ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

December (11/24/13 - 12/28/13)

Prepared

January 13, 2014

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement – Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

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

	┥ ┝──	2-13	FY 1:			8/13)	24/13 - 12/28 T MONTH	CURREN	DECE		
ACTUAL	┥ ┣━━	AR ACT	LAST YE		NCE	VARIA			BUD	UAL	ACT
				(ACT	ACT/L		ACT/		202		
\$%		%	\$	%	\$	%	\$	%	\$	%	\$
	GROSS INCOME										
21,167 2	UCLA Store 21		3,500	(11.2%)	(393)	(9.9%)	(343)		3,450		3,107
6,090	UCLA Restaurants 6		1,247	(16.4%)	(204)	(1.2%)	(13)		1,056		1,043
1,691	Services Division		258	0.0%	0	(4.8%)	(13)		271		258
639	UCLA Student Union		117	(8.5%)	(10)	(3.6%)	(4)		111		107
29,587 3	TOTAL 29		5,122	(11.9%)	(607)	(7.6%)	(373)		4,888		4,515
	GROSS MARGIN			Pts.		Pts.					
6,615 31.3%	UCLA Store	34.7%	1,215	(0.2)	(142)	(0.2)	(124)	34.7%	1,197	34.5%	1,073
4,302 70.6%	UCLA Restaurants	69.6%	868	2.0	(121)	0.9	0	70.7%	747	71.6%	747
1,689 99.9%	Services Division	100.0%	258	0.0	0	0.4	(12)	99.6%	270	100.0%	258
325 50.9%			41	4.3	1	7.8	7	31.5%	35	39.3%	42
12,931 43.7% 1	TOTAL 12	46.5%	2,382	0.5	(262)	1.0	(129)	46.0%	2,249	47.0%	2,120
	WAGES & BENEFITS										
2,662 12.6%	UCLA Store	14.7%	516	(1.9)	(1)	(0.7)	30	15.9%	547	16.6%	517
2,949 48.4%	UCLA Restaurants	48.5%	605	(7.1)	25	3.2	41	58.8%	621	55.6%	580
248 14.7%	Services Division	17.8%	46	(1.2)	(3)	(0.9)	0	18.1%	49	19.0%	49
317 49.6%	UCLA Student Union	52.1%	61	(4.9)	0	(0.2)	2	56.8%	63	57.0%	61
6,176 20.9%	TOTAL	24.0%	1,228	(2.7)	21	(0.5)	73	26.2%	1,280	26.7%	1,207
	OTHER CONTROLLABLES *										
1,241 5.9%	UCLA Store	5.9%	208	0.0	25	(0.6)	1	5.3%	184	5.9%	183
680 11.2%	UCLA Restaurants	11.5%	143	0.0	23	0.2	4	11.7%	124	11.5%	120
638 37.7%	Services Division	33.3%	86	(0.4)	(1)	2.1	10	35.8%	97	33.7%	87
224 35.1%			56	16.1	22	4.2	6	36.0%	40	31.8%	34
2,783 9.4%	TOTAL	9.6%	493	0.2	69	(0.3)	21	9.1%	445	9.4%	424
	CONTRIBUTION										
2,712 12.8%	UCLA Store 2	14.1%	492	(2.1)	(119)	(1.5)	(93)	13.5%	466	12.0%	373
674 11.1%	UCLA Restaurants	9.6%	120	(5.2)	(74)	4.2	44	0.2%	2	4.4%	46
803 47.5%			126	(1.5)	(4)	1.2	(3)	46.1%	125	47.3%	122
(216) (33.8%)) UCLA Student Union	()	(76)	15.5	23	10.9	14	(60.4%)	(67)	(49.5%)	(53)
3,973 13.4%	TOTAL	12.9%	662	(2.1)	(174)	0.0	(38)	10.8%	526	10.8%	488
	ALLOCATED EXPENSES										
2,576 8.7%	Admin&Support Services 2	9.8%	500	(1.6)	(14)	(0.5)	19	10.9%	533	11.4%	514
873 3.0%			167	(0.7)	(13)	(0.3)	2	3.7%	182	4.0%	180
535 1.8%			73	(0.4)	(10)	(0.3)	(9)	1.5%	74	1.8%	83
1,098 3.7%			228	(0.4)	8	(0.1)	13	4.8%	233	4.9%	220
5,082 17.2%	TOTAL	18.9%	968	(3.2)	(29)	(1.2)	25	20.9%	1,022	22.1%	997
	NET INCOME (LOSS)										
(1,109) (3.7%) () FROM OPERATIONS (1	(6.0%)	(306)	(5.3)	(203)	(1.2)	(13)	(10.1%)	(496)	(11.3%)	(509)
	OTHER INC/(EXP)										
58 0.2%	Non-Recurrent Inc/(Exp)	0.0%	0	0.6	25	0.6	25	0.0%	0	0.6%	25
88 0.3%	Interest Income	0.4%	22	0.0	(6)	0.1	(1)	0.3%	17	0.4%	16
(234) (0.8%)) Interest (Expense)		(54)	0.1	7	(0.1)	(1)	(0.9%)	(46)	(1.0%)	(47)
0 0.0%			0	0.0	0	0.0	0	0.0%	0	0.0%	0
1,056 3.6%			202	0.8	9	0.4	0	4.3%	211	4.7%	211
968 3.3%			170	1.2	35	0.8	23	3.7%	182	4.5%	205
(141) (0.5%)) NET INCOME (LOSS)	(0 70()	(136)	(4.0)	(168)	(0.3)	10	(6.4%)	(314)	(6.7%)	(304)

					R 2013-2014				FY 12	2-13
			-		7/28/13 - 12/				**	
	ACT	UAL	BUDO	GET	107/	VARI		() 0 T	LAST YE	AR ACT
	\$	%	\$	%	ACT/I \$	BOD %	ACT/L' \$	Y ACT %	s	%
F	Ψ	70	Ψ	70	Ψ	70	Ψ	70		70
						(= 404)		(0.50()		
	21,167		22,378		(1,211)	(5.4%)	(1,464)	(6.5%)	22,631	
	6,090		6,049		41	0.7%	40	0.7%	6,050	
	1,691		1,713		(22)	(1.3%)	154	10.0%	1,537	
-	639		582		57	9.8%	37	6.1%	602	
╞	29,587		30,722		(1,135)	(3.7%)	(1,233)	(4.0%)	30,820	
						Pts.		Pts.		
	6,615	31.3%	6,907	30.9%	(292)	0.4	(293)	0.8	6,908	30.5%
	4,302	70.6%	4,286	70.9%	16	(0.3)	47	0.3	4,255	70.3%
	1,689	99.9%	1,711	99.9%	(22)	0.0	154	0.0	1,535	99.9%
	325	50.9%	271	46.6%	54	4.3	28	1.6	297	49.3%
	12,931	43.7%	13,175	42.9%	(244)	0.8	(64)	1.5	12,995	42.2%
Γ										
	2,662	12.6%	2,766	12.4%	104	(0.2)	2	(0.8)	2,664	11.8%
	2,949	48.4%	3,024	50.0%	75	1.6	(70)	(0.8)	2,879	47.6%
	248	14.7%	246	14.4%	(2)	(0.3)	(16)	0.4	232	15.1%
	317	49.6%	326	56.0%	9	6.4	(1)	2.9	316	52.5%
Γ	6,176	20.9%	6,362	20.7%	186	(0.2)	(85)	(1.1)	6,091	19.8%
F										
	1,241	5.9%	1,195	5.3%	(46)	(0.6)	(32)	(0.6)	1,209	5.3%
	680	5.9% 11.2%	658	5.3% 10.9%	(46)	(0.8)	(32)	0.0	686	5.3% 11.3%
	638	37.7%	647	37.8%	(22)	(0.3)	(102)	(2.8)	536	34.9%
	224	35.1%	218	37.5%	(6)	2.4	23	(2.8)	247	41.0%
F	2,783	9.4%	2,718	8.8%	(65)	(0.6)	(105)	(0.7)	2,678	8.7%
-	2,705	J. 4 /0	2,710	0.0 %	(03)	(0.0)	(103)	(0.7)	2,070	0.7 /0
	2,712	12.8%	2,946	13.2%	(234)	(0.4)	(323)	(0.6)	3,035	13.4%
	674	11.1%	604	10.0%	70	1.1	(16)	(0.3)	690	11.4%
	803	47.5%	818	47.8%	(15)	(0.3)	37	(2.3)	766	49.8%
L	(216)	(33.8%)	(273)	(46.9%)	57	13.1	50	10.4	(266)	(44.2%
_	3,973	13.4%	4,095	13.3%	(122)	0.1	(252)	(0.3)	4,225	13.7%
	2,576	8.7%	2,664	8.7%	88	0.0	(107)	(0.7)	2,469	8.0%
	873	3.0%	927	3.0%	54	0.0	(37)	(0.3)	836	2.7%
	535	1.8%	471	1.5%	(64)	(0.3)	(80)	(0.3)	455	1.5%
	1,098	3.7%	1,165	3.8%	67	0.1	29	0.0	1,127	3.7%
	5,082	17.2%	5,227	17.0%	145	(0.2)	(195)	(1.3)	4,887	15.9%
1	(1,109)	(3.7%)	(1,132)	(3.7%)	23	0.0	(447)	(1.6)	(662)	(2.1%
	58	0.2%	0	0.0%	58	0.2	46	0.2	12	0.0%
	58 88	0.2%	88	0.0%	58 0	0.2	46 (17)	0.2	105	0.0%
L	(234)	(0.8%)	(232)	(0.8%)	(2)	0.0	34	0.0	(268)	(0.9%
1	(234)	(0.8%)	(232)	(0.8%)	(2)	0.0	34 0	0.1	(268)	0.0%
	1,056	3.6%	1,056	3.4%	0	0.0	44	0.0	1,012	3.3%
ŀ	968	3.3%	912	3.4%	56	0.2	107	0.5	861	2.8%
ŀ										
L	(141)	(0.5%)	(220)	(0.7%)	79	0.2	(340)	(1.1)	199	0.6%

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

		DECE	MBER (11/	24/13 - 12/28	/13)			FY 1	2-13	FISCAL YEAR 2013-2014							FY 1	2-13		
			CURREN	T MONTH				*	*						7/28/13 - 12				*	*
ACT	JAL	BUD	GET		VARIA	-		LAST YE	AR ACT		ACT	UAL	BUD	GET		VARI	-		LAST YE	AR ACT
				ACT/E		ACT/L									ACT/		ACT/L	-		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,107		3,450		(343)	(9.9%)	(393)	(11.2%)	3,500		UCLA Store	21,167		22,378		(1,211)	(5.4%)	(1,464)	(6.5%)	22,631	
1,043		1,056		(13)	(1.2%)	(204)	(16.4%)	1,247		UCLA Restaurants	6,090		6,049		41	0.7%	40	0.7%	6,050	
258		271		(13)	(4.8%)	0	0.0%	258		Services Division	1,691		1,713		(22)	(1.3%)	154	10.0%	1,537	
107		111		(4)	(3.6%)	(10)	(8.5%)	117		UCLA Student Union	639		582		57	9.8%	37	6.1%	602	
4,515		4,888		(373)	(7.6%)	(607)	(11.9%)	5,122		TOTAL	29,587		30,722		(1,135)	(3.7%)	(1,233)	(4.0%)	30,820	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1.073	34.5%	1,197	34.7%	(124)	(0.2)	(142)	(0.2)	1,215	34.7%	UCLA Store	6,615	31.3%	6.907	30.9%	(292)	0.4	(293)	0.8	6,908	30.5%
747	71.6%	747	70.7%	Ó	0.9	(121)	2.0	868	69.6%	UCLA Restaurants	4,302	70.6%	4,286	70.9%	16	(0.3)	47	0.3	4,255	70.3%
258	100.0%	270	99.6%	(12)	0.4	Ó	0.0	258	100.0%	Services Division	1,689	99.9%	1,711	99.9%	(22)	0.0	154	0.0	1,535	99.9%
42	39.3%	35	31.5%	7	7.8	1	4.3	41	35.0%	UCLA Student Union	325	50.9%	271	46.6%	54	4.3	28	1.6	297	49.3%
2,120	47.0%	2,249	46.0%	(129)	1.0	(262)	0.5	2,382	46.5%	TOTAL	12,931	43.7%	13,175	42.9%	(244)	0.8	(64)	1.5	12,995	42.2%
										TOTAL CONTROLLABLES										
701	22.6%	732	21.2%	31	(1.4)	22	(1.9)	723	20.7%	UCLA Store	3,903	18.4%	3,962	17.7%	59	(0.7)	(30)	(1.3)	3,873	17.1%
701	67.2%	745	70.5%	44	3.3	47	(7.2)	748	60.0%	UCLA Restaurants	3,629	59.6%	3,682	60.9%	53	1.3	(64)	(0.7)	3,565	58.9%
136	52.7%	145	53.5%	9	0.8	(4)	(1.5)	132	51.2%	Services Division	887	52.5%	893	52.1%	6	(0.4)	(119)	(2.5)	768	50.0%
95	88.8%	103	92.8%	8	4.0	22	11.2	117	100.0%	UCLA Student Union	541	84.7%	544	93.5%	3	8.8	22	8.8	563	93.5%
1,633	36.2%	1,725	35.3%	92	(0.9)	87	(2.6)	1,720	33.6%	TOTAL	8,960	30.3%	9,081	29.6%	121	(0.7)	(191)	(1.8)	8,769	28.5%
										CONTRIBUTION										
373	12.0%	466	13.5%	(93)	(1.5)	(119)	(2.1)	492	14.1%	UCLA Store	2,712	12.8%	2,946	13.2%	(234)	(0.4)	(323)	(0.6)	3,035	13.4%
46	4.4%	2	0.2%	44	4.2	(74)	(5.2)	120	9.6%	UCLA Restaurants	674	11.1%	604	10.0%	70	1.1	(16)	(0.3)	690	11.4%
122	47.3%	125	46.1%	(3)	1.2	(4)	(1.5)	126	48.8%	Services Division	803	47.5%	818	47.8%	(15)	(0.3)	37	(2.3)	766	49.8%
(53)	(49.5%)	(67)	(60.4%)	14	10.9	23	15.5	(76)	(65.0%)	UCLA Student Union	(216)	(33.8%)	(273)	(46.9%)	57	13.1	50	10.4	(266)	(44.2%)
488	10.8%	526	10.8%	(38)	0.0	(174)	(2.1)	662	12.9%	TOTAL	3,973	13.4%	4,095	13.3%	(122)	0.1	(252)	(0.3)	4,225	13.7%
										ALLOCATED EXPENSES										
531	17.1%	547	15.9%	16	(1.2)	(19)	(2.5)	512	14.6%	UCLA Store	2,731	12.9%	2,801	12.5%	70	(0.4)	(69)	(1.1)	2,662	11.8%
330	31.6%	331	31.3%	1	(0.3)	(3)	(5.4)	327	26.2%	UCLA Restaurants	1,638	26.9%	1,670	27.6%	32	0.7	(76)	(1.1)	1,562	25.8%
54	20.9%	63	23.2%	9	2.3	(6)	(2.3)	48	18.6%	Services Division	284	16.8%	333	19.4%	49	2.6	(36)	(0.7)	248	16.1%
82	76.6%	81	73.0%	(1)	(3.6)	(1)	(7.4)	81	69.2%	UCLA Student Union	429	67.1%	423	72.7%	(6)	5.6	(14)	1.8	415	68.9%
997	22.1%	1,022	20.9%	25	(1.2)	(29)	(3.2)	968	18.9%	TOTAL	5,082	17.2%	5,227	17.0%	145	(0.2)	(195)	(1.3)	4,887	15.9%
										NET INCOME (LOSS)										
((FROM OPERATIONS										
(157)	(3.5%)	(81)	(1.7%)	(76)	(1.8)	(137)	(3.1)	(20)		UCLA Store	(19)	(0.1%)	144	0.5%	(163)	(0.6)	(392)	(1.3)	373	1.2%
(284)	(6.3%)	(329)	(6.7%)	45	0.4	(77)	(2.3)	(207)		UCLA Restaurants	(964)	(3.3%)	(1,066)	(3.5%)	102	0.2	(92)	(0.5)	(872)	(2.8%)
68 (136)	1.5% (3.0%)	62 (148)	1.3% (3.0%)	6 12	0.2 0.0	(10) 21	0.0 0.1	78 (157)		Services Division UCLA Student Union	519 (645)	1.8% (2.2%)	485 (695)	1.6% (2.3%)	34 50	0.2 0.1	1 36	0.1 0.0	518 (681)	1.7% (2.2%)
(130)	(3.0%) (11.3%)	(148)	(3.0%)	(13)	(1.2)	(203)	(5.3)	(157)	()		(045)	(2.2%)	(1,132)	(2.3%) (3.7%)	23	0.1	(447)	(1.6)	(661)	(2.2%)
(509)	(11.3%)	(490)	(10.1%)	(13)	(1.2)	(203)	(0.3)	(306)	(0.0%)		(1,109)	(3.1%)	(1,132)	(3.1%)	23	0.0	(447)	(1.0)	(002)	(2.1%)
25	0.6%	0	0.0%	25	0.6	25	0.6	0	0.0%	OTHER INC/(EXP) Non-Recurrent Inc/(Exp)	58	0.2%	0	0.0%	58	0.2	46	0.2	12	0.0%
25 16	0.6%	17	0.0%	(1)	0.8	(6)	0.0	22	0.0%	Interest Income	88	0.2%	88	0.0%		0.2	(17)	0.2	105	0.0%
(47)	(1.0%)	(46)	(0.9%)	(1)	(0.1)	(0)	0.0	(54)		Interest (Expense)	(234)	(0.8%)	(232)	(0.8%)	(2)	0.0	34	0.0	(268)	(0.9%)
(47)	0.0%	(40)	0.0%	0	0.0	0	0.1	(34)	0.0%	Income Taxes	(234)	0.0%	(232)	0.0%	(2)	0.0	0	0.0	(200)	0.0%
211	4.7%	211	4.3%	0	0.4	9	0.8	202	3.9%	Student Union Fee Income	1,056	3.6%	1,056	3.4%	0	0.0	44	0.3	1,012	3.3%
205	4.5%	182	3.7%	23	0.8	35	1.2	170	3.3%	TOTAL	968	3.3%	912	3.0%	56	0.3	107	0.5	861	2.8%
(304)	(6.7%)	(314)	(6.4%)	10	(0.3)	(168)	(4.0)	(136)	(2.7%)	NET INCOME (LOSS)	(141)	(0.5%)	(220)	(0.7%)	79	0.2	(340)	(1.1)	199	0.6%
(1947		<u>,</u> , , , , , , , , , , , , , , , , , ,	(· · · · ·		(· · ·)	(···/	、 -7	1.27	(, , ,		,	()	、 ••7		-		, ,	、 -/		

P/L Reconciliation Dec-13

Financial Analysis	\$0	00's
	De	c-13
Budgeted Net Income/(Loss)		(314
UCLA Store		
Gross Margin:		
Bearwear gross income \$51K below plan due to aggressive sales plan which attempted to off-set sales last year resulting from the		
victory over USC	(31)	
New Text gross margin below plan due to continued decline in sales from competition, student usage and peer to peer selling, and		
write-off of water damaged books from the Wolfgang Puck flood	(24)	
Used Text gross income \$16K below plan due to sales decline from competition, student usage, peer to peer selling and less availability		
of used books due to the rental market. Gross margin impacted by write-off of water damaged used books from Wolfgang Puck flood	(8)	
Course Reader gross income \$27K above plan due to early course reader sales ordered through the website and digital sales	19	
Bookzone gross income \$17K below plan due to lower customer traffic and department sales	(8)	
Computer Store gross income \$159K below plan due to delays in receiving new iPads and holiday competition from other stores	(28)	
Luvalle Books gross income \$39K below plan due to continued sales decline from competition, student usage, and peer to peer selling	(11)	
Luvalle General Mdse gross income \$12K below plan due to supplies still trending down and the Anderson School did not renew		
a web promotion in apparel	(9)	
HSS General Mdse gross income \$17K below plan due to the shift of the Thanksgiving calendar from November the previous year into		
December of this year. This impacted December traffic overall along with a reduction in visiting faculty for the same period.	(8)	
HSS Dental gross income \$25K below plan due to slow traffic for counter sales and timing of the kit backorder arrivals	(7)	
Total Wages lower than plan	8	
Other, positive controllables	13	
Total Contribution		(94
UCLA Restaurants		
Gross Margin:		
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	3	
Wetzels/RX gross income \$4K below plan due to some customer traffic and/or purchasing patterns shifting	(4)	
No Campus Student CTR gross margin below plan mostly due to slower sales during 10th week	(5)	
Luvalle Food Servery gross income \$8K below plan due to new sales programs not started	(6)	
Catering gross income \$11K above plan due to several events that ordered extra other income items such as china rentals, bar setup,		
servers and action stations, and a few unanticipated events	11	
Total Wages lower than plan	16	
Other, positive controllables mostly employee benefits	29	
Total Contribution		44
Services		
Gross Margin:		
Licensing domestic income below plan due to timing- still on budget for the year	(12)	
Other, positive controllables mainly in Licensing	9	
Total Contribution		(3
UCLA Student Union		· · · · ·
Gross Margin:		
Student Union Ops gross margin above plan due to a new event in the Ballroom and commission from ASUCLA Catering for their use		
of BRR for Training Table	8	
Other, positive controllables	6	
Total Contribution		14
Allocated Expenses and Other		
A&SS lower than plan total wages and other controllables (mostly employee benefits)	19	
Utilities higher than plan mainly in electricity, (areas continue to exceed budget which were based on historical data), high water		
consumption and higher steam due to incorrect reads by UCLA Energy (corrections will occur next month)	(9)	
Depreciation lower than plan due to timing of capitals	13	
Other, mostly positive non-recurring due to TGIF approval of Ackerman Meeting Room Sustainability Improvements	25	
Total		48
Actual Net Income/(Loss)		(305

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

Financial Analysis	\$00	0's
	r	
Budgeted Net Income/(Loss)		(220
UCLA Store		
Gross Margin:		
Bearwear gross margin below plan due mostly to aggressive sales plan as compared to prior year actuals with the impact of victory over USC	(19)	
Fasttrack gross income \$38K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(20)	
The Market gross income \$71K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales	(=*)	
decline in Health/Beauty products	(27)	
E-Commerce gross income \$126K above plan due to positive impact from football and the Score Big promotions, successful LA Midnight limited edition		
jersey sales and e-mails	63	
Computer Store gross income \$786K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and		
impact from customer response to remodeling	(105)	
New Text gross income \$38K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(40)	
Used Text gross income \$104K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(45)	
Luvalle Books gross income \$232K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(45)	
Luvalle General MDSE gross income \$18K below plan due to sales decline in supplies and the Anderson School did not renew an apparel web promotion	(18)	
HSS Books gross income \$30K below plan due to saids decime in supprises and the Anderson School due not reliew an apparet web promotion HSS Books gross income \$30K below plan due to downward trend in medical books for classes, more being put online	(13)	
HSS General MDSE gross income \$23K below plan mostly due to continued cannibalization from the Court of Science store	(10)	
	24	
Total Wages lower than plan Other, pacific controllables, mostly ampleyed hand thank card expanse (come offsets in advarticing, professional cartices and ranging and maintenance)	24	
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and repairs and maintenance)	26	(22)
Total Contribution	+	(234
UCLA Restaurants Gross Margin:	+	
	17	
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	17	
Wetzels/RX gross income \$14K below plan due to remodeling sales program that has been deferred, and some customer traffic and/or purchasing patterns shifting	(14)	
Northern Lights gross income \$14K below plan due to declining coffeehouse sales	(11)	
No Campus Student Ctr gross margin below plan due to slower sales than anticipated and ongoing fine tuning of recipes, waste, portioning and purchases	(12)	
CSSC gross income \$24K above plan due to good response to new chicken line in Fusion and positive effect from negative construction impacts on Ackerman traffic	13	
Café Synapse gross income \$23K below plan due to continued drop in sales and a few departments have moved out of the building	(17)	
Luvalle Food Servery gross income \$61K below plan due to new sales program has not started yet	(47)	
Cooperage gross income \$49K below plan due new sales program not started yet, and Engineering and Lot 6 construction impacting pedestrian traffic patterns	(32)	
Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(11)	
Taco Bell gross income \$32K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(24)	
Catering gross income \$200K above plan due to more Athletics training table than last year; 4 day Bhai Conference and the UCLA Graduated Student Picnic	147	
Concessions gross income \$9K above plan mainly due to timing as the number of men's basketball games is currently higher than planned	12	
Total Wages lower than plan	19	
Other, positive controllables mostly employee benefits	30	
Total Contribution		70
Services		
Gross Margin:	\rightarrow	
Licensing foreign income below plan due to the demise of the program in Korea	(22)	
Total Wages higher than plan	(4)	
Other, positive controllables	11	
Total Contribution	\rightarrow	(1:
UCLA Student Union	+	
Gross Margin:	+	
Student Union Ops gross income \$61K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision	\downarrow	
televised Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending	56	
Total Wages lower than plan	5	
Other, negative controllables	(4)	
Total Contribution	\square	57
Allocated Expenses and Other	+	
A&SS lower than plan mostly in other controllables (including employee benefits and insurance expense)	88	
Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the	\square	
budget for career wages and employee benefits was too high	54	
Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new		
meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data	(64)	
Depreciation lower than plan due to timing of capitals and reduced expenditures	67	
Other, positive non-recurring	56	
Total		20
		(14)

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

	Current Month	Current Month	Prior Year
	December 2013	November 2013	July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,132	\$10,943	\$11,541
Accounts receivable	4,115	5,050	3,369
Less: Allowance for doubtful accounts	(144)	(144)	(131)
Accounts receivable, net	3,971	4,906	3,239
Student fees receivable Inventories	95 7,808	1,234 6,212	389 6,379
Prepaid expenses and other current assets	131	143	243
Total current assets	22,138	23,438	243
	22,130	23,430	21,731
LONG TERM ASSETS			
Property, equipment and improvements	66,224	66,190	65,205
Less: Accumulated depreciation	(39,966)	(39,746)	(38,869)
Total Long Term Assets	26,257	26,443	26,336
, , , , , , , , , , , , , , , , , , ,			
TOTAL ASSETS	48,395	49,882	48,128
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$5,123	\$5,850	\$4,921
Wages and payroll taxes payable	2,790	2,914	3,085
Sales Tax Payable & Other Liabilities	690	1,083	837
Interest payable	380	333	146
Deferred Income	568	589	182
Funds Held for Others	166	128	139
Current portion of long term debt	708	708	708
Total current liabilities	10,425	11,606	10,018
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
TOTAL LIABILITIES	22,017	23,197	21,609
RETAINED EARNINGS:			
RETAINED EARNINGS. Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(140)	166	59
Ending Balance	26,378	26,685	26,518
	20,370	20,000	20,010
TOTAL LIABILITIES AND RETAINED EARNINGS	48,395	49,882	48,128

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS December 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 cash provided/(used) by operating activities:	(\$304)	(\$141)	\$199
Depreciation - PP&E Depreciation - textbook rental equipment	220 0	1,098 0	1,127 0
Loss (Gain) on disposals of fixed assets	0	0	0
(Gain) Loss on long-term debt refinancing	0	0	0
(Increase)/decrease in current assets:	0	0	0
Accounts receivable	935	(732)	18
Student fees receivable	1,139	295	258
Inventories	(1,596)	(1,430)	(906)
Prepaid expenses and other current assets Increase/(decrease) in current liabilities:	12	112	124 0
Accounts payable	(727)	201	(1,391)
Sales Tax payable & other liabilities	(395)	(146)	(118)
Wages and payroll taxes payable	(125)	(295)	175
Interest payable	47	235	(57)
Deferred Income	(21)	385	380
Funds held for others	38	27	3
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	(\$777)	(\$391)	(\$189)
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(34)	(1,018)	(517)
Net cash used in investing activities	(\$34)	(\$1,018)	(\$517)
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	(\$811)	(\$1,409)	\$201
CASH AND CASH EQUIVALENTS, Beginning	\$10,943	11,541	10,251
CASH AND CASH EQUIVALENTS, Ending	\$10,132	\$10,132	\$10,452

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION December 2013

(\$000's)

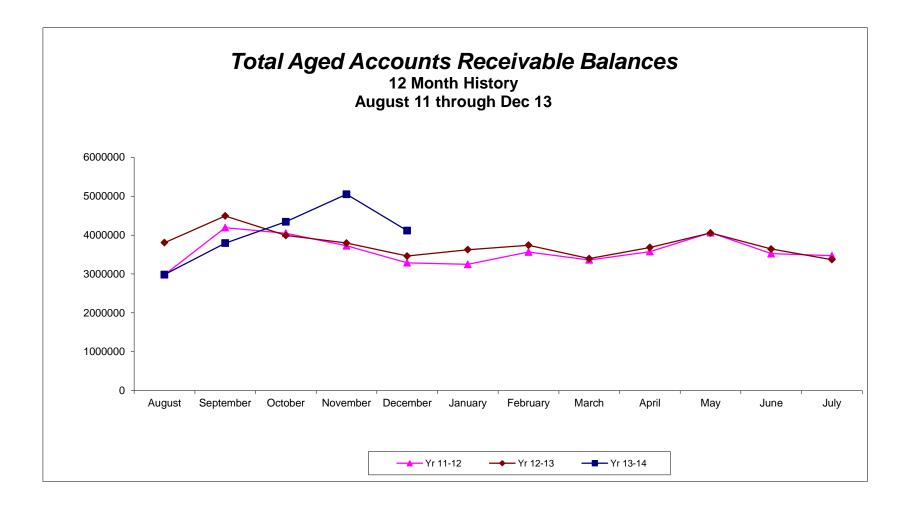
CASH AND CASH EQUIVALENTS Less: Committed Capital Projects	10,132
Ackerman B & A Level Remodel	(1,868)
Casual Dining	(177)
Dining Room Upgrade	(150)
Store POS	(150)
Ostin Music Café	(300)
Terrace Food Court Patio Upgrade	(350)
Student Service Center	(300)
Subtotal	(3,295)
Adjustment for Cash Overdraft Entry	(670)
Uncommitted Cash	6,167
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	7,420
RESERVE SURPLUS (DEFICIT)	(1,253)

FY 2013-2014 December 2013												
						PROJECTED		-	_			
PROJECT N	AME	BUDGET	Deservente	DO!a	Tetal	Remaining	Dending	Over (Under)	Ctatura			
Store/Service	e		Payments	PO's	Total	Balance	Pendina	(Under)	Status			
2013-S001	Store General Replacement	50.0	19.0	7.0	26.0	24.0		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-S002	HSS Remodel	50.0	41.8	13.5	55.3	0.0	0.0	5.3	Awaioting Invoice			
2013-S003	Hilltop Shop Remodel	50.0	14.6	12.4	27.0	23.0		0.0	In Progress			
2013-S004 2013-S005	Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Awaioting Invoice			
2013-S005	LuValle Store Renovation	30.0	0.0	0.0	0.0	0.0	30.0	0.4	Pending			
2013-S000 2013-S007	NC Shop Renovation	25.0	0.0	0.0	0.0	0.0	25.0	0.0				
2013-S007 2013-S044	Essential Fixture Replacement	0.0	38.6	0.0	38.6	1.4	25.0	40.0	Pending In Progress			
2013-S044 2013-S045	Market-Cards Reconfiguration	0.0	2.9	14.8	17.7	1.4		30.0	Pending			
Total Store/Se		236.0	129.0	61.0	190.0	60.7	61.0	75.7	Pending			
Food Service		20040	127.3		1.701.0	00.7	01.0	10.1				
2013-F008	FS Miscellaneous and Unanticipated	50.0	6.5	5.8	12.3	37.7		0.0	In Progress			
2013-F008	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				
2013-F010 2013-F011	Commissary lice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending Pending			
2013-F011 2013-F012	Commissary Ice Machine 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	4.0	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 Total Food Se	Food Carts	0.0 356.0	13.3 19.8	<u>13.5</u> 21.1	26.8 40.9	3.2 49.1	296.0	<u>30.0</u> 30.0	In Progress			
	TVICES	330.0	17.0	21.	40.7	77.1	270.0	30.0				
Technology	Natural Infrastructura I Ingrada	20.0	2.0	0.0	3.8	1/ 0		0.0	In Dreaman			
2013-T021 2013-T022	Network Infrastructure Upgrade	20.0 10.0	3.8 0.0	0.0		16.2 0.0	10.0	0.0	In Progress			
2013-1022 2013-T023	Printer Replacement	90.0	0.0	0.0	0.0	0.0	10.0 90.0	0.0	Pending			
	VM server/SAN replacement						90.0		Pending			
2013-T024	AU Expansion of UCLA Wireless Network	8.0	0.0	2.6	2.6	5.4	10.0	0.0	In Progress			
2013-T025	Catering Software	10.0	0.0	0.0 0.0	0.0 0.0	0.0	10.0	0.0	Pending			
2013-T026 2013-T027	Marketing Hardware Upgrade	20.0 7.5	0.0			0.0	20.0		Pending			
2013-T027 2013-T028	Marketing Software Upgrade	6.0	0.0	6.4 0.0	6.4 0.0	1.1	6.0	0.0	In Progress			
Total Technol	Marketing Color Laser Printer	171.5	3.8	9.0	12.8	22.7	136.0	0.0	Pending			
Others		1/1.5	3.6	7.0	12.0	22.1	100.0	0.0				
2013-0029	Game Center Technical Upgrades	12.0	0.0	0.6	0.6	11.4		0.0	In Progress			
2013-0029	SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending			
2013-0030	Custodial Replacements	10.0	0.0	19.0	19.0	0.0	10.0	9.0	Awaioting Invoice			
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			
2013-0034	AGB/BRR Trash Cans	7.2	0.0	0.0	0.0	0.0	7.2	0.0	Pending			
2013-0035	Student Service Center	300.0	0.0	46.3	46.3	253.7		0.0	In Progress			
2013-0036	Fac. Misc. Remodels	25.0	3.0	4.0	7.0	18.0		0.0	In Progress			
2013-0037	Lu Valle Roof Membrane	75.0	0.0	37.6	37.6	37.4		0.0	In Progress			
2013-0038	Energy/utilities Efficiency Project	75.0	0.0	18.1	18.1	56.9		0.0	In Progress			
2013-0039	Finance Misc. Replacements	15.0	0.0	0.6	0.6	14.4	50.5	0.0	In Progress			
2013-0040	General Replacements	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending			
2013-0042	Daily Bruin Flooring	0.0 636.2	0.0 3.0	48.4 174.6	48.4 177.6	0.0 391.8	124.2	48.4 57.4	In Progress			
Total Others												
Total Current	Year Projects	1,399.7	155.6	265.7	421.3	524.3	617.2	163.1				

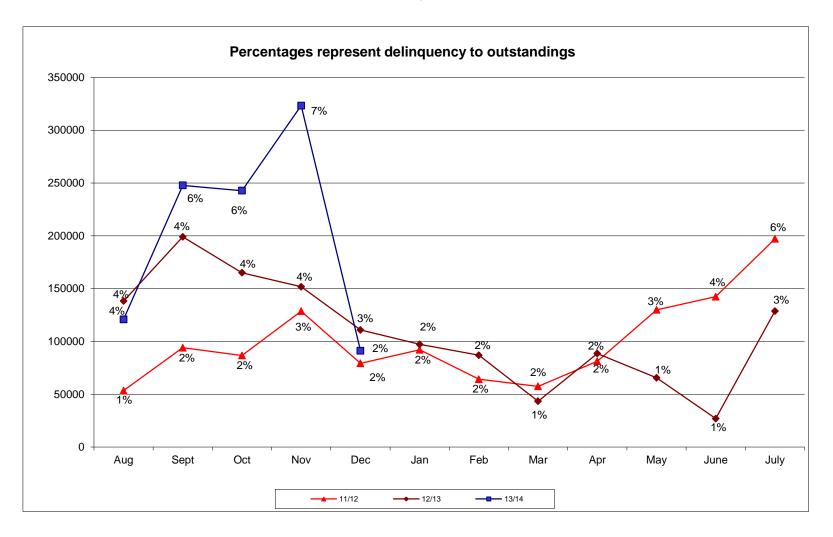
ASUCLA SERVICES AND ENTERPRISES Capital Expenditures -Current Year Projects (\$000's) FY 2013-2014 December 2013

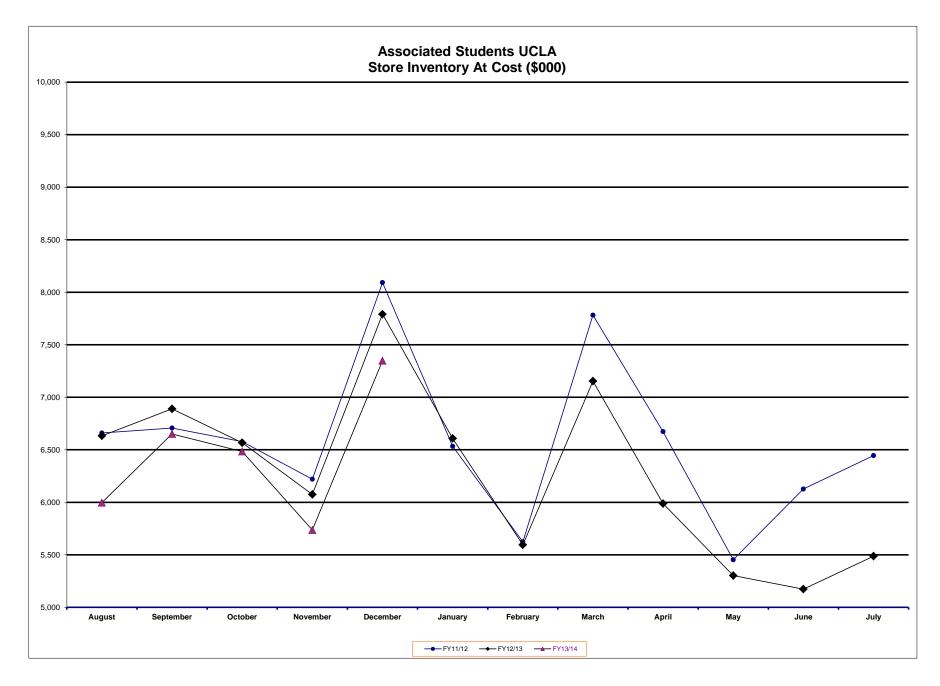
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

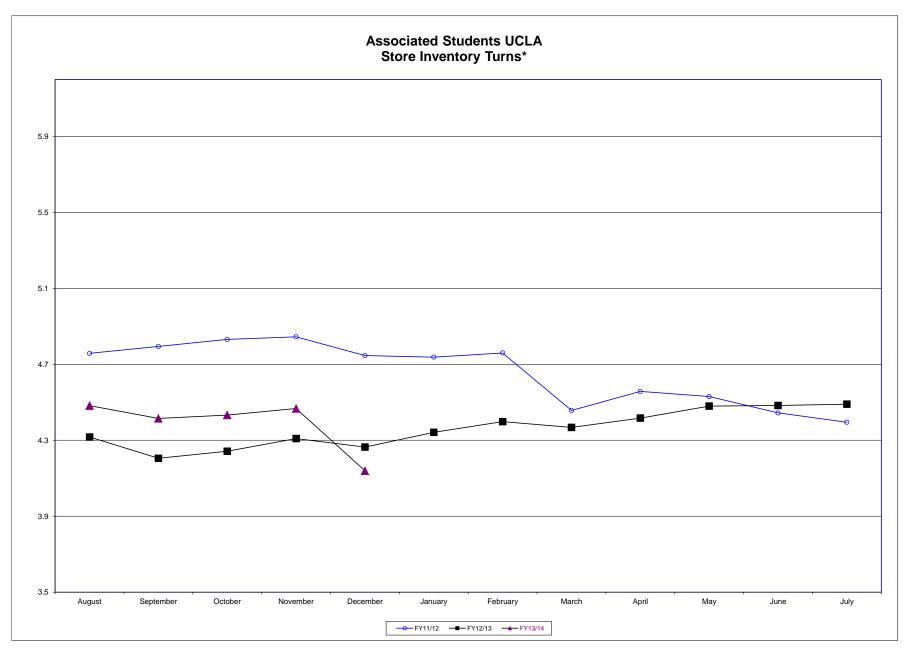
12/28/2013 Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$750,543	19%	\$41,492	39%	\$9,223	19%	\$5,920	80%	\$1,598	23%	\$2,535	9%	\$811,311	20%
ASUCLA PUBLICATIONS	\$153,747	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$153,747	4%
ASUCLA USA/GSA	\$96,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,366	2%
DUE FROM VENDORS	\$792,062	20%	\$9,022	8%	\$10,390	21%	(\$101)	-1%	(\$67)	-1%	\$20,338	74%	\$831,644	20%
DENTAL KITS	\$379,710	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$379,710	9%
OTHER	\$1,744,172	45%	\$56,951	53%	\$29,446	60%	\$1,562	21%	\$5,496	78%	\$4,788	17%	\$1,842,415	45%
TOTAL CURRENT MONTH	\$3,916,600	100%	\$107,465	1 00 %	\$49,059	100%	\$7,381	100%	\$7,027	100%	\$27,661	100%	\$4,115,193	100%
	95%		3%		1%		0%		0%		1%		100%	
11/23/2013 Nov	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$717,789	18%	\$526,053	490%	\$110,724	226%	\$9,585	7%	\$3,982	4%	\$1,754	6%	\$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	22%	\$6,888	6%	(\$536)	-1%	\$123,992	1680%	\$82,661	1176%	(\$29,711)	-107%	\$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	44%	\$107,334	32%	\$8,537	26%	\$6,888	93%	\$2,613	37%	\$2,712	10%	\$1,858,522	37%
TOTAL CURRENT MONTH	\$4,086,576	100%	\$640,275	1 00 %	\$118,725	100%	\$140,465	100%	\$89,256	100%	(\$25,245)	100%	\$5,050,052	100%
	81%		13%		2%		3%		2%		0%		100%	
	Cumpo est	0/	20.	0/	<u> </u>	0/	00.	0/	400.	0/	450	0/	Tatal	0/
10/26/2013 Oct	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	\$690,712	18%	\$180,487	68%	\$11,369	25%	\$6,601	5%	\$4,793	6%	\$2,008	-24%	\$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	8%
DUE FROM VENDORS	\$144,358	4%	(\$362)	0%	\$22,447	49%	\$113,241	91%	\$75,494	94%	(\$20,433)	240%	\$334,745	8%
DENTAL KITS	\$529,680	14%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$529,680	12%
OTHER	\$2,234,375	41%	\$87,081	58%	\$12,238	27%	\$4,768	4%	\$244	0%	\$9,899	32%	\$2,348,605	54%
TOTAL CURRENT MONTH	\$3,831,859	100%	\$267,206	1 00 %	\$46,054	100%	\$124,610	100%	\$80,531	100%	(\$8,526)	100%	\$4,341,734	100%
	88%		6%		1%		3%		2%		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.

UCLA STORE INCOME STATEMENT

10.07.800 1.13.2.366 0.746-85 Statu 11.07 9167 35.940.08 6.993.00 1.13.07.14 8.15.23 33.90 13.15.26 13.90.00 1.23.54 1.03.90.00 1.23.54 1.03.90.00 1.23.54 1.03.90.00 1.13.90.10 1.03.90.00 1.13.90.00 1.03.90.0	DEC. (05(11/24/13-12/2	28/13)	ſ	F	ISCAL YEAR 13-1	.4	FISCAL YE	AR 12-13	
1277.46 1277.46 1277.46 1277.47										
10.07.86 1.13.2.36 -74.835 074.835 0.2402.25 1.13.07.14 0.5.37 12.12 1.235 1.236 1.236 1.236 1.236 1.236 1.236 1.236 1.237 1.237.25 1.236 1.237.25 1.236 1.237.25	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YID	
22.66 55.00 -11.25.9 11.25.9 12.31.6 12.32.6 12.32.6 12.32.6 12.32.6 13.53.7 13.53.7 1	1,237,435	1,421,341			9,037,322	9,992,524	<955,202>	1,426,568	10,155,889	
111.108 197.711 - <									6,192,205	
33123 393000 1223 ECOMPRETE DYNSION 108832 92,200 115.52 774-24 338026 22,201 3,00139 3,354,590 -239,272 TOTA BLASS 20,27,351 21,862,307 -2,27,292 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,92 3,380,256 22,27,93 24,37,47 17,93 3,46,37 1,94 1,44 3,46 4,44,17 1,94 1,94 1,94 1,96 4,45 1,97 4,13,18 4,14 1,96 4,45 1,97 1,97 1,97 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 1,98 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>396,918</td></t<>									396,918	
115.510 - - - - - 307.313 3070.279 - 4.94 155.82 31.339 2,021,192 2,225,53 218.30 less: Strinkage -										
3.553:59 3.354:59 -3396.78 UNALS 20,7576 2,06,0.07 -1,27,225 3.896,058 22,212.57 2,021,152 2,223,518 218,528 Less: Ontof Sele 1,443,750 15,344,52 920,673 2,270,529 1,551,77 4,469 4,490 553 ACLEMENTS DEPART 77,373 56,003 -1,532 52,235 3.99 3,47 4,400 1.6 HELTOS SE/S 1,443 1,503 -2,533 3.99 4.99 3.99 3.99 3.99 4.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.99 3.1306 9.44 3.99 3.30 2.91 3.1306 9.44 3.99 3.20 1.030 1.030 1.043 3.20 9.02 3.13 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04 3.04	,									
Apr Apr <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>22,212,914</td>									22,212,914	
Apr Apr <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>										
4,97 4,96 58 K-ADENC SUPPORT DV 28 32,571 36,63 4,345 5,228 36,64 1,98 1,200 128 Entratus Mode SUSTON 28 2,341 2,368 4,345 5,228 36,65 4,345 5,228 36,65 4,345 5,228 36,65 4,345 5,228 36,65 4,345 3,288 4,345 1,20 1,20 1,20 1,20 1,20 1,21	2,021,192	2,239,518	218,326	Less: Cost of Sales	14,463,750	15,384,423	920,673	2,270,929	15,631,760	
4,97 4,96 58 K-ADENC SUPPORT DV 28 32,571 36,63 4,345 5,228 36,64 1,98 1,200 128 Entratus Mode SUSTON 28 2,341 2,368 4,345 5,228 36,65 4,345 5,228 36,65 4,345 5,228 36,65 4,345 5,228 36,65 4,345 3,288 4,345 1,20 1,20 1,20 1,20 1,20 1,21				Lana Chuislean						
44.60 47.70 280 CHARA MOSE DIVISION 25,144 7,560 446 4,407 25,14 10.90 1.00 1.00 1.00 1.00 38 1.00 39 1.00 10.14 1.000 1.00 1.000 1.000 38 1.007 1.000 10.14 10.000 67.700 58.50 -1.800 39.40 94.40 10.01 10.702 -1.100.700 67.700 58.500 -1.800 1.00.4 94.40 10.02 -1.002 60.700 60.700 60.700 1.00.3 0.74 70.70 20.3 20.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.4 -0.5 -0.4 -0.3 -0.2 -2.2 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9 -2.9				Less: Shrinkage						
44.60 47.70 280 CHARA MOSE DIVISION 25,144 7,560 446 4,407 25,14 10.90 1.00 1.00 1.00 1.00 38 1.00 39 1.00 10.14 1.00 1.00 1.00 38 1.00 39 1.00 10.44 10.20 1.13.80 677 9141 1.003 1.003 1.003 1.003 944 1.003 0.73.2 66.8 -0.55 CPS SEX SW 69.38 70.1 0.13 0.74 707 0.4 0.4 -0.5 -0.4 -0.4 -0.5 -0.4 -0.4 -0.5 -0.4 -0.5 -0.4 -0.5 -0.4 -0.5 -0.4 -0.5 -0.4 <td>4,397</td> <td>4,990</td> <td>593</td> <td>ACADEMIC SUPPORT DIV</td> <td>37,373</td> <td>36,030</td> <td><1,343></td> <td>5,236</td> <td>39,659</td>	4,397	4,990	593	ACADEMIC SUPPORT DIV	37,373	36,030	<1,343>	5,236	39,659	
878 1,040 1,220 -7.04 7.364 7.400 35 1,107 32.4 1,081 1,020 1.020 <td></td> <td></td> <td>290</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>26,129</td>			290						26,129	
1.268 1.210 -Core COMENTIC DIVISION 3.44 3.280 -Core 1.247 1.44 1.04.4 B00 -C12 B17 Straftword B17 B17 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>1,849</td></t<>									1,849	
1,14 800 - 100 -									8,238	
11.400 11.380 877 9HEMACE 97.10 95.700 41.480 13.890 13.89 13.80 14.4 10.4									3,454	
2033.05 2.232.78 215.00 TOTA (COST OF SALES) 14.551.46 15.70.1 0.3 C.7.4 7.7 07.3 0.63 -0.05 OST OF SALES % 0.64 7.0.1 0.3 0.7 7.7 0.4 -0.05 OST OF SALES % 0.7 0.1 0.3 0.7 7.7 7.7 0.63 0.7 0.1 0.3 0.7 7.7 0.63 0.64 -0.0 2.2.2 2.3 3.0 1.0 0.1 4.0 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2										
67.3 66.8 -cds- COST OF SALES % 69.8 70.1 0.3 167.4 70 970.25 11.01.792 <13.1467-									15,723,222	
990.252 1.101.72 -113.467-5 (GOSS MAGIN %) 6.173.352 6.473.352 6.473.352 6.173.352 1.101.171 6.173.352 1.101.171 6.173.355 6.173.351 1.101.171 6.173.352 1.131.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.111.111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.1111 1.11111 <th< td=""><td>2,000,000</td><td>2,232,730</td><td>215/205</td><td></td><td>1,001,100</td><td>10/11/0/010</td><td>510,000</td><td>2/201//02</td><td>10// 20/222</td></th<>	2,000,000	2,232,730	215/205		1,001,100	10/11/0/010	510,000	2/201//02	10// 20/222	
3.7.7 3.3.2 0.6.5 energy 30.2 30.0 3.3 3.5.6 7.8 2.2.3 2.2.6 -0.5 NET GROSS MARGIN % 0.4 -0.4 -0.5 0.4 0.0 2.2.3 2.2.6 -0.5 NET GROSS MARGIN % 2.9 2.9.6 0.2 2.2.2 2.9 1.10 1.1.2 -2.3.5 ALADEMIC SUPPORT DIV 1.7.4 1.7.7 -0.3.5 1.4.0 1.17 4.9.0 49.6 -0.6.5 GROSS DIVISION 48.8 49.0 -0.5.5 40.1 1.0 3.8.1 -0.2.5 1.1.11/07 SHOP 1.3.8 3.9 2.2.2 -0.6.5 40.1 1.0 3.5.3 3.6.1 -0.2.5 1.1.11/07 SHOP 1.3.8 4.1.2 41.7.8 4.6.1.7.3 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.1.7 4.4.	67.3	66.8	<0.5>	COST OF SALES %	69.8	70.1	0.3	67.4	70.4	
0.4 0.4 0.4 0.4 0.4 0.0 0.0 0.1 22.3 22.8 -0.5 NET GROSS PARSIN % 29.8 0.2 0.2 22.2 29.9 11.5 14.3 -C.3.5 ACADOM REPORT IDV 17.4 17.7 -0.3 14.0 17.4 9.8 32.9 -C.3.5 MARSIN MSC DIVISION 17.4 17.7 -0.2 40.3 17.4 9.8 33.9 -C.2.5 50.4 0.2 30.3 27.7 9.9 50.5 50.4 1.6 COMMENT DIVILE COMMONE STORE 22.8 -0.6 30.0 22.2 102.34 -0.51.7 -7.17 OTHER NOME 40.23 44.1728 20.011 131.162 417.88 107.32.9 1.197.00 CLEBEN GROME MACINITHER -6.51.94H 6.00.115 31.373 53.23 6.00.25 46.0.4 17.70 17.81.23 2.85.9 1.9.21.162 2.20.85 2.20.85 2.20.85 2.20.9.8 1.20.11 11.1.16									6,489,692	
32.3 33.8 cdbs NeT GROSS MAKGIN % 29.8 29.6 0.2 33.2 29.2 11.9 14.2 c2.3 ACADEMIC SUPPORT DIV 17.4 17.7 c0.3 14.0 17.7 40.0 48.5 c3.5 32.9 c2.3 L2.3 L4.3 14.8 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>29.6</td></t<>									29.6	
11.9 14.2 11.7 <td>0.4</td> <td>0.4</td> <td><0.0></td> <td>SHRINKAGE %</td> <td>0.4</td> <td>0.4</td> <td><0.0></td> <td>0.4</td> <td>0.4</td>	0.4	0.4	<0.0>	SHRINKAGE %	0.4	0.4	<0.0>	0.4	0.4	
11.9 14.2 11.7 <td>32 3</td> <td>37 R</td> <td><0 5×</td> <td>NET GROSS MARGIN %</td> <td>20 R</td> <td>20 6</td> <td>0.2</td> <td>32.2</td> <td>29.2</td>	3 2 3	37 R	<0 5×	NET GROSS MARGIN %	20 R	20 6	0.2	32.2	29.2	
49.0 49.6 48.8 49.0 48.3	52.5	52.0	<0.32		23.0	23.0	0.2	32.2	23.2	
49.0 49.6 48.8 49.0 48.8 49.0 48.3 48.3 48.3 39.7 0.1 40.1 40.1 40.0 40.3 48.3 39.7 0.1 40.1 40.0 40.0 40.0 40.0 40.0 40.0 40.0 40.0 40.0 40.0 40.0 50.0 10.1 40.1 50.0 10.0 40.0 50.0 40.0 50.0 40.	11.9	14.2	<2.3>	ACADEMIC SUPPORT DIV	17.4	17.7	<0.3>	14.0	17.6	
30.8 32.9 23.7 28.7 28.5 0.2 30.3 27.7 35.9 36.1 49.8 50.2 50.6 50.7 50.7 1.31.162 40.7 50.7 1.33.33 50.7 1.33.33 50.7 1.33.33 50.7 1.33.33 50.9 70.7 50.7 50.7 50.7 50.7 1.33.7 11.5 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7 50.7			<0.6>	GENERAL MDSE DIVISION					48.3	
50.9 50.8 0.1 E-COMMERCE (DVISION CAD_FHALTIN ECRECES TORE 42.8 50.2 < 50.6 52.2 102,934 95,517 7,417 OTHER INCOME 42.0 44.7,78 22.2.8 <									40.4	
35.9 36.1 <0.22 F&UTH SCIENCES STORE 22.2 22.8 <0.6> 36.0 22 102,394 95,517 7,417 OTHER INCOME 440,739 441,728 260,61 131,162 412,88 6,515,044 6,515,044 6,907,422 <292,388									27.4	
102.934 95.517 7,417 OTHER INCOME 440,739 414,728 26,011 131,162 412,885 1,073,239 1,197,309 -(124,050) GROSS MARGIN/OTHER 6,615,044 6,697,432 <252,388> 1,215,485 6,507,55 257,814 272,212 14,398 Career Wages 1,281,784 1,332,158 50,374 263,597 1,319,175 200,654 212,954 120,564 120,563 -46,611 Total, Wadets 721,780 662,47 <9,708> 122,578 662,4 122,564 123,534 2,1710 Englower Benefits 57,74 5,79 3 <0.4-4			-						50.0 22.4	
1.073.259 1.197.399 <1.215.485 6.615.044 6.507.632 <222388- 1.215.485 6.507.55 257.814 272,212 14.398 Career Wages 1.281.794 1.332.158 50.374 263.597 1.313.33 0 6.22 257.814 272,212 14.398 Career Wages 71.780 062.072 -239.788- 1.235.74 662.47 129.564 120,833 -6.8395 Student Wages 71.780 062.072 -239.788- 123.574 662.47 129.644 151.394 21.175 WAGE % TO SALES 5.7 9.3 -0.4-3 11.5 9.9 13.964 151.394 21.175 Office Supples 56,490 52.100 -80,411.5 128,597 13.93 10.3 20 -97 24 15.1 13.98 12.515 -1.175 Office Supples 50,490 52.300 <1.157	55.7	30.1	<u.2></u.2>	LENCIN SOLUTES STURE	22.2	22.0	~0.0>	50.0	22.4	
257,814 272,212 14,398 Career Wages 1,281,784 1,332,158 50,374 263,597 1,319,11 257,814 272,212 14,398 Career Wages 731,780 662,072 -23,708 123,533 062,379 123,578 662,072 -23,708 123,778 662,072 -23,708 123,778 662,072 -23,708 123,778 662,072 -23,708 123,778 662,072 -23,708 123,778 662,07 53,373 1,777 2,001,664 151,394 21,710 Employee Benefits 56,949 52,100 <4,499> 19,553 53,57 13,717 14,675 52,100 <4,499> 19,565 53,57 11,19 150 13 120 137 100 50 149 55,77 10,103 149 55,77 10,104 14,18 57,77 16,109 4,118 57,77 16,109 4,224 Frequing Supplies 25,700 53,930 4,109 60,77 12,2175 14,148 57,77 16,000 5,772 63	102,934	95,517	7,417	OTHER INCOME	440,739	414,728	26,011	131,162	417,883	
257,814 272,212 14,398 Career Wages 1,281,784 1,332,158 50,374 263,597 1,319,11 0 3,044 3,044 Limited Appointment 0 13,393 11,333 10,333 0 622,478 129,564 120,583 < <td>68,981 Student Wages 731,780 662,072 -33,708 12,778 662,47 129,664 151,394 21,710 Employee Benefits 6648,366 728,807 80,411 128,592 555,070 13,911 30 10 30 Telex 400 530 150 149 55,770 13 10 30 Telex 400 150 144 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1</td> <td>1,073,259</td> <td>1,197,309</td> <td><124,050></td> <td>GROSS MARGIN/OTHER</td> <td>6,615,044</td> <td>6,907,432</td> <td><292,388></td> <td>1,215,485</td> <td>6,907,575</td>	68,981 Student Wages 731,780 662,072 -33,708 12,778 662,47 129,664 151,394 21,710 Employee Benefits 6648,366 728,807 80,411 128,592 555,070 13,911 30 10 30 Telex 400 530 150 149 55,770 13 10 30 Telex 400 150 144 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1	1,073,259	1,197,309	<124,050>	GROSS MARGIN/OTHER	6,615,044	6,907,432	<292,388>	1,215,485	6,907,575
257,814 272,212 14,398 Career Wages 1,281,784 1,332,158 50,374 263,597 1,319,11 0 3,044 3,044 Limited Appointment 0 13,393 11,333 10,333 0 622,478 129,564 120,583 < <td>68,981 Student Wages 731,780 662,072 -33,708 12,778 662,47 129,664 151,394 21,710 Employee Benefits 6648,366 728,807 80,411 128,592 555,070 13,911 30 10 30 Telex 400 530 150 149 55,770 13 10 30 Telex 400 150 144 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	68,981 Student Wages 731,780 662,072 -33,708 12,778 662,47 129,664 151,394 21,710 Employee Benefits 6648,366 728,807 80,411 128,592 555,070 13,911 30 10 30 Telex 400 530 150 149 55,770 13 10 30 Telex 400 150 144 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1,114 57,72 1,115 1,114 57,72 1,115 1,114 57,72 1									
0 3,044 3,044 Lineted Appointment 0 13,393 0 6,62,7 129,564 48,981.5 Student Wages 7,1760 692,072 639,089 123,576 682,44 129,564 1151.394 2(1.17) Employee Benefits 648,366 728,807 80,441 128,552 2,00,44 128,552 550,79 150,650,70 150,650,70 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 140,855,70,70,00 150,941,95,53 3,493,15,70,70,00 150,941,95,53 150,941,95,53 150,941,95,53 150,941,95,53 150,941,95,540,93,70,90 140,95,540,92,73,70,00 150,70,11,11,10,95,77,74,5400,74,54,90,944,949,90,94,94,94,94,94,94,94,94,94,94,94,94,94,				Less: Controllable Exp						
0 3,044 3,044 Lineted Appointment 0 13,393 0 6,62,7 129,564 48,981.5 Student Wages 7,1760 692,072 639,089 123,576 682,44 129,564 1151.394 2(1.17) Employee Benefits 648,366 728,807 80,441 128,552 2,00,44 128,552 550,79 150,650,70 150,650,70 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 150,70,10 140,855,70,70,00 150,941,95,53 3,493,15,70,70,00 150,941,95,53 150,941,95,53 150,941,95,53 150,941,95,53 150,941,95,540,93,70,90 140,95,540,92,73,70,00 150,70,11,11,10,95,77,74,5400,74,54,90,944,949,90,94,94,94,94,94,94,94,94,94,94,94,94,94,	257 814	272 212	14 308	Career Wages	1 281 784	1 332 158	50 374	263 507	1 310 138	
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387.378 395.839 8.461 TOTAL WAGE'S 2.01.3564 2.01.3564 2.40.59 387.175 2.007 129.64 151.334 2.1.710 Employee Benefits 648.366 728.807 80.411 128.953 3.40.49 19.653 35.97 9.3 -0.44 128.953 3.40.49 19.653 35.97 70.00 19 40 110 30 Telex 6.00 550 150 149 55.77 15.00 149 55.77 1.00 50 1.185 57.71 5.400 <2.405.9								-	682,496	
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$\begin{array}{c c c c c c c c c c c c c c c c c c c $	12.9	11.8	<1.1>	WAGE % TO SALES	9.7	9.3	<0.4>	11.5	9.0	
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1.00 50 <1.050- (-1,945) Membership Fees (-1,946) 1,900 50 <1.850- (-1,945) 1,000 61 57,721 61,945 4.224 Freight Out 180,896 179,400 <1.496- (-1,946) 68,797 182,11 895 900 0 0 0 73 0 <73- (-1,946) 14,823 113,007 <73- (-1,947) 14,823 113,007 19,836 14,823 113,007 19,851 135,528- (-2,252- (-2,152-									116	
5,774 5,400 < <374-0 Operating Supplies 25,770 29,301 4,160 5,540 27,333 57,721 61,945 4,224 Freight Out 180,896 179,400 <1,995	119	150	31	Trav/Trips/Conference	6,477	5,320	<1,157>	1,418	5,730	
57,721 61,945 4,224 Freight Out 180,896 179,400 <1,4965									800	
995 900 5 Transportation 4,482 4,600 118 786 4,53 0 0 0 Postage Stamp O/S 73 7 - 0 0 0 Uniforms 248 0 <248> 0 12,415 14,995 2,580 Advertising 139,028 119,047 <19,981> 14,823 113,00 <355									27,385	
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<735> <550> 185 Vendor Adv. Allowance <16,259> <3,528> 12,731 <308> <20,01	-			Advertising				-	113,085	
8,150 1,940 <6,210> Repairs & Maintenance 27,770 16,350 <11,420> 1,915 19,55 0 1,475 301 6,44 1,44 0 0 0 1,475 301 6,44 1,44 1,44 0 0 0 1,475 301 6,4,856 1,493 1,414 1,44 0 0 0 0 1,414 0 0 0 1,414 1,445 1,414 1,414 0 0 0 1,414 1,414 1,414 0 0 0 0 0 1,414 0 1,414 0 1,415									<2,002>	
0 0 0 1anitorial 0									239,832	
45,795 58,003 12,208 Bank Card Expense 322,073 341,540 19,467 55,722 338,32 907 0 <907> 0 <907> 0 <10,668									19,521	
907 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <907> 0 <10,668 0 <10,668 598 7,77 1,067 0 <1,067> Credit Card Adjustments 1,475 0 <1,475> 301 6,643 0 0 0 Rentals-Truck 1,404 900 <504> 0 1,10 0 0 0 Temp Agency Services 51,306 33,000 <18,306> 4,896 19,33 0 350 Temp Agency Service 1,571 350 <1,21> 6,683 7,86 0 0 0 0 0 0 0 0 2,96 1055 0 105 Commission Expense 3,3000 832 0 2,96 0 3 3 Alloc of Distr Cntr 0 8 8					-				<19>	
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56 0 <56> Textbook Rental Exp 571 0 <571 34 11 0 0 Rentals-Truck 1,404 900 <504> 0 1,11 0 0 Rentals-Truck 1,404 900 <504> 0 1,11 0 0 Temp Agency Service 1,571 350 4,896 19,33 0 350 350 Temp Agency Service 1,571 350 <1,212									6,460	
0 0 0 Taxes & Licenses 0 300 300 4,896 19,33 13,972 6,850 <7,122> Professional Services 15,1306 33,000 <18,306> 4,896 19,33 0 350 350 Temp Agency Services 1,571 350 <1,221> 6,683 7,86 0 0 0 Commission Expense 2,168 3,000 832 0 2,96 0<	56	0	<56>	Textbook Rental Exp	571	0	<571>	34	140	
13,972 6,850 <7,122 Professional Services 51,306 33,000 <18,306> 4,996 19,32 0 350 350 Temp Agency Service 1,571 350 <1,211> 6,683 7,84 0 0 0 Commission Expense 2,168 3,000 832 0 2,99 <105> 0 105 Concession Expense 33,520 33,008 <512> 3 38,16 0									1,109	
0 350 350 Temp Agency Service Commission Expense 1,571 350 <1,221> 6,683 7,88 0 0 0 0 Commission Expense 2,168 3,000 832 0 2,29 0 0 0 0 Prior Period Adj 0 0 0 0 38,11 0 0 0 Prior Period Adj 0 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>0</td></td<>									0	
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< 105> 0 105 Concession Expense 33,520 33,008 <512> 3 38,11 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>7,863 2,968</td>									7,863 2,968	
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0 3 3 Alloc of Distr Cntr 0 8 8 0 8,424 6,988 <1,436> Payment to UCLA 66,680 56,161 <10,519> 10,035 71,003 313,161 335,705 22,544 TOTAL OTHR CONTROL. 1,889,299 1,923,921 34,622 336,183 1,865,02 700,539 731,544 31,005 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO 3,902,864 3,961,544 58,680 723,358 3,872,89 372,720 465,765 <93,045> SVCS AND ENTERPRISES 2,712,181 2,945,888 <233,707> 492,127 3,034,68 29,597 29,089 <508> Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,88 62,052 66,119 4,067 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,88 62,052 66,119 4,067 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 99,950 101,829 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>53</td>									53	
313,161 335,705 22,544 TOTAL OTHER CONTROL. 1,889,299 1,923,921 34,622 336,183 1,865,03 700,539 731,544 31,005 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO GROSS CONTRIBUTION TO 3,902,864 3,961,544 58,680 723,358 3,872,88 372,720 465,765 <93,045> SVCS AND ENTERPRISES 2,712,181 2,945,888 <233,707> 492,127 3,034,662 29,597 29,089 <508> Allocated Exp 139,358 142,021 2,663 26,605 130,57 141,634 153,213 11,579 Allocated ExpIIS 315,990 330,082 14,092 60,426 309,92 29,392 35,260 5,868 Allocated Exp. Mktg 148,644 176,902 28,258 31,488 167,91 99,950 101,829 1,879 Allocated Exp. Mktg 148,644 176,902 28,258 31,488 167,91 71,145 68,317 <2,828> Mintenance 346,246 347,345 1,099 66,301	0			Alloc of Distr Cntr					0	
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372,720 465,765 <93,045> GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 2,712,181 2,945,888 <233,707> 492,127 3,034,66 29,597 29,089 <508> Allocated Exp 3,034,66 29,597 29,089 <508> Allocated Exp. HR 139,358 142,021 2,663 26,605 130,50 141,634 153,213 11,579 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 62,052 66,119 4,067 Allocated Exp. Nktg 148,644 176,902 28,258 31,488 167,91 99,950 101,829 1,879 Allocated Exp. Othr SA 494,922 508,822 13,900 93,114 467,45 71,145 68,317 <2,828> Mintenance 346,246 347,345 1,099 66,301 331,71 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,72									1,865,039	
372,720 465,765 <93,045> SVCS AND ENTERPRISES 2,712,181 2,945,888 <233,707> 492,127 3,034,68 29,597 29,089 <508> Allocated Exp. Image: Constraint of the second	/00,539	/31,544	31,005		3,902,864	3,901,544	58,880	/23,358	3,872,894	
29,597 29,089 <508> Allocated Exp 139,358 142,021 2,663 26,605 130,50 141,634 153,213 11,579 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 62,052 66,119 4,067 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 29,392 35,260 5,868 Allocated Exp. Nktg 148,644 176,902 28,258 31,488 167,91 99,950 101,829 1,879 Allocated Exp. Othr SA 494,922 508,822 13,900 93,114 467,44 71,145 68,317 <2,828> Maintenance 346,246 347,345 1,099 66,301 331,77 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,74 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,47,45 531,765 547,743 1	372.720	465.765	<93.045>		2,712.181	2,945.888	<233.707>	492,127	3,034,681	
29,597 29,089 <508> Allocated ExpHR 139,358 142,021 2,663 26,605 130,505 141,634 153,213 11,579 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 62,052 66,119 4,067 Allocated ExpIS 315,990 330,082 14,092 60,426 309,92 29,392 35,260 5,868 Allocated Exp. Mktg 148,644 176,902 28,258 31,488 167,92 99,950 101,829 1,879 Allocated Exp. Othr SA 494,922 508,822 13,900 93,114 467,43 71,145 68,317 <2,828> Maintenance 346,246 347,345 1,099 66,301 331,71 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,72 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,45 531,765 547,743 <td< td=""><td></td><td>,, 66</td><td></td><td></td><td>.,,101</td><td>,,</td><td></td><td>/12.</td><td>,,</td></td<>		,, 66			.,,101	,,		/12.	,,	
29,597 29,089 <508> Allocated ExpHR 139,358 142,021 2,663 26,605 130,505 141,634 153,213 11,579 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 62,052 66,119 4,067 Allocated ExpIS 315,990 330,082 14,092 60,426 309,92 29,392 35,260 5,868 Allocated Exp. Mktg 148,644 176,902 28,258 31,488 167,92 99,950 101,829 1,879 Allocated Exp. Othr SA 494,922 508,822 13,900 93,114 467,43 71,145 68,317 <2,828> Maintenance 346,246 347,345 1,099 66,301 331,71 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,72 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,45 531,765 547,743 <td< td=""><td></td><td></td><td></td><td>Less: Allocated Exp</td><td></td><td></td><td></td><td></td><td></td></td<>				Less: Allocated Exp						
141,634 153,213 11,579 Allocated Exp. Fin 754,767 792,555 37,788 137,368 741,86 62,052 66,119 4,067 Allocated Exp15 315,990 330,082 14,092 60,426 309,92 29,392 35,260 5,868 Allocated Exp. Mkg 148,644 176,902 28,258 31,488 167,92 99,950 101,829 1,879 Allocated Exp. Othr SA 494,922 508,822 13,900 93,114 467,44 71,145 68,317 <2,828> Maintenance 346,246 347,345 1,099 66,301 331,77 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,77 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,47 531,765 547,743 15,979 TOTAL ALLOCATED EXP 2,730,280 2,801,845 71,565 511,513 2,661,58										
62,052 66,119 4,067 Allocated ExpIS 315,990 330,082 14,092 60,426 309,93 29,392 35,260 5,868 Allocated Exp. Mktg 148,644 176,902 28,258 31,488 167,93 99,950 101,829 1,879 Allocated Exp. Mktg 149,4922 508,822 13,900 93,114 467,43 71,145 68,317 <2,828> Maintenance 346,246 347,345 1,099 66,301 331,71 30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,72 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,47 531,765 547,743 15,979 TOTAL ALLOCATED EXP 2,730,280 2,801,845 71,565 511,513 2,661,58									130,504	
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30,221 25,592 <4,629> Utilities 193,483 162,498 <30,985> 26,447 164,72 67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,43 531,765 547,773 15,979 TOTAL ALLOCATED EXP 2,730,280 2,801,845 71,565 511,513 2,661,58	99,950								331,711	
67,773 68,324 551 Depreciation 336,872 341,620 4,748 69,764 347,47 531,765 547,743 15,979 TOTAL ALLOCATED EXP 2,730,280 2,801,845 71,565 511,513 2,661,58										
	71,145		<4,629>	Utilities	193,483	102,490	<50,5052	20,117	101,725	
	71,145 30,221 67,773	25,592 68,324	551	Depreciation	336,872	341,620	4,748	69,764	347,474	
	71,145 30,221 67,773	25,592 68,324	551	Depreciation	336,872	341,620	4,748	69,764		

UCLA RESTAURANTS INCOME STATEMENT

DEC.	05(11/24/13-12/2 CURRENT MONTH]		ISCAL YEAR 13-1 MO(07/28/13-12/		FISCAL YE LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
94,294	92,989		CENTRAL DIVISION	618,127	615,090	3,037	111,827	610,540
131,108 92,505	135,584 93,978		NORTH CAMPUS DIVISION SOUTH DIVISION	799,399 616,217	821,153 614,768	<21,754> 1,449	148,414 107,611	759,098 600,772
166,733	172,256		LU VALLE DIVISION	977,917	1,058,326	<80,409>	202,207	1,021,542
172,343	183,116		COOPERAGE DIVISION	1,080,492	1,172,549	<92,057>	193,544	1,048,193
220,411	225,306		SPECIAL EVENTS DIVISION	1,065,127	908,941	156,186	302,244	1,112,422
877,394	903,229	<25,835>	TOTAL SALES	5,157,280	5,190,827	<33,547>	1,065,848	5,152,568
296,863	309,683	12,820	Less: Cost of Sales	1,787,335	1,763,129	<24,206>	378,757	1,794,962
33.8	34.3	0.5	COST OF SALES %	34.7	34.0	<24,200>	376,757	34.8
580,532	593,546	<13,014>	GROSS MARGIN	3,369,944	3,427,698	<57,754>	687,091	3,357,606
66.2	65.7	0.5	GROSS MARGIN %	65.3	66.0	<0.7>	64.5	65.2
(7.1	60.0			67.0	60 0		(T T	67 G
67.1 64.1	69.3 66.0		CENTRAL DIVISION NORTH CAMPUS DIVISION	67.0 64.8	68.8 66.2	<1.8> <1.4>	67.7 63.2	67.6 63.5
65.9	65.6	0.3	SOUTH DIVISION	64.4	65.2	<0.8>	65.3	64.7
69.4	68.5	0.9	LU VALLE DIVISION	69.4	69.3	0.1	67.5	69.0
65.0	63.9	1.1	COOPERAGE DIVISION	63.8	64.6	<0.8>	63.1	64.5
66.2	63.8	2.4	SPECIAL EVENTS DIVISION	63.6	63.0	0.7	62.7	62.5
100.000	152.056	12.074	OTHER INCOME	000 404	050 (10	72.074	101 020	007 410
166,030 746,562	153,056 746,602	12,974 <40>	OTHER INCOME GROSS MARGIN/OTHER	932,484 4,302,429	858,610 4,286,308	73,874 16,121	181,030 868,121	897,412 4,255,019
740,302	740,002	<02	GROSS MARGIN/OTTER	т,302, 1 23	4,200,300	10,121	000,121	4,233,019
			Less: Controllable Exp					
291,629	308,020	16,391	Career Wages	1,414,023	1,441,515	27,492	297,052	1,372,672
604	1,472	868	Limited Appointment	2,500	4,848	2,348	1,439	9,243
167,857 <28,218>	167,194 <29,053>	<663> <835>	Student Wages Labor Recharge	947,031 <164,664>	934,658 <163,454>	<12,373> 1,210	191,604 <30,692>	929,957 <157,518>
431,872	447,633	15,761	TOTAL WAGES	2,198,891	2,217,567	1,210	459,403	2,154,354
49.2	49.6	0.3	WAGE % TO SALES	42.6	42.7	0.1	43.1	41.8
148,491	173,075	24,584	Employee Benefits	749,947	806,122	56,175	145,116	724,373
2,746	1,530		Office Supplies	9,067	8,095	<972>	1,635	8,193
4,256	4,299	43	Telephone	21,307	21,485	178	4,615	21,168
1,000 42,477	1,000 40,821	0 <1,656>	Training Programs Paper	7,616 242,183	11,500 241,815	3,884 <368>	1,000 47,293	6,933 231,985
4.8	4.5		Paper % To Sales	4.7	4.7	<0.0>	4.4	4.5
4,885	4,195		Cleaning Supplies	23,035	21,208	<1,827>	5,051	22,239
<10,252>		1,102	Purchasing Rebates	<45,876>	<45,750>	126	<8,353>	<39,834>
2,575	2,723	148	Replacements	14,513	13,477	<1,036>	4,877	15,433
5,179	5,150	<29>	Laundry	27,576	25,453	<2,123>	7,581	30,770
985	1,370	385	Uniforms	10,586	8,703	<1,883>	1,153	9,515
356	1,880	1,524	Advertising	43,550	54,565	11,015	2,024	48,546
0	100 29	100 25	Menu Development Dorm Coupons Expense	0 33	500 188	500 155	713 2	1,371 31
7,387	5,631		Repairs & Maintenance	60,074	27,747	<32,327>	7,949	45,538
22,301	24,527	2,226	Bank Card Expense	141,695	143,909	2,214	20,273	133,012
1,178	1,162		Sales Tax Expense	7,662	7,621	<41>	1,455	7,401
1,597	786		Overs/Shorts	8,170	4,382	<3,788>	779	3,796
4	0		Credit Card Adjustments	7	0	<7>	0	0
339	500	161	Rentals	1,749	1,500	<249>	2,481	8,544
0	385 0	385 0	Rentals-Truck	870 0	1,925 0	1,055 0	282 0	944
600	0	<600>	Taxes & Licenses Professional Services	600	0	0 <600>	600	9,750 600
0	500		Temp Agency Service	0	1,500	1,500	1,000	3,304
32,702	36,431	3,729	Commission Expense	105,270	108,631	3,361	41,059	116,610
268,810	296,944	28,134	TOTAL OTHER CONTROL.	1,429,634	1,464,576	34,942	288,585	1,410,224
700,682	744,577	43,895	TOTAL CONTROLLABLE EXP	3,628,525	3,682,143	53,618	747,988	3,564,578
45,880	2,025	43,855	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	673,904	604,165	69,739	120,133	690,441
-5,000	2,023	כנט,נד	STO AND LITERFRIDED	075,504	007,103	5,755	120,133	0,111
			Less: Allocated Exp					
32,997	32,896		Allocated ExpHR	152,347	154,355	2,008	31,568	140,100
47,568	46,908		Allocated Exp. Fin	235,892	237,154	1,262	48,935	218,757
20,840	20,243		Allocated ExpIS	98,552	98,376	<176>	21,525	92,061
9,871 33,568	10,795 31,176		Allocated Exp. Mktg Allocated Exp Othr SA	46,499 152,701	52,764 149,800	6,265 <2,901>	11,217 33,170	49,338 137,060
59,975	58,940		Maintenance	291,884	299,671	<2,901> 7,787	55,891	279,631
25,476	22,079		Utilities	163,105	140,194	<22,911>	22,295	138,865
99,589	107,584	7,995	Depreciation	497,171	537,920	40,749	102,889	506,184
329,884	330,621	737	TOTAL ALLOCATED EXP	1,638,152	1,670,234	32,082	327,490	1,561,996
-204 004	-220 500	44 500		2064 240	~1 066 000	101 001	-207 257	2071 FFF
<284,004>	<328,596>	44,592	NET INCOME (LOSS)	<964,248>	<1,066,069>	101,821	<207,357>	<871,555>
262,361	275,882	<13.521>	TOTAL CUSTOMER COUNT	1,542,943	1,615,555	<72,612>	311,760	1,577,667
92,602	93,212		3RD PARTY CUST COUNT	546,558	558,209	<11,651>	102,854	540,587
169,759	182,670		ASUCLA CUSTOMER COUNT	996,385	1,057,346	<60,961>	208,906	1,037,080
5.47	5.18	0.29	TOTAL AVERAGE CHECK	5.34	5.13	0.21	5.09	5.04
7.01	6.53	0.47	3RD PARTY AVG CHECK	6.04	5.67	0.38	6.24	6.20
4.63	4.49	0.14	ASUCLA AVERAGE CHECK	4.53	4.47	0.06	4.52	4.44
27,102	27,252	150	EMPLOYEE HOURS	141,231	140,042	<1,189>	29,661	140,498
	33.14		SALES/LABOR HOUR	36.52	37.07	<0.55>	35.93	36.67
32.37								

DEC. 0	DEC. 05(11/24/13-12/28/13)] [ISCAL YEAR 13-1		FISCAL YEAR 12-13	
(CURRENT MONTH	1	1	YTD 5 I	MO(07/28/13-12/	28/13)	LAST YEAF	R ACTUAL
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
14,302	12,187	2,115	PHOTOGRAPHY	77,371	79,475	<2,104>	11,518	75,035
14,302	12,187	2,115	TOTAL SALES	77,371	79,475	<2,104>	11,518	75,035
416	876	460	Less: Cost of Sales	1,482	2,885	1,403	490	2,449
13,886	11,311	2,575	GROSS MARGIN	75,889	76,590	<701>	11,028	72,586
97.1	92.8	4.3	GROSS MARGIN %	98.1	96.4	1.7	95.7	96.7
97.1	92.8	4.3	PHOTOGRAPHY	98.1	96.4	1.7	95.7	96.7
153,327	165,000	<11 672>	TRADEMARKS AND LICENSING	1,154,544	1,174,242	<19,698>	153,600	1,032,636
90,622	94,094		LEASED OPS	459,027	459,688	<661>	93,085	429,312
243,949	259,094		OTHER INCOME	1,613,571	1,633,930	<20,359>	246,685	1,461,948
243,949	270,405		GROSS MARGIN/OTHER	1,689,461	1,710,520	<21,059>	240,085	1,534,534
237,033	270,405	<12,570>	GROSS MARGIN/OTTER	1,009,401	1,710,520	<21,039>	257,715	1,554,554
			Less: Controllable Exp					
32,547	31,512	<1.035>	Career Wages	163,179	158,992	<4,187>	30,795	155,973
897	1,610		Student Wages	8,977	8,952	<25>	771	2,782
33,444	33,122		TOTAL WAGES	172,156	167,944	<4,212>	31,566	158,755
233.9	271.8		WAGE % TO SALES	222.5	211.3	<11.2>	274.1	211.6
15 502	15 (25	52	Frankrige Denefite		77.070	1.624	14 (20)	72 220
15,583 109	15,635 712		Employee Benefits Office Supplies	76,255 3,111	77,879 3,592	1,624 481	14,620 491	73,230 5,062
676	712 749	73	Telephone	3,293	3,618	325	721	3,341
0/0	105		Postage	662	525	<137>	721 78	467
0	105	105	Trav/Trips/Conference		9,000		625	-
-	2,000	-	Enforcement	7,902	9,000 8,000	1,098		10,333 8,000
2,000 3,121	4,100		Business Promotion	6,000 17,715	20,500	2,000 2,785	2,000 3,604	18,170
558	4,100		Repairs & Maintenance	978	20,300 940	<38>	3,004	939
2,083	2,321	238	Professional Services	15,915	11,009	<4,906>	2,333	11,040
942	1,150		Legal	3,746	5,750	2,004	2,555	2,300
3,396	4,150	754	Trademark	17,208	20,750	3,543	3,366	16,105
<1,250>	4,150 0		Intern'l Agnt Fee/Tax	123,663	126,693	3,030	<2,377>	49,288
14,499	16,500		Domestic Agency Fee	84,879	87,900	3,021	15,108	82,920
0	10,500		Misc. Bank Charges	0,075	07,500	0	20	128
61,173	64,724		Payment to UCLA	353,265	348,417	<4,848>	59,658	328,275
102,891	112,146	9,255	TOTAL OTHER CONTROL.	714,592	724,573	9,981	100,249	609,598
136,335	145,268	8,933	TOTAL CONTROLLABLE EXP	886,748	892,517	5,769	131,815	768,353
121,501	125,137		GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	802,712	818,003	<15,291>	125,898	766,181
121,501	123,137	< <u>5,050</u> ×		002,712	010,000	~1J ₁ ZJ17	123,050	, 00,101
			Less: Allocated Exp					
2,555	2,434		Allocated ExpHR	11,967	11,716	<251>	2,169	10,324
11,374	11,651		Allocated Exp. Fin	63,627	63,675	48	9,798	52,176
5,158	5,199		Allocated ExpIS	27,474	27,255	<219>	4,457	22,662
2,443	2,772		Allocated Exp. Mktg	12,948	14,621	1,673	2,323	12,165
8,308	8,007		Allocated Exp Othr SA	42,381	41,506	<875>	6,869	33,612
12,620	19,068		Maintenance	61,418	96,949	35,531	11,760	58,840
5,361	7,142		Utilities	34,320	45,353	11,033	4,691	29,220
5,961	6,431	470	Depreciation	29,770	32,155	2,385	5,921	29,456
53,779	62,704	8,925	TOTAL ALLOCATED EXP	283,905	333,230	49,325	47,988	248,455
67,721	62,433	5,288	NET INCOME (LOSS)	518,808	484,773	34,035	77,910	517,725

UCLA STUDENT UNION INCOME STATEMENT

DEC. 05(11/24/13-12/28/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13			
	CURRENT MONTH				MO(07/28/13-12		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
22,069	20,550	,	EVENT SERVICES OFFICE	248,680	199,880	48,800	26,705	218,445	
11	59		RECREATION & GAMES	1,675	719	956	1,918	10,561	
62,754	71,345	1	AU POST OFFICE	266,274	270,170	<3,896>	70,451	266,783	
84,834	91,954	<7,120>	TOTAL SALES	516,629	470,769	45,860	99,074	495,789	
60.970	60 777	0 000	ALL Dept Office Cent	262 772	264 229	1 456	70,100	262 240	
60,879 3,959	69,777 5,551	,	AU Post Office Cost Facilities Costs	262,772 50,696	264,228 46,385	1,456 <4,311>	70,190 6,488	262,349 42,619	
5,959 0	5,551 0		Cost of Sales GM RM	25	0,007	<25>	20	339	
64,838	75,328	-	Less: Cost of Sales	313,493	310,613	<2,880>	76,698	305,307	
76.4	81.9	5.5	COST OF SALES %	60.7	66.0	5.3	77.4	61.6	
19,996	16,626	3,370	GROSS MARGIN	203,136	160,156	42,980	22,376	190,482	
23.6	18.1	5.5	GROSS MARGIN %	39.3	34.0	5.3	22.6	38.4	
82.1	73.0	9.1	EVENT SERVICES OFFICE	79.6	76.8	2.8	75.7	80.5	
100.0	100.0	0.0	RECREATION & GAMES	98.5	100.0	<1.5>	99.0	96.8	
3.0	2.2	0.8	AU POST OFFICE	1.3	2.2	<0.9>	0.4	1.7	
8,544	3,917	,	STUDENT UNION OPS	65,771	53,971	11,800	3,576	50,454	
1,832	2,271		RECREATION & GAMES	8,886	9,375	<489>	2,271	9,373	
11,408	12,560	1	AU POST OFFICE OTHER INCOME	47,357	47,562	<205>	12,556	46,809	
21,784	18,748	3,036		122,015	110,908	11,107	18,403	106,636	
41,779	35,374	6,405	GROSS MARGIN/OTHER	325,151	271,064	54,087	40,779	297,118	
			Less: Controllable Exp						
31,254	31,002	<252>	Career Wages	155,505	155,010	<495>	30,097	147,605	
13,857	14,920		Student Wages	83,404	89,094	5,690	16,733	94,599	
45,111	45,922	811	TOTAL WAGES	238,909	244,104	5,195	46,830	242,205	
53.2	49.9		WAGE % TO SALES	46.2	51.9	5.6	47.3	48.9	
15,843	16,718	875	Employee Benefits	78,158	81,848	3,690	14,493	73,372	
818	778	<40>	Office Supplies	9,284	3,997	<5,287>	3,137	8,522	
3,315	3,342	27	Telephone	15,819	16,560	741	3,290	16,562	
312	0		Trav/Trips/Conference	312	1,150	838	0	734	
2,474	2,474		24 Hour Study Lounge	2,474	2,474	0	2,761	2,731	
232	232		Student Comm Art	697	696	<1>	232	696	
13	0		Training Programs	2,494	4,308	1,814	28	3,896	
588	89		Annual ASUCLA Events	18,467	17,420	<1,047>	601	19,243	
257	1,327		Student Event Exp	28,986	23,376	<5,610>	2,354	25,055	
0 0	305 0		Operating Supplies Tournament Prizes	902 0	1,515 0	613 0	545 0	2,170 20	
0	30		Replacements	0	307	0 307	516	608	
0	20		Advertising	642	609	<33>	0	651	
407	577		Business Promotion	2,310	2,981	671	557	2,645	
1,025	575		Repairs & Maintenance	4,117	6,061	1,944	9,665	18,095	
1,025	0		Repairs & Mtce-Equip	0	0,001	0	1,466	7,329	
1,243	1,677		Bank Card Expense	5,975	6,349	374	1,356	6,440	
<9>	42		Overs/Shorts	34	161	127	1	<3>	
837	1,362	525	Commission Expense	5,145	5,624	479	1,455	6,013	
2,625	2,625	0	Student Support Svcs	2,625	2,625	0	2,769	2,769	
15,417	15,417	0	Interaction Fund	77,083	77,085	2	15,417	77,083	
4,702	9,000		STUDENT UNION EVENT F	46,663	44,500	<2,163>	9,589	45,859	
50,099	56,590	6,491	TOTAL OTHER CONTROL.	302,187	299,646	<2,541>	70,232	320,490	
95,210	102,512	7,302	TOTAL CONTROLLABLE EXP	541,096	543,750	2,654	117,062	562,695	
52,422	(7 100	10 700	GROSS CONTRIBUTION TO			F	76 000	2005 572	
<53,430>	<67,138>	13,708	SVCS AND ENTERPRISES	<215,945>	<272,686>	56,741	<76,283>	<265,578>	
			Less: Allocated Evp						
			Less: Allocated Exp						
3,448	3,375	~72~	Allocated ExpHR	16,555	17,008	453	3,218	15,722	
4,696	4,754		Allocated Exp. Fin	24,485	21,914	<2,571>	4,458	21,320	
2,129	2,122		Allocated ExpIS	10,519	9,409	<1,110>	2,028	9,234	
1,009	1,131		Allocated Exp. Mktg	4,978	5,042	64	1,057	4,956	
3,430	3,267		Allocated Exp Othr SA	16,404	14,373	<2,031>	3,125	13,661	
37,492	35,953		Maintenance	182,465	182,795	330	34,939	174,805	
15,926	13,468	<2,458>		101,962	85,517	<16,445>	13,937	86,807	
14,243	17,290		Depreciation	71,214	86,450	15,236	17,826	88,591	
82,372	81,360	•	TOTAL ALLOCATED EXP	428,581	422,508	<6,073>	80,588	415,096	
<135,802>	<148,498>	12,696	NET INCOME (LOSS)	<644,526>	<695,194>	50,668	<156,871>	<680,673>	

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

DEC. 05(11/24/13-12/28/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13		
	URRENT MONTH			YTD 5 I	MO(07/28/13-12/		LAST YEAF	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
286,071	290,207	4,136	Career Wages	1,491,331	1,489,478	<1,853>	288,871	1,440,798
4,020	2,700	<1,320>	Limited Appointment	12,890	13,500	610	0	1,257
20,889	24,498	3,609	Student Wages	142,321	142,505	184	26,568	144,278
310,980	317,405	6,425	TOTAL WAGES	1,646,542	1,645,483	<1,059>	315,440	1,586,333
6.9	6.5	<0.4>	WAGE % TO TOTAL SALES	5.6	5.4	<0.2>	6.2	5.2
11,000	8,000	<3,000>	Emp Awards, Profess.	11,000	8,000	<3,000>	6,903	7,646
0	0	0	Emp Awards, Students	4,000	2,000	<2,000>	0	0
128,951	139,488	10,537	Employee Benefits	658,272	699,914	41,642	128,640	632,623
13,872	7,422	<6,450>	Office Supplies	51,750	39,304	<12,446>	9,121	36,965
8,966	10,062	1,096	Telephone	43,234	48,779	5,545	10,255	46,101
987	1,099	112	Postage	4,906	5,463	557	891	4,541
527	90	<437>	Trav/Trips/Conference	2,990	11,950	8,960	1,395	13,896
0	20	20	Expense Allowance	0	100	100	0	0
4,044	5,283	1,239	Employee Relations	6,150	6,456	306	3,781	8,559
0	855	855	Fingerprinting	0	4,275	4,275	171	1,385
195	518	323	Recruitment	2,381	2,235	<146>	210	1,195
260	500	240	Operating Supplies	459	2,500	2,041	10	1,170
534	300	<234>	Uniforms	1,394	1,500	106	246	1,351
<445>	<1,000>	<555>	Security Expense	<19>	<5,000>	<4,981>	<594>	<3,221>
<c++> 0</c++>	<1,000>	<5557 50	Security Equipment	86	<5,000> 250	164	<5942 0	1,036
-		50 95					-	
2,563	2,658		Alarm Monitoring	13,921	13,290	<631>	2,605	12,787
1,000	1,000	0	Advertising	5,310	5,000	<310>	<3>	4,969
2,100	2,100	0	Benefits U Adv	10,500	10,500	0	1,906	9,530
4,994	4,843		Repairs & Maintenance	24,815	27,544	2,729	7,244	26,290
8,951	10,320		Repairs & Mtce-Equip	46,130	51,600	5,470	8,992	45,570
146	20	<126>	Printing	477	265	<212>	0	282
6,650	6,650	0	Bruin One Card Exp	44,960	44,960	0	4,987	43,892
<6>	0	6	Overs/Shorts	<1>	<9>	<8>	0	<8>
18,041	22,484	4,443	Insurance Expense	90,205	112,420	22,215	20,440	102,200
3,100	4,601	1,501	Professional Services	15,458	17,501	2,043	4,426	15,920
917	910	<7>	Legal	4,583	4,550	<33>	773	3,863
7,000	10,427	3,427	External Audit	49,164	52,135	2,971	10,123	50,614
105	900	795	Temp Agency Service	3,460	3,600	140	1,056	4,832
9,583	9,442	<141>	Internal Audit	47,917	47,210	<707>	9,167	45,833
0	26	26	Tax Consulting	3,348	3,374	26	25	3,275
9,724	10,300	576	Board of Directors	47,695	51,200	3,505	14,076	51,361
1,000	10,500		Special Projects	3,318	0	<3,318>	211	1,137
	-				-			
2,261	2,371		Misc. Bank Charges	15,590	16,703	1,113	2,302	16,215
2,940	2,700		Armored Carrier Expense	14,853	15,451	598	2,621	15,000
7,417	7,635	218	UCOP Payroll Services	37,083	38,175	1,092	7,417	37,084
15,929	15,929	0	UCLA Recharge Expense	79,645	79,645	0	15,498	77,490
0	300	300	Special Events	14,858	17,400	2,542	20	17,068
273,308	288,303	,	TOTAL OTHER CONTROL.	1,359,894	1,440,240	80,346	274,914	1,338,453
584,288	605,708	21,420	TOTAL CONTROLLABLE EXP	3,006,436	3,085,723	79,287	590,354	2,924,786
T								
			Less: Allocated Exp					
15,315	15,945	630	Maintenance	74,536	81,068	6,532	14,272	71,407
6,506	5,973		Utilities	41,651	37,927	<3,724>	5,693	35,460
15,763	17,225		Depreciation	78,489	86,125	7,636	15,305	75,208
37,584	39,143	1,559	TOTAL ALLOCATED EXP	194,676	205,120	10,444	35,270	182,075
621,872	644,851		NET EXPENSE	3,201,112	3,290,843	89,731	625,624	3,106,861
/0/2		,,,,,		-,_,_,	2,220,010		0,0	2,200,002
<552,018>	<572,240>	<20 222×	Allocated-Svs and Ent	<2,771,007>	<2,869,344>	<98,337>	<534,918>	<2,650,822>
<25,945>	<25,945>	<20,222>	Allocated-USAC	<130,090>	<130,090>	< 30,557 < 0	<25,443>	<125,544>
<25,945 <i>></i> <3,597>	<23,945 <i>></i> <3,597>		Allocated-GSA	<16,782>	<130,090><16,782>	0		<125,544><16,782>
,							<3,597>	
 <40,312>	<42,972>		Allocated-Comm Board	<283,233>	<274,528>	8,705	<61,666>	<313,713>
<621,872>	<644,754>	<22,882>	TOTAL OTHER	<3,201,112>	<3,290,744>	<89,632>	<625,624>	<3,106,861>
0	07	07			00	00	0	0
0	97	97	TOTAL EXPENSE	0	99	99	0	0

MAINTENANCE DIVISION EXPENSE STATEMENT

DEC. 0	DEC. 05(11/24/13-12/28/13)			FI	ISCAL YEAR 13-14	1	FISCAL YEAR 12-13	
C	CURRENT MONTH			YTD 5 MO(07/28/13-12/28/13)		LAST YEAF	R ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
89,240	99,684	10,444	Career Wages	480,074	509,635	29,561	88,748	452,772
3,592	0	<3,592>	Limited Appointment	9,696	0	<9,696>	2,157	12,788
0	540	540	Student Wages	0	2,700	2,700	0	0
<3,600>	<80>	3,520	Labor Recharge	<4,080>	<400>	3,680	<450>	<850>
<8,226>	<4,520>	3,706	Billed Labor Costs	<21,098>	<21,626>	<528>	<4,766>	<20,752>
<5,980>	<4,500>	1,480	Capitalized Wages	<52,978>	<22,500>	30,478	<3,300>	<32,423>
75,026	91,124	16,098	TOTAL WAGES	411,615	467,809	56,194	82,388	411,535
,		,		,		,	,	,
59,467	62,781	3,314	Employee Benefits	290,944	305,396	14,452	51,939	267,395
212	145	•	Office Supplies	689	725	36	162	703
715	656		Telephone	3,407	3,398	<9>	745	3,312
271	480	209	Trav/Trips/Conference	168	1,050	882	0	0
2,836	3,210	374	Paper	21,156	22,769	1,613	4,375	22,337
4,051	4,504	453	Cleaning Supplies	22,006	23,477	1,471	4,145	23,203
2,191	1,045		Replacements	5,950	5,933	<17>	1,119	6,371
239	612	373	Laundry	1,876	3,293	1,417	825	3,949
27,518	14,905		Repairs & Maintenance	99,168	74,525	<24,643>	19,714	82,184
2,956	2,925	,	Repairs & Mtce-Elevator	14,908	16,475	1,567	2,704	15,732
2,550	50		Repairs & Mtce-Equip	14,500	250	250	2,704	204
348	200		Painting Program	1,275	1,000	<275>	<359>	541
0	100		Incidental Proj Exp	1,275	500	500	300	315
9,021	3,750		Air Conditioning-Maint	19,454	18,750	<704>	4,022	18,804
6,803	6,860		Rub Remvl/Hauling	37,985	38,576	591	6,334	36,958
4,014	3,573		Rodent & Pest Control	17,213	17,867	654	3,316	16,770
339	615	276	Rentals-Truck	2,612	3,225	613	883	3,481
0	015	270	Janitorial	2,512	5,225	<2,592>	0	3,401 0
120,979	106,411	÷	TOTAL OTHER CONTROL.	541,403	537,209	<4,194>	100,225	502,256
196,005	106,411	1,530	TOTAL OTHER CONTROL.	953,017	1,005,018	52,001	100,225	913,792
190,005	197,555	1,530	TOTAL CONTROLLABLE EXP	955,017	1,005,018	52,001	162,015	915,792
			Less: Allocated Exp					
			Less. Allocated Exp					
16,845	16,138	<707	Depreciation	84,025	80,690	<3,335>	16,039	80,071
16,845	16,138	<707>	TOTAL ALLOCATED EXP	84,025	80,690	<3,335>	16,039	80,071
212,850	213,673	823	NET EXPENSE	1,037,042	1,085,708	48,666	198,652	993,863
212,030	215,075	025	NET EXTENSE	1,057,012	1,005,700	10,000	150,052	555,005
<181,232>	<182,278>	<1 046>	Allocated-Svs and Ent	<882,013>	<926,761>	<44,748>	<168,891>	<844,987>
<6,001>	<6,001>	<1,040> 0	Allocated-USAC	<30,005>	<30,005>	0	<6,058>	<30,290>
<2,644>	<2,644>	0	Allocated-GSA	<13,220>	<13,220>	0	<2,295>	<11,475>
<7,658>	<6,806>	852	Allocated-Comm Board	<37,268>	<34,654>	2,614	<7,136>	<35,703>
<15,315>	<15,945>		Allocated-A & SS	<74,536>	<81,068>	<6,532>	<14,272>	<71,407>
<212,850>	<213,674>	<824>	TOTAL OTHER	<1,037,042>	<1,085,708>	<48,666>	<198,652>	<993,862>
~212,030>	< <u><</u> 13,077	N0242		<1,007,022	~1,000,7002	<,000>	<1J0,0J2>	<
0	<1>	<1>	TOTAL EXPENSE	0	0	0	0	1
5	11/	N		5	5	v	v	L.

UTILITIES EXPENSE STATEMENT

DEC. 05(11/24/13-12/28/13)			FISCAL YEAR 13-14			FISCAL YEAR 12-13		
(CURRENT MONTH	1		YTD 5 MO(07/28/13-12/28/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
8,848	9,653	805	Chiller Water	121,144	93,303	<27,841>	15,110	111,253
61,466	55,238	<6,228>	Elec-Non Air Cond.	339,148	318,695	<20,453>	49,341	298,838
7,141	5,063	<2,078>	Water-Non Air Cond.	41,159	47,807	6,648	13,811	44,492
11,271	9,621	<1,650>	Steam-Non Air Cond.	62,827	39,026	<23,801>	1,900	16,886
2,335	1,775	<560>	Gas	12,659	11,877	<782>	<609>	19,554
91,061	81,350	<9,711>	TOTAL OTHER CONTROL.	576,937	510,708	<66,229>	79,553	491,023
91,061	81,350	<9,711>	TOTAL CONTROLLABLE EXP	576,937	510,708	<66,229>	79,553	491,023
<76,984>	<68,283>	8,701	Allocated-Svs and Ent	<492,870>	<433,570>	59,300	<67,370>	<419,617>
<2,997>	<2,997>	0	Allocated-USAC	<14,985>	<14,985>	0	<2,642>	<13,210>
<1,321>	<1,321>	0	Allocated-GSA	<6,605>	<6,605>	0	<1,001>	<5,005>
<3,253>	<2,775>	478	Allocated-Comm Board	<20,826>	<17,623>	3,203	<2,847>	<17,731>
<6,506>	<5,973>	533	Allocated-A & SS	<41,651>	<37,927>	3,724	<5,693>	<35,460>
<91,061>	<81,349>	9,712	TOTAL OTHER	<576,937>	<510,710>	66,227	<79,553>	<491,023>
0	1	1	TOTAL EXPENSE	<0>	<2>	<2>	0	0