ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

December (11/27/11 - 12/31/11)

Prepared
January 19, 2012

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| ACTUAL BUDGET SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH SOUTH | | | DECE | MBER (11/ | /27/11 - 12/3 | 1/11) | | 1 | FY 10 | 0-11 | 1 | FISCAL YEAR 2011-2012 | | | | | FY 10 | 0-11 | | | |
|--|-------|---------|-------|-----------|---------------|-------|--------|-------|---------|---------|-----------------------|-----------------------|--------|--------|-----------|--------------|---------|-------|-------|---------|----------------|
| 8 % 8 % 8 % 8 % 8 % 8 % 8 % 8 % 8 % 8 % | | | | | | | | | ** | | 1 | | | YTD 5 | MONTHS (0 | 7/31/11 - 12 | /31/11) | | | ** | |
| S | ACTU | JAL | BUDO | GET | | VARIA | ANCE | | LAST YE | AR ACT | 1 | ACT | UAL | BUD | GET | | VARI | | | LAST YE | AR ACT |
| Second S | | | | | ACT/ | BUD | ACT/LY | / ACT | | | | | | | | ACT/ | BUD . | ACT/L | Y ACT | | |
| 3.376 3.768 57 1.7% 183 5.7% 3.157 10.1 2.157 17.1 183 5.7% 3.157 10.1 2.157 2.157 10.1 2.157 10.1 2.157 10.1 2.157 10.1 2.157 10.1 2.157 10.1 2.157 2.157 10.1 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 2.157 | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % | | \$ | % | \$ | % | \$ | % | \$ | % | \$ | % |
| Type | | | | | | | | | | | GROSS INCOME | | | | | | | | | | |
| 208 | 1 ' 1 | | | | | | | | | | | | | | | | | | | | |
| 108 | | | | | | | | | | | | | | | | | | | | | |
| 1.552 1.577 1.535 3.1% 248 5.8% 4.764 TOTAL 30.387 30.387 30.783 30.880 (13.3%) 819 2.2% 29.578 2.2% | 1 | | | | | | | | | | | | | | | - | | | | | |
| Pos. | | | | | | | | ` , | | | | | | | | | | | | | |
| 1,001 31.1% 1,042 22.0% (11) (0.5) (13) (2.0) 1,044 33.1% CLA Store 5.70 6.29% 6.77 29.2% 6.677 29.2% 6.671 29.5% 6.56 (1.0) 253 (1.6) 3.517 7.79 29.9% 1.000% 227 99.7% 12 0.3 88 0.5 211 99.9% Services Division 1.444 99.9% 1.435 99.8% 9 0.1 127 0.1 1.317 99.8% 1.000% 23.3% 23.3% 23. | 4,512 | | 4,377 | | 135 | 3.1% | 248 | 5.8% | 4,264 | | TOTAL | 30,397 | | 30,783 | | (386) | (1.3%) | 819 | 2.8% | 29,578 | |
| Section Sect | | | | | | | (40) | | | | | . = | | | | (40=) | | | | . = | |
| 289 100.0% 287 99.7% 12 0.3 88 0.5 211 99.9% Services Devices 1.435 99.9% 1.435 99.9% 0.1 127 0.1 1.317 98.8 4.2 1.337 4.54 4.2 4.2 1.45 | 1 ' | | | | | , , | | , , | | | | | | | | | | , , | | | 29.5% 71.7% |
| 35 33,7% 45 43,7% 10 (10.0) (13) (8,8) 44 (14) 1,884 43,7% 10 170 12 283 49,8% 283 49,8% 0 (0.7) 15 0.5 288 48 1,988 23,3% 1,887 23,39% 170 0.2 238 0.1 11,822 44 1,88 | | | | | | , , | | | | | | | | | | | | | , , | | 99.8% |
| 1,988 42.3% 1,887 43.1% 21 (0.8) 44 (1.4) 1,864 43.7% TOTAL WAGES & BENEFITS WAGES & WAGES & BENEFITS WAGES & BENEFITS WAGES & BENEFITS WAGES & WAGES & BENEFITS WAGES & WAGES & BENEFITS WAGES & | 1 | | | | | | | | | | | | | | | - | | | | | 48.4% |
| Section 15.7% 525 16.1% 5 0.4 (26) 0.0 494 15.7% Ucl.A Botte 2.677 11.6% 2.709 11.5% 32 (0.1) (82) 0.2 2.595 17.5% | | | | | | , , | ` ' | ` / | | | | | | | | (71) | . , | | | | 40.0% |
| Section 15.7% 525 16.1% 5 0.4 (26) 0.0 494 15.7% Ucl.A Botte 2.677 11.6% 2.709 11.5% 32 (0.1) (82) 0.2 2.595 17.5% | | j | | | | | | | ĺ | | WAGES & DENEEITS | Ī | | | | | | | | | |
| S32 67.0% 538 73.6% 4 6.6 (35) (3.8) 497 63.2% UCLA Restaurants 2.712 50.3% 2.745 52.8% 33 2.5 (225) 0.4 2.487 55.65 53.8% 60 53.3% 4 4.5 (3) (6.9) 53 46.9% UCLA Restaurants 312 53.9% 315 55.2% 3 1.3 U(T) (0.7) 228 55.8% 1.176 28.9% 1.1 1.155 28.9% 27 1.79% 27 2.0 (22) (22) 0.20 0.20 (22) 0.20 0.20 (22) 0.20 | 520 | 15.7% | 525 | 16 1% | 5 | 0.4 | (26) | 0.0 | 494 | 15.7% | | 2 677 | 11.6% | 2 709 | 11.5% | 32 | (0.1) | (82) | (0.2) | 2 595 | 11.4% |
| 47 15.7% 55 19.1% 8 3.4 (5) 4.1 42 19.8% Services Division 230 15.9% 257 17.9% 27 2.0 (22) (0.1) 208 11.155 25.6% 1.176 28.9% 21 1.3 (69) (0.1) 1.086 25.5% TOTAL 5.931 19.5% 6.026 19.6% 95 0.1 (346) (0.0) 5.585 11.155 25.6% 1.176 28.9% 21 1.3 (69) (0.1) 1.086 25.5% TOTAL 5.931 19.5% 6.026 19.6% 95 0.1 (346) (0.0) 5.585 11.155 25.6% 3.1 3.1 (77) (7.7) 2.5% 2.5% (1.10) | | | | | | | | | | | | | | | | | | | | | 50.7% |
| 1,155 25.6% 1,176 26.9% 21 1.3 (69) (0.1) 1,086 25.5% TOTAL | | | | | 8 | | | ` ' | | | | | | | | | | | | | 15.8% |
| The control of the | 56 | 53.8% | 60 | 58.3% | 4 | 4.5 | (3) | (6.9) | 53 | 46.9% | UCLA Student Union | 312 | 53.9% | 315 | 55.2% | 3 | 1.3 | (17) | (0.7) | 295 | 53.2% |
| 156 4.7% 146 4.5% (10) (0.2) 11 0.6 167 5.3% UCLA Store 1,132 4.9% 1,125 4.8% (7) (0.1) (27) (0.1) 1,105 4.9% 1,125 4.8% (7) (0.1) (27) (0.1) 1,105 4.9% 1,125 4.8% (7) (0.1) (27) (0.1) 1,105 4.9% 1,125 4.8% (7) (0.1) (27) (0.1) 1,105 4.9% 1,125 4.8% (7) (0.1) (7) | 1,155 | 25.6% | 1,176 | 26.9% | 21 | 1.3 | (69) | (0.1) | 1,086 | 25.5% | TOTAL | 5,931 | 19.5% | 6,026 | 19.6% | 95 | 0.1 | (346) | (0.6) | 5,585 | 18.9% |
| 9 99% 70 9 98% (9) (0.3) 25 3.3 1 04 13.2% UCAR Restaurants 588 10.9% 538 10.4% (48) (0.5) (8) (1.5) (8) (1.6) 483 38 3.3 3.0 8 8.8 8 8 0 2 (0.7) 34 30.1% UCAR Student Union 51 36.7% 475 33.0% (56) (0.3) (68) (1.6) 483 38 38.3 8.6% 363 8.3% (26) (0.3) (5) 0.4 384 9.0% TOTAL 2.473 8.1% 2.366 7.7% (107) (0.4) (103) (0.1) 2.370 EXAMPLED FOR STORM STANDARD | | | | | | | | | | | OTHER CONTROLLABLES * | | | | | | | | | | |
| 122 40,8% 107 37.2% (15) (3.6) (4.3) (3.5) 79 37.3% Services Division 224 38.7% 475 33.0% (56) (3.7) (86) (1.6) 463 32 32 33.08% 40 38.8% 8.8 8.0 2 (0.7) 34 30.1% 40 40.2% | 156 | 4.7% | 146 | 4.5% | (10) | (0.2) | 11 | 0.6 | 167 | 5.3% | UCLA Store | 1,132 | 4.9% | 1,125 | 4.8% | (7) | (0.1) | (27) | (0.1) | 1,105 | 4.8% |
| 32 30,8% 40 38,8% 8 80 2 (0.7) 34 30,1% UCLA Student Union 224 38,7% 228 39,9% 4 1,2 0 1,7 2,34 4,0 3,38 8,8 8,8 8,8 8,8 8,8 8,8 8,8 8,8 8, | 1 | | | | | , , | | | | | | | | | | ` ' | | | | | 11.8% |
| 389 8.6% 363 8.3% (26) (0.3) (5) 0.4 384 9.0% TOTAL 2,473 8.1% 2,366 7.7% (107) (0.4) (103) (0.1) 2,370 E 2,870 1.2% (107) (10.4) (103) (10.1) 2,370 E 2,870 1.2% (107) (10.4) (103) (1.1) 2,370 E 2,870 1.2% (1.4) (1.5) (1.4) (1.4) (1.5) (1.4) (1.4) (1.4) (1.5) (1.4) | 1 | | | | , , | , , | | | | | | | | | | | | , , | , , | | 35.1% |
| CONTRIBUTION 371 11.4% (15) (0.7) (26) (1.4) 382 12.1% UCLA Store 2.897 12.6% 3.037 12.9% (140) (0.3) (123) (0.6) 3.020 12.9% 14.0% (140) (1.4) | | | | | | | | , , | | | | | | | | | | Ţ. | | | 40.4% |
| 356 10.7% 371 11.4% (15) (0.7) (26) (1.4) 382 12.1% UCLA Store 2.897 12.6% 3.037 12.9% (140) (0.3) (123) (0.6) 3.020 13.6% (123) | 389 | 8.6% | 363 | 8.3% | (26) | (0.3) | (5) | 0.4 | 384 | 9.0% | IOIAL | 2,473 | 8.1% | 2,366 | 7.7% | (107) | (0.4) | (103) | (0.1) | 2,370 | 8.0% |
| (67) (8.4%) (92) (12.6%) 25 4.2 (27) (3.3) (40) (5.1%) IUCLA Restaurants 473 8.8% 402 7.7% 71 1.1 21 (0.4) 452 52 (29) 43.1% 125 43.4% 4 (0.3) 39 0.6 90 42.5% Services Division 683 47.2% 703 48.9% (20) (1.7.7) 37 (1.7) 646 4.6 (25) (65.0%) (65.0%) (65.5) (53.4%) 3 3.4 (1.3) (1.5) (3.9) (34.5%) IUCLA Student Union (223) (43.7%) (260) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 (260) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 (260) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 (260) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) 7 (260) | | | | | | | | | | | | | | | | | | | | | |
| 129 43.1% 125 43.4% 4 (0.3) 39 0.6 90 42.5% Services Division 683 47.2% 703 48.9% (20) (1.7) 37 (1.7) 646 48 (52) (50.0%) (55) (53.4%) 3 3.4 (13) (15.5) (39) (34.5%) UCLA Student Union (25) (43.7%) (260) (45.5%) 7 1.8 (3) 1.4 (250) (45.5%) (260) (45.5% | | | - | | | , , | | | | | | | | | | , , | | | , , | | 13.2% |
| (52) (50.0%) (55) (53.4%) 3 3 3.4 (13) (15.5) (39) (34.5%) UCLA Student Union (253) (43.7%) (260) (45.5%) 7 1.8 (3) 1.4 (250) (48.5%) 366 8.1% 349 8.0% 17 0.1 (27) (1.1) 393 9.2% TOTAL 3,800 12.5% 3,882 12.6% (82) (0.1) (68) (0.6) 3,868 13 1.4 (250) (48.5%) 10.8% 486 11.1% (3) 0.3 (21) 0.2 468 11.0% ALLOCATED EXPENSES Adminestration of the dimensional order orde | ` ' | , , | ` ' | , , | | | | | , , | , , | | | | | | | | | , , | | 9.2% 48.9% |
| 366 8.1% 349 8.0% 17 0.1 (27) (1.1) 393 9.2% TOTAL 3,800 12.5% 3,882 12.6% (82) (0.1) (68) (0.6) 3,868 13 13 13 146 3.3% 4 0.0 3 (0.1) 1 17 0.1 (27) (1.1) 393 9.2% TOTAL 3,800 12.5% 3,882 12.6% (82) (0.1) (68) (0.6) 3,868 13 13 146 3.3% 4 0.0 3 (0.1) 1 (0.2) 1 154 3.6% 10 147 3.4% TOTAL 3,800 12.5% 3,882 12.6% (82) (0.1) (68) (0.6) 3,868 13 14 12.6% (82) (0.1) (68) (0.6) 3,868 13 14 12.6% (82) (0.1) (1.1) | 1 | | | | - 1 | ` ' | | | | | | | | | | | | | ` ' | | (45.1%) |
| ALLOCATED EXPENSES 489 | . , | , , | ` / | , , | | | | , , | . , | | | ` ' | (, | (/ | ` / | | | | | . , | 13.1% |
| 489 10.8% 486 11.1% (3) 0.3 (21) 0.2 468 11.0% Admin&Support Services 2,423 8.0% 2,433 7.9% 10 (0.1) (83) (0.1) 2,340 77 154 3.4% 174 4.0% 20 0.6 0 0.2 154 3.6% Maintenance Division 841 2.8% 863 2.8% 22 0.0 (24) 0.0 817 2 2 2 2 2 2 2 2 2 | | 0.1.70 | 0.0 | 0.070 | | · · · | (/ | () | | 0.270 | 1 | 0,000 | 12.070 | 0,002 | 12.070 | (02) | (01.) | (00) | (0.0) | 0,000 | 101170 |
| 154 3.4% 174 4.0% 20 0.6 0 0.2 154 3.6% Maintenance Division 841 2.8% 863 2.8% 22 0.0 (24) 0.0 817 22 84 1.9% 70 1.6% (14) (0.3) (7) (0.1) 77 1.8% Utilities 382 1.3% 384 1.2% 2 (0.1) 10 0.0 392 13 199 4.4% 221 5.0% 22 0.6 4 0.4 203 4.8% Depretation 989 3.3% 1.104 3.6% 115 0.3 21 0.1 1.010 3 3 3 3 3 3 3 3 3 | 490 | 10.00/ | 406 | 11 10/ | (2) | 0.3 | (24) | 0.2 | 460 | 11 00/ | | 2 422 | 9.00/ | 2 422 | 7.00/ | 10 | (0.1) | (02) | (0.1) | 2 240 | 7.00/ |
| 84 1.9% 70 1.6% (14) (0.3) (7) (0.1) 77 1.8% Utilities 382 1.3% 384 1.2% 2 (0.1) 10 0.0 392 10 1.0 | 1 | | | | | | | | | | | | | | | | | | | | 7.9% 2.8% |
| 199 4.4% 221 5.0% 22 0.6 4 0.4 203 4.8% Depreciation 989 3.3% 1,104 3.6% 115 0.3 21 0.1 1,010 3 3 3 3 3 3 3 3 3 | 1 | | | | | | | | | | | | | | | | | | | | 1.3% |
| 926 20.5% 951 21.7% 25 1.2 (24) 0.7 902 21.2% TOTAL 4,635 15.2% 4,784 15.5% 149 0.3 (76) 0.2 4,559 15 (560) (12.4%) (602) (13.8%) 42 1.4 (51) (0.5) (509) (11.9%) FROM OPERATIONS (835) (2.7%) (902) (2.9%) 67 0.2 (144) (0.4) (691) (2 0.0% 0 0.0% 0 0.0% (2) 0.0 (2) 0.0 0 0 0.0% Non-Recurrent Inc/(Exp) Non-Recurrent Inc/ | 1 | | | | | | | | | | | | | | | | | | | | 3.4% |
| (560) (12.4%) (602) (13.8%) 42 1.4 (51) (0.5) (509) (11.9%) FROM OPERATIONS (835) (2.7%) (902) (2.9%) 67 0.2 (144) (0.4) (691) (2.9%) (1.9%) (| 926 | 20.5% | | | | | (24) | | | | · · | | | | | | | | | | 15.4% |
| (560) (12.4%) (602) (13.8%) 42 1.4 (51) (0.5) (509) (11.9%) FROM OPERATIONS (835) (2.7%) (902) (2.9%) 67 0.2 (144) (0.4) (691) (2.9%) (1.9%) (| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| (2) 0.0% 0 0.0% (2) 0.0 (2) 0.0 0 0.0% Non-Recurrent Inc/(Exp) 6 0.0% 0 0.0% 6 0.0 (23) (0.1) 29 0 22 0.5% 16 0.4% 6 0.1 1 0.0 21 0.5% Interest Income 105 0.3% 86 0.3% 19 0.0 (37) (0.2) 142 0 (56) (1.2%) (56) (1.3%) 0 0.1 3 0.2 (59) (1.4%) Interest (Expense) (282) (0.9%) (282) (0.9%) 0 0.0 0 0.0 14 0.1 (296) (1 0 0.0% 0 0.0% 0 0.0 0 0.0% 1 0.0% 0 0.0 0 0 0.0% 0 0.0 0 </td <td>(560)</td> <td>(12.4%)</td> <td>(602)</td> <td>(13.8%)</td> <td>42</td> <td>1.4</td> <td>(51)</td> <td>(0.5)</td> <td>(509)</td> <td>(11.9%)</td> <td></td> <td>(835)</td> <td>(2.7%)</td> <td>(902)</td> <td>(2.9%)</td> <td>67</td> <td>0.2</td> <td>(144)</td> <td>(0.4)</td> <td>(691)</td> <td>(2.3%)</td> | (560) | (12.4%) | (602) | (13.8%) | 42 | 1.4 | (51) | (0.5) | (509) | (11.9%) | | (835) | (2.7%) | (902) | (2.9%) | 67 | 0.2 | (144) | (0.4) | (691) | (2.3%) |
| (2) 0.0% 0 0.0% (2) 0.0 (2) 0.0 0 0.0% Non-Recurrent Inc/(Exp) 6 0.0% 0 0.0% 6 0.0 (23) (0.1) 29 0 22 0.5% 16 0.4% 6 0.1 1 0.0 21 0.5% Interest Income 105 0.3% 86 0.3% 19 0.0 (37) (0.2) 142 0 (56) (1.2%) (56) (1.3%) 0 0.1 3 0.2 (59) (1.4%) Interest (Expense) (282) (0.9%) (282) (0.9%) 0 0.0 0 0.0 14 0.1 (296) (1 0 0.0% 0 0.0% 0 0.0 0 0.0% 1 0.0% 0 0.0 0 0 0.0% 0 0.0 0 </td <td></td> <td>\neg</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>OTHER INC/(EXP)</td> <td></td> | | \neg | | | | | | | | | OTHER INC/(EXP) | | | | | | | | | | |
| 22 0.5% 16 0.4% 6 0.1 1 0.0 21 0.5% Interest Income 105 0.3% 86 0.3% 19 0.0 (37) (0.2) 142 0 (56) (1.2%) (56) (1.3%) 0 0.1 3 0.2 (59) (1.4%) Interest (Expense) (282) (0.9%) (282) (0.9%) 0 0.0 0 0.1 (296) (1 0 0.0% 0 0.0% 0 0.0 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0 0.0% 0 0.0 0 0.0 0 0.0% 0 0.0 0 0.0 0 0 0.0 0 0 0.0 0 <td< td=""><td>(2)</td><td>0.0%</td><td>0</td><td>0.0%</td><td>(2)</td><td>0.0</td><td>(2)</td><td>0.0</td><td>0</td><td>0.0%</td><td>` ,</td><td>6</td><td>0.0%</td><td>0</td><td>0.0%</td><td>6</td><td>0.0</td><td>(23)</td><td>(0.1)</td><td>29</td><td>0.1%</td></td<> | (2) | 0.0% | 0 | 0.0% | (2) | 0.0 | (2) | 0.0 | 0 | 0.0% | ` , | 6 | 0.0% | 0 | 0.0% | 6 | 0.0 | (23) | (0.1) | 29 | 0.1% |
| 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0 0 0.0% lncome Taxes 0 0.0% 0 0.0% 0 0.0 0 0.0 0 0.0 0 0.0 186 4.1% 186 4.2% 0 (0.1) 1 (0.2) 185 4.3% Student Union Fee Income 928 3.1% 928 3.0% 0 0.1 3 0.0 925 3 150 3.3% 146 3.3% 4 0.0 3 (0.1) 147 3.4% TOTAL 757 2.5% 732 2.4% 25 0.1 (43) (0.2) 800 2 | 1 | | | | - | _ | 1 | | | | | | | | | | | | , , | | 0.5% |
| 186 4.1% 186 4.2% 0 (0.1) 1 (0.2) 185 4.3% Student Union Fee Income 928 3.1% 928 3.0% 0 0.1 3 0.0 925 3 150 3.3% 146 3.3% 4 0.0 3 (0.1) 147 3.4% TOTAL 757 2.5% 732 2.4% 25 0.1 (43) (0.2) 800 2 | ` ′ | , , | ` ' | , , | - | _ | | - | . , | , , , | , , , | | ` , | , , | ` ' | - | | | - | ` ' | (1.0%) |
| 150 3.3% 146 3.3% 4 0.0 3 (0.1) 147 3.4% TOTAL 757 2.5% 732 2.4% 25 0.1 (43) (0.2) 800 2 | 1 | | Ü | | - | | - | | - | | | - | | - | | 0 | | _ | | - | 0.0% |
| | | | | | Ů | | + | ` ' | | | • | | | | | 0 | | | | | 3.1% |
| | | | | | | | | | | | 1 | | | | | | | | 1 | | 2.7% |
| 410) (9.1%) (456) (10.4%) 46 1.3 (48) (0.6) (362) (8.5%) NET INCOME (LOSS) (78) (0.3%) (170) (0.6%) 92 0.3 (187) (0.7) 109 0.4 Without Benefits | (410) | (9.1%) | (456) | (10.4%) | 46 | 1.3 | (48) | (0.6) | (362) | (8.5%) | NET INCOME (LOSS) | (78) | (0.3%) | (170) | (0.6%) | 92 | 0.3 | (187) | (0.7) | 109 | 0.4% |

^{*} Without Benefits

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

| 543 68. 299 100. 35 33. | 31.1% 68.4% 00.0% 63.7% 12.3% | \$ 3,258 728 288 103 4,377 1,042 513 287 45 1,887 | 32.0% 70.5% 99.7% 43.7% | 57 66 11 1 135 (11) 30 12 (10) 21 | VARIA BUD % 1.7% 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 (10.0) | ACT/LY \$ 163 7 87 (9) 248 | % 5.2% 0.9% 41.0% (8.0%) 5.8% Pts. (2.0) | *** LAST YE \$ 3,152 787 212 113 4,264 | % | GROSS INCOME UCLA Store UCLA Restaurants Services Division UCLA Student Union TOTAL | \$ 22,979 5,393 1,446 579 30,397 | JAL % | \$ 23,576 5,198 1,438 571 | MONTHS (0 GET % | 7/31/11 - 12 ACT/ \$ (597) 195 8 8 | (2.5%) 3.8% 0.6% 1.4% | ANCE ACT/L' \$ 182 486 126 25 | Y ACT % 0.8% 9.9% 9.5% 4.5% | \$ 22,797 4,907 1,320 554 | * EAR ACT % |
|--|---|---|----------------------------------|--|---|---|---|---|----------------|---|---------------------------------------|----------------|---------------------------------------|-----------------------|--|-------------------------------------|-------------------------------|--|--------------------------------|-----------------------|
| \$ % 3,315 794 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 31.1% 68.4% 00.0% 63.7% 12.3% | \$ 3,258 728 288 103 4,377 1,042 513 287 45 | 32.0% 70.5% 99.7% 43.7% | \$ 57 66 11 1 135 (11) 30 12 (10) | 1.7% 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | ACT/LY \$ 163 7 87 (9) 248 | % 5.2% 0.9% 41.0% (8.0%) 5.8% Pts. (2.0) | \$ 3,152 787 212 113 4,264 | | UCLA Store UCLA Restaurants Services Division UCLA Student Union | \$ 22,979 5,393 1,446 579 | | \$ 23,576 5,198 1,438 571 | | (597) 195 8 | (2.5%) 3.8% 0.6% 1.4% | 182 486 126 | % 0.8% 9.9% 9.5% | \$ 22,797 4,907 1,320 | |
| 3,315 794 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 31.1% 68.4% 00.0% 63.7% 12.3% | 3,258 728 288 103 4,377 1,042 513 287 45 | 32.0% 70.5% 99.7% 43.7% | \$ 57 66 11 1 135 (11) 30 12 (10) | % 1.7% 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | \$ 163 7 87 (9) 248 (13) (18) | % 5.2% 0.9% 41.0% (8.0%) 5.8% Pts. (2.0) | 3,152 787 212 113 4,264 | % | UCLA Store UCLA Restaurants Services Division UCLA Student Union | 22,979 5,393 1,446 579 | % | 23,576 5,198 1,438 571 | % | (597) 195 8 | % (2.5%) 3.8% 0.6% 1.4% | \$ 182 486 126 | % 0.8% 9.9% 9.5% | 22,797 4,907 1,320 | % |
| 3,315 794 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 31.1% 68.4% 00.0% 63.7% 12.3% | 3,258 728 288 103 4,377 1,042 513 287 45 | 32.0% 70.5% 99.7% 43.7% | 57 66 11 1 135 (11) 30 12 (10) | 1.7% 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | 163 7 87 (9) 248 (13) (18) | 5.2% 0.9% 41.0% (8.0%) 5.8% Pts. | 3,152 787 212 113 4,264 | % | UCLA Store UCLA Restaurants Services Division UCLA Student Union | 22,979 5,393 1,446 579 | % | 23,576 5,198 1,438 571 | % | (597) 195 8 | (2.5%) 3.8% 0.6% 1.4% | 182 486 126 | 0.8% 9.9% 9.5% | 22,797 4,907 1,320 | <u></u> % |
| 794 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 42.3% | 728 288 103 4,377 1,042 513 287 45 | 70.5% 99.7% 43.7% | 66 11 1 135 (11) 30 12 (10) | 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | 7 87 (9) 248 (13) (18) | 0.9% 41.0% (8.0%) 5.8% Pts. (2.0) | 787 212 113 4,264 | | UCLA Store UCLA Restaurants Services Division UCLA Student Union | 5,393 1,446 579 | | 5,198 1,438 571 | | 195 8 | 3.8% 0.6% 1.4% | 486 126 | 9.9% 9.5% | 4,907 1,320 | |
| 794 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 42.3% | 728 288 103 4,377 1,042 513 287 45 | 70.5% 99.7% 43.7% | 66 11 1 135 (11) 30 12 (10) | 9.1% 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | 7 87 (9) 248 (13) (18) | 0.9% 41.0% (8.0%) 5.8% Pts. (2.0) | 787 212 113 4,264 | | UCLA Restaurants Services Division UCLA Student Union | 5,393 1,446 579 | | 5,198 1,438 571 | | 195 8 | 3.8% 0.6% 1.4% | 486 126 | 9.9% 9.5% | 4,907 1,320 | |
| 299 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 288 103 4,377 1,042 513 287 45 | 70.5% 99.7% 43.7% | 11 1 135 (11) 30 12 (10) | 3.8% 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | 87 (9) 248 (13) (18) | 41.0% (8.0%) 5.8% Pts. (2.0) | 212 113 4,264 | | Services Division UCLA Student Union | 1,446 579 | | 1,438 571 | | 8 | 0.6% 1.4% | 126 | 9.5% | 1,320 | |
| 104 4,512 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 1,042 513 287 45 | 70.5% 99.7% 43.7% | (11) 30 12 (10) | 1.0% 3.1% Pts. (0.9) (2.1) 0.3 | (9) 248 (13) (18) | (8.0%) 5.8% Pts. (2.0) | 4,264 | | UCLA Student Union | 579 | | 571 | | | 1.4% | | | | i i |
| 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 1,042 513 287 45 | 70.5% 99.7% 43.7% | (11) 30 12 (10) | 9.1% Pts. (0.9) (2.1) 0.3 | (13) (18) | 5.8% Pts. (2.0) | 4,264 | | | | | | | 8 | | 25 | 4.5% I | 554 | |
| 1,031 31. 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 1,042 513 287 45 | 70.5% 99.7% 43.7% | (11) 30 12 (10) | Pts. (0.9) (2.1) 0.3 | (13) (18) | Pts. (2.0) | | | TOTAL | 30,397 | | | | | | | | | |
| 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 513 287 45 | 70.5% 99.7% 43.7% | 30 12 (10) | (0.9) (2.1) 0.3 | (18) | (2.0) | 4044 | | | | | 30,783 | | (386) | (1.3%) | 819 | 2.8% | 29,578 | |
| 543 68. 299 100. 35 33. | 68.4% 00.0% 33.7% 12.3% | 513 287 45 | 70.5% 99.7% 43.7% | 30 12 (10) | (2.1) | (18) | , , | | | GROSS MARGIN | | | | | (10 =) | Pts. | | Pts. | . = | |
| 299 100. 35 33. | 00.0% 33.7% 12.3% | 287 45 | 99.7% 43.7% | 12 (10) | 0.3 | | | 1,044 | | UCLA Store | 6,706 | 29.2% | 6,871 | 29.1% | (165) | 0.1 | (14) | (0.3) | 6,720 | 29.5% |
| 35 33. | 33.7% 12.3% | 45 | 43.7% | (10) | | | (2.9) | 561 | | UCLA Restaurants | 3,770 | 69.9% | 3,685 | 70.9% | 85 | (1.0) | 253 | (1.8) | 3,517 | 71.7% |
| | 12.3% | | | . , | (10.0)1 | 88 | 0.5 | 211 | 99.5% | Services Division | 1,444 | 99.9% | 1,435 | 99.8% | 9 | 0.1 | 127 | 0.1 | 1,317 | 99.8% |
| 1,908 42. | | 1,887 | 43.1% | 21 | (0.8) | (13) 44 | (8.8) | 48 | 42.5% | UCLA Student Union | 283 | 48.9% | 283 | 49.6% | (74) | (0.7) 0.2 | 15 381 | 0.5 | 268 | 48.4% 40.0% |
| | | | | | (0.8) | 44 | (1.4) | 1,864 | 43.7% | TOTAL | 12,203 | 40.1% | 12,274 | 39.9% | (71) | 0.2 | 381 | 0.1 | 11,822 | 40.0% |
| | | | | 4.0 | | | | | | TOTAL CONTROLLABLES | | | | | | | | | | |
| | 20.4% | 671 | 20.6% | (4) | 0.2 | (13) | 0.6 | 662 | | UCLA Store | 3,809 | 16.6% | 3,834 | 16.3% | 25 | (0.3) | (108) | (0.4) | 3,701 | 16.2% |
| 1 | 76.8% | 606 | 83.2% | (4) | 6.4 | (10) | (0.6) | 600 | 76.2% | UCLA Restaurants | 3,297 | 61.1% | 3,283 732 | 63.2% | (14) (29) | 2.1 | (233) | 1.3 | 3,064 | 62.4% |
| | 66.9% 84.6% | 162 100 | 56.3% 97.1% | (8) 12 | (0.6) 12.5 | (49) (1) | 0.2 (7.6) | 121 87 | 57.1% 77.0% | Services Division UCLA Student Union | 761 535 | 52.6% 92.4% | 543 | 50.9% 95.1% | (29) | (1.7) 2.7 | (90) (16) | (1.8) 1.3 | 671 519 | 50.8% 93.7% |
| | 34.0% 34.2% | 1,539 | 35.2% | (4) | 1.0 | (73) | 0.3 | 1,470 | | | 8,402 | 27.6% | 8,392 | 27.3% | (10) | (0.3) | (447) | (0.7) | 7,955 | 26.9% |
| 1,545 34. | 04.2% | 1,539 | 33.2% | (4) | 1.0 | (13) | 0.3 | 1,470 | 34.5% | TOTAL | 0,402 | 21.0% | 0,392 | 21.3% | (10) | (0.3) | (447) | (0.7) | 7,955 | 20.9% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | |
| | 0.7% | 371 | 11.4% | (15) | (0.7) | (26) | (1.4) | 382 | | UCLA Store | 2,897 | 12.6% | 3,037 | 12.9% | (140) | (0.3) | (123) | (0.6) | 3,020 | 13.2% |
| ` ' | (8.4%) | (92) | (12.6%) | 25 | 4.2 | (27) | (3.3) | (40) | () | UCLA Restaurants | 473 | 8.8% | 402 | 7.7% | 71 | 1.1 | 21 | (0.4) | 452 | 9.2% |
| | 13.1% | 125 | 43.4% | 4 | (0.3) | 39 | 0.6 | 90 | | Services Division | 683 | 47.2% | 703 | 48.9% | (20) | (1.7) | 37 | (1.7) | 646 | 48.9% |
| (- /, (| 50.0%) | (55) | (53.4%) | 3 | 3.4 | (13) | (15.5) | (39) | (34.5%) | | (253) | (43.7%) | (260) | (45.5%) | 7 | 1.8 | (3) | 1.4 | (250) | (45.1%) |
| 366 8. | 8.1% | 349 | 8.0% | 17 | 0.1 | (27) | (1.1) | 393 | 9.2% | TOTAL | 3,800 | 12.5% | 3,882 | 12.6% | (82) | (0.1) | (68) | (0.6) | 3,868 | 13.1% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | |
| | 6.1% | 538 | 16.5% | 3 | 0.4 | (12) | 0.5 | 523 | | UCLA Store | 2,651 | 11.5% | 2,699 | 11.4% | 48 | (0.1) | (21) | 0.0 | 2,630 | 11.5% |
| | 32.4% | 277 | 38.0% | 20 | 5.6 | (3) | (0.1) | 254 | 32.3% | UCLA Restaurants | 1,337 | 24.8% | 1,439 | 27.7% | 102 | 2.9 | (38) | 1.7 | 1,299 | 26.5% |
| | 8.1% | 55 | 19.1% | 1 | 1.0 | (9) | 3.1 | 45 | 21.2% | Services Division | 244 | 16.9% | 242 | 16.8% | (2) | (0.1) | (13) | 0.6 | 231 | 17.5% |
| | 76.9% | 81 | 78.6% | 1 | 1.7 | 0 | (6.1) | 80 | 70.8% | UCLA Student Union | 403 | 69.6% | 404 | 70.8% | 1 | 1.2 | (4) | 2.4 | 399 | 72.0% |
| 926 20. | 20.5% | 951 | 21.7% | 25 | 1.2 | (24) | 0.7 | 902 | 21.2% | TOTAL | 4,635 | 15.2% | 4,784 | 15.5% | 149 | 0.3 | (76) | 0.2 | 4,559 | 15.4% |
| | | | | | | | | | | NET INCOME (LOSS) | | | | | | | | | | |
| (4==) | (0.00() | (4.07) | (0.00) | | (0.4) | (0.0) | /2.2 | ,, , , , , | (0.00 | FROM OPERATIONS | | 0.007 | | 4 | (0.5) | /0.0 | ,,,,, | (a. r.) | | 4.00: |
| | (3.9%) | (167) | (3.8%) | (10) | (0.1) | (36) | (0.6) | (141) | | UCLA Store | 246 | 0.8% | 339 | 1.1% | (93) | (0.3) | (144) | (0.5) | 390 | 1.3% |
| | (7.2%) 1.6% | (369) 70 | (8.4%) | 45 4 | 1.2 0.0 | (30) | (0.3) | (294) | , , | UCLA Restaurants | (864) 439 | (2.8%) | (1,037) 461 | (3.4%) | 173 | 0.6 | (17) | 0.1 0.0 | (847) 415 | (2.9%) |
| | 1.6% (2.9%) | (136) | 1.6% (3.1%) | 3 | 0.0 | 29 (14) | 0.5 (0.1) | 45 (119) | 1.1% | Services Division UCLA Student Union | (656) | 1.4% (2.2%) | 461 (665) | 1.5% (2.2%) | (22) 9 | (0.1) 0.0 | 24 (7) | 0.0 | 415 (649) | 1.4% (2.2%) |
| _ ` /_ ` | (2.9%) 2.4%) | (602) | (3.1%) | 42 | 1.4 | (51) | (0.1) (0.5) | (509) | (11.9%) | 1 | (835) | (2.2%) | (902) | (2.2%) | 67 | 0.0 | (144) | (0.4) | (649) (691) | (2.2%) |
| (300) (12. | 2.470) | (002) | (13.8%) | 42 | 1.4 | (51) | (0.0) | (509) | (11.9%) | | (835) | (4.1%) | (902) | (2.9%) | 6/ | 0.2 | (144) | (0.4) | (1,69) | (2.3%) |
| (2) 0. | 0.0% | 0 | 0.0% | (2) | 0.0 | (2) | 0.0 | 0 | 0.00/ | OTHER INC/(EXP) Non-Recurrent Inc/(Exp) | 6 | 0.0% | 0 | 0.0% | 6 | 0.0 | (23) | (0.1) | 29 | 0.1% |
| | 0.5% | 16 | 0.0% | 6 | 0.0 | 1 | 0.0 | 21 | 0.5% | Interest Income | 105 | 0.0% | 86 | 0.0% | 19 | 0.0 | (37) | (0.1) | 142 | 0.1% |
| | (1.2%) | (56) | (1.3%) | 0 | 0.1 | 3 | 0.0 | (59) | (1.4%) | Interest (Expense) | (282) | (0.9%) | (282) | (0.9%) | 0 | 0.0 | 14 | 0.1 | (296) | (1.0%) |
| ` ' | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.2 | 0 | 0.0% | Income Taxes | 0 | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.0 | (230) | 0.0% |
| | 4.1% | 186 | 4.2% | 0 | (0.1) | 1 | (0.2) | 185 | 4.3% | Student Union Fee Income | 928 | 3.1% | 928 | 3.0% | 0 | 0.1 | 3 | 0.0 | 925 | 3.1% |
| | 3.3% | 146 | 3.3% | 4 | 0.0 | 3 | (0.1) | 147 | | TOTAL | 757 | 2.5% | 732 | 2.4% | 25 | 0.1 | (43) | (0.2) | 800 | 2.7% |
| (410) (9. | (9.1%) | (456) | (10.4%) | 46 | 1.3 | (48) | (0.6) | (362) | (8.5%) | NET INCOME (LOSS) | (78) | (0.3%) | (170) | (0.6%) | 92 | 0.3 | (187) | (0.7) | 109 | 0.4% |

ASUCLA P/L Reconciliation Dec-11

| Financial Analysis | \$00 | 0's |
|---|------|------|
| | Dec | -11 |
| Budgeted Net Income/(Loss) | | (456 |
| | | |
| UCLA Store | | |
| Gross Margin: | | |
| Bearwear gross margin below plan mostly from lower sales due to poor response to faculty/staff appreciation compared to prior year | (18) | |
| Computer Store gross income \$123K below plan due to lower department and individual sales | (21) | |
| APS gross income \$23K below plan as the number of requisitions for course readers were lower than anticipated | (9) | |
| Bookzone gross income \$33K above plan mostly due to sales for the UCLA History book and John Wooden commemorative book | 12 | |
| Luvalle Books gross income \$20K below plan due to lower than anticipated sales due to a technical problem with the website | (8) | |
| HSS Dental gross income \$195K above plan due to timing of dental kit backorder merchandise arrival | 38 | |
| HSS South Campus and Kinross gross income \$19K below plan due to delay in opening | (8) | |
| Other | (1) | |
| Total Contribution | | (15 |
| UCLA Restaurants | | |
| Gross Margin: | | |
| Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC | 8 | |
| Greenhouse gross income \$11K above plan due to increased enrollment and delayed opening of CSSC, and a few unbudgeted | | |
| days open for business | 6 | |
| Court Science Stu Ctr., Subway and Yoshinoya gross income \$62K below plan due to delay in opening | (45) | |
| Luvalle Food Servery gross income \$10K above plan due to better than anticipated sales, (open for law school finals) | 7 | |
| YRL Café gross income \$18K above plan due to better results than anticipated | 11 | |
| KH Coffeehouse gross income \$12K above plan due to increased enrollment and delayed opening of CSSC | 8 | |
| Cooperage gross income \$18K above plan due to increased enrollment and delayed opening of CSSC | 10 | |
| Taco Bell gross income \$10K above plan due to higher enrollment and CSSC opening delay | 7 | |
| Catering gross income \$40K above plan due to new business from Athletics including women's basketball and a new ASUCLA event | 23 | |
| Total Wages higher than plan | (7) | |
| Other | (3) | |
| Total Contribution | | 25 |
| Services | | |
| Gross Margin: | | |
| Licensing foreign income above plan due to previously uncollectible income from Korea | 9 | |
| Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents | (7) | |
| Photography income above plan due to more jobs than planned for Anderson School, Theater Film, & TV and ASUCLA Marketing | 7 | |
| Other, negative controllables mostly Foreign Licensing trademark | (5) | |
| Total Contribution | | 4 |
| UCLA Student Union | | |
| Gross Margin: | | |
| Student Union Ops gross income \$11K below plan due to less third party advertising and student activity ended early for the break | (9) | |
| Recreation & Games gross income below plan due to lower than anticipated sales | (2) | |
| Other, positive controllables mostly student event expense and waiver pool | 14 | |
| Total Contribution | | 3 |
| Allocated Expenses and Other | | |
| Maintenance lower than plan due to increased time spent on capital projects, which gets recharged directly to the capital projects, | | |
| and less labor and materials spent on routine repairs, maintenance and a/c maintenance | 20 | |
| Utilities higher than plan due to increase in electricity rates and higher consumption due to more billiable days than normal, (lower | (14) | |
| comsumption will be reflected next month) | | |
| Depreciation lower than plan due to timing of capital expenditures, mainly CSSC opening delay | 22 | |
| Other | 1 | |
| Total | 1 | 29 |
| Actual Net Income/(Loss) | 1 1 | (410 |

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

| Financial Analysis | \$00 | |
|---|-------|-------|
| Budgeted Net Income/(Loss) | | (170) |
| Zangerea - ter Income (2008) | | (270) |
| UCLA Store | | |
| Gross Margin: | | |
| Bearwear gross income \$150K below plan due to reduced fan enthusiasm at the Rose Bowl and on-line | (113) | |
| Campus Photo Studio gross margin below plan due to lower sales and higher raw materials costs | (23) | |
| APS gross margin above plan due mainly to lower printing costs than prior year | 20 | |
| Bookzone gross income \$35K above plan due mostly to additional sales of UCLA History book and Wooden commemorative book | 20 | |
| Luvalle Books gross income \$120K below plan due to undergraduate and F/EMBA sales moved to Ackerman and fewer law titles requested | (35) | |
| Luvalle Essentials/Market gross income \$28K below plan due to a very difficult retail climate and aggressive sales plan; actual sales are higher than prior year | (21) | |
| HSS Dental gross income \$59K above plan due to timing of backorder merchandise arrival | 25 | |
| Kinross and South Campus Stores' gross income \$100K below plan as they were budgeted to open in September but will now open in winter quarter | (43) | |
| Total Wages higher than plan | (10) | |
| Other, mostly positive controllables including employee benefits and bank card expense | 40 | |
| Total Contribution | | (140) |
| UCLA Restaurants | | |
| Gross Margin: | | |
| Wetzel's/RX gross income \$22K above plan mainly due to increased enrollment | 17 | |
| Panda Express gross income above plan due to increased enrollment and delayed opening of CSSC | 42 | |
| Greenhouse gross income \$44K above plan due to increased enrollment and delayed opening of CSSC | 19 | |
| Court Science Stu Ctr., Subway and Yoshinoya gross income \$343K below plan due to construction issues delaying opening | (246) | |
| Luvalle Food Servery gross income \$24K above plan due to remaining open for law school finals in December and increased enrollment | 19 | |
| KH Coffeehouse gross income \$68K above plan due to increased enrollment and delayed opening of CSSC | 42 | |
| Cooperage gross income \$83K above plan due to increased enrollment and delayed opening of CSSC | 46 | |
| Taco Bell gross income \$42K above plan due to increased enrollment and delayed opening of CSSC | 30 | |
| Catering gross income \$242K above plan due to athletics training table growth and multiple new client events throughout the year | 144 | |
| Concessions gross income \$58K below plan due to delay in operating additional coffee cart | (34) | |
| Other, mostly negative controllables | (8) | |
| Total Contribution | | 71 |
| Services | | |
| Gross Margin: | | |
| Licensing domestic income above plan due to better than anticipated results | 17 | |
| Licensing foreign income above plan due to timing and previously uncollectible income from Korea | 18 | |
| Leased Ops income below plan mainly due to delay in opening of CSSC which will generate utilities charges and ATM rents | (31) | |
| Total Wages lower than plan | 16 | |
| Other, mostly negative controllables mainly payments to UCLA and trademark | (40) | i |
| Total Contribution | | (20) |
| UCLA Student Union | | |
| Gross Margin: | | i |
| Student Union Ops gross income \$20K above plan due to increased wedding bookings, tenting for reception, accrual correction and strong parents weekend | 13 | |
| Recreation and Games gross income below plan due to sales over 35% lower than prior year, which budget was based on | (12) | |
| Other, positive controllables mainly waiver pool | 6 | |
| Total Contribution | | 7 |
| Allocated Expenses and Other | | |
| A&SS lower than plan mostly repairs and maintenance, student wages and employee benefits | 10 | |
| Maintenance lower than plan due to more time spent on capital projects and less labor and materials spent on repairs and maintenance and a/c maintenance | 22 | |
| Depreciation lower than plan due to timing of capitals, mainly CSSC opening delay | 115 | |
| Other, mostly positive interest income from higher amounts of invested cash, and positive non-recurring | 27 | |
| Total | | 174 |
| Actual Net Income/(Loss) | | (78 |

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

| | Current Month | Prior Month | Prior Year-End |
|--|---------------|---------------|-----------------|
| | December 2011 | November 2011 | July 2011 |
| ASSETS | | | |
| OURRENT AGGETG | | | |
| CURRENT ASSETS: | #0.400 | ¢40.007 | # 40.000 |
| Cash and short term investments | \$9,126 | \$10,307 | \$10,888 |
| Accounts receivable | 3,287 (68) | 3,725 | 3,154 |
| Less: Allowance for doubtful accounts Accounts receivable, net | 3,219 | (82) 3,643 | (81) 3,074 |
| Student fees receivable | 248 | 988 | 246 |
| Inventories | 8,525 | 6,671 | 6,644 |
| Prepaid expenses and other current assets | 149 | 157 | 233 |
| Total current assets | 21,268 | 21,765 | 21,085 |
| | , | , | , |
| LONG TERM ASSETS | | | |
| Property, equipment and improvements | 64,004 | 63,580 | 63,237 |
| Less: Accumulated depreciation | (35,070) | (34,871) | (34,082) |
| Total Long Term Assets | 28,934 | 28,709 | 29,155 |
| · · | | | |
| TOTAL ASSETS | 50,202 | 50,474 | 50,240 |
| | | | |
| | | | |
| LIABILITIES AND RETAINED EARNINGS | | | |
| | | | |
| CURRENT LIABILITIES: | 4 | | 4 |
| Accounts payable | \$5,408 | \$5,003 | \$5,491 |
| Wages and payroll taxes payable | 2,251 | 2,384 | 2,630 |
| Sales Tax Payable & Other Liabilities | 669 | 684 | 851 |
| Interest payable Deferred Income | 425 | 368 | 143 |
| Funds Held for Others | 514 166 | 731 125 | 176 101 |
| Current portion of long term debt | 673 | 673 | 673 |
| Total current liabilities | 10,106 | 9,968 | 10,065 |
| Total current liabilities | 10,100 | 9,900 | 10,003 |
| LONG TERM DEBT: | | | |
| AU expansion loan | 13,452 | 13,452 | 13,452 |
| Total long term debt | 13,452 | 13,452 | 13,452 |
| rotal long tollin dest | 10,402 | 10,402 | 10,402 |
| TOTAL LIABILITIES | 23,558 | 23,420 | 23,518 |
| 1017/LE EI/ABIETTIES | 20,000 | 20,420 | 20,010 |
| RETAINED EARNINGS: | | | |
| Beginning Balance | 26,722 | 26,722 | 26,034 |
| Year-to-date net income/(loss) | (78) | 332 | 688 |
| . car to date not mornior (1000) | (10) | 552 | 550 |
| Ending Balance | 26,644 | 27,054 | 26,722 |
| . J | | ,551 | _5, |
| TOTAL LIABILITIES AND RETAINED EARNINGS | 50,202 | 50,474 | 50,240 |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS

December 2011 (\$000's)

| | Current | Year to | Prior Year to |
|--|-----------|-------------------|------------------|
| | Month | Date | Date |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | | |
| Net income/(loss) | (\$410) | (\$78) | \$109 |
| Adjustments to reconcile net income/(loss) to net | (Φ110) | (ψ1 σ) | Ψισσ |
| cash provided/(used) by operating activities: | | | |
| Depreciation - PP&E | 199 | \$990 | 1,010 |
| Loss on disposals of fixed assets | 0 | \$0 | 0 |
| Depreciation - textbook rental equipment | 0 | \$0 | 3 |
| (Increase)/decrease in current assets: | | | (|
| Accounts receivable | 424 | (\$145) | (1,067) |
| Student fees receivable | 739 | (\$4) | 334 |
| Inventories | (1,854) | (\$1,881) | (816) |
| Prepaid expenses and other current assets | 8 | \$84 | 66 |
| Increase/(decrease) in current liabilities: | 405 | (ቀዕጋ) | 632 |
| Accounts payable Sales Tax Payable & Other Liabilities | (15) | (\$82) (\$183) | (234) |
| Wages and payroll taxes payable | (133) | (\$380) | (289) |
| Interest payable | 56 | \$280 \$280 | (62) |
| Deferred Income | (218) | \$280 \$337 | 377 |
| Funds held for Others | 41 | \$65 | 73 |
| Turius riela foi Others | 71 | ΨΟΟ | 73 |
| Net cash provided/(used) by operating activities | (\$756) | (\$995) | \$136 |
| CASH PROVIDED/(USED) BY INVESTING ACTIVITIES: | | | |
| Purchase of textbook rental equipment | 0 | \$0 | 0 |
| Purchase of property, equipment and improvements | (424) | (\$767) | (293) |
| Net cash used in investing activities | (\$424) | (\$767) | (\$293) |
| OAGU DDOWDED/UGED) DV EINANGING AGTIVITIES | · | , , | , , |
| CASH PROVIDED/(USED) BY FINANCING ACTIVITIES: | 0 | ¢ο | |
| Principal payments on AU expansion loan | 0 | \$0 | 0 |
| Net cash provided/(used) by financing activities | \$0 | \$0 | \$0 |
| NET INCREASE/(DECREASE) IN CASH AND S/T INVMT | (\$1,180) | (\$1,762) | (\$157) |
| CASH AND SHORT TERM INVESTMENTS, Beginning | \$10,307 | 10,888 | \$10,097 |
| CASH AND SHORT TERM INVESTMENTS, Ending | \$9,126 | \$9,126 | \$9,940 |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION

December 2011 (\$000's)

| CASH AND SHORT TERM INVESTMENTS Less: Committed Capital Projects | 9,126 |
|---|---------|
| Court of Sciences Student Center | (170) |
| 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 | (3,570) |
| Adjustment for Cash Overdraft Entry | (675) |
| Uncommitted Cash | 4,882 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 4,625 |
| | |
| RESERVE SURPLUS (DEFICIT) | 257 |

ASUCLA SERVICES AND ENTERPRISES

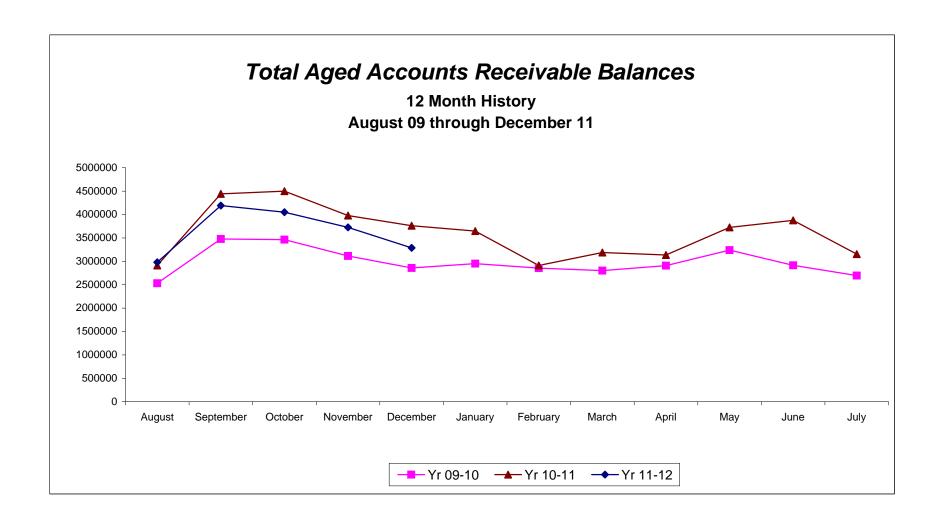
Capital Expenditures - Current Year Projects (\$000's)

FY 2011-2012 Decemberr 2011

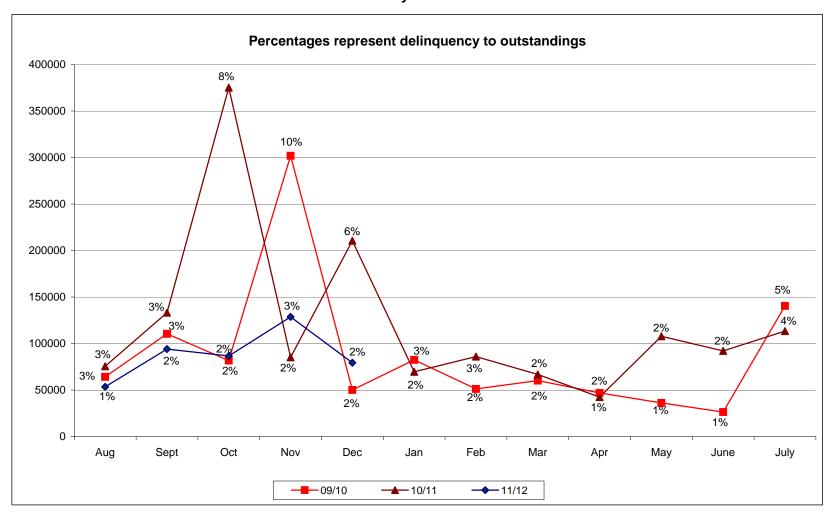
| FY 2011-2012 Decemberr 2011 PROJECTED PROJECTED | | | | | | | | | | |
|--|---------------|-------------------|-------------------|-------------------|--------------------|----------------------|-------------------|----------------------------|--|--|
| PROJECT NAME | BUDGET | | | | Remaining | | Over | - | | |
| 1 NOOLOT HAME | DODGE | Payments | PO's | Total | Balance | Pendina | (Under) | Status | | |
| Store/Services | | | | | | | | | | |
| 2011-S001 Store General Replacement | 50.0 | 2.9 | 10.2 | 13.1 | 36.9 | | 0.0 | In Progress | | |
| 2011-S002 Ackerman B & A Level Remodel | 2,000.0 | 0.0 | 0.0 | 0.0 | 0.0 | 2,000.0 | 0.0 | Pending | | |
| 2011-S003 Informal Photo-Photo Equipment | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending | | |
| 2011-S004 HTS Renovation | 150.0 | 0.0 | 0.0 | 0.0 | 0.0 | 150.0 | 0.0 | Pending | | |
| 2011-S032 AU Space / Store Redesign Study | 0.0 | 300.0 | 0.0 | 300.0 | 0.0 | | 300.0 | Completed | | |
| 2011-S033 Text book Multi Store Fulfillment Modification | 0.0 | 0.0 | 12.3 | 12.3 | 2.7 | | 15.0 | Pending | | |
| 2011-S034 Kinross Grad Student Center | 0.0 | 0.0 | 19.2 | 19.2 | 10.8 | | 30.0 | Pending | | |
| Total Store/Services | 2,210.0 | 302.9 | 41.7 | 344.6 | 50.4 | 2,160.0 | 345.0 | | | |
| Food Service | | | | | | | | | | |
| 2011-F005 FS Miscellaneous and Unanticipated | 50.0 | 6.1 | 7.6 | 13.7 | 36.3 | | 0.0 | In Progress | | |
| 2011-F006 FS Patio Furniture Upgrade | 40.0 | 40.6 | 0.0 | 40.6 | 0.0 | | 0.6 | Completed | | |
| 2011-F007 TFC Dining Room Upgrade | 75.0 | 0.0 | 0.0 | 0.0 | 0.0 | 75.0 | 0.0 | Pending | | |
| 2011-F008 KCH Dining Room Finish Replacement | 45.0 | 0.0 | 0.0 | 0.0 | 0.0 | 45.0 | 0.0 | Pending | | |
| 2011-F009 Pauley Pavilion Remodel | 650.0 | 0.0 | 0.0 | 0.0 | 0.0 | 650.0 | 0.0 | Pending | | |
| 2011-F010 LVC Patio Awning | 15.0 | 0.0 | 4.0 | 4.0 | 11.0 | 000.0 | 0.0 | In Progress | | |
| 2011-F011 Office Carpet | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending | | |
| 2011-F012 Freezer | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending | | |
| 2011-F013 LV New Lockers | 5.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.0 | 0.0 | Pending | | |
| 2011-F013 LV New Lockers 2011-F014 Dining Room furniture | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending | | |
| 2011-F014 Diffing Room furniture 2011-F015 NC New Lockers | 5.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.0 | 0.0 | Pending | | |
| 2011-F016 Space Saving Shelving | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending | | |
| 2011-F010 Space Saving Shelving 2011-F017 New Candy Storage | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending | | |
| 2011-F017 New Carldy Storage 2011-F018 Synapse Menu Renovation Equipment Upgrades | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending | | |
| 2011-F010 Syriapse Menu Renovation Equipment opgrades | 0.0 | 20.7 | 0.0 | 20.7 | 0.0 | 15.0 | 20.7 | Completed | | |
| Total Food Services | 970.0 | 67.4 | 11.6 | 79.0 | 47.3 | 865.0 | 20.7 21.3 | Completed | | |
| | 370.0 | U .4 | 11.0 | 7.3.0 | 77.0 | 000.0 | 21.5 | | | |
| Technology | 20.0 | 0.0 | F 0 | F 2 | 447 | | 0.0 | In Drawes | | |
| 2011-T019 Network Infrastructure Upgrade | 20.0 | 0.0 | 5.3 | 5.3 | 14.7 | | 0.0 | In Progress | | |
| 2011-T020 Printer Replacement | 10.0 | 0.0 | 3.8 | 3.8 | 6.2 | 450.0 | 0.0 | In Progress | | |
| 2011-T021 Store POS | 150.0 30.0 | 0.0 0.0 | 0.0 | 0.0 | 0.0 | 150.0 | 0.0 | Pending | | |
| 2011-T022 Marketing Oversized HP Design Jet Printer Total Technology | 210.0 | 0.0 0.0 | 0.0 9.1 | 0.0 9.1 | 0.0 20.9 | 30.0 180.0 | 0.0 0.0 | Pending | | |
| | 210.0 | 0.0 | 3.1 | 3.1 | 20.3 | 100.0 | Vav | | | |
| Others | 45.0 | 0.0 | 0.0 | 0.0 | 0.0 | 45.0 | 0.0 | | | |
| 2011-0023 Custodial Replacements | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 15.0 | 0.0 | Pending | | |
| 2011-O024 Global Viewpoint Globe 2011-O025 Sound Barrier Reinforcement 2nd Fl Lng/AGB | 10.0 25.0 | 0.0 0.0 | 0.0 0.0 | 0.0 0.0 | 0.0 0.0 | 10.0 25.0 | 0.0 0.0 | Pending Pending | | |
| 2011-0025 Sound Barrier Reinforcement 2nd Fi Eng/AGB 2011-0026 Fac. Misc. Remodels | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 25.0 | 0.0 | Pending | | |
| 2011-0020 Fac. Misc. Remodels 2011-0027 KH Meeting Room Carpet | 45.0 | 0.0 | 0.0 | 0.0 | 0.0 | 45.0 | 0.0 | Pending | | |
| 2011-0027 Kit Meeting Room Carpet 2011-0028 Finance Misc. Replacements | 15.0 | 3.7 | 25.6 | 29.3 | 0.0 | -10.0 | 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 | 55.0 | 0.0 | Pending | | |
| Total Others | 200.0 | 18.5 | 25.6 | 44.1 | 0.0 | 175.0 | 19.1 | | | |
| Total Current Year Projects | 3,590.0 | 388.8 | 88.0 | 476.8 | 118.6 | 3,380.0 | 385.4 | | | |

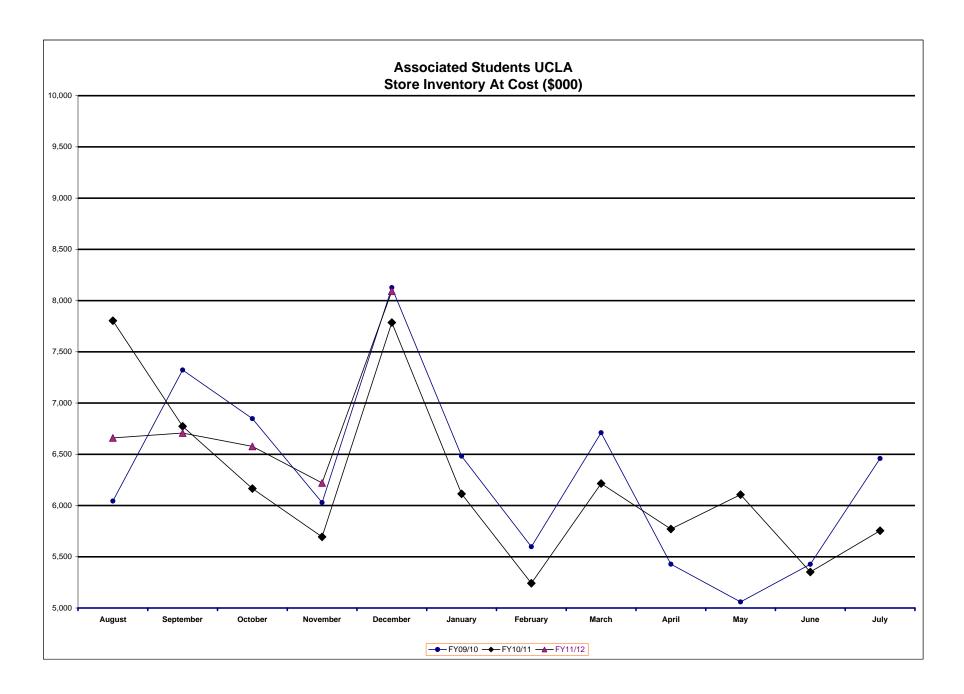
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

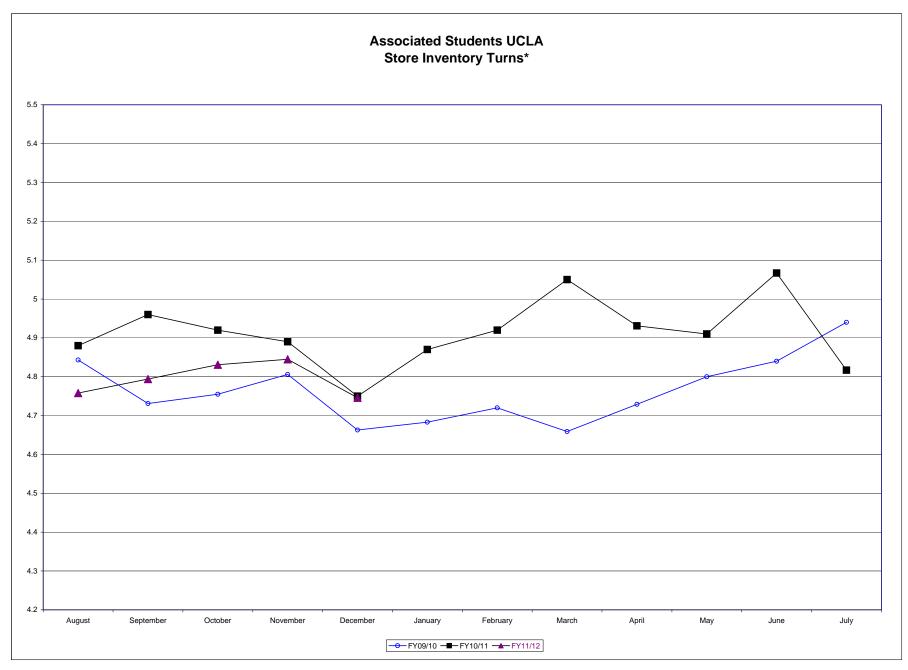
| 12/31/2011 December | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|---------------------|-------------|------|-----------|------|----------|------|----------|------|----------|------|---------|------|-------------|------|
| UNIVERSITY | \$908,452 | 30% | \$143,296 | 71% | \$18,866 | 44% | \$9,213 | 44% | \$2,349 | 41% | \$6,356 | 66% | \$1,088,532 | 32% |
| ASUCLA PUBLICATIONS | \$93,168 | 3% | \$1,349 | 1% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$94,517 | 3% |
| ASUCLA USA/GSA | \$61,718 | 2% | \$2,193 | 1% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$63,911 | 2% |
| DUE FROM VENDORS | \$354,448 | 12% | \$11,659 | 6% | \$4,871 | 11% | \$3,907 | 19% | \$2,604 | 45% | \$1,921 | 20% | \$379,410 | 12% |
| DENTAL KITS | \$444,550 | 15% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$444,550 | 14% |
| OTHER | \$1,143,208 | 38% | \$43,298 | 21% | \$19,433 | 45% | \$7,642 | 37% | \$801 | 14% | \$1,314 | 14% | \$1,215,696 | 37% |
| TOTAL CURRENT MONTH | \$3,005,544 | 100% | \$201,795 | 100% | \$43,170 | 100% | \$20,762 | 100% | \$5,754 | 100% | \$9,591 | 100% | \$3,286,616 | 100% |
| | 92% | | 6% | | 1% | | 1% | | 0% | | 0% | | 100% | |
| | | | | | | | | | | | | | | |
| 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% | |
| | | | | | | | | | 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% | |



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.

| DE0. | 05/44/07/44 40/ | 24 (4.4) | Ī | | ICOAL VEAD 44 4 | 10 | FICOAL V | 10.10.11 |
|----------------------|-----------------------------------|--------------------|---|-------------------------|-----------------------------------|-----------------------|----------------------|-------------------------|
| | 05(11/27/11-12/: CURRENT MONTH | | | | ISCAL YEAR 11-1 MO(07/31/11-12 | | FISCAL YEA | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 227 202 | 338,739 | .10.447 | TEXTBOOKS | 4 472 574 | 4 204 074 | 70 500 | 420.052 | 4.4/4.2/0 |
| 326,292 118,644 | 83,394 | | GENERAL BOOKS | 4,473,574 552,183 | 4,394,074 519,049 | 79,500 33,134 | 420,052 79,435 | 4,464,360 495,171 |
| 861,125 | 880,168 | | APPAREL & ACCESSORIES | 4,646,673 | 4,829,697 | <183,024> | 987,691 | 4,685,503 |
| 1,411,111 | 1,530,000 | | SUPPLY DIVISION | 8,455,981 | 8,843,700 | <387,719> | 1,304,707 | 8,243,585 |
| 145,878 | 171,348 | | LU VALLE COMMONS STORE | 1,361,257 | 1,506,228 | <144,971> | 146,653 | 1,492,978 |
| 328,221 3,191,271 | 137,400 3,141,049 | 190,821 50,222 | HEALTH SCIENCES STORE TOTAL SALES | 2,985,357 22,475,024 | 3,057,950 23,150,698 | <72,593> <675,674> | 112,236 3,050,774 | 2,921,803 22,303,399 |
| 3,171,271 | 3,141,047 | 30,222 | TOTAL SALES | 22,473,024 | 23,130,070 | (0/3,0/4> | 3,030,774 | 22,303,377 |
| 2,269,564 | 2,204,742 | <64,822> | Less: Cost of Sales | 16,180,618 | 16,616,502 | 435,884 | 2,095,569 | 15,985,611 |
| | | | | | | | | |
| | | | Less: Shrinkage | | | | | |
| 1,612 | 1,530 | <82> | TEXTBOOKS | 21,893 | 18,660 | <3,233> | 1,924 | 22.467 |
| 1,661 | 1,340 | | GENERAL BOOKS | 7,997 | 8,300 | 303 | 1,126 | 7,137 |
| 3,412 | 3,350 | | APPAREL & ACCESSORIES | 19,182 | 19,290 | 108 | 3,757 | 18,669 |
| 3,543 825 | 3,630 930 | 87 105 | SUPPLY DIVISION LU VALLE COMMONS STORE | 22,073 8,175 | 22,290 | 217 <55> | 3,280 529 | 21,648 |
| 2,769 | 930 880 | | HEALTH SCIENCES STORE | 13,085 | 8,120 12,080 | <1,005> | 1,638 | 8,458 13,319 |
| 13,823 | 11,660 | | SHRINKAGE | 92,404 | 88,740 | <3,664> | 12,253 | 91,698 |
| 2,283,387 | 2,216,402 | <66,985> | TOTAL COST OF SALES | 16,273,023 | 16,705,242 | 432,219 | 2,107,822 | 16,077,308 |
| 71 1 | 70.2 | .0.0 | COCT OF CALEC O/ | 72.0 | 71.0 | .0.2 | (0.7 | 71.7 |
| 71.1 907,883 | 70.2 924,647 | | COST OF SALES % GROSS MARGIN | 72.0 6,202,002 | 71.8 6,445,456 | <0.2> <243,454> | 68.7 942,952 | 71.7 6,226,091 |
| 28.9 | 29.8 | <0.9> | GROSS MARGIN % | 28.0 | 28.2 | <0.2> | 31.3 | 28.3 |
| 0.4 | 0.4 | <0.1> | SHRINKAGE % | 0.4 | 0.4 | <0.0> | 0.4 | 0.4 |
| 20.5 | 20.4 | .1.0 | NET GROSS MARGIN % | 27. | 27.0 | .0.0 | 20.0 | 27.0 |
| 28.5 | 29.4 | <1.0> | INE I GRUSS MARGIN % | 27.6 | 27.8 | <0.2> | 30.9 | 27.9 |
| 25.7 | 26.8 | <1.1> | TEXTBOOKS | 25.0 | 24.9 | 0.1 | 24.7 | 24.9 |
| 31.0 | 27.8 | 3.1 | GENERAL BOOKS | 32.2 | 30.7 | 1.5 | 29.5 | 31.0 |
| 50.2 | 52.2 | | APPAREL & ACCESSORIES | 50.3 | 51.7 | <1.4> | 52.0 | 52.0 |
| 15.9 31.6 | 16.0 32.8 | | SUPPLY DIVISION LU VALLE COMMONS STORE | 18.1 27.9 | 17.9 28.9 | 0.2 <1.0> | 16.7 32.3 | 18.1 27.4 |
| 31.6 25.6 | 32.8 36.1 | | HEALTH SCIENCES STORE | 27.9 | 28.9 22.3 | <1.0> <0.2> | 32.3 32.8 | 21.4 |
| 20.0 | 55.1 | .10.07 | | | 22.0 | 10.22 | 32.0 | 21.3 |
| 123,339 | 117,359 | 5,980 | OTHER INCOME | 503,600 | 425,603 | 77,997 | 100,747 | 494,011 |
| 1,031,222 | 1,042,006 | <10,784> | GROSS MARGIN/OTHER | 6,705,602 | 6,871,059 | <165,457> | 1,043,699 | 6,720,102 |
| | | | Less: Controllable Exp | | | | | |
| | | | | | | | | |
| 280,459 | 280,686 | 227 | Career Wages | 1,384,419 | 1,379,442 | <4,977> | 277,316 | 1,364,118 |
| 0 | 0 | 0 | Limited Appointment | 1,709 | 0 | <1,709> | 0 | 0 |
| 116,022 396,481 | 110,034 390,720 | <5,988> <5,761> | Student Wages TOTAL WAGES | 680,900 2,067,028 | 677,711 2,057,153 | <3,189> <9,875> | 103,719 381,035 | 655,491 2,019,609 |
| 12.4 | 12.4 | | WAGE % TO SALES | 9.2 | 8.9 | <0.3> | 12.5 | 9.1 |
| | | | | | | | | |
| 123,096 | 134,450 | | Employee Benefits | 610,058 | 651,502 | 41,444 | 113,199 | 575,557 |
| 14,842 14,348 | 11,872 14,298 | <2,970> <50> | Office Supplies Telephone | 55,524 71,554 | 48,800 71,441 | <6,724> <113> | 12,822 14,208 | 53,886 71,164 |
| 223 | 135 | | Telex | 650 | 675 | 25 | 80 | 640 |
| 21 | 23 | 2 | Postage | 112 | 115 | 3 | 30 | 148 |
| 130 | 75 | <55> | Trav/Trips/Conference | 6,465 | 4,550 | <1,915> | 20 | 3,239 |
| 800 | 800 2,900 | 0 | Membership Fees Operating Supplies | 800 | 873 | 73 | 800 1,783 | 800 |
| 3,423 51,332 | 42,735 | <523> <8,597> | Freight Out | 28,297 162,222 | 23,245 135,110 | <5,052> <27,112> | 38.074 | 24,167 131,723 |
| 870 | 1,075 | 205 | Transportation | 4,719 | 5,375 | 656 | 872 | 3,783 |
| 681 | 0 | <681> | Replacements | 681 | 0 | <681> | 0 | 171 |
| 0 | 0 | 0 | Merchandise Losses | 150 | 0 | <150> | 0 | 28 |
| 0 | 0 58 | 0 58 | Postage Stamp O/S Uniforms | <18> | 0 214 | 18 103 | 9 58 | 2 214 |
| 18,187 | 14,015 | | Advertising | 109,882 | 113,938 | 4,056 | 23,464 | 109,849 |
| <1,395> | <728> | 667 | Vendor Adv. Allowance | <2,873> | <6,656> | <3,783> | <728> | <6,448> |
| 46 | 85 | 39 | Direct Mail Adv. | 235,022 | 235,425 | 403 | 58 | 228,048 |
| 2,587 0 | 1,190 0 | <1,397> 0 | Repairs & Maintenance Janitorial | 15,880 28 | 10,490 0 | <5,390> <28> | 960 0 | 11,892 0 |
| 40,194 | 48,866 | 8,672 | Bank Card Expense | 342,398 | 379,298 | <28> 36,900 | 46,532 | 355,833 |
| 557 | 0 | <557> | Overs/Shorts | 5,871 | 0 | <5,871> | 8,507 | 12,331 |
| 347 | 0 | | Credit Card Adjustments | 1,478 | 0 | <1,478> | 1,608 | 4,687 |
| 0 | 250 | 250 | Textbook Rental Exp Rentals-Facilities | 4.051 | 1,250 1,900 | 1,250 | 247 0 | 3,349 |
| 0 117 | 0 400 | 0 283 | Rentals-Facilities Rentals-Truck | 4,051 975 | 1,900 | <2,151> 625 | 413 | 0 1,579 |
| 0 | 0 | 0 | Taxes & Licenses | 600 | 0 | <600> | 0 | 0 |
| <202> | 680 | 882 | Professional Services | 946 | 3,490 | 2,544 | 2,176 | 9,985 |
| 3,066 | 500 | | Temp Agency Service | 3,995 | 3,100 | <895> | 1,339 | 6,460 |
| 1,471 2,320 | 0 2,300 | | Commission Expense Concession Expense | 3,901 38,620 | 3,000 38,600 | <901> <20> | 0 5,681 | 259 32,741 |
| 2,320 | 2,300 | | Prior Period Adj | <53> | 38,000 | 53 | 0,001 | 32,741 |
| 0 | 1 | 1 | Alloc of Distr Cntr | 0 | 6 | 6 | 0 | 0 |
| 1,659 | 4,200 | 2,541 | Payment to UCLA | 39,920 | 49,320 | 9,400 | 8,337 | 44,859 |
| 278,722 675,203 | 280,180 670,900 | 1,458 <4,303> | TOTAL OTHER CONTROL. TOTAL CONTROLLABLE EXP | 1,741,963 3,808,991 | 1,776,661 3,833,814 | 34,698 24,823 | 280,549 661,583 | 1,680,946 3,700,555 |
| 013,203 | 070,700 | \T,303> | GROSS CONTRIBUTION TO | 5,000,771 | 0,000,014 | 27,023 | 001,000 | 5,100,333 |
| 356,019 | 371,106 | <15,087> | SVCS AND ENTERPRISES | 2,896,610 | 3,037,245 | <140,635> | 382,115 | 3,019,547 |
| | | | Lance Allegate 4.5 | | | | | |
| | | | Less: Allocated Exp | | | | | |
| 25,894 | 27,077 | 1,183 | Allocated ExpHR | 124,758 | 125,020 | 262 | 25,171 | 122,278 |
| 141,989 | 151,686 | 9,697 | Allocated Exp. Fin | 736,201 | 770,451 | 34,250 | 142,499 | 732,764 |
| 67,675 | 64,814 | | Allocated ExpIS | 306,592 | 317,618 | 11,026 | 57,721 | 290,758 |
| 33,292 | 34,778 | 1,486 | Allocated Exp. Mktg | 169,037 | 173,316 | 4,279 | 32,751 | 172,452 |
| 102,594 61,562 | 94,910 69,104 | | Allocated Exp Othr SA Maintenance | 491,638 332,679 | 478,197 343,149 | <13,441> 10,471 | 100,685 61,570 | 475,860 325,495 |
| 30,278 | 25,429 | <4,849> | | 138,453 | 138,878 | 425 | 27,765 | 141,905 |
| 70,438 | 70,434 | <4> | Depreciation | 352,136 | 352,170 | 34 | 73,910 | 368,632 |
| 533,722 | 538,232 | 4,510 | TOTAL ALLOCATED EXP | 2,651,494 | 2,698,799 | 47,305 | 522,072 | 2,630,144 |
| <177,703> | <167,126> | ≥10 577× | NET INCOME (LOSS) | 245,117 | 338,446 | <93,329> | <139,956> | 389,403 |
| -111,1032 | - 107,1202 | \10,J112 | (2000) | 270,117 | JJU,44U | ~ 10,3272 | - 107,7002 | 307,403 |

| DEC. 0 | 05(11/27/11-12/3 | 1/11) | | F | ISCAL YEAR 11-1 | 2 | FISCAL YE | AR 10-11 |
|-----------------|------------------|------------------|-------------------------|-------------------|-------------------|----------------|-----------|-----------|
| | CURRENT MONTH | | | | MO(07/31/11-12 | | LAST YEAR | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 84,156 | 70,602 | 13,554 | CENTRAL DIVISION | 628,680 | 563,401 | 65,279 | 74,682 | 577,974 |
| 122,593 | 127,581 | <4,988> | NORTH CAMPUS DIVISION | 834,675 | 854,322 | <19,647> | 122,094 | 803,465 |
| 34,523 | 90,860 | | SOUTH DIVISION | 230,178 | 548,978 | <318,800> | 35,249 | 228,795 |
| 137,613 | 106,714 | 30,899 | LU VALLE DIVISION | 975,345 | 909,737 | 65,608 | 94,958 | 828,166 |
| 159,115 | 120,022 | 39,093 | COOPERAGE DIVISION | 1,113,094 | 920,103 | 192,991 | 147,496 | 1,025,874 |
| 143,800 | 110,982 | 32,818 | SPECIAL EVENTS DIVISION | 885,544 | 756,308 | 129,236 | 202,262 | 781,711 |
| 681,799 | 626,761 | 55,038 | TOTAL SALES | 4,667,516 | 4,552,849 | 114,667 | 676,742 | 4,245,985 |
| 054 070 | 04.4.000 | 0/ 400 | | 4 (00 ((0 | 4 540 075 | 440.004 | 205 744 | 4 000 0/4 |
| 251,079 | 214,880 | <36,199> | Less: Cost of Sales | 1,622,669 | 1,512,375 | <110,294> | 225,746 | 1,390,064 |
| 36.8 | 34.3 | <2.6> | COST OF SALES % | 34.8 | 33.2 | <1.6> | 33.4 | 32.7 |
| 430,720 63.2 | 411,881 | 18,839 | GROSS MARGIN | 3,044,846 65.2 | 3,040,474 66.8 | 4,372 | 450,996 | 2,855,922 |
| 63.2 | 65.7 | <2.6> | GROSS MARGIN % | 65.2 | 8.00 | <1.6> | 66.6 | 67.3 |
| 66.3 | 66.1 | 0.2 | CENTRAL DIVISION | 66.5 | 67.7 | <1.2> | 63.8 | 67.4 |
| 61.6 | 65.9 | | NORTH CAMPUS DIVISION | 63.3 | 66.0 | <1.2> <2.7> | 64.3 | 66.0 |
| 65.7 | 67.6 | | SOUTH DIVISION | 63.3 67.1 | 67.6 | <0.6> | 68.5 | 68.5 |
| 67.3 | 68.6 | | LU VALLE DIVISION | 69.8 | 69.7 | 0.0 | 69.7 | 71.0 |
| 65.0 | 65.7 | | COOPERAGE DIVISION | 65.6 | 66.4 | <0.8> | 65.4 | 66.3 |
| 57.1 | 61.6 | | SPECIAL EVENTS DIVISION | 60.7 | 63.8 | <3.1> | 70.4 | 66.5 |
| 37.1 | 01.0 | <4.5 <i>></i> | SPECIAL EVENTS DIVISION | 00.7 | 03.0 | ₹3.1> | 70.4 | 00.5 |
| 112,628 | 101,453 | 11,175 | OTHER INCOME | 725,445 | 644,783 | 80,662 | 109,957 | 660,716 |
| 543,348 | 513,334 | 30,014 | GROSS MARGIN/OTHER | 3,770,292 | 3,685,257 | 85,035 | 560,952 | 3,516,638 |
| 343,340 | 313,334 | 30,014 | GROSS WARGIN/OTTER | 3,110,212 | 3,003,237 | 03,033 | 300,732 | 3,310,030 |
| | | | Less: Controllable Exp | | | | | |
| | | | oo onabie Exp | | | | | |
| 284,163 | 282.538 | <1.625 \ | Career Wages | 1,311,203 | 1,316,912 | 5,709 | 259,878 | 1,213,109 |
| 204,103 | 202,530 | | Limited Appointment | 10,992 | 400 | <10,592> | 1,864 | 4,382 |
| 128,546 | 125,459 | | Student Wages | 836,236 | 858,029 | 21,793 | 129,089 | 767,269 |
| <19,671> | <21,311> | | Labor Recharge | <121,816> | <131,471> | <9,655> | <17,984> | <109,306> |
| 393,315 | 386,686 | <6,629> | TOTAL WAGES | 2,036,614 | 2,043,870 | 7,256 | 372,846 | 1,875,453 |
| 57.7 | 61.7 | 4.0 | WAGE % TO SALES | 43.6 | 44.9 | 1.3 | 55.1 | 44.2 |
| | | | | | | | | |
| 138,273 | 148.966 | 10,693 | Employee Benefits | 674,932 | 701,283 | 26,351 | 123,775 | 611,125 |
| 1,492 | 1,425 | <67> | Office Supplies | 9,624 | 8,695 | <929> | 1,195 | 10,239 |
| 4,793 | 4,881 | 88 | Telephone | 22,556 | 24,565 | 2,009 | 4,595 | 23,475 |
| 850 | 1,000 | 150 | Training Programs | 6,054 | 7,200 | 1,146 | 500 | 4,319 |
| 34,650 | 30,573 | <4,077> | Paper | 223,753 | 226,674 | 2,921 | 29,768 | 208,162 |
| 5.1 | 4.9 | <0.2> | Paper % To Sales | 4.8 | 5.0 | 0.2 | 4.4 | 4.9 |
| 2,553 | 3,291 | 738 | Cleaning Supplies | 17,417 | 16,550 | <867> | 2,541 | 13,294 |
| 7 | 0 | <7> | Freight Out | 7 | 0 | <7> | 0 | 0 |
| <8,051> | <8,350> | <299> | Purchasing Rebates | <39,107> | <41,750> | <2,643> | <6,382> | <37,929> |
| 1,139 | 2,555 | 1,416 | Replacements | 18,140 | 12,705 | <5,435> | 2,749 | 12,830 |
| 5,273 | 4,573 | <700> | Laundry | 32,499 | 21,617 | <10,882> | 3,875 | 23,638 |
| 551 | 1,490 | 939 | Uniforms | 7,881 | 12,310 | 4,429 | 2,105 | 11,006 |
| 1,467 | 1,375 | <92> | Advertising | 52,591 | 67,285 | 14,694 | 823 | 63,803 |
| 0 | 100 | 100 | Menu Development | 0 | 500 | 500 | 0 | 8 |
| <3> | 40 | 43 | Dorm Coupons Expense | 26 | 285 | 259 | 7 | 73 |
| 8,150 | 3,958 | <4,192> | Repairs & Maintenance | 34,929 | 21,295 | <13,634> | 4,369 | 22,813 |
| 14,262 | 11,495 | <2,767> | Bank Card Expense | 114,636 | 84,208 | <30,428> | 11,219 | 77,338 |
| 1,045 | 1,140 | 95 | Sales Tax Expense | 7,805 | 8,398 | 593 | 1,043 | 7,804 |
| 178 | 269 | 91 | Overs/Shorts | 1,827 | 1,999 | 172 | 1,826 | 20,996 |
| 0 | 0 | 0 | Credit Card Adjustments | 194 | 0 | <194> | 0 | 3 |
| 71 | 250 | 179 | Rentals | 1,314 | 500 | <814> | 23 | <66> |
| 288 | 350 | 62 | Rentals-Truck | 1,745 | 1,750 | 5 | 86 | 2,163 |
| 150 | 0 | <150> | Taxes & Licenses | 390 | 500 | 110 | 0 | 460 |
| 0 | 0 | 0 | Professional Services | 0 | 0 | 0 | 2,000 | 2,000 |
| 0 | 250 | 250 | Temp Agency Service | 0 | 250 | 250 | 0 | 0 |
| 10,028 | 9,322 | <706> | Commission Expense | 71,613 | 62,636 | <8,977> | 41,523 | 111,155 |
| 217,165 | 218,953 | 1,788 | TOTAL OTHER CONTROL. | 1,260,824 | 1,239,455 | <21,369> | 227,638 | 1,188,707 |
| 610,480 | 605,639 | <4,841> | TOTAL CONTROLLABLE EXP | 3,297,439 | 3,283,325 | <14,114> | 600,484 | 3,064,160 |
| | | | GROSS CONTRIBUTION TO | | | | | |
| <67,132> | <92,305> | 25,173 | SVCS AND ENTERPRISES | 472,853 | 401,932 | 70,921 | <39,532> | 452,478 |
| | | | | | | | | |
| | | | Less: Allocated Exp | | | | | |
| | | | | 46 | | | | |
| 25,687 | 26,798 | 1,111 | Allocated ExpHR | 122,967 | 124,053 | 1,086 | 24,630 | 113,614 |
| 34,031 | 33,900 | | Allocated Exp. Fin | 200,690 | 196,669 | <4,021> | 35,572 | 191,813 |
| 16,220 | 14,485 | | Allocated ExpIS | 83,879 | 81,177 | <2,702> | 14,409 | 77,531 |
| 7,979 | 7,773 | | Allocated Exp. Mktg | 46,035 | 44,467 | <1,568> | 8,175 | 45,578 |
| 24,589 | 21,211 | | Allocated Exp Othr SA | 132,838 | 120,379 | <12,459> | 25,134 | 122,287 |
| 51,896 | 58,255 | 6,359 | Maintenance | 280,447 | 289,355 | 8,908 | 51,903 | 274,390 |
| 25,524 | 21,436 | <4,088> | Utilities | 116,715 | 117,073 | 358 | 23,405 | 119,625 |
| 71,060 | 93,208 | 22,148 | Depreciation | 353,412 | 466,040 | 112,628 | 70,967 | 354,635 |
| 256,986 | 277,066 | 20,080 | TOTAL ALLOCATED EXP | 1,336,983 | 1,439,213 | 102,230 | 254,195 | 1,299,473 |
| <324,118> | <369,371> | 45,253 | NET INCOME (LOSS) | <864,130> | <1,037,281> | 173,151 | <293,727> | <846,995> |
| <324,110> | \JU7,3/1> | 40,Z03 | INC. INCOME (LUSS) | \0U4,13U> | <1,U31,Z01> | 173,131 | ~273,121> | <04U,773> |
| 202 205 | 215 742 | -12 240 | TOTAL CUSTOMED COUNT | 1 200 245 | 1 470 024 | -70 440 | 107 007 | 1 220 257 |
| 203,395 | 215,763 | | TOTAL CUSTOMER COUNT | 1,398,365 | 1,478,034 | <79,669> | 197,007 | 1,339,257 |
| 62,306 | 66,784 | <4,478> | 3RD PARTY CUST COUNT | 407,764 | 441,895 | <34,131> | 58,527 | 395,139 |
| 141,089 | 148,979 | < / ,890> | ASUCLA CUSTOMER COUNT | 990,601 | 1,036,139 | <45,538> | 138,480 | 944,118 |
| | | 2.22 | TOTAL AVERAGE GUEGE | 4 70 | | 2.15 | 4.50 | |
| 4.71 | 4.42 | 0.29 | TOTAL AVERAGE CHECK | 4.73 | 4.59 | 0.15 | 4.50 | 4.29 |
| 5.93 | 5.80 | 0.13 | 3RD PARTY AVG CHECK | 6.02 | 5.80 | 0.22 | 5.97 | 5.88 |
| 4.18 | 3.80 | 0.37 | ASUCLA AVERAGE CHECK | 4.20 | 4.07 | 0.13 | 4.42 | 4.12 |
| 24 477 | 22 /7/ | -001 | EMBLOVEE HOURS | 125 400 | 124 (00 | 1 100 | 24 205 | 120 /20 |
| 24,477 | 23,676 | | EMPLOYEE HOURS | 135,489 | 136,688 | 1,199 | 24,205 | 129,639 |
| 27.85 | 26.47 | 1.38 | SALES/LABOR HOUR | 34.45 | 33.31 | 1.14 | 27.96 | 32.75 |

SERVICES DIVISION INCOME STATEMENT

| DEC. 05(11/27/11-12/31/11) | | |] | FI | SCAL YEAR 11-1 | 2 | FISCAL YEAR 10-11 | | | |
|----------------------------|-----------------|------------------|-----------------------------------|------------------|------------------|------------------|-------------------|------------------|--|--|
| | CURRENT MONTH | | 1 | | MO(07/31/11-12 | | LAST YEAR | | | |
| ACTUAL | BUDGET | VARIANCE | 1 | ACTUAL | BUDGET | VARIANCE | MONTH | YTD | | |
| | | | 1 | | | | | | | |
| 12,558 | 5,746 | 6,812 | PHOTOGRAPHY | 75,538 | 71,518 | 4,020 | 5,527 | 68,773 | | |
| 12,558 | 5,746 | 6,812 | TOTAL SALES | 75,538 | 71,518 | 4,020 | 5,527 | 68,773 | | |
| | | | | | • | | | | | |
| 566 | 585 | 19 | Less: Cost of Sales | 2,026 | 2,688 | 662 | 584 | 2,687 | | |
| 11,992 | 5,161 | 6,831 | GROSS MARGIN | 73,512 | 68,830 | 4,682 | 4,943 | 66,086 | | |
| 95.5 | 89.8 | 5.7 | GROSS MARGIN % | 97.3 | 96.2 | 1.1 | 89.4 | 96.1 | | |
| | | | | | | | | | | |
| 95.5 | 89.8 | 5.7 | PHOTOGRAPHY | 97.3 | 96.2 | 1.1 | 89.4 | 96.1 | | |
| | | | | | | | | | | |
| 206,449 | 195,000 | 11,449 | TRADEMARKS AND LICENSING | 971,853 | 936,675 | 35,178 | 130,598 | 873,560 | | |
| 80,096 | 86,789 | <6,693> | LEASED OPS | 398,899 | 429,523 | <30,624> | 75,830 | 377,309 | | |
| 286,545 | 281,789 | 4,756 | OTHER INCOME | 1,370,752 | 1,366,198 | 4,554 | 206,428 | 1,250,869 | | |
| 298,537 | 286,950 | 11,587 | GROSS MARGIN/OTHER | 1,444,264 | 1,435,028 | 9,236 | 211,372 | 1,316,956 | | |
| | | | | | | | | | | |
| | | | Less: Controllable Exp | | | | | | | |
| 22 172 | 27.4/4 | 4 201 | C \\\ | 158.909 | 175 074 | 1/ 0/5 | 20.027 | 14/ 120 | | |
| 33,173 | 37,464 | 4,291 | Career Wages Student Wages | | 175,874 | 16,965 | 30,036 | 146,129 | | |
| 159 33,332 | 355 37,819 | 196 4,487 | TOTAL WAGES | 4,323 163,232 | 3,415 179,289 | <908> 16,057 | 323 30,359 | 2,408 148,537 | | |
| 265.4 | 658.2 | 392.8 | WAGE % TO SALES | 216.1 | 250.7 | 34.6 | 549.3 | 216.0 | | |
| 203.4 | 030.2 | 392.0 | WAGE % TO SALES | 210.1 | 250.7 | 34.0 | 549.5 | 210.0 | | |
| 14,120 | 17,217 | 3,097 | Employee Benefits | 67,149 | 77,523 | 10,374 | 12,073 | 59,134 | | |
| 682 | 833 | 151 | Office Supplies | 4,693 | 3,859 | <834> | 1,159 | 4,124 | | |
| 730 | 604 | <126> | Telephone | 3,607 | 3,015 | <592> | 729 | 3,666 | | |
| 35 | 105 | 70 | Postage | 293 | 525 | 232 | 6 | 367 | | |
| 0 | 0 | 0 | Trav/Trips/Conference | 9,682 | 10,000 | 318 | 0 | 6,900 | | |
| 1,839 | 2,000 | 161 | Enforcement | 7,805 | 8,000 | 195 | 1,464 | 7,282 | | |
| 0 | 0 | 0 | Advertising | 0 | 39 | 39 | 0 | 39 | | |
| 2,883 | 2,860 | <23> | Business Promotion | 14,247 | 14,300 | 53 | 2,229 | 22,733 | | |
| 43 | 200 | 157 | Repairs & Maintenance | 736 | 548 | <188> | 200 | 548 | | |
| 3,033 | 3,077 | 44 | Professional Services | 12,565 | 15,610 | 3,045 | 300 | 22,556 | | |
| 0 | 1,150 | 1,150 | Legal | 8,086 | 5,750 | <2,336> | 6,110 | 10,510 | | |
| 0 | 0 | 0 | External Audit | 0 | 0 | 0 | 5,000 | 5,000 | | |
| 11,289 | 3,500 | <7,789> | Trademark | 34,739 | 17,500 | <17,239> | 9,000 | 25,375 | | |
| 3,901 | 0 | <3,901> | Intern'l Agnt Fee/Tax | 38,544 | 32,123 | <6,421> | 0 | 35,243 | | |
| 19,533 | 19,500 | <33> | Domestic Agency Fee | 78,217 | 78,500 | 283 | 12,933 | 68,670 | | |
| 78,512 | 73,025 | <5,487> | Payment to UCLA | 317,558 | 285,558 | <32,000> | 39,650 | 250,150 | | |
| 136,598 | 124,071 | <12,527> | TOTAL OTHER CONTROL. | 597,920 | 552,850 | <45,070> | 90,853 | 522,297 | | |
| 169,930 | 161,890 | <8,040> | TOTAL CONTROLLABLE EXP | 761,152 | 732,139 | <29,013> | 121,212 | 670,834 | | |
| | | | GROSS CONTRIBUTION TO | | | | | | | |
| 128,607 | 125,060 | 3,547 | SVCS AND ENTERPRISES | 683,112 | 702,889 | <19,777> | 90,160 | 646,122 | | |
| | | | | | | | | | | |
| | | | Less: Allocated Exp | | | | | | | |
| 0.477 | 0.404 | | | 0.077 | 10.050 | 4 075 | 0.005 | | | |
| 2,177 | 2,621 | 444 | Allocated ExpHR | 9,877 | 10,952 | 1,075 | 2,005 | 9,020 | | |
| 12,375 | 12,940 | 565 | Allocated Exp. Fin | 52,358 | 51,939 | <419> | 9,279 | 48,464 | | |
| 6,107 | 5,719 | | Allocated ExpIS | 23,077 | 22,198 | <879> | 3,882 | 20,122 | | |
| 3,004 | 3,069 | 65 | Allocated Exp. Mktg | 12,454 | 12,150 | <304> | 2,203 6,772 | 11,940 31,978 | | |
| 9,258 10,920 | 8,375 12,256 | <883> 1,336 | Allocated Exp Othr SA Maintenance | 36,173 59,011 | 32,922 60,877 | <3,251> 1,866 | 6,772 10,921 | 31,978 57,736 | | |
| 5,371 | 4,511 | | Utilities | 24,559 | 24,635 | 76 | 4,925 | 25,171 | | |
| 5,277 | 5,277 | <000 <i>></i> | Depreciation | 26,385 | 26,385 | 1 | 5,345 | 26,710 | | |
| 54,489 | 54,768 | 279 | TOTAL ALLOCATED EXP | 243,894 | 242,058 | <1,836> | 45,332 | 231,141 | | |
| 34,407 | 34,700 | 217 | . O ME NEEDOMED EM | 210,074 | 2 12,000 | .1,000> | 10,002 | 201,171 | | |
| 74,118 | 70,292 | 3,826 | NET INCOME (LOSS) | 439,219 | 460,831 | <21,612> | 44,828 | 414,981 | | |
| , | . 0/2/2 | 0,020 | (2000) | .371=.7 | . 50,001 | -1,0.2 | ,020 | ,,, | | |

UCLA STUDENT UNION INCOME STATEMENT

| DEC. 05(11/27/11-12/31/11) | | 1 | FISCAL YEAR 10-11 | | | | | |
|----------------------------|------------------|-------------------------------|--------------------------------------|--|--------------------|-------------------|------------------|--------------------|
| | CURRENT MONTH | |] | FISCAL YEAR 11-12 YTD 5 MO(07/31/11-12/31/11) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE |] | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | | | | | |
| 22,975 | 25,200 | | EVENT SERVICES OFFICE | 212,714 | 181,190 | 31,524 | 41,512 | 184,936 |
| 1,149 | 2,761 52,242 | | RECREATION & GAMES AU POST OFFICE | 9,555 | 16,320 | <6,765> | 1,774 | 15,598 |
| 63,883 88,007 | 52,242 80,203 | 11,641 7,804 | TOTAL SALES | 251,702 473,971 | 251,535 449,045 | 167 24,926 | 51,081 94,366 | 245,948 446,482 |
| 00,007 | 00,203 | 7,004 | TOTAL SALES | 473,771 | 447,043 | 24,720 | 74,300 | 440,402 |
| 63,820 | 51,353 | <12,467> | AU Post Office Cost | 247,703 | 247,257 | <446> | 50,582 | 240,294 |
| 4,671 | 6,635 | 1,964 | Facilities Costs | 48,465 | 41,244 | <7,221> | 14,294 | 44,417 |
| 0 | 50 | 50 | Cost of Sales GM RM | 196 | 250 | 54 | 0 | 361 |
| 68,491 | 58,038 | <10,453> | | 296,364 | 288,751 | <7,613> | 64,876 | 285,072 |
| 77.8 | 72.4 | | COST OF SALES % | 62.5 | 64.3 | 1.8 | 68.8 | 63.9 |
| 19,516 | 22,165 | <2,649> | GROSS MARGIN | 177,607 | 160,294 | 17,313 | 29,491 | 161,411 36.2 |
| 22.2 | 27.6 | <5.5> | GROSS MARGIN % | 37.5 | 35.7 | 1.8 | 31.3 | 30.2 |
| 79.7 | 73.7 | 6.0 | EVENT SERVICES OFFICE | 77.2 | 77.2 | <0.0> | 65.6 | 76.0 |
| 100.0 | 98.2 | 1.8 | RECREATION & GAMES | 98.0 | 98.5 | <0.5> | 100.0 | 97.7 |
| 0.1 | 1.7 | <1.6> | AU POST OFFICE | 1.6 | 1.7 | <0.1> | 1.0 | 2.3 |
| | | | | | | | | |
| 2,953 | 11,638 | | STUDENT UNION OPS | 50,459 | 62,124 | <11,665> | 7,985 | 48,176 |
| 1,447 | 1,939 | | RECREATION & GAMES | 10,409 | 16,049 | <5,640> | 1,939 | 16,048 |
| 11,539 | 9,197 | 2,342 | AU POST OFFICE OTHER INCOME | 44,161 105.030 | 44,281 | <120> | 8,988 | 42,844 107.067 |
| 15,939 35,455 | 22,774 44,939 | <0,035 <i>></i> <9,484> | | 282,637 | 122,454 282,748 | <17,424> <111> | 18,912 48,403 | 268,478 |
| 33,433 | 44,737 | < 7, 101 > | GROSS MARGIN/OTTER | 202,037 | 202,740 | \1111 <i>></i> | 40,403 | 200,470 |
| | | | Less: Controllable Exp | | | | | |
| | | | | | | | | |
| 27,566 | 29,682 | 2,116 | Career Wages | 146,316 | 145,966 | <350> | 28,881 | 142,638 |
| 15,196 | 16,581 | 1,385 | Student Wages | 99,275 | 102,383 | 3,108 | 12,855 | 91,422 |
| 42,762 | 46,263 | 3,501 | TOTAL WAGES | 245,591 | 248,349 | 2,758 | 41,736 | 234,059 |
| 48.6 | 57.7 | 9.1 | WAGE % TO SALES | 51.8 | 55.3 | 3.5 | 44.2 | 52.4 |
| 12,779 | 13,799 | 1,020 | Employee Benefits | 66,059 | 67,010 | 951 | 11,426 | 60,484 |
| 586 | 761 | 175 | Office Supplies | 3,679 | 4,065 | 386 | 203 | 4,219 |
| 3,586 | 3,705 | 119 | Telephone | 16,829 | 17,615 | 786 | 3,436 | 17,397 |
| 0 | 0 | 0 | Trav/Trips/Conference | 58 | 1,250 | 1,192 | 553 | 1,198 |
| 1,979 | 2,274 | 295 | 24 Hour Study Lounge | 1,979 | 2,274 | 295 | 2,411 | 2,475 |
| 1,139 | 232 | | Student Comm Art | 1,603 | 696 | <907> | 232 | 696 |
| 0 | 0 | 0 | Training Programs | 5,261 | 4,111 | <1,150> | 57 | 4,705 |
| 301 | 89 | | Annual ASUCLA Events | 18,876 | 17,120 | <1,756> | 408 | 18,426 |
| 1,223 178 | 5,265 305 | 4,042 127 | Student Event Exp Operating Supplies | 23,200 3,399 | 28,698 1,715 | 5,498 <1,684> | 4,934 454 | 28,981 3,964 |
| 0 | 80 | 80 | Tournament Prizes | 105 | 575 | 470 | 80 | 575 |
| 0 | 30 | 30 | Replacements | 687 | 307 | <380> | 0 | 256 |
| 0 | 0 | 0 | Uniforms | 67 | 0 | <67> | 0 | 103 |
| 0 | 30 | 30 | Advertising | 2,160 | 879 | <1,281> | 48 | 608 |
| 427 | 452 | 25 | Business Promotion | 5,635 | 2,356 | <3,279> | 513 | 2,149 |
| 1,902 | 600 | | Repairs & Maintenance | 8,550 | 6,040 | <2,510> | 339 | 7,874 |
| 1,100 | 1,083 | | Repairs & Mtce-Equip | 5,500 | 5,415 | <85> | 1,083 | 5,267 |
| 1,237 | 1,297 | 60 | Bank Card Expense | 6,019 | 6,391 | 372 | 1,062 | 6,299 |
| <23> 958 | 31 1,163 | 54 205 | Overs/Shorts Commission Expense | <22> 6,495 | 150 9,630 | 172 3,135 | 0 1,177 | 0 9,785 |
| 126 | 1,163 | | Student Support Svcs | 6,495 2,638 | 9,630 2,450 | 3,135 <188> | 0 | 9,785 2,512 |
| 15,417 | 15,417 | < 120 > | Interaction Fund | 77,083 | 77,085 | 2 | 15,417 | 77,083 |
| 2,049 | 7,000 | 4,951 | Waiver Pool | 33,880 | 39,000 | 5,120 | 1,612 | 29,570 |
| 44,964 | 53,613 | 8,649 | TOTAL OTHER CONTROL. | 289,742 | 294,832 | 5,090 | 45,446 | 284,624 |
| 87,726 | 99,876 | 12,150 | TOTAL CONTROLLABLE EXP | 535,333 | 543,181 | 7,848 | 87,181 | 518,683 |
| 50.074 | 54.007 | | GROSS CONTRIBUTION TO | 050 (0) | 0/0/400 | 7 707 | 00.770 | 050 005 |
| <52,271> | <54,937> | 2,666 | SVCS AND ENTERPRISES | <252,696> | <260,433> | 7,737 | <38,778> | <250,205> |
| | | | Less: Allocated Exp | | | | | |
| | | | | | | | | |
| 2,793 | 3,206 | 413 | Allocated ExpHR | 14,785 | 15,088 | 303 | 2,757 | 14,165 |
| 4,301 | 4,634 | 333 | Allocated Exp. Fin | 21,083 | 20,944 | <139> | 4,959 | 20,642 |
| 2,122 | 2,048 | | Allocated ExpIS | 9,105 | 8,937 | <168> | 2,075 | 8,573 |
| 1,044 | 1,099 | 55 | Allocated Exp. Mktg | 4,997 | 4,878 | <119> | 1,177 | 5,003 |
| 3,217 | 2,999 | | Allocated Exp Othr SA | 14,438 | 13,254 | <1,184> | 3,619 | 13,731 |
| 32,441 15,956 | 36,421 13,400 | 3,980 <2,556> | Maintenance Utilities | 175,314 72,963 | 180,902 73,186 | 5,588 223 | 32,446 14,631 | 171,529 74,779 |
| 18,397 | 17,382 | | Depreciation | 72,963 90,635 | 73,186 86,910 | <3,725> | 18,161 | 74,779 90,110 |
| 80,271 | 81,189 | 918 | TOTAL ALLOCATED EXP | 403,320 | 404,099 | 779 | 79,825 | 398,532 |
| | | | | | | | | |
| <132,542> | <136,126> | 3,584 | NET INCOME (LOSS) | <656,016> | <664,532> | 8,516 | <118,603> | <648,738> |

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

| DEC. 0 | 05(11/27/11-12/3 | 1/11) | | F | ISCAL YEAR 11-1 | 2 | FISCAL YE | AR 10-11 |
|--------------|------------------|---------------------------------------|--|-----------------------------|------------------|------------------|----------------|------------------|
| | CURRENT MONTH | | | YTD 5 MO(07/31/11-12/31/11) | | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET | VARIANCE | | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 291,968 | 298,062 | 6,094 | Career Wages | 1,465,526 | 1,466,175 | 649 | 290,826 | 1,440,544 |
| 0 | 300 | 300 | Limited Appointment | 480 | 1,500 | 1,020 | 4,265 | 20,976 |
| 19,973 | 26,817 | 6,844 | Student Wages | 156,185 | 166,240 | 10,055 | 19,418 | 162,341 |
| 311,941 | 325,179 | 13,238 | TOTAL WAGES | 1,622,191 | 1,633,915 | 11,724 | 314,510 | 1,623,861 |
| 6.9 | 7.4 | 0.5 | WAGE % TO TOTAL SALES | 5.3 | 5.3 | <0.0> | 7.4 | 5.5 |
| 10,620 0 | 1,000 833 | <9,620> 833 | Emp Awards, Profess. Emp Awards, Students | 11,667 861 | 5,000 4,165 | <6,667> 3,304 | 9,558 0 | 9,558 2,000 |
| 120,748 | 122,999 | 2,251 | Employee Benefits | 586,588 | 596,959 | 10,371 | 110,245 | 547,836 |
| 8,346 | 6,603 | | Office Supplies | 36,031 | 38,538 | 2,507 | 5,988 | 34,962 |
| 9,852 | 10,117 | 265 | Telephone | 47,419 | 50,305 | 2,886 | 9,669 | 47,959 |
| 992 | 1,138 | 146 | Postage | 4,742 | 5,644 | 902 | 1,116 | 5,454 |
| 250 | 438 | 188 | Trav/Trips/Conference | 2,602 | 1,859 | <743> | 71 | 708 |
| 0 | 40 | 40 | Expense Allowance | 0 | 200 | 200 | 147 | 219 |
| 1,825 | 4,235 | 2,410 | Employee Relations | 2,640 | 5,255 | 2,615 | 3,539 | 5,400 |
| 0 | 76 | 76 | Fingerprinting | 741 | 646 | <95> | 0 | 228 |
| 128 | 425 | 297 | Recruitment | 703 | 1,395 | 692 | 0 | 2,400 |
| 5 | 620 | 615 | Operating Supplies | 2,486 | 3,100 | 614 | 979 | 3,148 |
| 307 | 250 | <57> | Uniforms | 1,825 | 1,250 | <575> | 261 | 1,146 |
| <1,282> | <5,118> | <3,836> | Security Expense | <17,571> | <25,590> | <8,019> | <3,974> | <26,452> |
| 275 | 50 | <225> | Security Equipment | 275 | 250 | <25> | 0 | 0 |
| 2,367 | 2,450 | 83 | Alarm Monitoring | 11,846 | 11,905 | 59 | 2,276 | 11,478 |
| 1,220 | 1,200 | | Advertising | 10,096 | 6,000 | <4,096> | 1,357 | 5,582 |
| 1,850 | 1,850 | 0 | Benefits U Adv | 9,166 | 9,380 | 214 | 2,563 | 10,093 |
| 5,748 | 5,256 | | Repairs & Maintenance | 18,777 | 27,571 | 8,794 | 3,215 | 25,017 |
| 15,792 | 10,244 | | Repairs & Mtce-Equip | 49,474 | 51,220 | 1,746 | 7,605 | 40,403 |
| 0 | 31 | 31 | Printing | 183 | 283 | 100 | 53 | 284 |
| 4,842 | 4,842 | 0 | Bruin One Card Exp | 45,526 | 45,526 | 0 | 7,391 | 48,597 |
| 0 | 80 | 80 | Overs/Shorts | <5> | 400 | 405 | <145> | <127> |
| 18,338 | 13,042 | | Insurance Expense | 91,690 | 65,210 | <26,480> | 11,341 | 56,705 |
| 3,957 814 | 4,464 | 507 | Professional Services | 14,887 | 15,848 | 961 <5> | 4,252 | 16,495 5,155 |
| 9,828 | 813 9,828 | <1> | Legal External Audit | 4,070 49,509 | 4,065 49,392 | <5> <117> | 1,031 9,828 | 49,392 |
| 9,828 | 500 | | Temp Agency Service | 2,467 | 2,400 | <67> | 9,626 514 | 1,744 |
| 9,167 | 9,375 | 208 | Internal Audit | 46,246 | 46,875 | 629 | 9,375 | 46,875 |
| 0 | 0 | 0 | Tax Consulting | 3,250 | 3,250 | 0 | 0 | 3,250 |
| 0 | 0 | 0 | Miscellaneous | 0,200 | 0,200 | 0 | 0 | 143 |
| 9,251 | 10,000 | 749 | Board of Directors | 48,790 | 50,000 | 1,210 | 8,793 | 43,119 |
| 0 | 0 | 0 | Special Projects | 0 | 0 | 0 | 4,000 | 4,000 |
| 2,415 | 4,496 | 2,081 | Misc. Bank Charges | 17,953 | 22,611 | 4,658 | 3,035 | 19,814 |
| 4,456 | 4,600 | 144 | Armored Carrier Expense | 22,426 | 23,000 | 574 | 4,358 | 20,674 |
| 7,417 | 7,417 | 0 | UCOP Payroll Services | 37,083 | 37,085 | 2 | 7,417 | 37,083 |
| 15,498 | 13,516 | <1,982> | UCLA Recharge Expense | 77,090 | 67,580 | <9,510> | 11,850 | 59,250 |
| 641 | 2,000 | 1,359 | Special Events | 15,579 | 19,200 | 3,621 | 1,816 | 14,819 |
| 266,566 | 249,710 | | TOTAL OTHER CONTROL. | 1,257,112 | 1,247,777 | <9,335> | 239,520 | 1,154,409 |
| 578,507 | 574,889 | <3,618> | TOTAL CONTROLLABLE EXP | 2,879,304 | 2,881,692 | 2,388 | 554,030 | 2,778,270 |
| | | | Less: Allocated Exp | | | | | |
| 13,252 | 14,884 | 1,632 | Maintenance | 71,614 | 73,929 | 2,315 | 13,254 | 70,069 |
| 6,518 | 5,474 | <1,032 <1,044> | | 71,814 29,805 | 73,929 29,897 | 2,315 92 | 5,977 | 30,548 |
| 17,885 | 17,470 | | Depreciation | 88,082 | 29,897 87,350 | <732> | 17,758 | 30,546 87,629 |
| 37,655 | 37,828 | 173 | TOTAL ALLOCATED EXP | 189,501 | 191,176 | 1,675 | 36,989 | 188,246 |
| 616,162 | 612,717 | <3,445> | NET EXPENSE | 3,068,805 | 3,072,868 | 4,063 | 591,019 | 2,966,515 |
| | | · · · · · · · · · · · · · · · · · · · | | | | | | |
| <526,348> | <524,144> | 2,204 | Allocated-Svs and Ent | <2,612,984> | <2,624,609> | <11,625> | <505,476> | <2,528,575> |
| <24,280> | <24,280> | 0 | Allocated-USAC | <119,866> | <119,866> | 0 | <23,298> | <115,577> |
| <3,637> | <3,637> | 0 | Allocated-GSA | <16,979> | <16,979> | 0 | <3,583> | <16,831> |
| <61,897> | <60,656> | 1,241 | Allocated-Comm Board | <318,976> | <311,414> | 7,562 | <58,662> | <305,532> |
| <616,162> | <612,717> | 3,445 | TOTAL OTHER | <3,068,805> | <3,072,868> | <4,063> | <591,019> | <2,966,515> |
| <0> | 0 | 0 | TOTAL EXPENSE | <0> | 0 | 0 | <0> | 0 |

MAINTENANCE DIVISION EXPENSE STATEMENT

| DEC. (| 05(11/27/11-12/3 | 31/11) | |
|-----------|------------------|----------|-------------------------|
| (| CURRENT MONTH | | |
| ACTUAL | BUDGET | VARIANCE | |
| | | | |
| 94,402 | 96,038 | 1,636 | Career Wages |
| 0 | 0 | 0 | Limited Appointment |
| 0 | 0 | 0 | Labor Recharge |
| <4,353> | <3,900> | 453 | Billed Labor Costs |
| <8,917> | <3,000> | 5,917 | Capitalized Wages |
| 81,132 | 89,138 | 8,006 | TOTAL WAGES |
| | | | |
| 55,400 | 57,183 | 1,783 | Employee Benefits |
| 430 | 165 | <265> | Office Supplies |
| 875 | 966 | 91 | Telephone |
| 0 | 30 | 30 | Trav/Trips/Conference |
| 4,248 | 3,004 | <1,244> | Paper |
| 4,246 | 4,668 | 422 | Cleaning Supplies |
| 603 | 825 | 222 | Replacements |
| <517> | 776 | 1,293 | Laundry |
| 10,697 | 15,600 | 4,903 | Repairs & Maintenance |
| 2,785 | 2,925 | 140 | Repairs & Mtce-Elevator |
| 0 | 100 | 100 | Repairs & Mtce-Equip |
| 199 | 210 | 11 | Painting Program |
| 0 | 250 | 250 | Incidental Proj Exp |
| 1,057 | 2,650 | 1,593 | Air Conditioning-Maint |
| 4,538 | 6,305 | 1,767 | Rub Remvl/Hauling |
| 3,017 | 3,219 | 203 | Rodent & Pest Control |
| 385 | 955 | 570 | Rentals-Truck |
| 87,962 | 99,831 | 11,869 | TOTAL OTHER CONTROL. |
| 169,095 | 188,969 | 19,874 | TOTAL CONTROLLABLE EXP |
| | | | |
| | | | Less: Allocated Exp |
| 15,956 | 17,078 | 1,122 | Depreciation |
| 15,956 | 17,078 | 1,122 | TOTAL ALLOCATED EXP |
| 185,051 | 206,047 | 20,996 | NET EXPENSE |
| | - | | |
| <156,819> | <176,036> | <19,217> | Allocated-Svs and Ent |
| <6,058> | <6,058> | 0 | Allocated-USAC |
| <2,296> | <2,296> | 0 | Allocated-GSA |
| <6,626> | <6,774> | | Allocated-Comm Board |
| <13,252> | <14,884> | <1,632> | Allocated-A & SS |
| <185,051> | <206,048> | <20,997> | TOTAL OTHER |
| <0> | <1> | <1> | TOTAL EXPENSE |
| \0/ | 11/ | 11/ | . O . ME EM ENGE |

| | ISCAL YEAR 11-1 | FISCAL YEAR 10-11 | | | | |
|-----------|-----------------|-------------------|-----------|-----------|--|--|
| YTD 5 I | MO(07/31/11-12 | LAST YEAR ACTUAL | | | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD | | |
| | | | | | | |
| 460,559 | 474,267 | 13,708 | 95,155 | 465,569 | | |
| 6,224 | 0 | <6,224> | 2,237 | 4,316 | | |
| <9,652> | 0 | 9,652 | 0 | 0 | | |
| <23,342> | <18,126> | 5,216 | <4,532> | <20,636> | | |
| <23,925> | <15,000> | 8,925 | <3,878> | <24,683> | | |
| 409,864 | 441,141 | 31,277 | 88,983 | 424,566 | | |
| | | | | | | |
| 258,418 | 272,198 | 13,780 | 50,776 | 248,272 | | |
| 921 | 825 | <96> | 18 | 622 | | |
| 3,751 | 4,979 | 1,228 | 954 | 4,850 | | |
| 474 | 150 | <324> | 0 | 0 | | |
| 22,400 | 21,300 | <1,100> | 4,256 | 21,860 | | |
| 25,854 | 24,019 | <1,835> | 4,942 | 24,166 | | |
| 6,606 | 4,727 | <1,879> | 1,171 | 4,905 | | |
| 2,663 | 4,103 | 1,440 | 615 | 3,634 | | |
| 108,895 | 78,000 | <30,895> | 2,972 | 80,260 | | |
| 14,933 | 14,625 | <308> | 2,780 | 13,563 | | |
| 39 | 500 | 461 | 0 | 94 | | |
| 1,660 | 1,050 | <610> | 0 | 752 | | |
| 467 | 1,250 | 783 | 234 | 569 | | |
| 12,872 | 13,250 | 378 | 1,204 | 9,715 | | |
| 32,112 | 35,457 | 3,345 | 5,290 | 34,967 | | |
| 14,203 | 15,813 | 1,611 | 3,121 | 15,603 | | |
| 2,633 | 4,775 | 2,142 | 1,146 | 3,777 | | |
| 508,901 | 497,021 | <11,880> | 79,478 | 467,609 | | |
| 918,765 | 938,162 | 19,397 | 168,461 | 892,175 | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 77,878 | 85,390 | 7,512 | 16,371 | 82,634 | | |
| 77,878 | 85,390 | 7,512 | 16,371 | 82,634 | | |
| 996,642 | 1,023,552 | 26,910 | 184,832 | 974,809 | | |
| | | | | | | |
| <847,451> | <874,283> | <26,833> | <156,840> | <829,150> | | |
| <30,290> | <30,290> | 0 | <5,882> | <29,410> | | |
| <11,480> | <11,480> | 0 | <2,229> | <11,145> | | |
| <35,808> | <33,569> | 2,239 | <6,627> | <35,035> | | |
| <71,614> | <73,929> | <2,315> | <13,254> | <70,069> | | |
| <996,643> | <1,023,551> | <26,909> | <184,832> | <974,809> | | |
| <0> | 1 | 1 | 0 | 0 | | |

UTILITIES EXPENSE STATEMENT

| DEC. | 05(11/27/11-12/ | | |
|----------|-----------------|----------|------------------------|
| | CURRENT MONTH | | |
| ACTUAL | ACTUAL BUDGET | | |
| | | | |
| 3,048 | 7,701 | 4,653 | Chiller Water |
| 70,883 | 50,982 | <19,901> | Elec-Non Air Cond. |
| 4,505 | 5,059 | 554 | Water-Non Air Cond. |
| 9,387 | 10,024 | 637 | Steam-Non Air Cond. |
| 2,707 | 2,845 | 138 | Gas |
| 90,530 | 76,611 | <13,919> | TOTAL OTHER CONTROL. |
| 90,530 | 76,611 | <13,919> | TOTAL CONTROLLABLE EXP |
| | | | |
| <77,129> | <64,776> | 12,353 | Allocated-Svs and Ent |
| <2,628> | <2,628> | 0 | Allocated-USAC |
| <996> | <996> | 0 | Allocated-GSA |
| <3,259> | <2,737> | 522 | Allocated-Comm Board |
| <6,518> | <5,474> | 1,044 | Allocated-A & SS |
| <90,530> | <76,611> | 13,919 | TOTAL OTHER |
| | | | |
| 0 | 0 | 0 | TOTAL EXPENSE |

| F | ISCAL YEAR 11-1 | FISCAL YEAR 10-11 | | |
|-----------|-----------------|-------------------|----------|-----------|
| YTD 5 I | MO(07/31/11-12 | LAST YEAR ACTUAL | | |
| ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| | | | | |
| 70,290 | 67,742 | <2,548> | 11,574 | 74,238 |
| 274,662 | 266,680 | <7,982> | 55,365 | 282,467 |
| 30,656 | 33,826 | 3,170 | 7,576 | 31,542 |
| 29,253 | 33,135 | 3,882 | 8,256 | 30,195 |
| 10,657 | 15,354 | 4,697 | 1,130 | 9,909 |
| 415,518 | 416,737 | 1,219 | 83,901 | 428,351 |
| 415,518 | 416,737 | 1,219 | 83,901 | 428,351 |
| | | | | |
| <352,690> | <353,772> | <1,082> | <70,726> | <361,480> |
| <13,140> | <13,140> | 0 | <3,053> | <15,265> |
| <4,980> | <4,980> | 0 | <1,157> | <5,785> |
| <14,903> | <14,948> | <45> | <2,988> | <15,273> |
| <29,805> | <29,897> | <92> | <5,977> | <30,548> |
| <415,518> | <416,737> | <1,219> | <83,901> | <428,351> |
| | | | | |
| 0 | 0 | 0 | 0 | 0 |