Year Projects	3,590.0	345.5	82.1	427.6	117.2	3,430.0	384.8	

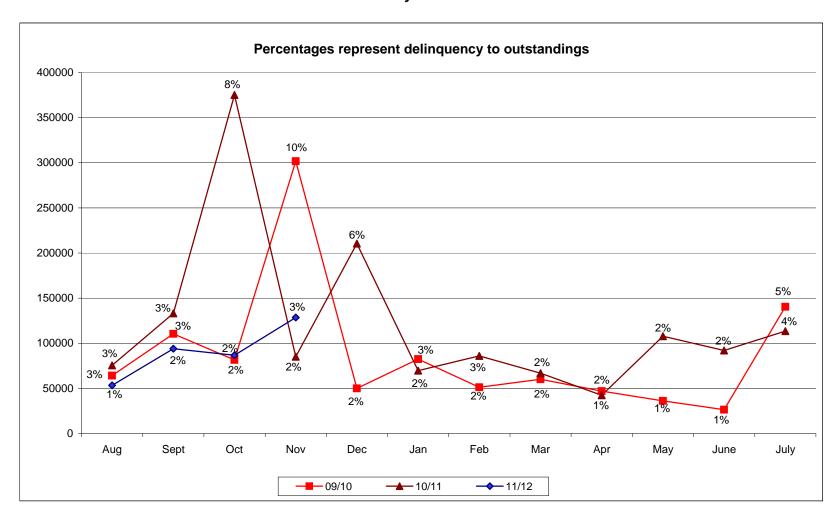
Page 8 **ASUCLA Finance Division** 

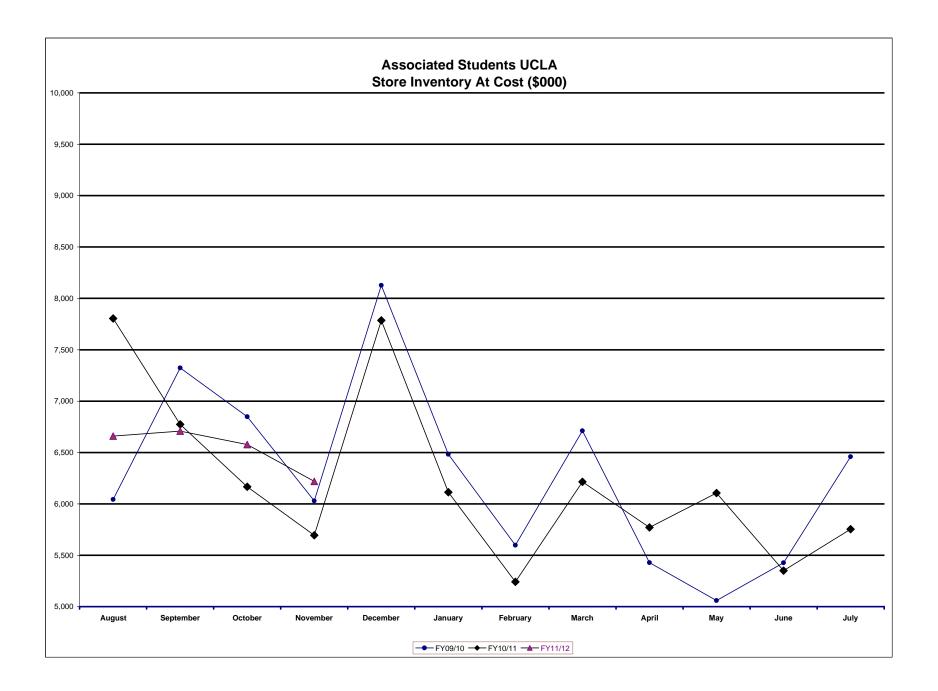
## ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

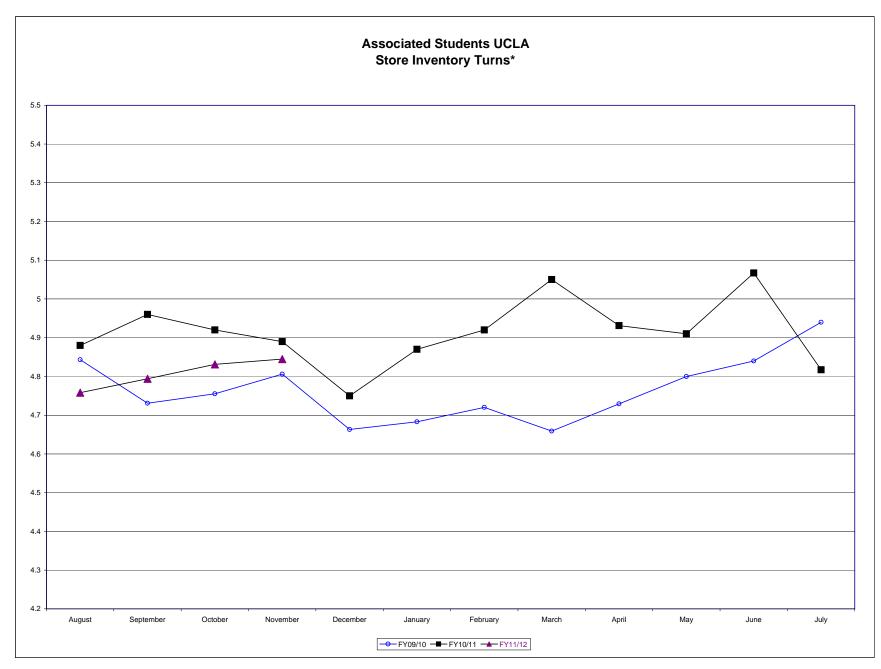
11/26/2011 November	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$718,972	22%	\$324,165	79%	\$28,537	31%	\$5,742	33%	\$4,204	42%	\$3,539	43%	\$1,085,159	29%
ASUCLA PUBLICATIONS	\$112,726	4%	\$492	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$113,218	3%
ASUCLA USA/GSA	\$85,528	3%	\$18,989	5%	\$315	0%	\$0	0%	\$0	0%	(\$985)	-12%	\$103,847	3%
DUE FROM VENDORS	\$705,835	22%	\$27,985	7%	\$3,922	4%	\$7,051	41%	\$4,700	47%	\$1,629	19%	\$751,122	20%
DENTAL KITS	\$516,728	16%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$516,728	14%
OTHER	\$1,046,714	33%	\$37,927	9%	\$60,129	65%	\$4,455	26%	\$1,129	11%	\$4,224	50%	\$1,154,578	31%
TOTAL CURRENT MONTH	\$3,186,503	100%	\$409,558	100%	\$92,903	100%	\$17,248	100%	\$10,033	100%	\$8,407	100%	\$3,724,652	100%
	86%		11%		2%		1%		0%		0%		100%	
10/29/2011 October	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,018,518	28%	\$232,663	70%	\$28,507	64%	\$15,912	73%	\$6,937	56%	\$785	10%	\$1,303,322	32%
ASUCLA PUBLICATIONS	\$120,608	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$120,608	3%
ASUCLA USA/GSA	\$72,879	2%	\$963	0%	\$0	0%	\$0	0%	\$0	0%	(\$985)	-13%	\$72,857	2%
DUE FROM VENDORS	\$166,749	5%	\$2,523	1%	\$9,950	22%	\$4,018	19%	\$2,678	22%	\$1,075	14%	\$186,993	5%
DENTAL KITS	\$606,990	17%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$606,990	15%
OTHER	\$1,643,875	45%	\$96,515	29%	\$6,477	14%	\$1,782	8%	\$2,661	22%	\$6,868	89%	\$1,758,178	43%
TOTAL CURRENT MONTH	\$3,629,619	100%	\$332,664	100%	\$44,934	100%	\$21,712	100%	\$12,276	100%	\$7,743	100%	\$4,048,948	100%
	90%		8%		1%		1%		0%		0%		100%	
											. = -			
10/1/2011 September	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$1,146,699	29%	\$121,841	82%	\$23,046	40%	\$8,414	61%	\$14	1%	\$7,659	37%	\$1,307,673	31%
ASUCLA PUBLICATIONS	\$103,173	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$103,173	2%
ASUCLA USA/GSA	\$48,655	1%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	(\$985)	-5%	\$47,670	1%
DUE FROM VENDORS	\$220,492	6%	\$7,933	5%	\$10,624	18%	\$970	7%	\$346	19%	\$7,045	34%	\$247,410	6%
DENTAL KITS	\$761,641	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$761,641	18%
OTHER	\$1,667,691	42%	\$20,078	13%	\$24,075	42%	\$4,350	32%	\$1,463	80%	\$6,969	34%	\$1,724,626	41%
TOTAL CURRENT MONTH	\$3,948,351	100%	\$149,852	100%	\$57,745	100%	\$13,734	100%	\$1,823	100%	\$20,688	100%	\$4,192,193	100%
	94%		4%		1%		0%		0%		0%		100%	



## 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.

			1	_			1	
	04(10/30/11-11/ CURRENT MONTI				ISCAL YEAR 11-1 MO(07/31/11-11		FISCAL Y	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
46,162	53,544	-7 202-	TEXTBOOKS	4,147,282	4,055,335	91,947	55,255	4,044,308
101,842	99,235	2,607	GENERAL BOOKS	4,147,262	4,055,555	<2,116>	94,536	4,044,306
783,017	744,413	38,604	APPAREL & ACCESSORIES	3,785,547	3,949,529	<163,982>	651,906	3,697,812
1,220,204	1,378,800		SUPPLY DIVISION	7,044,869	7,313,700	<268,831>	1,210,693	6,938,877
122,390	127,952		LU VALLE COMMONS STORE HEALTH SCIENCES STORE	1,215,379	1,334,880	<119,501>	120,757	1,346,325
115,067 2,388,681	159,800 2,563,744		TOTAL SALES	2,657,137 19,283,754	2,920,550 20,009,649	<263,413> <725,895>	122,104 2,255,251	2,809,567 19,252,625
, ,		.,						
1,600,169	1,742,545	142,376	Less: Cost of Sales	13,911,054	14,411,760	500,706	1,529,518	13,890,042
			Less: Shrinkage					
			Less. Stillikage					
208	140		TEXTBOOKS	20,281	17,130	<3,151>	185	20,542
1,487	1,580	93	GENERAL BOOKS	6,336	6,960	624	1,340	6,012
3,190 3,446	2,945 3,650	<245> 204	APPAREL & ACCESSORIES SUPPLY DIVISION	15,769 18,530	15,940 18,660	171 130	2,655 3,473	14,913 18,368
761	750		LU VALLE COMMONS STORE	7,349	7,190	<159>	743	7,930
913	920	7	HEALTH SCIENCES STORE	10,316	11,200	884	1,137	11,681
10,005	9,985	<20>	SHRINKAGE	78,581	77,080	<1,501>	9,533	79,445
1,610,174	1,752,530	142,356	TOTAL COST OF SALES	13,989,635	14,488,840	499,205	1,539,052	13,969,487
67.0	68.0	1.0	COST OF SALES %	72.1	72.0	<0.1>	67.8	72.2
778,507	811,214	<32,707>	GROSS MARGIN	5,294,118	5,520,809	<226,691>	716,199	5,283,139
33.0 0.4	32.0 0.4	1.0	GROSS MARGIN % SHRINKAGE %	27.9 0.4	28.0 0.4	<0.1>	32.2 0.4	27.9 0.4
0.4	0.4	<0.0>	SHRINKAGE 76	0.4	0.4	<0.0>	0.4	0.4
32.6	31.6	1.0	NET GROSS MARGIN %	27.5	27.6	<0.1>	31.8	27.4
20.0	21.1	4.7	TEXTROOKS	24.0	047	0.0	20.0	24.0
32.8 30.2	31.1 30.4	1.7 <0.2>	TEXTBOOKS GENERAL BOOKS	24.9 32.6	24.7 31.3	0.2 1.3	29.8 29.4	24.9 31.3
51.1	52.8		APPAREL & ACCESSORIES	50.3	51.6	<1.3>	53.1	52.0
20.4	19.0	1.3	SUPPLY DIVISION	18.5	18.3	0.3	19.9	18.4
37.9 32.5	40.1	<2.2> <3.8>	LU VALLE COMMONS STORE HEALTH SCIENCES STORE	27.4 21.7	28.4	<0.9>	34.4 35.8	26.8 20.9
32.5	36.2	<3.8>	HEALTH SCIENCES STORE	21.7	21.6	0.1	35.8	20.9
69,997	114,893		OTHER INCOME	380,261	308,244	72,017	94,787	393,264
848,504	926,107	<77,603>	GROSS MARGIN/OTHER	5,674,380	5,829,053	<154,673>	810,987	5,676,403
			Less: Controllable Exp					
278,393	280,686	2,293	Career Wages	1,103,960	1,098,756	<5,204>	275,347	1,086,802
671 122,057	0 122,945	<671> 888	Limited Appointment Student Wages	1,709 564,878	0 567,677	<1,709> 2,799	0 115,158	0 551,772
401,121	403,631	2,510	TOTAL WAGES	1,670,547	1,666,433	<4,114>	390,505	1,638,574
16.8	15.7	<1.1>	WAGE % TO SALES	8.7	8.3	<0.3>	17.3	8.5
122.07/	120 704	/ 000	Frankrica Danafita	40/ 0/1	E17.0E2	20.001	112 20/	4/2.250
122,976 4,643	129,784 4,377	6,808 <266>	Employee Benefits Office Supplies	486,961 40,682	517,052 36,928	30,091 <3,754>	113,396 9,870	462,358 41,064
14,673	14,603	<70>	Telephone	57,206	57,143	<63>	15,239	56,956
122	135	13	Telex	426	540	114	65	560
20 285	23 75	3 <210>	Postage Trav/Trips/Conference	91 6,335	92 4,475	1 <1,860>	30 135	117 3,219
0	73	73	Membership Fees	0,333	73	73	0	0
3,776	5,670	1,894	Operating Supplies	24,874	20,345	<4,529>	7,819	22,384
16,043	15,155	<888>	Freight Out	110,890	92,375	<18,515>	14,552	93,649
809 0	1,075 0	266 0	Transportation Replacements	3,850 0	4,300 0	450 0	786 0	2,910 171
0	0	0	Merchandise Losses	150	0	<150>	0	28
0	0	0	Postage Stamp O/S	<18>	0	18	<7>	<7>
0	0	0	Uniforms	111	156	45	0	156
22,275 <158>	14,475 <500>	<7,800> <342>	Advertising Vendor Adv. Allowance	91,695 <1,479>	99,923 <5,928>	8,228 <4,449>	7,154 0	86,385 <5,720>
68,313	70,085	1,772	Direct Mail Adv.	234,975	235,340	365	62,602	227,990
1,622	1,180		Repairs & Maintenance	13,293	9,300	<3,993>	1,261	10,932
0	0	0	Janitorial	28	0	<28>	0	0
44,182 <4,572>	47,789 0	3,607 4,572	Bank Card Expense Overs/Shorts	302,204 5,313	330,432 0	28,228 <5,313>	41,267 <2,087>	309,301 3,824
285	0	<285>	Credit Card Adjustments	1,131	0	<1,131>	1,294	3,079
0	250	250	Textbook Rental Exp	0	1,000	1,000	247	3,103
0	0	0	Rentals-Facilities	4,051	1,900	<2,151>	0	1 166
0	0	0	Rentals-Truck Taxes & Licenses	858 600	1,200 0	342 <600>	0	1,166 0
0	740	740	Professional Services	1,148	2,810	1,662	1,875	7,809
538	0	<538>	Temp Agency Service	929	2,600	1,671	1,519	5,121
12,600	12 600	0	Commission Expense	2,430	3,000	570	2 624	259
12,600 0	12,600 0	<0> 0	Concession Expense Prior Period Adj	36,300 <53>	36,300 0	<0> 53	3,624 0	27,060 0
0	0	0	Alloc of Distr Cntr	0	5	5	0	0
13,408	15,100	1,692	Payment to UCLA	38,261	45,120	6,859	7,371	36,522
321,841 722,962	332,689 736,320	10,848 13,358	TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP	1,463,242 3,133,789	1,496,481 3,162,914	33,239 29,125	288,013 678,518	1,400,397 3,038,971
122,702	130,320	13,330	GROSS CONTRIBUTION TO	3,133,709	3,102,714	27,123	0/0,010	3,030,771
125,543	189,787	<64,244>	SVCS AND ENTERPRISES	2,540,591	2,666,139	<125,548>	132,469	2,637,432
			Less: Allocated Exp					
23,909	24,239	330	Allocated ExpHR	98,864	97,943	<921>	23,303	97,107
123,177	134,442	11,265	Allocated Exp. Fin	594,212	618,765	24,553	125,131	590,265
48,432 27,860	55,452 30,543	7,020 2,683	Allocated ExpIS Allocated Exp. Mktg	238,917 135,745	252,804 138,538	13,887 2,793	53,382 30,632	233,037 139,701
75,446	81,066	5,620	Allocated Exp Othr SA	389,044	383,287	<5,757>	76,538	375,175
71,305	69,209	<2,096>	Maintenance	271,117	274,045	2,929	72,518	263,925
21,288	25,878	4,590	Utilities	108,175	113,449	5,274	22,687	114,140
70,439 461,856	70,434 491,263	<5> 29,407	Depreciation TOTAL ALLOCATED EXP	281,698 2,117,771	281,736 2,160,567	38 42,796	73,878 478,069	294,722 2,108,072
401,000	471,203	27,407	. S INC NECOUNTED EAP	2,111,111	2,100,307	42,190	470,009	2,100,072
<336,313>	<301,476>		NET INCOME (LOSS)	422,820	505,572	<82,752>	<345,600>	529,359

NOV.	04(10/30/11-11/2	) ( /11)	1		ISCAL YEAR 11-1	2 1	FISCAL YE	AD 10 11
	CURRENT MONTH				MO(07/31/11-11		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
137,179	130,754	6,425	CENTRAL DIVISION	544,524	492,799	51,725	135,334	503,292
211,705	220,935			712,083	726,741	<14,658>	208,251	681,370
45,150	136,095		SOUTH DIVISION	195,655	458,118	<262,464>	43,039	193,546
236,848	214,561	22,287	LU VALLE DIVISION	837,731	803,023	34,708	196,569	733,208
252,532	209,344	43,188	COOPERAGE DIVISION	953,979	800,081	153,898	240,610	878,379
170,926 1,054,338	146,577	24,349	SPECIAL EVENTS DIVISION	741,745 3,985,716	645,326	96,419 59,628	169,939 993,742	579,449
1,054,338	1,058,266	<3,928>	TOTAL SALES	3,985,716	3,926,088	59,628	993,742	3,569,244
362,012	346,208	<15.804 >	Less: Cost of Sales	1,371,590	1.297.495	<74.095>	313,916	1,164,318
34.3	32.7	<1.6>	COST OF SALES %	34.4	33.1	<1.4>	31.6	32.6
692,327	712,058		4	2,614,126	2,628,593	<14,467>	679,826	2,404,926
65.7	67.3	<1.6>	GROSS MARGIN %	65.6	67.0	<1.4>	68.4	67.4
66.5	68.3		CENTRAL DIVISION	66.6	68.0	<1.4>	67.6	67.9
64.7	66.4		NORTH CAMPUS DIVISION	63.6	66.0	<2.4>	67.7	66.3
68.9	67.8	1.1	SOUTH DIVISION	67.3	67.6	<0.3>	68.3	68.5
69.3	70.9	<1./> <1.1>	LU VALLE DIVISION	70.2	69.9	0.3	72.1	71.1
65.6 60.3	66.7 63.2	<1.1> <2.9>	COOPERAGE DIVISION SPECIAL EVENTS DIVISION	65.6 61.3	66.5 64.2	<0.8> <2.8>	66.2 67.5	66.4 65.1
00.5	03.2	\2.72	SI ECIAL EVENTS DIVISION	01.3	04.2	\2.0>	07.5	03.1
153,830	143,954	9,876	OTHER INCOME	612,817	543,330	69,487	147,816	550.760
846,157	856,012	<9,855>	GROSS MARGIN/OTHER	3,226,944	3,171,923	55,021	827,642	2,955,686
							·	
			Less: Controllable Exp					
262,622	256,510		Career Wages	1,027,040	1,034,374	7,334	235,545	953,231
1,431	0		Limited Appointment	10,714	400	<10,314>	899	2,518
175,980	181,558	5,578	Student Wages Labor Recharge	707,690 <102,145>	732,570 <110,160>	24,880 <8,015>	169,046	638,180
<26,235>	<28,886> 409,182		TOTAL WAGES				<24,078>	<91,322>
413,799 39.3	409,182 38.7	<4,617> <0.6>	WAGE % TO SALES	1,643,300 41.2	1,657,184 42.2	13,884 1.0	381,413 38.4	1,502,607 42.1
37.3	30.7	<0.02		71.2	72.2	1.0	30.4	72.1
137,077	137,146	69	Employee Benefits	536,660	552,317	15,657	121,347	487,351
1,736	1,615	<121>	Office Supplies	8,132	7,270	<862>	1,679	9,044
4,806	4,931	125	Telephone	17,763	19,684	1,921	4,888	18,880
800	1,200	400	Training Programs	5,204	6,200	996	540	3,819
49,436	51,790	2,354	Paper	189,102	196,101	6,999	48,425	178,394
4.7	4.9	0.2	Paper % To Sales	4.7	5.0	0.3	4.9	5.0
4,535	3,542	<993>	Cleaning Supplies	14,864	13,259	<1,605>	3,131	10,752
<8,033>	<8,350>	<317>	Purchasing Rebates	<31,056>	<33,400>	<2,344>	<7,642>	<31,547>
1,965	2,475	510	Replacements Laundry	17,001 27,226	10,150 17,044	<6,851> <10,182>	1,471 5,595	10,081 19,763
6,418 962	4,659 1,260	<1,759> 298	Uniforms	7,331	10,820	3,489	329	8,901
2,608	2,645	37	Advertising	51,123	65,910	14,787	1,417	62,980
0	100	100	Menu Development	0 1,120	400	400	0	8
4	70	66	Dorm Coupons Expense	30	245	215	9	66
8,297	4,281	<4,016>	Repairs & Maintenance	26,779	17,337	<9,442>	3,988	18,443
33,953	19,796	<14,157>	Bank Card Expense	100,374	72,713	<27,661>	20,859	66,120
1,816	2,022	206	Sales Tax Expense	6,760	7,258	498	1,873	6,762
285	476	191	Overs/Shorts	1,648	1,730	82	2,987	19,170
0	0	0	Credit Card Adjustments	194	0	<194>	3	3
<3> 274	0 350	3 76	Rentals	1,243	250 1,400	<993>	0	<89> 2,077
0	350	0	Rentals-Truck Taxes & Licenses	1,457 240	500	<57> 260	0	460
0	0	0	Temp Agency Service	0	0	0	0	0
15,676	12,329	<3,347>	Commission Expense	61,585	53,314	<8,271>	30,871	69,631
262,614	242,337	<20,277>	TOTAL OTHER CONTROL.	1,043,659	1,020,502	<23,157>	241,770	961,068
676,412	651,519	<24,893>		2,686,959	2,677,686	<9,273>	623,183	2,463,676
		-	GROSS CONTRIBUTION TO					
169,745	204,493	<34,748>	SVCS AND ENTERPRISES	539,985	494,237	45,748	204,459	492,010
	]					I		
			Less: Allocated Exp					
04//5	04.570	00	Allegated Fire LID	07.000	07.055	0.5	00 7/4	00.00:
24,665	24,572		Allocated ExpHR	97,280	97,255	<25>	22,761	88,984 156,241
60,528 23,799	60,340 24,888	<188> 1,089	Allocated Exp. Fin Allocated ExpIS	166,659 67,659	162,769 66,692	<3,890> <967>	60,784 25,931	156,241 63,122
13,690	13,708	1,069	Allocated Exp. Mktg	38,056	36,694	<1,362>	14,880	37,403
37,679	36,384	<1,295>		108,249	99,168	<9,081>	37,179	97,153
60,111	58,335			228,551	231,100	2,549	61,132	222,487
17,945	21,816	3,871	Utilities	91,191	95,637	4,446	19,125	96,220
70,621	93,208	22,587	Depreciation	282,352	372,832	90,480	70,916	283,668
309,038	333,251	24,213	TOTAL ALLOCATED EXP	1,079,997	1,162,147	82,150	312,708	1,045,278
400 000	400 ===	40 ===	NET INCOME (LOCC)	E 40 010	//3 010	407.000	.400 010	EE0 011
<139,293>	<128,758>	<10,535>	NET INCOME (LOSS)	<540,012>	<667,910>	127,898	<108,249>	<553,268>
222.442	247 770	J04 014:	TOTAL CUSTOMED COUNT	1 104 070	1 242 271	-67 201	217.020	1 140 050
323,462 89,842	347,773 102,854		TOTAL CUSTOMER COUNT 3RD PARTY CUST COUNT	1,194,970 345,458	1,262,271 375,111	<67,301> <29,653>	317,028 90,735	1,142,250 336,612
233,620	244,919		ASUCLA CUSTOMER COUNT	345,458 849,512	375,111 887,160	<29,653> <37,648>	90,735 226,293	336,612 805,638
233,020	277,717	\11,Z77>		047,012	557,100	\J,040>	220,273	555,056
4.67	4.60	0.07	TOTAL AVERAGE CHECK	4.74	4.61	0.12	4.33	4.25
5.95	5.79	0.16	3RD PARTY AVG CHECK	6.04	5.80	0.24	5.88	5.87
4.18	4.10	0.08	ASUCLA AVERAGE CHECK	4.21	4.11	0.09	4.19	4.06
27,014	27,597	584	EMPLOYEE HOURS	111,012	113,012	2,000	26,616	105,433
39.01	38.35	0.67	SALES/LABOR HOUR	35.90	34.74	1.16	37.34	33.85

### SERVICES DIVISION INCOME STATEMENT

NOV	04(10/30/11-11/2	<i>٤/</i> 11)	1 1	-	ISCAL YEAR 11-1	12	FISCAL YEAR 10-11			
	CURRENT MONTH		1		MO(07/31/11-11		LAST YEAR			
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD		
ACTUAL	DODGET	VARIANCE	1	ACTUAL	DODGET	VARIANCE	WONTH	110		
19,982	16,764	3,218	PHOTOGRAPHY	62,979	65,772	<2,793>	16,119	63,246		
19,982	16,764	3,218	TOTAL SALES	62,979	65,772	<2,793>	16,119	63,246		
312	445		Less: Cost of Sales	1,459	2,103	644	445	2,103		
19,670	16,319	3,351	GROSS MARGIN	61,520	63,669	<2,149>	15,674	61,143		
98.4	97.4	1.1	GROSS MARGIN %	97.7	96.8	0.9	97.2	96.7		
98.4	97.4	1.1	PHOTOGRAPHY	97.7	96.8	0.9	97.2	96.7		
146,158	110,000	36,158	TRADEMARKS AND LICENSING	765,404	741,675	23,729	125,219	742,962		
79,868	85,181		LEASED OPS	318,803	342,734	<23,931>	75,332	301,479		
226,026	195,181	30,845	OTHER INCOME	1,084,207	1,084,409	<202>	200,551	1,044,441		
245,696	211,500	34,196	GROSS MARGIN/OTHER	1,145,727	1,148,078	<2,351>	216,225	1,105,584		
			Lance Combination From							
			Less: Controllable Exp							
33,798	35,551	1,753	Career Wages	125,736	138,410	12,674	29,506	116,093		
1,005	970		Student Wages	4,164	3,060	<1,104>	548	2,086		
34,803	36,521	1,718	TOTAL WAGES	129,900	141,470	11,570	30,054	118,178		
174.2	217.9	43.7	WAGE % TO SALES	206.3	215.1	8.8	186.4	186.9		
			]							
13,767	16,026		Employee Benefits	53,029	60,306	7,277	11,753	47,061		
2,378	846	<1,532>	Office Supplies	4,011	3,026	< 985 >	1,175	2,965		
762	635		Telephone	2,877	2,411	<466>	779	2,936		
0	105		Postage	258	420	162	16	361		
<318>	0	318	Trav/Trips/Conference	9,682	10,000	318	0	6,900		
2,003	2,000		Enforcement	5,967	6,000	33	1,313	5,819		
0	0		Advertising	0	39	39	0	39		
1,825	2,860		Business Promotion	11,364	11,440	76	3,125	20,503		
233	0		Repairs & Maintenance	693	348	<345>	0	348		
2,233 4,250	2,952	719 <3,100>	Professional Services	9,532 8,086	12,533 4,600	3,001	4,341	22,256 4,400		
4,250 16,483	1,150 3,500		Legai Trademark	23,450	14,000	<3,486> <9,450>	2,100 5,474	16,375		
1,422	3,500		Intern'l Agnt Fee/Tax	34,643	32,123	<9,450 <i>&gt;</i> <2,520>	5,474 5,651	35,243		
13,240	11,000		Domestic Agency Fee	58,684	59,000	316	10,355	55,737		
47,150	35,768		Payment to UCLA	239,046	212,533	<26,513>	37,000	210,500		
105,428	76,842		TOTAL OTHER CONTROL.	461,322	428,779	<32,543>	83,082	431,444		
140,232	113,363	<26,869>	TOTAL CONTROLLABLE EXP	591,221	570,249	<20,972>	113,136	549,622		
			GROSS CONTRIBUTION TO							
105,464	98,137	7,327	SVCS AND ENTERPRISES	554,506	577,829	<23,323>	103,088	555,962		
			Less: Allocated Exp							
2.074	2.402	110	Allocated Fun. LID	7 700	0.221	/21	1 702	7.015		
2,074 11,926	2,193 10,305		Allocated ExpHR Allocated Exp. Fin	7,700 39,983	8,331 38,999	631 <984>	1,793 11,102	7,015 39,185		
4,846	4,388	•	Allocated ExpIS	39,963 16,970	36,479 16,479	< 491 >	4,922	16,240		
2,788	2,417		Allocated Exp. Mktg	9,450	9,081	<369>	2,824	9,737		
7,575	6,414		Allocated Exp. Wiktg  Allocated Exp Othr SA	26,915	24,547	<2,368>	7,057	25,206		
12,648	12,273		Maintenance	48,091	48,621	530	12,863	46,815		
3,775	4,591		Utilities	19,188	20,124	936	4,024	20,246		
5,277	5,277		Depreciation	21,108	21,108	0	5,345	21,365		
50,909	47,858	<3,051>	TOTAL ALLOCATED EXP	189,405	187,290	<2,115>	49,930	185,809		
54,555	50,279	4,276	NET INCOME (LOSS)	365,101	390,539	<25,438>	53,158	370,153		

### UCLA STUDENT UNION INCOME STATEMENT

CTUME   DUDICT   VARIANCE   VAR	NOV. 04(10/30/11-11/26/11)		]	FISCAL YEAR 11-12		FISCAL YEAR 10-11			
\$3,493 36,300 17,393 EVENT SERVICES OFFICE 2,477 3,022 < 5500 - SECRATION & GAMES 8,404 13,559 < 53,153 - 3,079 11,824   42,289 4,5107 < 2,2818- AUPOST OFFICE 17,291 19,292 - 11,1474 - 44,105 19,867   86,54 84,29 14,205 14,005 1701, SALES 350,94 20,868 27,7722   76,666 352,714   77,266 8,691 43,00 2,262 AU PER COTING COST 18,18,883 199,940 12,211 43,227   77,266 8,691 43,605 - 36,605 - 36,6018   77,266 8,691 43,605 - 36,605 - 36,6018   78,27 10 100 80 Cost 15,868 80 14,794 34,609 49,185- 88,381 30,122   78,28 1,29 1,29 1,29 1,29 1,29 1,29 1,29 1,29	CURRENT MONTH						LAST YEAR ACTUAL		
2,472   3,022   -550-   BECERATION & CAMES   8,06   13,359   -5,153-   3,079   13,824   (2,289 + 16,107   -2,2818 + AU POST OFFICE   18,1919   1919/29   21,1417+ 41,4105   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,797   191,697   19	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,472   3,022   -550-   BECERATION & CAMES   8,06   13,359   -5,153-   3,079   13,824   (2,289 + 16,107   -2,2818 + AU POST OFFICE   18,1919   1919/29   21,1417+ 41,4105   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,697   191,797   191,697   19									
22,289   45,107   <a href="https://doi.org/10.1008/j.csp.1018.25">45,107   <a href="https://doi.org/10.1008/j.csp.1018.25">45,208   45,107   43,271   189,712</a></a></a></a></a></a></a></a></a></a></a></a></a>									
99.454   84.429									
11,978									
17.256   8.671   48.566  Scallifes Costs   43,794   34,690   47,185    33,811   30,122     20.00	70,434	04,429	14,025	TOTAL SALES	365,704	300,042	17,122	70,000	332,110
17.256   8.671   48.566  Scallifes Costs   43,794   34,690   47,185    33,811   30,122     20.00	41.978	44.340	2.362	AU Post Office Cost	183.883	195.904	12.021	43.271	189.712
20									
BOOL							•		
39,200   31,298   7,502   260SS MARCH   138,091   138,129   19,962   27,014   131,900   30,8   37,1   2.8   GROSS MARCH   10   37,5   3,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,27,5   3,5   3,4   3,4   3,27,5   3,5   3,4   3,	59,254	53,131	<6,123>	Less: Cost of Sales	227,873	230,713	2,840	51,672	220,196
39.8   37.1   2.8   GROSS MARGIN %   41.0   37.5   3.5   34.3   37.5	60.2		2.8	4					
61-9									
99.2 99.7 2.5 BECREATION & GAMES 97.7 99.5 < 0.9 99.4 97.4 0.7 1.7 0.7 1.7 1.0 4.0 PST OFFICE 2.1 1.7.7 0.4 1.9 2.7 17.628 15.700 1.928 STUDENT UNION OPS 2.0 5.661	39.8	37.1	2.8	GROSS MARGIN %	41.0	37.5	3.5	34.3	37.5
99.2 99.7 2.5 BECREATION & GAMES 97.7 99.5 < 0.9 99.4 97.4 0.7 1.7 0.7 1.7 1.0 4.0 PST OFFICE 2.1 1.7.7 0.4 1.9 2.7 17.628 15.700 1.928 STUDENT UNION OPS 2.0 5.661	(7.0	7/ 1	0.0	EVENT CEDVICES OFFICE	7/ 0	77.0	0.0	70.4	70.0
0.7									
17,628									
2,025	0.7	1.7	<1.0>	AU POST OFFICE	2.1	1.7	0.4	1.7	2.1
2,025	17.628	15.700	1.928	STUDENT UNION OPS	47.506	50.486	<2.980>	11.461	40.190
7,260									
26,913									
Less: Controllable Exp			591	OTHER INCOME					
29,499	66,113	57,620	8,493	GROSS MARGIN/OTHER	247,182	237,809	9,373	48,661	220,075
29,499									
19.551				Less: Controllable Exp					
19.551									
49,050   50,065   1,815   1071AL WAGES   202,929   202,066   743>   46,778   192,324   49,8   60.3   10.4   WAGE % TO SALES   52.6   54.8   2.2   59.5   54.6   54.8   3.4   3.4   3.4   3.4   3.4   3.4   49.0   57.3   101   Office Supplies   3.093   3.304   211   1.248   4.015   3.4   3.4   3.4   3.4   40.0   57.3   101   Office Supplies   3.093   3.304   211   1.248   4.015   3.4   40.0				ū .		-			
13,224									
13,224									
652         753         101         Office Supplies         3,093         3,304         211         1,248         4,015           3,448         3,644         196         Telephone         13,243         13,910         667         3,790         13,961           0	47.0	00.5	10.4	WAGE 70 TO SALES	32.0	34.0	2.2	37.3	34.0
652         753         101         Office Supplies         3,093         3,304         211         1,248         4,015           3,448         3,644         196         Telephone         13,243         13,910         667         3,790         13,961           0	13,224	13,437	213	Employee Benefits	53,281	53,211	<70>	12,163	49,057
S8									
0 0 0 0 0 0 4464 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,448	3,644	196	Telephone	13,243	13,910	667	3,790	13,961
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	58	0	<58>	Trav/Trips/Conference	58	1,250	1,192	495	645
90		0	0	, ,	0			0	64
1,333   89		-						=	
9,573 7,722 <1,851> Student Event Exp 21,977 23,433 1,456 7,185 24,047 1,351 460		-		0 0				-	
1,351									
0 30 30 30 70 Tournament Prizes 105 495 390 30 495 395 395 92 <303> Replacements 687 277 <410> 92 256 0 0 0 0 Uniforms 67 0 <67> 0 103 5 30 25 Advertising 2,160 849 <1,311> 96 560 1,806 476 <1,330> Business Promotion 5,208 1,904 <3,304> 409 1,635 1,000 1,083 <17> Repairs & Maintenance 6,648 5,440 <1,208> 324 7,535 1,100 1,083 <17> Repairs & Mice-Equip 4,400 4,332 <68> 1,083 4,183 1,203 1,159 <44> Bank Card Expense 4,782 5,094 312 1,251 5,237 0 277 Overs/Shorts 1 119 118 0 0 0 1,185 1,609 424 Commission Expense 5,537 8,467 2,930 1,671 8,608 2,512 2,450 <62> Student Support Svcs 2,512 2,450 <62> Student Support Svcs 2,512 2,450 <62> 2,512 2,512 10,450 11,000 550 Walver Pool 31,831 32,000 169 9,409 27,958 64,490 59,953 <4,537> 113,540 110,818 <2,722> TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES				· ·					
395									
0         0         0         Uniforms         67         0         <67>         0         103           5         30         25         Advertising         2,160         849         <1,311>         96         560           1,806         476         <1,330>         Business Promotion         5,208         1,904         <3,304>         409         1,635           687         475         <212>         Repairs & Maintenance         6,648         5,440         <1,208>         324         7,535           1,100         1,083         <17>         Repairs & Mice-Equip         4,400         4,332         <68>         1,083         4,183           1,203         1,159         <44>         Roc Card Expense         4,782         5,094         312         1,251         5,237           0         27         27         Overs/Shorts         1         119         118         0         0           1,185         1,609         424         Commission Expense         5,537         8,467         2,930         1,671         8,098           2,512         2,450         <62>         2,512         2,450         <62>         2,512         2,512         2,512         2,51									
5   30   25   Advertising   2,160   849   <1,311>   96   560     1,806   476   <1,330   Business Promotion   5,208   1,904   <3,304>   409   1,635     687   475   <212   Repairs & Maintenance   6,648   5,440   <1,208   324   7,535     1,100   1,083   <17   Repairs & Mice-Equip   4,400   4,332   <68   1,083   4,183     1,203   1,159   <44   Bank Card Expense   4,782   5,094   312   1,251   5,237     0   27   27   Overs/Shorts   1   119   118   0   0   0     1,185   1,609   424   Commission Expense   5,537   8,467   2,930   1,671   8,608     2,512   2,450   <62   Student Support Svcs   2,512   2,450   <62   2,512   2,512     15,417   15,417   0   Interaction Fund   61,667   61,668   1   15,417   61,667     10,450   11,000   550   Waiver Pool   31,831   32,000   169   9,409   27,958     64,490   59,953   <4,537   TOTAL OTHER CONTROL     113,540   110,818   <2,722   TOTAL CONTROLLABLE EXP   647,607   443,305   <4,302   104,800   431,502     <47,427   <53,198   5,771   SVCS AND ENTERPRISES   <200,425   <205,496   5,071   <56,139   <211,427     2,924   3,055   131   Allocated Exp. HR   11,992   11,882   <110   2,791   11,408     6,077   5,385   <692   Allocated Exp. HR   11,992   11,882   <110   2,791   11,408     2,924   3,355   33,52   <569   Allocated Exp. HS   11,992   11,882   <110   2,791   11,408     3,921   3,352   <569   Allocated Exp. HS   6,983   6,889   <94   <2,279   6,498     3,7577   3,471   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106   3,411   <1,106				1 '					
1,806         476         <1,330>         Business Promotion         5,208         1,904         <3,304>         409         1,635           687         475         <212>         Repairs & Maintenance         6,648         5,440         <1,208>         324         7,535           1,100         1,083         <17>         Repairs & Miche Equip         4,400         4,332         <68>         1,083         4,183           1,203         1,159         <44>         Bank Card Expense         4,782         5,094         312         1,251         5,237           0         27         27         Overs/Shorts         1         119         118         0         0           1,185         1,609         424         Commission Expense         5,537         8,467         2,930         1,671         8,608           2,512         2,450         <62>         \$500         424         Commission Expense         5,537         8,467         2,930         1,671         8,608           1,417         15,417         0         Interaction Fund         61,667         61,668         1         15,417         61,667           10,450         110,000         550         Waiver Pool         31,831								-	
687				9					
1,100									
0	1,100	1,083	<17>	Repairs & Mtce-Equip	4,400	4,332	<68>	1,083	
1,185				·	4,782				
2,512									
15,417				·					
10,450									
Control   Cont									
113,540									
CAT,427   CAT,									
<47,427>         <53,198>         5,771         SVCS AND ENTERPRISES         <200,425>         <205,496>         5,071         <56,139>         <211,427>           Less: Allocated Exp         Less: Allocated Exp         11,992         11,882         <110>         2,791         11,408           6,077         5,385         <692> Allocated Exp. Fin         16,782         16,310         <472>         5,141         15,683           2,470         2,293         <177> Allocated ExpIS         6,983         6,889         <94>         2,279         6,498           1,421         1,263         <158> Allocated Exp. Mktg         3,953         3,779         <174>         1,308         3,826           3,921         3,352         <569> Allocated Exp Othr SA         11,221         10,255         <966>         3,268         10,112           37,577         36,471         <1,106> Maintenance         142,873         144,481         1,608         38,215         139,083           11,220         13,638         2,418         Utilities         57,007         59,786         2,779         11,955         60,148           18,368         17,382         <986>         Depreciation         72,238         69,528         <2,710>         18,161	,	,			,007	, 5 6 6	1.,002	, 000	.5.,552
Less: Allocated Exp  2,924	<47,427>	<53,198>	5,771		<200,425>	<205,496>	5,071	<56,139>	<211,427>
2,924       3,055       131       Allocated ExpHR       11,992       11,882       <110>       2,791       11,408         6,077       5,385       <692>       Allocated Exp. Fin       16,782       16,310       <472>       5,141       15,683         2,470       2,293       <177>       Allocated ExpIS       6,983       6,889       <94>       2,279       6,498         1,421       1,263       <158>       Allocated Exp. Mktg       3,953       3,779       <174>       1,308       3,826         3,921       3,352       <569>       Allocated Exp Othr SA       11,221       10,255       <966>       3,268       10,112         37,577       36,471       <1,106>       Maintenance       142,873       144,481       1,608       38,215       139,083         11,220       13,638       2,418       Utilities       57,007       59,786       2,779       11,955       60,148         18,368       17,382       <986>       Depreciation       72,238       69,528       <2,710>       18,161       71,949         83,978       82,839       <1,139>       TOTAL ALLOCATED EXP       323,049       322,910       <139>       83,118       318,707				]					
6,077         5,385         <692> Allocated Exp. Fin         16,782         16,310         <472>         5,141         15,683           2,470         2,293         <177> Allocated ExpIS         6,983         6,889         <94>         2,279         6,498           1,421         1,263         <158> Allocated Exp. Mktg         3,953         3,779         <174>         1,308         3,826           3,921         3,352         <569> Allocated Exp Othr SA         11,221         10,255         <966>         3,268         10,112           37,577         36,471         <1,106> Maintenance         142,873         144,481         1,608         38,215         139,083           11,220         13,638         2,418         Utilities         57,007         59,786         2,779         11,955         60,148           18,368         17,382         <986>         Depreciation         72,238         69,528         <2,710>         18,161         71,949           83,978         82,839         <1,139>         TOTAL ALLOCATED EXP         323,049         322,910         <139>         83,118         318,707				Less: Allocated Exp					
6,077         5,385         <692> Allocated Exp. Fin         16,782         16,310         <472>         5,141         15,683           2,470         2,293         <177> Allocated ExpIS         6,983         6,889         <94>         2,279         6,498           1,421         1,263         <158> Allocated Exp. Mktg         3,953         3,779         <174>         1,308         3,826           3,921         3,352         <569> Allocated Exp Othr SA         11,221         10,255         <966>         3,268         10,112           37,577         36,471         <1,106> Maintenance         142,873         144,481         1,608         38,215         139,083           11,220         13,638         2,418         Utilities         57,007         59,786         2,779         11,955         60,148           18,368         17,382         <986>         Depreciation         72,238         69,528         <2,710>         18,161         71,949           83,978         82,839         <1,139>         TOTAL ALLOCATED EXP         323,049         322,910         <139>         83,118         318,707									
2,470         2,293         <177>         Allocated ExpIS         6,983         6,889         <94>         2,279         6,498           1,421         1,263         <158>         Allocated Exp. Mktg         3,953         3,779         <174>         1,308         3,826           3,921         3,352         <569>         Allocated Exp Othr SA         11,221         10,255         <966>         3,268         10,112           37,577         36,471         <1,106>         Maintenance         142,873         144,481         1,608         38,215         139,083           11,220         13,638         2,418         Utilities         57,007         59,786         2,779         11,955         60,148           18,368         17,382         <986>         Depreciation         72,238         69,528         <2,710>         18,161         71,949           83,978         82,839         <1,139>         TOTAL ALLOCATED EXP         323,049         322,910         <139>         83,118         318,707				· ·					
1,421     1,263     <158> Allocated Exp. Mktg     3,953     3,779     <174>     1,308     3,826       3,921     3,352     <569> Allocated Exp Othr SA     11,221     10,255     <966>     3,268     10,112       37,577     36,471     <1,106> Maintenance     142,873     144,481     1,608     38,215     139,083       11,220     13,638     2,418     Utilities     57,007     59,786     2,779     11,955     60,148       18,368     17,382     <986> Depreciation     72,238     69,528     <2,710>     18,161     71,949       83,978     82,839     <1,139>     TOTAL ALLOCATED EXP     323,049     322,910     <139>     83,118     318,707				· ·					
3,921     3,352     <569> Allocated Exp Othr SA     11,221     10,255     <966>     3,268     10,112       37,577     36,471     <1,106> Maintenance     142,873     144,481     1,608     38,215     139,083       11,220     13,638     2,418     Utilities     57,007     59,786     2,779     11,955     60,148       18,368     17,382     <986>     Depreciation     72,238     69,528     <2,710>     18,161     71,949       83,978     82,839     <1,139>     TOTAL ALLOCATED EXP     323,049     322,910     <139>     83,118     318,707				· ·					
37,577     36,471     <1,106> Maintenance     142,873     144,481     1,608     38,215     139,083       11,220     13,638     2,418     Utilities     57,007     59,786     2,779     11,955     60,148       18,368     17,382     <986>     Depreciation     72,238     69,528     <2,710>     18,161     71,949       83,978     82,839     <1,139>     TOTAL ALLOCATED EXP     323,049     322,910     <139>     83,118     318,707									
11,220     13,638     2,418     Utilities     57,007     59,786     2,779     11,955     60,148       18,368     17,382     <986>     Depreciation     72,238     69,528     <2,710>     18,161     71,949       83,978     82,839     <1,139>     TOTAL ALLOCATED EXP     323,049     322,910     <139>     83,118     318,707				-					
18,368         17,382         <986>         Depreciation         72,238         69,528         <2,710>         18,161         71,949           83,978         82,839         <1,139>         TOTAL ALLOCATED EXP         323,049         322,910         <139>         83,118         318,707									
83,978 82,839 <1,139> TOTAL ALLOCATED EXP 323,049 322,910 <139> 83,118 318,707									
<131,404>         <136,037>         4,633         NET INCOME (LOSS)         <523,474>         <528,406>         4,932         <139,257>         <530,134>									•
	<131,404>	<136,037>	4,633	NET INCOME (LOSS)	<523,474>	<528,406>	4,932	<139,257>	<530,134>

### ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

NOV. (	04(10/30/11-11/2	26/11)		F	ISCAL YEAR 11-1	2	FISCAL YE	
C	CURRENT MONTH			YTD 4 I	TD 4 MO(07/31/11-11/26/11)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
291,093	297,199	6,106	Career Wages	1,173,559	1,168,113	<5,446>	295,659	1,149,718
480	300		Limited Appointment	480	1,200	720	4,955	16,711
32,561	33,248	687	Student Wages	136,212	139,423	3,211	31,134	142,922
324,134 8.0	330,747 7.9	6,613 <0.2>	TOTAL WAGES	1,310,250 5.1	1,308,736 5.0	<1,514> <0.1>	331,748 8.7	1,309,351 5.2
6.0	7.9	<0.2>	WAGE % TO TOTAL SALES	5.1	5.0	<0.1>	0.7	5.2
372 0	1,000 833	628 833	Emp Awards, Profess.	1,047 861	4,000 3,332	2,953	0	0 2,000
114,783	119,703	4,920	Emp Awards, Students Employee Benefits	465,841	3,332 473,960	2,471 8,119	0 109,805	2,000 437,591
6,016	7,006	990	Office Supplies	27,685	31,935	4,250	6,000	28,974
9,833	10,246	413	Telephone	37,567	40,188	2,621	10,291	38,290
996	1,126	130	Postage	3,750	4,506	756	1,132	4,338
786	400	<386>	Trav/Trips/Conference	2,353	1,421	<932>	351	638
0	40	40	Expense Allowance	0	160	160	35	72
15	235	220	Employee Relations	815	1,020	205	887	1,861
0	418	418	Fingerprinting	741	570	<171>	57	228
467	385		Recruitment	574	970	396	0	2,400
0	620	620	Operating Supplies	2,480	2,480	<0>	529	2,169
246	250	4	Uniforms	1,518	1,000	<518>	208	886
<4,572>	<5,118>		Security Expense	<16,289>	<20,472>	<4,183>	<7,995>	<22,479>
0	50 2,450	50 83	Security Equipment	0 470	200	200	0	0
2,367 1,444	2,450 1,200		Alarm Monitoring Advertising	9,479 8,876	9,455 4,800	<24> <4,076>	2,376 1,000	9,202 4,225
1,862	1,200 1,850		Benefits U Adv	7,316	7,530	<4,076 <i>&gt;</i> 214	1,850	4,225 7,530
3,309	5,232	1,923	Repairs & Maintenance	13,029	22,315	9,286	4,205	21,802
4,587	10,244	5,657	Repairs & Mtce-Equip	33,682	40,976	7,294	14,210	32,798
0	59	59	Printing	183	252	69	69	231
7,975	7,975	0	Bruin One Card Exp	40,684	40,684	0	8,491	41,206
0	80	80	Overs/Shorts	<5>	320	325	5	18
18,338	13,042	<5,296>	Insurance Expense	73,352	52,168	<21,184>	11,341	45,364
3,164	2,846	<318>	Professional Services	10,930	11,384	454	3,208	12,243
814	813	<1>	Legal	3,256	3,252	<4>	1,049	4,124
9,828	9,828	0	External Audit	39,681	39,564	<117>	9,828	39,564
1,365	1,500	135	Temp Agency Service	1,568	1,900	333	1,050	1,230
9,167	9,375	208	Internal Audit	37,079	37,500	421	9,375	37,500
3,250	3,250	0	Tax Consulting	3,250	3,250	0	3,250	3,250
0	0	0	Miscellaneous Board of Directors	0	0	0	0	143
9,431 3,672	10,000 5,603	569 1,931	Misc. Bank Charges	39,539 15,538	40,000 18,115	461 2,577	8,373 5,003	34,326 16,779
3,672 4,587	4,600	1,931	Armored Carrier Expense	17,969	18,400	2,577 431	4,179	16,779
7,417	7,417	0	UCOP Payroll Services	29,667	29,668	1	7,417	29,667
15,498	13,516		UCLA Recharge Expense	61,592	54,064	<7,528>	11,850	47,400
2,698	500		Special Events	14,938	17,200	2,262	205	13,003
239,714	248,574	8,860	TOTAL OTHER CONTROL.	990,547	998,067	7,520	229,632	914,889
563,848	579,321	15,473	TOTAL CONTROLLABLE EXP	2,300,797	2,306,803	6,006	561,380	2,224,240
			Less: Allocated Exp					
45.056	4.00.		Matalana	F0.046	E0 045		4=	E / 04E
15,350	14,904		Maintenance	58,362	59,045	683	15,611	56,815
4,583 17,738	5,571 17,470	988	Utilities Depreciation	23,287 70,197	24,423 69,880	1,136 <317>	4,884 17,735	24,571 69,871
37,671	37,945	274	TOTAL ALLOCATED EXP	151,846	153,348	1,502	38,230	151,257
601,519	617,266	15,747	NET EXPENSE	2,452,643	2,460,151	7,508	599,610	2,375,496
551,517	3.7,200	10,7 17	2,4 2,102	2,.32,010	2,.30,101	7,000	3,7,010	2,0,0,1,0
<505,206>	<526,697>	<21,491>	Allocated-Svs and Ent	<2,086,636>	<2,100,465>	<13,829>	<513,006>	<2,023,099>
<27,159>	<24,334>		Allocated-USAC	<95,586>	<95,586>	0	<23,360>	<92,279>
<5,234>	<3,704>		Allocated-GSA	<13,342>	<13,342>	0	<3,583>	<13,248>
<63,920>	<62,531>	1,389	Allocated-Comm Board	<257,079>	<250,758>	6,321	<59,660>	<246,870>
<601,519>	<617,266>	<15,747>	TOTAL OTHER	<2,452,643>	<2,460,151>	<7,508>	<599,609>	<2,375,496>
<0>	0	0	TOTAL EXPENSE	<0>	0	0	1	0

### MAINTENANCE DIVISION EXPENSE STATEMENT

NOV	04(10/30/11-11/	26/11)	
	CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
HOTORE	DODGET	VARIANCE	
103,289	96,038	<7,251>	Career Wages
315	0	<315>	Limited Appointment
<9,652>	0	9,652	Labor Recharge
<4,590>	<3,499>	1,091	Billed Labor Costs
<2,273>	<3,000>	<728>	Capitalized Wages
87,089	89,539	2,450	TOTAL WAGES
49,461	54,115	4,654	Employee Benefits
66	165	99	Office Supplies
811	1,001	190	Telephone
0	30	30	Trav/Trips/Conference
4,527	4,544	17	Paper
5,020	4,668	<352>	3 11
1,204	762	<442>	- P
742	812	70	Laundry
29,963	15,600	<14,363>	
2,789	2,925	136	Repairs & Mtce-Elevator
39	100	61	Repairs & Mtce-Equip
176	210	34	Painting Program
236	250	14	Incidental Proj Exp
3,210	2,650	<560>	3
8,714	7,707		Rub Remvl/Hauling
2,797	3,219	423	Rodent & Pest Control
249	955	706	Rentals-Truck
110,002	99,713	<10,289>	TOTAL OTHER CONTROL.
197,091	189,252	<7,839>	TOTAL CONTROLLABLE EXP
			Less: Allocated Exp
45.000	47.070	44.0	
15,929	17,078	1,149	Depreciation
15,929	17,078	1,149	TOTAL ALLOCATED EXP
213,020	206,330	<6,690>	NET EXPENSE
<181,641>	<176,287>	5,354	Allocated-Svs and Ent
<6,058>	<6,058>	0	Allocated-USAC
<2,296>	<2,296>	0	Allocated-GSA
<7,675>	<6,784>	891	Allocated-Comm Board
<15,350>	<14,904>	446	Allocated-A & SS
<213,020>	<206,329>	6,691	TOTAL OTHER
0	1	1	TOTAL EXPENSE

F	ISCAL YEAR 11-1	FISCAL YEAR 10-11		
YTD 4	MO(07/31/11-11	LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
366,156	378,229	12,073	94,384	370,414
6,224	0	<6,224>	2,079	2,079
<9,652>	0	9,652	0	0
<18,989>	<14,226>	4,763	<4,218>	<16,105>
<15,008>	<12,000>	3,008	<4,695>	<20,805>
328,732	352,003	23,271	87,550	335,583
203,018	215,015	11,997	49,644	197,496
490	660	170	141	604
2,877	4,013	1,136	1,019	3,896
474	120	<354>	0	0
18,152	18,296	144	4,310	17,604
21,608	19,351	<2,257>	4,757	19,223
6,003	3,902	<2,101>	750	3,734
3,180	3,327	147	1,007	3,019
98,198	62,400	<35,798>	32,575	77,288
12,148	11,700	<448>	2,791	10,783
39	400	361	0	94
1,461	840	<621>	332	752
467	1,000	533	0	335
11,816	10,600	<1,216>	2,533	8,511
27,573	29,152	1,579	7,611	29,677
11,186	12,594	1,408	3,329	12,482
2,248	3,820	1,572	1,534	2,631
420,938	397,190	<23,748>	112,333	388,131
749,670	749,193	<477>	199,883	723,714
61,922	68,312	6,390	16,372	66,263
61,922	68,312	6,390	16,372	66,263
811,592	817,505	5,913	216,255	789,977
<690,632>	<698,247>	<7,616>	<184,728>	<672,310>
<24,232>	<24,232>	0	<5,882>	<23,528>
<9,184>	<9,184>	0	<2,229>	<8,916>
<29,182>	<26,795>	2,387	<7,805>	<28,408>
<58,362>	<59,045>	<683>	<15,611>	<56,815>
<811,592>	<817,503>	<5,912>	<216,255>	<789,977>
_	•	_	_	
0	2	2	<0>	<0>

### UTILITIES EXPENSE STATEMENT

NOV.	04(10/30/11-11/	26/11)	
(	CURRENT MONTH		
ACTUAL	ACTUAL BUDGET		
13,587	9,751	<3,836>	Chiller Water
37,886	51,283	13,397	Elec-Non Air Cond.
5,286	6,678	1,392	Water-Non Air Cond.
6,095	6,845	750	Steam-Non Air Cond.
1,879	3,347	1,468	Gas
64,733	77,904	13,171	TOTAL OTHER CONTROL.
64,733	77,904	13,171	TOTAL CONTROLLABLE EXP
<54,228>	<65,923>	<11,695>	Allocated-Svs and Ent
<2,631>	<2,628>	3	Allocated-USAC
<999>	< 996 >	3	Allocated-GSA
<2,292>	<2,786>	<494>	Allocated-Comm Board
<4,583>	<5,571>	<988>	Allocated-A & SS
<64,733>	<77,904>	<13,171>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	FISCAL YEAR 11-12 FISCAL YEAR 10-11							
YTD 4	MO(07/31/11-11/	LAST YEAR ACTUAL						
ACTUAL	BUDGET	VARIANCE	MONTH	YTD				
67,242	60,041	<7,201>	12,335	62,664				
203,779	215,698	11,919	44,860	227,102				
26,151	28,767	2,616	3,828	23,966				
19,866	23,111	3,245	5,744	21,939				
7,950	12,509	4,559	2,560	8,779				
324,988	340,126	15,138	69,327	344,450				
324,988	340,126	15,138	69,327	344,450				
<275,561>	<288,996>	<13,435>	<57,791>	<290,754>				
<10,512>	<10,512>	0	<3,053>	<12,212>				
<3,984>	<3,984>	0	<1,157>	<4,628>				
<11,644>	<12,211>	<567>	<2,442>	<12,285>				
<23,287>	<24,423>	<1,136>	<4,884>	<24,571>				
<324,988>	<340,126>	<15,138>	<69,327>	<344,450>				
0	0	0	0	0				