

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES**

February (01/27/13 - 02/23/13)

Prepared

March 11, 2013

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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

| FEBRUARY (01/27/13 - 02/23/13) | | | | | | | | | | FY 11-12 | | FISCAL YEAR 2012-2013 | | | | | | | | | | FY 11-12 | |
|--------------------------------|---------------|--------------|---------------|--------------|---------------|-------------|--------------|---------------|----------------|--|---|------------------------------------|---|--------|---|----------|---|------------|---|---------------|---|----------------|---------------|
| CURRENT MONTH | | | | | | | | | | ** | | YTD 7 MONTHS (07/29/12 - 02/23/13) | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | | |
| | | | | \$ | % | \$ | % | | | | | | | | | \$ | % | \$ | % | | | | |
| 2,563 | | 2,815 | | (252) | (9.0%) | 66 | 2.6% | 2,497 | | GROSS INCOME | | | | | | | | | | | | 30,442 | |
| 1,485 | | 1,536 | | (51) | (3.3%) | 167 | 12.7% | 1,318 | | UCLA Store | | | | | | | | | | | | 30,207 | |
| 213 | | 201 | | 12 | 6.0% | 58 | 37.4% | 155 | | UCLA Restaurants | | | | | | | | | | | | 8,665 | |
| 168 | | 134 | | 34 | 25.4% | 21 | 14.3% | 147 | | Services Division | | | | | | | | | | | | 2,163 | |
| | | | | | | | | | | UCLA Student Union | | | | | | | | | | | | 867 | |
| 4,429 | | 4,686 | | (257) | (5.5%) | 312 | 7.6% | 4,117 | | TOTAL | | | | | | | | | | | | 41,902 | |
| | | | | | | | | | | GROSS MARGIN | | | | | | | | | | | | | |
| 838 | 32.7% | 968 | 34.4% | (130) | (1.7) Pts. | (8) | (1.2) Pts. | 846 | 33.9% | UCLA Store | | | | | | | | | | | | 9,116 | 30.2% |
| 1,049 | 70.6% | 1,088 | 70.8% | (39) | (0.2) | 132 | 1.0 | 917 | 69.6% | UCLA Restaurants | | | | | | | | | | | | 6,109 | 70.5% |
| 213 | 100.0% | 200 | 99.5% | 13 | 0.5 | 58 | 0.0 | 155 | 100.0% | Services Division | | | | | | | | | | | | 2,160 | 99.9% |
| 103 | 61.3% | 72 | 53.7% | 31 | 7.6 | 22 | 6.2 | 81 | 55.1% | UCLA Student Union | | | | | | | | | | | | 440 | 50.7% |
| 2,203 | 49.7% | 2,328 | 49.7% | (125) | 0.0 | 204 | 1.1 | 1,999 | 48.6% | TOTAL | | | | | | | | | | | | 17,825 | 42.5% |
| | | | | | | | | | | WAGES & BENEFITS | | | | | | | | | | | | | |
| 504 | 19.7% | 577 | 20.5% | 73 | 0.8 | 12 | 1.0 | 516 | 20.7% | UCLA Store | | | | | | | | | | | | 3,678 | 12.2% |
| 603 | 40.6% | 622 | 40.5% | 19 | (0.1) | (33) | 2.6 | 570 | 43.2% | UCLA Restaurants | | | | | | | | | | | | 4,028 | 46.5% |
| 48 | 22.5% | 52 | 25.9% | 4 | 3.4 | (4) | 5.9 | 44 | 28.4% | Services Division | | | | | | | | | | | | 323 | 14.9% |
| 66 | 39.3% | 68 | 50.7% | 2 | 11.4 | (1) | 4.9 | 65 | 44.2% | UCLA Student Union | | | | | | | | | | | | 443 | 51.1% |
| 1,221 | 27.6% | 1,319 | 28.1% | 98 | 0.5 | (26) | 1.4 | 1,195 | 29.0% | TOTAL | | | | | | | | | | | | 8,472 | 20.2% |
| | | | | | | | | | | OTHER CONTROLLABLES * | | | | | | | | | | | | | |
| 63 | 2.5% | 69 | 2.5% | 6 | 0.0 | 3 | 0.1 | 66 | 2.6% | UCLA Store | | | | | | | | | | | | 1,450 | 4.8% |
| 180 | 12.1% | 182 | 11.8% | 2 | (0.3) | (45) | (1.9) | 135 | 10.2% | UCLA Restaurants | | | | | | | | | | | | 1,006 | 11.6% |
| 59 | 27.7% | 59 | 29.4% | 0 | 1.7 | (34) | (11.6) | 25 | 16.1% | Services Division | | | | | | | | | | | | 743 | 34.4% |
| 90 | 53.6% | 74 | 55.2% | (16) | 1.6 | (4) | 4.9 | 86 | 58.5% | UCLA Student Union | | | | | | | | | | | | 386 | 44.5% |
| 392 | 8.9% | 384 | 8.2% | (8) | (0.7) | (80) | (1.3) | 312 | 7.6% | TOTAL | | | | | | | | | | | | 3,585 | 8.6% |
| | | | | | | | | | | CONTRIBUTION | | | | | | | | | | | | | |
| 272 | 10.6% | 321 | 11.4% | (49) | (0.8) | 8 | 0.0 | 264 | 10.6% | UCLA Store | | | | | | | | | | | | 3,988 | 13.2% |
| 265 | 17.8% | 284 | 18.5% | (19) | (0.7) | 53 | 1.7 | 212 | 16.1% | UCLA Restaurants | | | | | | | | | | | | 1,075 | 12.4% |
| 106 | 49.8% | 89 | 44.3% | 17 | 5.5 | 20 | (5.7) | 86 | 55.5% | Services Division | | | | | | | | | | | | 1,094 | 50.6% |
| (54) | (32.1%) | (71) | (53.0%) | 17 | 20.9 | 16 | 15.5 | (70) | (47.6%) | UCLA Student Union | | | | | | | | | | | | (389) | (44.9%) |
| 589 | 13.3% | 623 | 13.3% | (34) | 0.0 | 97 | 1.3 | 492 | 12.0% | TOTAL | | | | | | | | | | | | 5,768 | 13.8% |
| | | | | | | | | | | ALLOCATED EXPENSES | | | | | | | | | | | | | |
| 495 | 11.2% | 531 | 11.3% | 36 | 0.1 | 13 | 1.1 | 508 | 12.3% | Admin&Support Services | | | | | | | | | | | | 3,454 | 8.2% |
| 170 | 3.8% | 180 | 3.8% | 10 | 0.0 | (13) | 0.0 | 157 | 3.8% | Maintenance Division | | | | | | | | | | | | 1,167 | 2.8% |
| 86 | 1.9% | 69 | 1.5% | (17) | (0.4) | (30) | (0.5) | 56 | 1.4% | Utilities | | | | | | | | | | | | 611 | 1.5% |
| 215 | 4.9% | 237 | 5.1% | 22 | 0.2 | 3 | 0.4 | 218 | 5.3% | Depreciation | | | | | | | | | | | | 1,571 | 3.7% |
| 966 | 21.8% | 1,017 | 21.7% | 51 | (0.1) | (27) | 1.0 | 939 | 22.8% | TOTAL | | | | | | | | | | | | 6,803 | 16.2% |
| | | | | | | | | | | NET INCOME (LOSS) FROM OPERATIONS | | | | | | | | | | | | | |
| (377) | (8.5%) | (394) | (8.4%) | 17 | (0.1) | 70 | 2.4 | (447) | (10.9%) | | | | | | | | | | | | | (1,035) | (2.5%) |
| | | | | | | | | | | OTHER INC/(EXP) | | | | | | | | | | | | | |
| 1 | 0.0% | 0 | 0.0% | 1 | 0.0 | (11) | (0.3) | 12 | 0.3% | Non-Recurrent Inc/(Exp) | | | | | | | | | | | | 16 | 0.0% |
| 13 | 0.3% | 15 | 0.3% | (2) | 0.0 | (5) | (0.1) | 18 | 0.4% | Interest Income | | | | | | | | | | | | 139 | 0.3% |
| (54) | (1.2%) | (54) | (1.2%) | 0 | 0.0 | 2 | 0.2 | (56) | (1.4%) | Interest (Expense) | | | | | | | | | | | | (375) | (0.9%) |
| 0 | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.0 | 0 | 0.0% | Income Taxes | | | | | | | | | | | | 0 | 0.0% |
| 202 | 4.6% | 202 | 4.3% | 0 | 0.3 | 16 | 0.1 | 186 | 4.5% | Student Union Fee Income | | | | | | | | | | | | 1,417 | 3.4% |
| 162 | 3.7% | 163 | 3.5% | (1) | 0.2 | 2 | (0.2) | 160 | 3.9% | TOTAL | | | | | | | | | | | | 1,197 | 2.9% |
| (215) | (4.9%) | (231) | (4.9%) | 16 | 0.0 | 72 | 2.1 | (287) | (7.0%) | NET INCOME (LOSS) | | | | | | | | | | | | 162 | 0.4% |

* Without Benefits

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

| FEBRUARY (01/27/13 - 02/23/13) | | | | | | | | | | FY 11-12 | | FISCAL YEAR 2012-2013 | | | | | | | | | | FY 11-12 | |
|--|---------------|--------------|---------------|--------------|---------------|--------------|--------------|---------------|----------------|--------------------------|---|------------------------------------|---------------|----------------|---------------|----------------|---------------|--------------|--------------|----------------|---------------|----------|--|
| CURRENT MONTH | | | | | | | | | | ** | | YTD 7 MONTHS (07/29/12 - 02/23/13) | | | | | | | | | | ** | |
| ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | | ACTUAL | | BUDGET | | VARIANCE | | | | LAST YEAR ACT | | | |
| \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | \$ | % | \$ | % | \$ | % | ACT/BUD | | ACT/LY ACT | | \$ | % | | |
| | | | | \$ | % | \$ | % | | | | | | | | | \$ | % | \$ | % | | | | |
| GROSS INCOME | | | | | | | | | | | | | | | | | | | | | | | |
| 2,563 | | 2,815 | | (252) | (9.0%) | 66 | 2.6% | 2,497 | | UCLA Store | | 30,207 | | 31,780 | | (1,573) | (4.9%) | (235) | (0.8%) | 30,442 | | | |
| 1,485 | | 1,536 | | (51) | (3.3%) | 167 | 12.7% | 1,318 | | UCLA Restaurants | | 8,665 | | 8,504 | | 161 | 1.9% | 981 | 12.8% | 7,684 | | | |
| 213 | | 201 | | 12 | 6.0% | 58 | 37.4% | 155 | | Services Division | | 2,163 | | 2,253 | | (90) | (4.0%) | 180 | 9.1% | 1,983 | | | |
| 168 | | 134 | | 34 | 25.4% | 21 | 14.3% | 147 | | UCLA Student Union | | 867 | | 822 | | 45 | 5.5% | 44 | 5.3% | 823 | | | |
| 4,429 | | 4,686 | | (257) | (5.5%) | 312 | 7.6% | 4,117 | | TOTAL | | 41,902 | | 43,359 | | (1,457) | (3.4%) | 970 | 2.4% | 40,932 | | | |
| GROSS MARGIN | | | | | | | | | | | | | | | | | | | | | | | |
| 838 | 32.7% | 968 | 34.4% | (130) | (1.7) Pts. | (8) | (1.2) Pts. | 846 | 33.9% | UCLA Store | | 9,116 | 30.2% | 9,564 | 30.1% | (448) | 0.1 | 177 | 0.8 | 8,939 | 29.4% | | |
| 1,049 | 70.6% | 1,088 | 70.8% | (39) | (0.2) | 132 | 1.0 | 917 | 69.6% | UCLA Restaurants | | 6,109 | 70.5% | 6,008 | 70.6% | 101 | (0.1) | 738 | 0.6 | 5,371 | 69.9% | | |
| 213 | 100.0% | 200 | 99.5% | 13 | 0.5 | 58 | 0.0 | 155 | 100.0% | Services Division | | 2,160 | 99.9% | 2,251 | 99.9% | (91) | 0.0 | 180 | 0.1 | 1,980 | 99.8% | | |
| 103 | 61.3% | 72 | 53.7% | 31 | 7.6 | 22 | 6.2 | 81 | 55.1% | UCLA Student Union | | 440 | 50.7% | 400 | 48.7% | 40 | 2.0 | 39 | 2.0 | 401 | 48.7% | | |
| 2,203 | 49.7% | 2,328 | 49.7% | (125) | 0.0 | 204 | 1.1 | 1,999 | 48.6% | TOTAL | | 17,825 | 42.5% | 18,223 | 42.0% | (398) | 0.5 | 1,134 | 1.7 | 16,691 | 40.8% | | |
| TOTAL CONTROLLABLES | | | | | | | | | | | | | | | | | | | | | | | |
| 566 | 22.1% | 646 | 22.9% | 80 | 0.8 | 16 | 1.2 | 582 | 23.3% | UCLA Store | | 5,128 | 17.0% | 5,413 | 17.0% | 285 | 0.0 | (69) | (0.4) | 5,059 | 16.6% | | |
| 783 | 52.7% | 804 | 52.3% | 21 | (0.4) | (79) | 0.7 | 704 | 53.4% | UCLA Restaurants | | 5,034 | 58.1% | 5,102 | 60.0% | 68 | 1.9 | (406) | 2.1 | 4,628 | 60.2% | | |
| 107 | 50.2% | 111 | 55.2% | 4 | 5.0 | (38) | (5.7) | 69 | 44.5% | Services Division | | 1,066 | 49.3% | 1,140 | 50.6% | 74 | 1.3 | (85) | 0.2 | 981 | 49.5% | | |
| 157 | 93.5% | 143 | 106.7% | (14) | 13.2 | (6) | 9.2 | 151 | 102.7% | UCLA Student Union | | 828 | 95.5% | 807 | 98.2% | (21) | 2.7 | (32) | 1.2 | 796 | 96.7% | | |
| 1,613 | 36.4% | 1,704 | 36.4% | 91 | 0.0 | (107) | 0.2 | 1,506 | 36.6% | TOTAL | | 12,056 | 28.8% | 12,462 | 28.7% | 406 | (0.1) | (592) | (0.8) | 11,464 | 28.0% | | |
| CONTRIBUTION | | | | | | | | | | | | | | | | | | | | | | | |
| 272 | 10.6% | 321 | 11.4% | (49) | (0.8) | 8 | 0.0 | 264 | 10.6% | UCLA Store | | 3,988 | 13.2% | 4,151 | 13.1% | (163) | 0.1 | 108 | 0.5 | 3,880 | 12.7% | | |
| 265 | 17.8% | 284 | 18.5% | (19) | (0.7) | 53 | 1.7 | 212 | 16.1% | UCLA Restaurants | | 1,075 | 12.4% | 906 | 10.7% | 169 | 1.7 | 332 | 2.7 | 743 | 9.7% | | |
| 106 | 49.8% | 89 | 44.3% | 17 | 5.5 | 20 | (5.7) | 86 | 55.5% | Services Division | | 1,094 | 50.6% | 1,111 | 49.3% | (17) | 1.3 | 94 | 0.2 | 1,000 | 50.4% | | |
| (54) | (32.1%) | (71) | (53.0%) | 17 | 20.9 | 16 | 15.5 | (70) | (47.6%) | UCLA Student Union | | (389) | (44.9%) | (407) | (49.5%) | 18 | 4.6 | 6 | 3.1 | (395) | (48.0%) | | |
| 589 | 13.3% | 623 | 13.3% | (34) | 0.0 | 97 | 1.3 | 492 | 12.0% | TOTAL | | 5,768 | 13.8% | 5,761 | 13.3% | 7 | 0.5 | 540 | 1.0 | 5,228 | 12.8% | | |
| ALLOCATED EXPENSES | | | | | | | | | | | | | | | | | | | | | | | |
| 461 | 18.0% | 495 | 17.6% | 34 | (0.4) | 5 | 0.7 | 466 | 18.7% | UCLA Store | | 3,661 | 12.1% | 3,846 | 12.1% | 185 | 0.0 | (9) | (0.1) | 3,652 | 12.0% | | |
| 368 | 24.8% | 391 | 25.5% | 23 | 0.7 | (16) | 1.9 | 352 | 26.7% | UCLA Restaurants | | 2,215 | 25.6% | 2,325 | 27.3% | 110 | 1.7 | (293) | (0.6) | 1,922 | 25.0% | | |
| 48 | 22.5% | 46 | 22.9% | (2) | 0.4 | (8) | 3.3 | 40 | 25.8% | Services Division | | 348 | 16.1% | 357 | 15.8% | 9 | (0.3) | (15) | 0.7 | 333 | 16.8% | | |
| 89 | 53.0% | 85 | 63.4% | (4) | 10.4 | (8) | 2.1 | 81 | 55.1% | UCLA Student Union | | 579 | 66.8% | 576 | 70.1% | (3) | 3.3 | (24) | 0.6 | 555 | 67.4% | | |
| 966 | 21.8% | 1,017 | 21.7% | 51 | (0.1) | (27) | 1.0 | 939 | 22.8% | TOTAL | | 6,803 | 16.2% | 7,104 | 16.4% | 301 | 0.2 | (341) | (0.4) | 6,462 | 15.8% | | |
| NET INCOME (LOSS) FROM OPERATIONS | | | | | | | | | | | | | | | | | | | | | | | |
| (189) | (4.3%) | (174) | (3.7%) | (15) | (0.6) | 15 | 0.7 | (204) | (5.0%) | UCLA Store | | 328 | 0.8% | 306 | 0.7% | 22 | 0.1 | 99 | 0.2 | 229 | 0.6% | | |
| (103) | (2.3%) | (107) | (2.3%) | 4 | 0.0 | 36 | 1.1 | (139) | (3.4%) | UCLA Restaurants | | (1,140) | (2.7%) | (1,419) | (3.3%) | 279 | 0.6 | 40 | 0.2 | (1,180) | (2.9%) | | |
| 58 | 1.3% | 43 | 0.9% | 15 | 0.4 | 12 | 0.2 | 46 | 1.1% | Services Division | | 745 | 1.8% | 753 | 1.7% | (8) | 0.1 | 78 | 0.2 | 667 | 1.6% | | |
| (143) | (3.2%) | (156) | (3.3%) | 13 | 0.1 | 7 | 0.4 | (150) | (3.6%) | UCLA Student Union | | (968) | (2.3%) | (983) | (2.3%) | 15 | 0.0 | (18) | 0.0 | (950) | (2.3%) | | |
| (377) | (8.5%) | (394) | (8.4%) | 17 | (0.1) | 70 | 2.4 | (447) | (10.9%) | TOTAL | | (1,035) | (2.5%) | (1,343) | (3.1%) | 308 | 0.6 | 199 | 0.5 | (1,234) | (3.0%) | | |
| OTHER INC/(EXP) | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | 0.0% | 0 | 0.0% | 1 | 0.0 | (11) | (0.3) | 12 | 0.3% | Non-Recurrent Inc/(Exp) | | 16 | 0.0% | 0 | 0.0% | 16 | 0.0 | (9) | (0.1) | 25 | 0.1% | | |
| 13 | 0.3% | 15 | 0.3% | (2) | 0.0 | (5) | (0.1) | 18 | 0.4% | Interest Income | | 139 | 0.3% | 114 | 0.3% | 25 | 0.0 | (4) | 0.0 | 143 | 0.3% | | |
| (54) | (1.2%) | (54) | (1.2%) | 0 | 0.0 | 2 | 0.2 | (56) | (1.4%) | Interest (Expense) | | (375) | (0.9%) | (375) | (0.9%) | 0 | 0.0 | 20 | 0.1 | (395) | (1.0%) | | |
| 0 | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.0 | 0 | 0.0% | Income Taxes | | 0 | 0.0% | 0 | 0.0% | 0 | 0.0 | 0 | 0.0 | 0 | 0.0% | | |
| 202 | 4.6% | 202 | 4.3% | 0 | 0.3 | 16 | 0.1 | 186 | 4.5% | Student Union Fee Income | | 1,417 | 3.4% | 1,417 | 3.3% | 0 | 0.1 | 118 | 0.2 | 1,299 | 3.2% | | |
| 162 | 3.7% | 163 | 3.5% | (1) | 0.2 | 2 | (0.2) | 160 | 3.9% | TOTAL | | 1,197 | 2.9% | 1,156 | 2.7% | 41 | 0.2 | 125 | 0.3 | 1,072 | 2.6% | | |
| (215) | (4.9%) | (231) | (4.9%) | 16 | 0.0 | 72 | 2.1 | (287) | (7.0%) | NET INCOME (LOSS) | | 162 | 0.4% | (187) | (0.4%) | 349 | 0.8 | 324 | 0.8 | (162) | (0.4%) | | |

**P/L Reconciliation
Feb-13**

| <i>Financial Analysis</i> | \$000's |
|--|----------------|
| | Feb-13 |
| Budgeted Net Income/(Loss) | (231) |
| UCLA Store | |
| Gross Margin: | |
| Bearwear gross income \$28K below plan due to one less Home Basketball Game than budgeted | (19) |
| Fast Track gross margin below plan due to change in product assortments, markdowns are higher than anticipated due to continued liquidation of discontinued categories, and sales below plan due to cool weather negatively impacting activewear and sandal sales, and lack of rain reduced umbrella sales | (7) |
| Bearwear MTW gross margin below plan due to aggressive budget, transition to flat fee shipping rate, and a decrease in Pauley chair sales | (6) |
| Graduation Center gross income \$14K below plan primarily due to timing (sales should be recovered in future months) | (6) |
| Campus Photo Studio gross income \$15K below plan primarily due to timing (sales should be recovered in future months) | (14) |
| Computer Store gross income \$167K below plan due to continued declining sales trend in individual sales and no Apple bonus | (44) |
| Bookzone gross income \$34K below plan due to lower library sales, less customer traffic at One Day Sale, and overall competition trend | (14) |
| HSS Essentials/Market gross income \$11K below plan due to the opening of City Target in Westwood and cannibalization of sales from Court of Science Store | (7) |
| Total Wages lower than plan primarily career | 46 |
| Other, positive controllables mainly employee benefits | 22 |
| Total Contribution | (49) |
| UCLA Restaurants | |
| Gross Margin: | |
| Rubio's gross income above plan due to increase in sales over the last year even with budgeted CSSC cannibalization | 6 |
| Greenhouse gross income \$12K above plan due to less cannibalization from CSSC and positive response to new items introduced this year | 6 |
| Northern Lights gross income \$10K below plan due mainly to pending launch for Panini sandwich program | (9) |
| North Campus Student Ctr. gross margin below plan due to continuing decline in customer count (new management in place and new menus roll out Spring Quarter) | (8) |
| Café Synapse gross margin below plan due to continued sales decline, higher than anticipated cannibalization from CSSC (new menus roll out in a few weeks to attempt to recover customer base), food loss from refrigeration problem, and payment of prior month invoices | (11) |
| Luvall Food Servery gross income \$22K below plan due to aggressive sales budget for new sales program which has not gone into effect | (15) |
| Catering gross income \$38K above plan mainly due to continuing growth in new events, and additional events and enhanced orders for Athletics | 29 |
| Concessions gross income \$58K below plan due to six Men's basketball games budgeted but only three occurred | (39) |
| Other, positive controllables mainly employee benefits and commission expense | 22 |
| Total Contribution | (19) |
| Services | |
| Gross Margin: | |
| Licensing domestic income above plan mainly due to timing (slight recovery from last two months' negative variances) | 7 |
| Licensing foreign income above plan due to timing (late January income higher than accrued) | 6 |
| Leased Ops income below plan due to correction for Hair on Campus rent | (3) |
| Photography gross margin above plan due mainly to timing (events for Anderson School shoots occurred later than planned), and three large jobs for the Law School | 4 |
| Other, positive controllables mainly in Licensing | 3 |
| Total Contribution | 17 |
| UCLA Student Union | |
| Gross Margin: | |
| Student Union Ops gross margin above plan due to unbudgeted student event income for Dance Marathon, and some under accrued January income recognized in February, while costs remained in January | 31 |
| Other, negative controllables mainly student event expense as a result of higher student event income | (14) |
| Total Contribution | 17 |
| Allocated Expenses and Other | |
| A&SS lower than plan mainly total wages and employee benefits | 36 |
| Utilities higher than plan mainly due mainly to higher electricity and water: under-budgeted the usage, underestimated the impact of CSSC, overestimated the savings impact of the solar panels, and did not anticipate leaving lights on 24 hrs/day for Wolfgang Puck construction | (17) |
| Maintenance lower than plan due to positive wages and employee benefits (unfilled position) partially offset by unexpected repairs, timing for capitalized project labor postponed to March, and underestimating cost of the monthly maintenance of CSSC hoods | 10 |
| Depreciation lower than plan due to timing of capital projects and reduced expenditures | 22 |
| Other | (1) |
| Total | 50 |
| Actual Net Income/(Loss) | (215) |

**ASUCLA
P/L Reconciliation
Year-To-Date Through February 2013**

| <i>Financial Analysis</i> | \$000's |
|---|----------------|
| Budgeted Net Income/(Loss) | (187) |
| UCLA Store | |
| Gross Margin: | |
| Bearwear gross income \$206K above plan due mostly to fan enthusiasm after victory over USC at the Rose Bowl in November | 43 |
| Fast Track gross margin below plan due to change in product assortment and continued markdowns of discontinued items, delays in deliveries from new vendors negatively impacted sales in cosmetics, lower than expected sales in the One Day (Monster) Sale in October, and marking out of stock testers for Smashbox cosmetics | (34) |
| Campus Photo Studio gross income \$26K below plan primarily due to timing (some sales will be recovered in future months) | (24) |
| Bearwear MTW gross income \$217K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing | 86 |
| The Market gross income \$87K below plan due to lack of summer camps in September due to early start of LAUSD, lower sales in the One Day (Monster) Sale in October, lower sales of cleaning, household and toiletry products due to the opening of City Target in Westwood, and the transfer of Bare Escentuals to FastTrack | (19) |
| Essentials/Photo gross income \$40K below plan due to declining sales in paper products and calendars due to technology (Smart Phones), and a decline in sales of office supplies due to the opening of City Target in Westwood | (20) |
| Computer Store gross income \$1.6M below plan due to continued lower department and individual sales | (254) |
| New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing | (70) |
| Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock | (89) |
| Course Reader Solutions gross income \$102K above plan due mostly to additional off campus sales not budgeted, and higher adoptions than prior year | 59 |
| Luvall Essentials/Market gross income \$51K below plan due to carryover deficit from a weak first quarter | (22) |
| HSS Essentials/Market gross income \$74K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February | (36) |
| HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items | (29) |
| Kinross gross income \$54K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies) | (24) |
| Total Wages lower than plan | 220 |
| Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA) | 50 |
| Total Contribution | (163) |
| UCLA Restaurants | |
| Gross Margin: | |
| Rubio's gross income above plan due to less cannibalization from CSSC than anticipated | 28 |
| La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred | 16 |
| Greenhouse gross income \$61K above plan due to less cannibalization from CSSC and positive response to new items introduced this year | 31 |
| Northern Lights gross income \$38K below plan due mainly to pending launch of new Panini sandwich program | (33) |
| North Campus Student Ctr. gross income \$67K below plan due to continuing decline in customer count, with new operating plan still in development | (41) |
| Café Synapse gross income \$86K below plan due to continued drop in sales and higher loss of sales to CSSC (working on new menu and operations plan) | (67) |
| Luvall Food Servery gross income \$56K below plan due to aggressive budget for new sales program which has not started yet | (45) |
| Catering gross income \$221K above plan due to football training table during winter break, higher Athletic Department sales including a Hall of Fame event, and Welcome Week Graduate events increased over expectations, additionally generating higher income in rentals, setups, stations and servers | 182 |
| Concessions gross income \$35K above plan due mainly to strong sales at grand opening men's basketball game and better attendance at men's basketball games and other sporting events in Pauley | 24 |
| Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and bank card expense) | 74 |
| Total Contribution | 169 |
| Services | |
| Gross Margin: | |
| Licensing domestic income below plan due to timing | (31) |
| Licensing foreign income below plan due to delay in launching new program in Brazil and not realizing any over-royalty above the guarantees in Europe and China | (57) |
| Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics | (3) |
| Total Wages lower than plan | 18 |
| Other, positive controllables mainly in Licensing | 56 |
| Total Contribution | (17) |
| UCLA Student Union | |
| Gross Margin: | |
| Student Union Ops gross margin above plan due to unbudgeted Dance Marathon income, two corporate promotional tours, Get Out the Vote concert, and efficiency gained by using rentals for multiple events that were closely grouped together | 43 |
| Recreation and Games gross margin below plan due to the rise of computing power in mobile devices which negatively impacts the gaming market | (4) |
| Total Wages lower than plan | 13 |
| Other, negative controllables mainly student event expense due to increased sales, and repairs and maintenance | (34) |
| Total Contribution | 18 |
| Allocated Expenses and Other | |
| A&SS lower than plan mainly total wages and employee benefits | 191 |
| Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages | 86 |
| Utilities higher than plan, mainly electricity due to underestimating CSSC and overestimating solar panel savings, and chiller water higher than plan due to warmer weather in early months (partially offset by lower reported steam consumption) | (62) |
| Depreciation lower than plan due to timing of capitals and reduced expenditures | 86 |
| Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash | 41 |
| Total | 342 |
| Actual Net Income/(Loss) | 162 |

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

ASSETS

CURRENT ASSETS:

Cash and cash equivalents
Accounts receivable
 Less: Allowance for doubtful accounts
Accounts receivable, net
Student fees receivable
Inventories
Prepaid expenses and other current assets
 Total current assets

LONG TERM ASSETS

Property, equipment and improvements
 Less: Accumulated depreciation
 Total Long Term Assets

TOTAL ASSETS

LIABILITIES AND RETAINED EARNINGS

CURRENT LIABILITIES:

Accounts payable
Wages and payroll taxes payable
Sales Tax Payable & Other Liabilities
Interest payable
Deferred Income
Funds Held for Others
Current portion of long term debt
 Total current liabilities

LONG TERM DEBT:

AU expansion loan
 Total long term debt

TOTAL LIABILITIES

RETAINED EARNINGS:

Beginning Balance
Year-to-date net income/(loss)

Ending Balance

TOTAL LIABILITIES AND RETAINED EARNINGS

| | Current Month February 2013 | Prior Month January 2013 | Prior Year July 2012 |
|--|--------------------------------|-----------------------------|-------------------------|
| | | | |
| | \$10,837 | \$11,054 | \$10,251 |
| | 3,741 | 3,625 | 3,471 |
| | (117) | (126) | (114) |
| | 3,624 | 3,499 | 3,357 |
| | 223 | 20 | 256 |
| | 5,993 | 7,047 | 7,324 |
| | 138 | 151 | 265 |
| | 20,814 | 21,771 | 21,453 |
| | | | |
| | 64,743 | 64,723 | 64,048 |
| | (37,772) | (37,557) | (36,215) |
| | 26,970 | 27,166 | 27,834 |
| | 47,785 | 48,938 | 49,286 |
| | | | |
| | \$3,266 | \$4,334 | \$5,681 |
| | 2,673 | 2,390 | 2,427 |
| | 1,117 | 1,276 | 824 |
| | 185 | 132 | 136 |
| | 333 | 368 | 184 |
| | 135 | 149 | 124 |
| | 705 | 705 | 705 |
| | 8,415 | 9,353 | 10,080 |
| | | | |
| | 12,747 | 12,747 | 12,747 |
| | 12,747 | 12,747 | 12,747 |
| | 21,162 | 22,100 | 22,827 |
| | | | |
| | 26,459 | 26,459 | 26,722 |
| | 162 | 377 | (263) |
| | 26,623 | 26,838 | 26,459 |
| | 47,785 | 48,938 | 49,286 |

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS**
February 2013
(\$000's)

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss) (\$215)

Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:

Depreciation - PP&E 215

Depreciation - textbook rental equipment 0

Loss (Gain) on disposals of fixed assets 0

(Increase)/decrease in current assets:

Accounts receivable (125)

Student fees receivable (202)

Inventories 1,055

Prepaid expenses and other current assets 14

Increase/(decrease) in current liabilities:

Accounts payable (1,068)

Sales Tax payable & other liabilities (158)

Wages and payroll taxes payable 283

Interest payable 54

Deferred Income (35)

Funds held for others (13)

Other Current Liabilities (Current Portion of LT Debt) 0

Net cash provided/(used) by operating activities **(\$198)**

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of textbook rental equipment 0

Purchase of property, equipment and improvements (19)

Net cash used in investing activities **(\$19)**

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan 0

Net cash provided/(used) by financing activities **\$0**

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS **(\$217)**

CASH AND CASH EQUIVALENTS, Beginning **\$11,054**

CASH AND CASH EQUIVALENTS, Ending **\$10,837**

| | Current Month | Year to Date | Prior Year to Date |
|--|-----------------|-----------------|--------------------|
| | (\$215) | \$162 | (\$162) |
| | | | |
| Depreciation - PP&E | 215 | 1,571 | 1,309 |
| Depreciation - textbook rental equipment | 0 | 0 | 0 |
| Loss (Gain) on disposals of fixed assets | 0 | 0 | 97 |
| <u>(Increase)/decrease in current assets:</u> | | | |
| Accounts receivable | (125) | (266) | (417) |
| Student fees receivable | (202) | 36 | (34) |
| Inventories | 1,055 | 1,332 | 565 |
| Prepaid expenses and other current assets | 14 | 128 | 85 |
| <u>Increase/(decrease) in current liabilities:</u> | | | |
| Accounts payable | (1,068) | (2,418) | (1,707) |
| Sales Tax payable & other liabilities | (158) | 292 | (220) |
| Wages and payroll taxes payable | 283 | 246 | (321) |
| Interest payable | 54 | 51 | 50 |
| Deferred Income | (35) | 150 | 219 |
| Funds held for others | (13) | 13 | 11 |
| Other Current Liabilities (Current Portion of LT Debt) | 0 | 0 | 0 |
| | (\$198) | \$1,295 | (\$524) |
| | | | |
| | 0 | \$0 | 0 |
| Purchase of property, equipment and improvements | (19) | (708) | (903) |
| | (\$19) | (\$708) | (\$903) |
| | | | |
| | 0 | 0 | 0 |
| | \$0 | \$0 | \$0 |
| | (\$217) | \$587 | (\$1,426) |
| | \$11,054 | 10,251 | 10,888 |
| | \$10,837 | \$10,837 | \$9,462 |

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION**
February 2013
(\$000's)

| | |
|--|--------------|
| CASH AND CASH EQUIVALENTS | 10,837 |
| Less: Committed Capital Projects | |
| HTS Renovation | (137) |
| Casual Dining | (750) |
| Pauley Pavillion Remodel | (318) |
| AGB Drape Replacement & Sound Paneling | (150) |
| Ackerman B&A Level Remodel | (2,000) |
| NCSC Remodel | (250) |
| Ostin Music Café | (200) |
| Store POS | (150) |
| Terrace Food Court Patio Upgrade | (350) |
| Subtotal | (4,305) |
| Adjustment for Cash Overdraft Entry | (37) |
| Uncommitted Cash | 6,496 |
| BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL) | 5,857 |
| RESERVE SURPLUS (DEFICIT) | 639 |

ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures - Current Year Projects (\$000's)
FY 2012-2013 February 2013

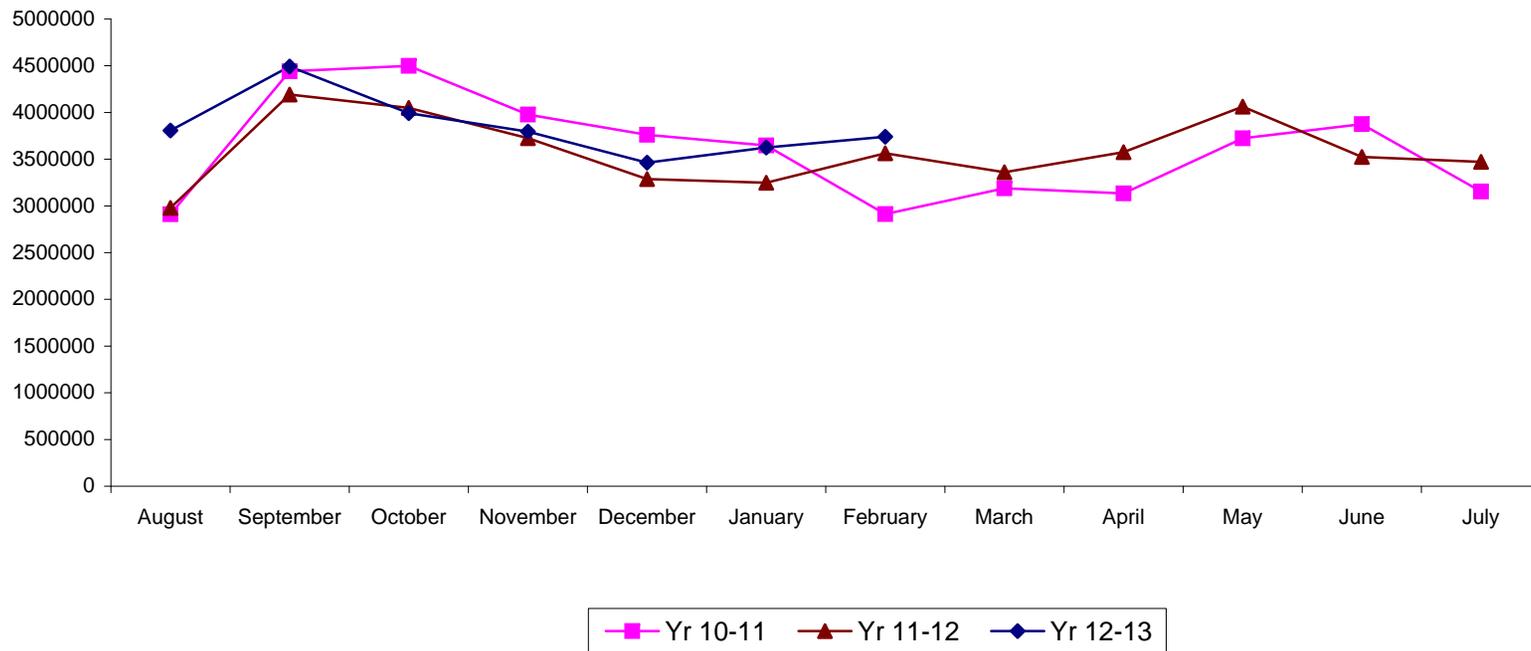
| PROJECT NAME | BUDGET | PROJECTED | | | | | | Status |
|--|----------------|--------------|--------------|--------------|-------------------|----------------|---------------|----------------------------|
| | | Payments | PO's | Total | Remaining Balance | Pending | Over (Under) | |
| Store/Services | | | | | | | | |
| 2012-S001 Store General Replacement | 50.0 | 6.1 | 6.7 | 12.8 | 37.2 | | 0.0 | In Progress |
| 2012-S002 Store Photocopiers | 40.0 | 26.2 | 0.0 | 26.2 | 13.8 | | 0.0 | In Progress |
| 2012-S003 Pauley Souvenir Sales | 40.0 | 1.3 | 2.6 | 3.9 | 36.1 | | 0.0 | In Progress |
| 2012-S004 Ackerman B & A Level Remodel | 2,000.0 | 0.0 | 0.0 | 0.0 | 0.0 | 2,000.0 | 0.0 | Pending |
| 2012-S005 Informal Photo-Photo Equipment | 10.0 | 0.0 | 3.3 | 3.3 | 6.7 | | 0.0 | In Progress |
| 2012-S032 Bearwear Remodel | 0.0 | 23.8 | 3.0 | 26.8 | 13.2 | | 40.0 | In Progress |
| 2012-S034 HSS Design | 0.0 | 5.5 | 12.3 | 17.8 | 2.2 | | 20.0 | In Progress |
| Total Store/Services | 2,140.0 | 62.9 | 27.9 | 90.8 | 109.2 | 2,000.0 | 60.0 | |
| Food Service | | | | | | | | |
| 2012-F006 FS Miscellaneous and Unanticipated | 50.0 | 26.9 | 4.0 | 30.9 | 19.1 | | 0.0 | In Progress |
| 2012-F007 Patio Furniture Upgrade | 20.0 | 0.0 | 0.0 | 0.0 | 0.0 | 20.0 | 0.0 | Pending |
| 2012-F008 Patio Umbrellas | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2012-F009 LV FS Concept Updates | 75.0 | 0.0 | 0.0 | 0.0 | 0.0 | 75.0 | 0.0 | Pending |
| 2012-F010 Catering Electric Cart | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (15.0) | Cancel |
| 2012-F011 NCSC Remodel | 250.0 | 0.0 | 0.0 | 0.0 | 0.0 | 250.0 | 0.0 | Pending |
| 2012-F012 Northern Lights Menu Update | 25.0 | 0.0 | 0.0 | 0.0 | 0.0 | 25.0 | 0.0 | Pending |
| 2012-F013 Ostin Music Café | 200.0 | 0.0 | 0.0 | 0.0 | 0.0 | 200.0 | 0.0 | Pending |
| 2012-F014 TH Misc Kitchen Equipment | 10.0 | 0.0 | 7.6 | 7.6 | 2.4 | | 0.0 | In Progress |
| Total Food Services | 655.0 | 26.9 | 11.6 | 38.5 | 21.5 | 580.0 | (15.0) | |
| Technology | | | | | | | | |
| 2012-T015 Network Infrastructure Upgrade | 20.0 | 0.0 | 12.3 | 12.3 | 7.7 | | 0.0 | In Progress |
| 2012-T016 Printer Replacement | 10.0 | 6.4 | 0.0 | 6.4 | 3.6 | | 0.0 | In Progress |
| 2012-T017 PC Replacement, Infrastructure | 80.0 | 81.7 | 0.0 | 81.7 | 0.0 | | 1.7 | Completed |
| 2012-T018 Store POS | 150.0 | 0.0 | 0.0 | 0.0 | 0.0 | 150.0 | 0.0 | Pending |
| 2012-T019 Network Security Scan Software | 18.0 | 0.0 | 0.0 | 0.0 | 0.0 | 18.0 | 0.0 | Pending |
| 2012-T020 Marketing Color Laser Printer | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | | (10.0) | Cancel |
| 2012-T021 ASUCLA Display Boards in AU KH | 4.0 | 0.0 | 0.0 | 0.0 | 0.0 | 4.0 | 0.0 | Pending |
| Total Technology | 292.0 | 88.1 | 12.3 | 100.4 | 11.3 | 172.0 | (8.3) | |
| Others | | | | | | | | |
| 2012-O022 Custodial Replacements | 10.0 | 6.2 | 0.0 | 6.2 | 3.8 | | 0.0 | In Progress |
| 2012-O023 SUO General Replacement | 25.0 | 4.6 | 8.8 | 13.4 | 11.6 | | 0.0 | In Progress |
| 2012-O024 Information Technology Upgrades | 5.0 | 5.8 | 0.0 | 5.8 | 0.0 | | 0.8 | Completed |
| 2012-O025 Board Room AU 2408 Remodel | 55.0 | 0.0 | 0.0 | 0.0 | 0.0 | 55.0 | 0.0 | Pending |
| 2012-O026 Terrace Food Court Patio Upgrade | 350.0 | 0.0 | 0.0 | 0.0 | 0.0 | 350.0 | 0.0 | Pending |
| 2012-O027 Fac. Misc. Remodels | 25.0 | 4.6 | 9.2 | 13.8 | 11.2 | | 0.0 | In Progress |
| 2012-O028 Finance Photocopier | 15.0 | 3.5 | 0.0 | 3.5 | 11.5 | | 0.0 | In Progress |
| 2012-O029 Finance Misc. Replacements | 15.0 | 7.3 | 0.0 | 7.3 | 7.7 | | 0.0 | In Progress |
| 2012-O030 Licensing Visual Identity | 40.0 | 30.0 | 10.0 | 40.0 | 0.0 | | 0.0 | Completed Awaiting Invoice |
| 2012-O031 Licensing Office Remodel | 10.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.0 | 0.0 | Pending |
| 2012-O033 A2L Training Table/Meeting Room | 0.0 | 28.1 | 19.9 | 48.0 | 22.0 | | 70.0 | In Progress |
| 2012-O035 Charging Stations (TGF) | 0.0 | 0.0 | 24.2 | 24.2 | 0.0 | | 24.2 | In Progress |
| Total Others | 550.0 | 90.1 | 72.1 | 162.2 | 67.8 | 415.0 | 95.0 | |
| Total Current Year Projects | 3,637.0 | 268.0 | 123.9 | 391.9 | 209.8 | 3,167.0 | 131.7 | |

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

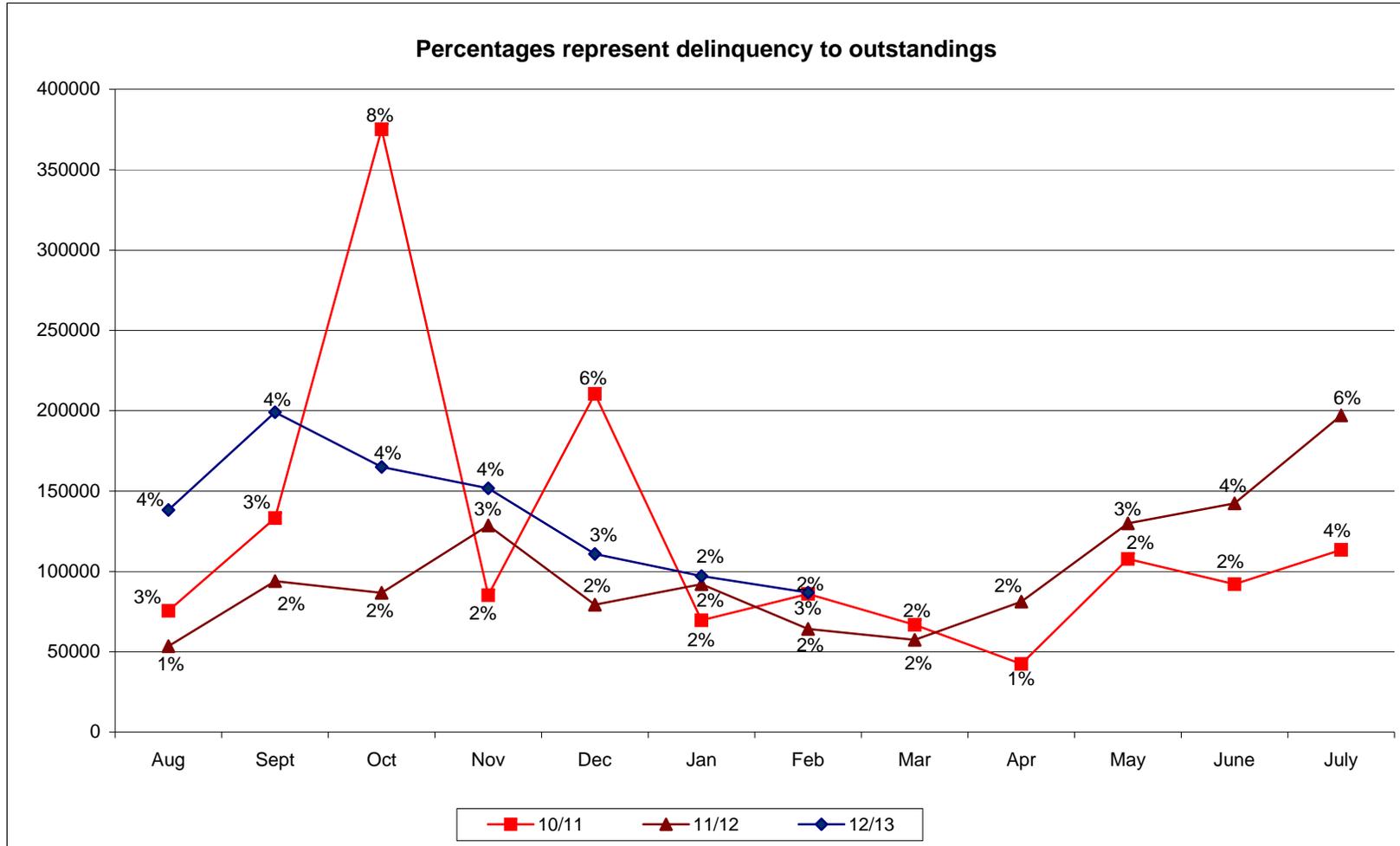
| 2/23/2013 | February | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
|----------------------------|----------|--------------------|-------------|------------------|-------------|-----------------|-------------|-----------------|-------------|----------------|-------------|-----------------|-------------|--------------------|-------------|
| UNIVERSITY | | \$565,610 | 17% | \$137,552 | 60% | \$31,730 | 68% | \$2,692 | 8% | \$2,042 | 85% | \$3,036 | 77% | \$742,662 | 20% |
| ASUCLA PUBLICATIONS | | \$120,477 | 4% | \$0 | 0% | \$0 | 0% | (\$340) | -1% | \$0 | 0% | \$0 | 0% | \$120,137 | 3% |
| ASUCLA USA/GSA | | \$68,610 | 2% | \$816 | 0% | \$0 | 0% | \$212 | 1% | \$0 | 0% | \$370 | 9% | \$70,008 | 2% |
| DUE FROM VENDORS | | \$962,213 | 28% | \$437 | 0% | \$6,316 | 14% | \$4,891 | 14% | \$3,261 | 136% | \$767 | 20% | \$977,885 | 26% |
| DENTAL KITS | | \$182,705 | 5% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$182,705 | 5% |
| OTHER | | \$1,521,193 | 44% | \$94,113 | 40% | \$8,349 | 18% | \$26,685 | 78% | (\$2,908) | -121% | (\$240) | -6% | \$1,647,192 | 44% |
| TOTAL CURRENT MONTH | | \$3,420,808 | 100% | \$232,918 | 100% | \$46,395 | 100% | \$34,140 | 100% | \$2,395 | 100% | \$3,933 | 100% | \$3,740,589 | 100% |
| | | 92% | | 6% | | 1% | | 1% | | 0% | | 0% | | 100% | |
| 01/26/2013 | January | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$832,452 | 24% | \$68,325 | 54% | \$32,036 | 47% | \$9,144 | 63% | \$1,291 | 19% | \$6,196 | 87% | \$949,444 | 26% |
| ASUCLA PUBLICATIONS | | \$105,709 | 3% | \$3,203 | 2% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$108,912 | 3% |
| ASUCLA USA/GSA | | \$64,757 | 2% | \$182 | 0% | \$212 | 0% | \$0 | 0% | \$370 | 5% | \$0 | 0% | \$65,521 | 2% |
| DUE FROM VENDORS | | \$227,824 | 7% | \$10,397 | 8% | (\$6,361) | -9% | \$7,176 | 50% | \$4,784 | 69% | \$1,595 | 23% | \$245,415 | 7% |
| DENTAL KITS | | \$244,439 | 7% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$244,439 | 7% |
| OTHER | | \$1,922,977 | 57% | \$47,100 | 36% | \$42,858 | 62% | (\$1,894) | -13% | \$466 | 7% | (\$707) | -10% | \$2,010,800 | 55% |
| TOTAL CURRENT MONTH | | \$3,398,158 | 100% | \$129,207 | 100% | \$68,745 | 100% | \$14,426 | 100% | \$6,911 | 100% | \$7,084 | 100% | \$3,624,531 | 100% |
| | | 94% | | 4% | | 2% | | 0% | | 0% | | 0% | | 100% | |
| 12/29/2012 | December | Current | % | 30+ | % | 60+ | % | 90+ | % | 120+ | % | 150+ | % | Total | % |
| UNIVERSITY | | \$805,870 | 26% | \$209,168 | 88% | \$31,068 | 46% | \$16,867 | 79% | (\$731) | -12% | \$9,621 | 56% | \$1,071,863 | 31% |
| ASUCLA PUBLICATIONS | | \$107,635 | 3% | \$174 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$107,809 | 3% |
| ASUCLA USA/GSA | | \$60,607 | 2% | \$786 | 0% | \$5,245 | 8% | \$370 | 2% | \$0 | 0% | \$0 | 0% | \$67,008 | 2% |
| DUE FROM VENDORS | | \$404,938 | 13% | (\$5,947) | -2% | \$7,682 | 12% | \$2,125 | 10% | \$1,416 | 24% | \$7,067 | 42% | \$417,281 | 12% |
| DENTAL KITS | | \$347,153 | 11% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$347,153 | 10% |
| OTHER | | \$1,387,031 | 45% | \$33,959 | 14% | \$22,683 | 34% | \$1,978 | 9% | \$5,181 | 88% | \$289 | 2% | \$1,451,121 | 42% |
| TOTAL CURRENT MONTH | | \$3,113,234 | 100% | \$238,140 | 100% | \$66,678 | 100% | \$21,340 | 100% | \$5,866 | 100% | \$16,977 | 100% | \$3,462,235 | 100% |
| | | 90% | | 7% | | 2% | | 1% | | 0% | | 0% | | 100% | |

Total Aged Accounts Receivable Balances

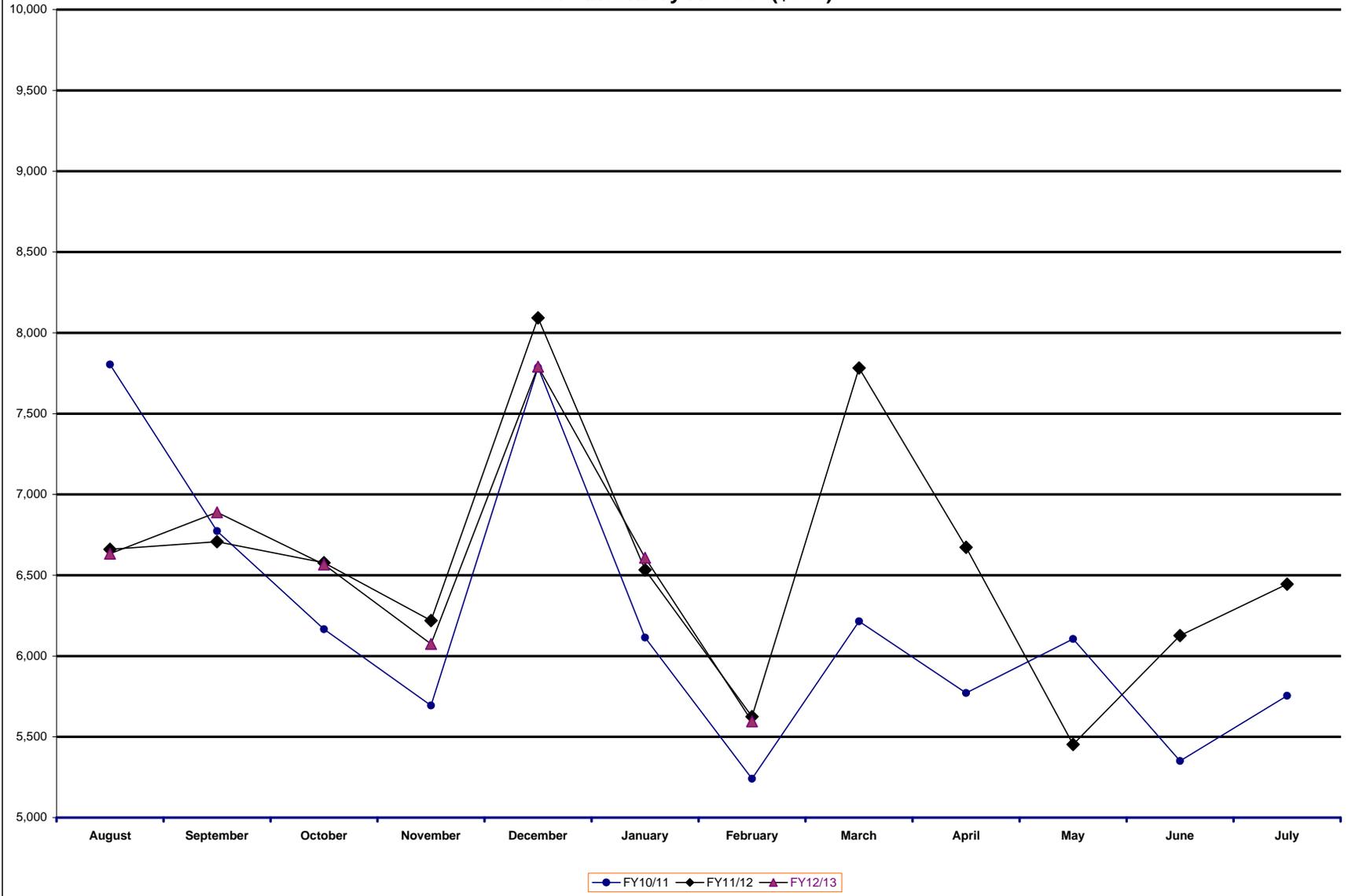
12 Month History
August 10 through February 13



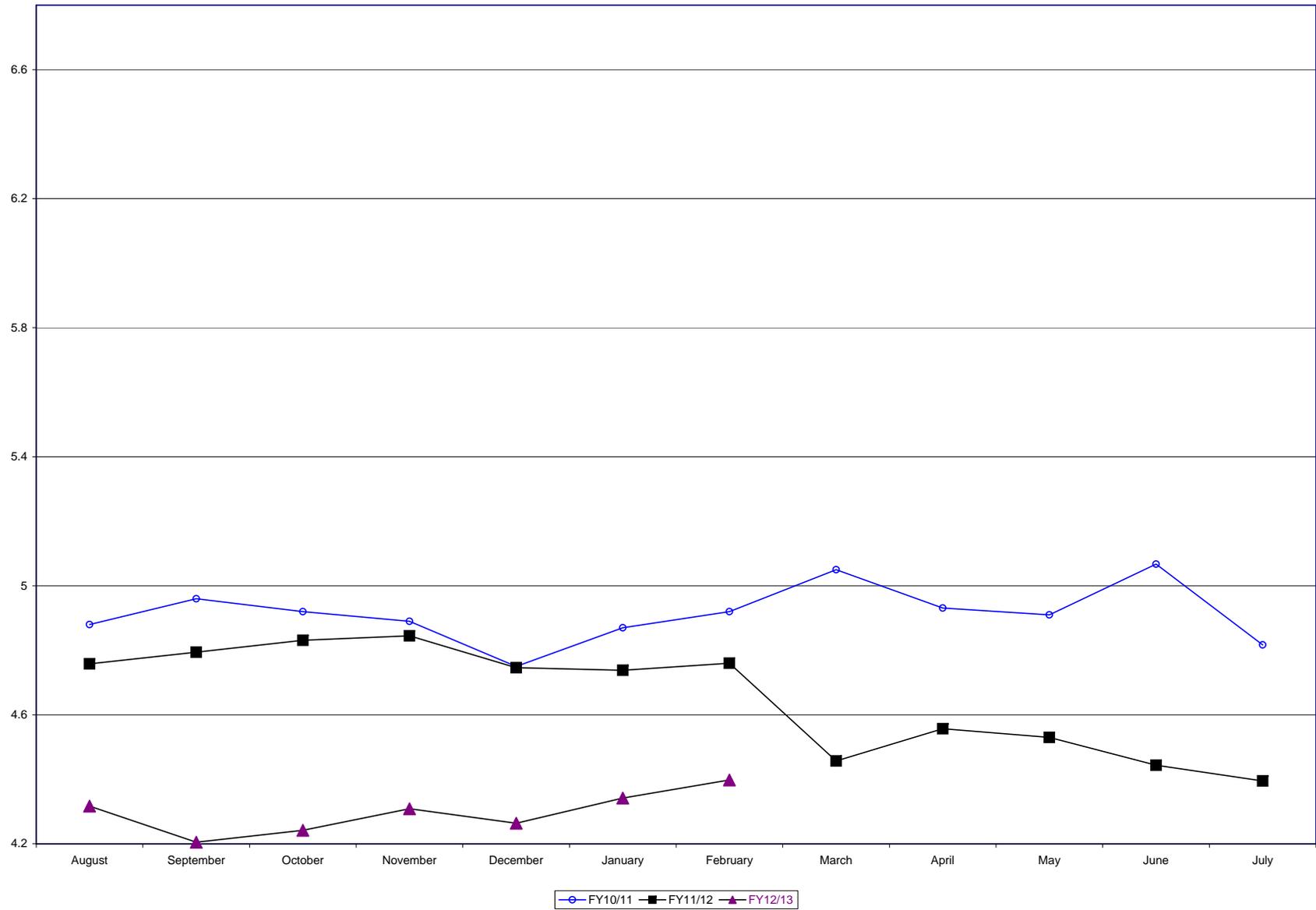
Aged Accounts Receivable Balances >60 Days Past Due



**Associated Students UCLA
Store Inventory At Cost (\$000)**



Associated Students UCLA Store Inventory Turns*



*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

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|-----------|-----------|-----------------------------|------------|-------------|-------------------|------------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 164,309 | 131,325 | 32,984 | 6,516,919 | 6,542,041 | <25,122> | 170,049 | 6,843,718 |
| 84,693 | 117,217 | <32,524> | 676,795 | 762,014 | <85,219> | 117,696 | 782,388 |
| 696,636 | 762,000 | <65,364> | 5,930,503 | 5,800,902 | 129,601 | 618,670 | 5,068,054 |
| 1,141,431 | 1,304,200 | <162,769> | 9,720,085 | 11,452,800 | <1,732,715> | 1,146,780 | 10,745,350 |
| 144,044 | 166,423 | <22,379> | 2,118,451 | 1,998,943 | 119,508 | 175,073 | 2,128,999 |
| 42,947 | 45,000 | <2,053> | 1,012,170 | 786,000 | 226,170 | 29,579 | 644,881 |
| 251,929 | 216,326 | 35,603 | 3,680,844 | 3,802,170 | <121,326> | 172,766 | 3,554,820 |
| 2,525,989 | 2,742,491 | <216,502> | 29,655,766 | 31,144,870 | <1,489,104> | 2,430,613 | 29,768,210 |
| 1,709,597 | 1,836,264 | 126,667 | 20,960,819 | 22,094,092 | 1,133,273 | 1,639,235 | 21,372,194 |
| | | | | | | | |
| | | | | | | | |
| 859 | 580 | <279> | 33,480 | 28,820 | <4,660> | 1,003 | 34,330 |
| 1,215 | 1,810 | 595 | 9,852 | 11,720 | 1,868 | 1,842 | 11,546 |
| 3,054 | 3,070 | 16 | 24,905 | 23,720 | <1,185> | 2,591 | 21,403 |
| 3,522 | 3,850 | 328 | 26,917 | 30,280 | 3,363 | 3,585 | 29,125 |
| 913 | 890 | <23> | 12,493 | 10,370 | <2,123> | 1,098 | 12,786 |
| 172 | 160 | <12> | 3,820 | 2,740 | <1,080> | 123 | 2,396 |
| 4,798 | 1,090 | <3,708> | 18,639 | 14,830 | <3,809> | 1,415 | 18,436 |
| 14,533 | 11,450 | <3,083> | 130,106 | 122,480 | <7,626> | 11,658 | 130,022 |
| 1,724,129 | 1,847,714 | 123,585 | 21,090,925 | 22,216,572 | 1,125,647 | 1,650,893 | 21,502,216 |
| 67.7 | 67.0 | <0.7> | 70.7 | 70.9 | 0.3 | 67.4 | 71.8 |
| 801,860 | 894,777 | <92,917> | 8,564,841 | 8,928,298 | <363,457> | 779,720 | 8,265,994 |
| 32.3 | 33.0 | <0.7> | 29.3 | 29.1 | 0.3 | 32.6 | 28.2 |
| 0.6 | 0.4 | <0.2> | 0.4 | 0.4 | <0.1> | 0.5 | 0.4 |
| 31.7 | 32.6 | <0.9> | 28.9 | 28.7 | 0.2 | 32.1 | 27.8 |
| 20.8 | 23.0 | <2.2> | 24.1 | 25.1 | <1.0> | 19.9 | 24.8 |
| 27.5 | 30.7 | <3.2> | 32.2 | 32.2 | 0.1 | 30.0 | 31.4 |
| 48.4 | 50.3 | <1.9> | 49.5 | 51.0 | <1.5> | 49.3 | 50.2 |
| 23.2 | 21.9 | 1.4 | 19.6 | 19.0 | 0.7 | 24.0 | 19.3 |
| 36.6 | 37.5 | <0.9> | 27.5 | 29.1 | <1.6> | 35.1 | 27.6 |
| 51.2 | 52.9 | <1.7> | 50.0 | 52.2 | <2.2> | 52.2 | 51.8 |
| 26.8 | 34.4 | <7.5> | 22.9 | 24.1 | <1.2> | 30.9 | 22.1 |
| 36,574 | 72,748 | <36,174> | 551,478 | 635,226 | <83,748> | 66,124 | 673,398 |
| 838,434 | 967,525 | <129,091> | 9,116,320 | 9,563,524 | <447,204> | 845,844 | 8,939,392 |
| | | | | | | | |
| | | | | | | | |
| 252,560 | 291,787 | 39,227 | 1,837,231 | 2,016,919 | 179,688 | 271,864 | 1,934,334 |
| 0 | 0 | 0 | 6,221 | 0 | <6,221> | 0 | 1,709 |
| 123,365 | 130,386 | 7,021 | 923,152 | 969,760 | 46,608 | 119,856 | 917,628 |
| 375,925 | 422,173 | 46,248 | 2,766,604 | 2,986,679 | 220,075 | 391,720 | 2,853,671 |
| 14.9 | 15.4 | 0.5 | 9.3 | 9.6 | 0.3 | 16.1 | 9.6 |
| 127,757 | 154,640 | 26,883 | 911,688 | 1,054,288 | 142,600 | 124,258 | 864,430 |
| 10,892 | 8,880 | <2,012> | 72,400 | 67,435 | <4,965> | 5,923 | 68,097 |
| 12,839 | 14,025 | 1,186 | 97,572 | 99,395 | 1,823 | 14,199 | 98,110 |
| 0 | 125 | 125 | 652 | 875 | 223 | 80 | 810 |
| 27 | 25 | <2> | 310 | 135 | <175> | 21 | 150 |
| 3,113 | 1,900 | <1,213> | 10,436 | 8,880 | <1,556> | 3,211 | 11,483 |
| 0 | 0 | 0 | 2,000 | 2,025 | 25 | 0 | 2,075 |
| 4,520 | 4,850 | 330 | 36,907 | 37,820 | 913 | 4,452 | 36,893 |
| 13,066 | 14,230 | 1,164 | 222,719 | 228,090 | 5,371 | 12,996 | 202,510 |
| 896 | 900 | 4 | 6,342 | 6,650 | 308 | 871 | 6,460 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 681 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 179 |
| <0> | 0 | 0 | <2> | 0 | 2 | 1 | <16> |
| 0 | 0 | 0 | 0 | 100 | 100 | 66 | 177 |
| 13,872 | 17,350 | 3,478 | 141,815 | 137,135 | <4,680> | 13,059 | 132,573 |
| <49,163> | <49,600> | <437> | <52,083> | <59,231> | <7,148> | <50,502> | <58,326> |
| 41 | 75 | 34 | 239,904 | 240,525 | 621 | 3,229 | 238,336 |
| 3,077 | 1,530 | <1,547> | 28,990 | 20,665 | <8,325> | 1,515 | 21,514 |
| 0 | 0 | 0 | 0 | 0 | 0 | 175 | 175 |
| 0 | 0 | 0 | <19> | 0 | 19 | 0 | 28 |
| 46,335 | 50,133 | 3,798 | 461,080 | 488,669 | 27,589 | 47,016 | 463,415 |
| <796> | 0 | 796 | 7,342 | 0 | <7,342> | 389 | 7,940 |
| 162 | 0 | <162> | 6,681 | 0 | <6,681> | 2,047 | 4,277 |
| <4> | 0 | 4 | 76 | 0 | <76> | 0 | 0 |
| 1,150 | 0 | <1,150> | 1,150 | 1,900 | 750 | 0 | 4,051 |
| 0 | 400 | 400 | 1,109 | 1,300 | 191 | 546 | 1,521 |
| 0 | 0 | 0 | 300 | 300 | 0 | 0 | 900 |
| 703 | 250 | <453> | 36,790 | 2,842 | <33,948> | 252 | 1,792 |
| 0 | 0 | <0> | 8,363 | 300 | <8,063> | 0 | 4,054 |
| 0 | 0 | 0 | 3,600 | 4,000 | 400 | 0 | 4,432 |
| 81 | 140 | 59 | 38,918 | 38,580 | <338> | 2,140 | 41,460 |
| 0 | 0 | 0 | 53 | 0 | <53> | 0 | <53> |
| 0 | 0 | 0 | 0 | 9 | 9 | 0 | 0 |
| 1,891 | 4,090 | 2,199 | 76,722 | 43,630 | <33,092> | 4,196 | 45,143 |
| 190,458 | 223,943 | 33,485 | 2,361,818 | 2,426,317 | 64,499 | 190,140 | 2,205,269 |
| 566,383 | 646,116 | 79,733 | 5,128,422 | 5,412,996 | 284,574 | 581,860 | 5,058,940 |
| 272,051 | 321,409 | <49,358> | 3,987,898 | 4,150,528 | <162,630> | 263,984 | 3,880,452 |
| | | | | | | | |
| | | | | | | | |
| 23,278 | 26,548 | 3,270 | 179,463 | 196,025 | 16,562 | 28,391 | 178,695 |
| 122,830 | 130,910 | 8,080 | 1,016,934 | 1,063,667 | 46,733 | 122,016 | 1,013,092 |
| 51,471 | 56,236 | 4,765 | 425,349 | 455,443 | 30,094 | 52,804 | 423,405 |
| 26,194 | 26,692 | 498 | 227,791 | 247,695 | 19,904 | 28,446 | 232,698 |
| 74,097 | 87,106 | 13,009 | 643,438 | 687,688 | 44,250 | 84,490 | 677,597 |
| 67,009 | 69,346 | 2,337 | 462,720 | 483,736 | 21,016 | 62,336 | 456,874 |
| 31,274 | 23,908 | <7,366> | 221,249 | 191,172 | <30,077> | 20,305 | 178,086 |
| 65,967 | 69,375 | 3,408 | 483,232 | 485,625 | 2,393 | 68,612 | 491,199 |
| 462,120 | 490,121 | 28,001 | 3,660,176 | 3,811,051 | 150,875 | 467,400 | 3,651,646 |
| <190,069> | <168,712> | <21,357> | 327,722 | 339,477 | <11,755> | <203,416> | 228,806 |

UCLA RESTAURANTS
INCOME STATEMENT

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|-----------|----------|-----------------------------|-------------|----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 155,595 | 144,624 | 10,971 | 890,200 | 818,922 | 71,278 | 156,415 | 909,942 |
| 196,662 | 210,575 | <13,913> | 1,095,531 | 1,188,351 | <92,820> | 230,499 | 1,224,463 |
| 141,947 | 147,267 | <5,320> | 845,583 | 896,756 | <51,173> | 73,383 | 344,577 |
| 259,347 | 278,254 | <18,907> | 1,462,949 | 1,502,051 | <39,102> | 271,182 | 1,441,629 |
| 244,949 | 256,482 | <11,533> | 1,476,838 | 1,497,120 | <20,282> | 267,047 | 1,591,476 |
| 279,493 | 310,881 | <31,388> | 1,623,590 | 1,482,197 | 141,393 | 156,404 | 1,154,880 |
| 1,277,994 | 1,348,083 | <70,089> | 7,394,691 | 7,385,397 | 9,294 | 1,154,931 | 6,666,966 |
| 436,909 | 448,576 | 11,667 | 2,556,810 | 2,495,985 | <60,825> | 401,357 | 2,312,979 |
| 34.2 | 33.3 | <0.9> | 34.6 | 33.8 | <0.8> | 34.8 | 34.7 |
| 841,085 | 899,507 | <58,422> | 4,837,881 | 4,889,412 | <51,531> | 753,574 | 4,353,987 |
| 65.8 | 66.7 | <0.9> | 65.4 | 66.2 | <0.8> | 65.3 | 65.3 |
| 67.3 | 69.1 | <1.8> | 67.5 | 68.7 | <1.2> | 66.3 | 66.4 |
| 61.0 | 63.9 | <2.9> | 63.1 | 63.7 | <0.6> | 65.1 | 63.6 |
| 64.5 | 66.7 | <2.1> | 64.7 | 66.9 | <2.2> | 66.6 | 66.8 |
| 69.3 | 68.9 | 0.4 | 69.1 | 69.7 | <0.7> | 69.8 | 70.1 |
| 64.7 | 65.5 | <0.8> | 64.6 | 65.5 | <1.0> | 64.0 | 65.3 |
| 67.0 | 66.8 | 0.2 | 64.0 | 63.9 | 0.1 | 58.2 | 60.1 |
| 207,476 | 188,141 | 19,335 | 1,270,785 | 1,119,060 | 151,725 | 163,176 | 1,016,562 |
| 1,048,560 | 1,087,648 | <39,088> | 6,108,666 | 6,008,472 | 100,194 | 916,750 | 5,370,549 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 276,096 | 271,231 | <4,865> | 1,913,031 | 1,929,343 | 16,313 | 270,491 | 1,837,923 |
| 1,624 | 2,035 | 411 | 12,413 | 11,480 | <933> | 1,497 | 13,650 |
| 217,836 | 219,737 | 1,901 | 1,316,123 | 1,289,573 | <26,550> | 188,943 | 1,176,897 |
| <35,920> | <34,456> | 1,464 | <222,941> | <213,240> | 9,701 | <32,184> | <178,771> |
| 459,637 | 458,547 | <1,090> | 3,018,626 | 3,017,156 | <1,470> | 428,747 | 2,849,698 |
| 36.0 | 34.0 | <2.0> | 40.8 | 40.9 | 0.0 | 37.1 | 42.7 |
| 143,349 | 163,703 | 20,354 | 1,009,152 | 1,117,370 | 108,218 | 140,810 | 957,171 |
| 1,258 | 1,360 | 102 | 11,392 | 10,875 | <517> | 2,033 | 13,769 |
| 3,742 | 4,608 | 866 | 28,948 | 32,001 | 3,053 | 5,185 | 31,751 |
| 1,097 | 1,500 | 403 | 9,530 | 11,500 | 1,970 | 2,000 | 8,508 |
| 62,661 | 66,981 | 4,320 | 338,489 | 366,449 | 27,960 | 56,210 | 322,931 |
| 4.9 | 5.0 | 0.1 | 4.6 | 5.0 | 0.4 | 4.9 | 4.8 |
| 6,183 | 3,781 | <2,402> | 32,682 | 26,569 | <6,113> | 3,240 | 23,229 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| <7,898> | <9,450> | <1,552> | <54,945> | <63,150> | <8,205> | <8,193> | <54,634> |
| 4,753 | 2,290 | <2,463> | 24,352 | 17,684 | <6,668> | 2,343 | 22,016 |
| 7,170 | 6,157 | <1,013> | 43,556 | 39,216 | <4,340> | 7,497 | 44,464 |
| 2,339 | 1,365 | <974> | 13,917 | 9,915 | <4,002> | 2,094 | 11,880 |
| 2,995 | 2,810 | <185> | 54,650 | 60,700 | 6,050 | 2,603 | 55,629 |
| 0 | 100 | 100 | 1,401 | 700 | <701> | 0 | 0 |
| 4 | 31 | 27 | 38 | 176 | 138 | 3 | 30 |
| 14,131 | 5,632 | <8,499> | 64,172 | 35,793 | <28,379> | 6,721 | 46,964 |
| 38,428 | 36,790 | <1,638> | 202,747 | 192,620 | <10,127> | 35,889 | 176,758 |
| 2,010 | 2,200 | 190 | 10,892 | 12,555 | 1,663 | 1,851 | 11,113 |
| 911 | 915 | 4 | 5,095 | 5,250 | 155 | 842 | 4,614 |
| 0 | 0 | 0 | 0 | 0 | 0 | 3 | 196 |
| 1,157 | 0 | <1,157> | 11,199 | 3,100 | <8,099> | 0 | 1,314 |
| 0 | 400 | 400 | 1,030 | 2,650 | 1,620 | 748 | 2,493 |
| 0 | 0 | 0 | 10,261 | 5,900 | <4,361> | 0 | 870 |
| 0 | 0 | 0 | 600 | 0 | <600> | 0 | 0 |
| <58> | 0 | 58 | 4,278 | 0 | <4,278> | 0 | 0 |
| 39,531 | 54,043 | 14,512 | 191,684 | 197,224 | 5,540 | 13,713 | 97,004 |
| 323,763 | 345,216 | 21,453 | 2,015,121 | 2,085,097 | 69,976 | 275,591 | 1,778,079 |
| 783,400 | 803,763 | 20,363 | 5,033,747 | 5,102,253 | 68,506 | 704,337 | 4,627,777 |
| | | | | | | | |
| 265,161 | 283,885 | <18,724> | 1,074,919 | 906,219 | 168,700 | 212,413 | 742,772 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 28,461 | 28,835 | 374 | 195,705 | 197,833 | 2,128 | 31,074 | 178,902 |
| 71,203 | 73,780 | 2,577 | 324,271 | 325,981 | 1,710 | 64,417 | 295,434 |
| 29,838 | 30,687 | 849 | 136,310 | 135,381 | <929> | 27,877 | 124,290 |
| 15,184 | 14,565 | <619> | 72,114 | 71,855 | <259> | 15,018 | 67,949 |
| 42,953 | 47,532 | 4,579 | 202,976 | 203,362 | 386 | 44,605 | 197,312 |
| 56,488 | 66,184 | 9,696 | 390,071 | 461,683 | 71,612 | 52,548 | 385,143 |
| 26,363 | 22,820 | <3,543> | 186,514 | 182,466 | <4,048> | 17,117 | 150,127 |
| 97,177 | 106,614 | 9,437 | 707,418 | 746,298 | 38,880 | 98,893 | 523,326 |
| 367,667 | 391,017 | 23,350 | 2,215,379 | 2,324,859 | 109,480 | 351,549 | 1,922,483 |
| <102,506> | <107,132> | 4,626 | <1,140,461> | <1,418,640> | 278,180 | <139,136> | <1,179,711> |
| 400,279 | 415,162 | <14,883> | 2,278,795 | 2,291,887 | <13,092> | 371,096 | 2,046,955 |
| 130,506 | 128,795 | 1,711 | 771,535 | 769,235 | 2,300 | 105,850 | 595,506 |
| 269,773 | 286,367 | <16,594> | 1,507,260 | 1,522,652 | <15,392> | 265,246 | 1,451,449 |
| 5.00 | 4.94 | 0.06 | 5.05 | 4.98 | 0.07 | 4.64 | 4.70 |
| 6.20 | 6.01 | 0.19 | 6.22 | 6.05 | 0.16 | 5.95 | 5.98 |
| 4.41 | 4.46 | <0.04> | 4.45 | 4.44 | 0.01 | 4.11 | 4.18 |
| 31,251 | 32,224 | 973 | 197,413 | 201,057 | 3,644 | 29,324 | 189,280 |
| 40.90 | 41.83 | <0.93> | 37.46 | 36.73 | 0.73 | 39.39 | 35.22 |

SERVICES DIVISION
INCOME STATEMENT

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|---------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 18,786 | 15,459 | 3,327 | 101,863 | 104,611 | <2,748> | 7,850 | 92,776 |
| 18,786 | 15,459 | 3,327 | 101,863 | 104,611 | <2,748> | 7,850 | 92,776 |
| 126 | 309 | 183 | 3,243 | 2,685 | <558> | 288 | 2,708 |
| 18,660 | 15,150 | 3,510 | 98,619 | 101,926 | <3,307> | 7,562 | 90,067 |
| 99.3 | 98.0 | 1.3 | 96.8 | 97.4 | <0.6> | 96.3 | 97.1 |
| 99.3 | 98.0 | 1.3 | 96.8 | 97.4 | <0.6> | 96.3 | 97.1 |
| 112,334 | 100,000 | 12,334 | 1,463,868 | 1,552,350 | <88,482> | 68,702 | 1,331,641 |
| 81,988 | 85,335 | <3,347> | 597,059 | 596,477 | 582 | 78,629 | 558,729 |
| 194,322 | 185,335 | 8,987 | 2,060,927 | 2,148,827 | <87,900> | 147,331 | 1,890,370 |
| 212,982 | 200,485 | 12,497 | 2,159,546 | 2,250,753 | <91,207> | 154,893 | 1,980,437 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 32,310 | 33,775 | 1,465 | 216,881 | 226,821 | 9,940 | 30,052 | 219,615 |
| 1,123 | 1,681 | 558 | 4,342 | 12,314 | 7,972 | 986 | 5,923 |
| 33,433 | 35,456 | 2,023 | 221,222 | 239,135 | 17,913 | 31,038 | 225,537 |
| 178.0 | 229.4 | 51.4 | 217.2 | 228.6 | 11.4 | 395.4 | 243.1 |
| 14,851 | 16,317 | 1,466 | 101,424 | 110,832 | 9,408 | 13,297 | 94,067 |
| 137 | 950 | 813 | 6,009 | 5,864 | <145> | 356 | 6,028 |
| 635 | 735 | 100 | 4,646 | 5,089 | 443 | 743 | 4,990 |
| 31 | 105 | 74 | 635 | 735 | 100 | 195 | 514 |
| <0> | 0 | 0 | 10,680 | 9,000 | <1,680> | 0 | 10,168 |
| 0 | 0 | 0 | 8,000 | 8,000 | 0 | 184 | 7,989 |
| 0 | 4,400 | 4,400 | 18,170 | 31,400 | 13,230 | 3,447 | 18,724 |
| 0 | 214 | 214 | 4,736 | 929 | <3,807> | 1,021 | 1,757 |
| 2,083 | 2,083 | 0 | 15,206 | 17,506 | 2,300 | 2,083 | 17,506 |
| 0 | 1,150 | 1,150 | 2,300 | 8,050 | 5,750 | 0 | 8,086 |
| 0 | 4,150 | 4,150 | 17,605 | 29,050 | 11,445 | 430 | 35,226 |
| 4,176 | 0 | <4,176> | 144,177 | 153,618 | 9,441 | 0 | 62,468 |
| 10,663 | 10,000 | <663> | 103,629 | 107,000 | 3,371 | 6,799 | 100,236 |
| 0 | 0 | 0 | 128 | 0 | <128> | 0 | 0 |
| 40,914 | 35,709 | <5,205> | 407,011 | 413,908 | 6,897 | 9,681 | 387,464 |
| 73,489 | 75,813 | 2,324 | 844,356 | 900,981 | 56,625 | 38,236 | 755,225 |
| 106,922 | 111,269 | 4,347 | 1,065,578 | 1,140,116 | 74,538 | 69,274 | 980,762 |
| 106,060 | 89,216 | 16,844 | 1,093,968 | 1,110,637 | <16,669> | 85,619 | 999,675 |
| | | | | | | | |
| | | | | | | | |
| 2,070 | 2,229 | 159 | 14,342 | 15,720 | 1,378 | 2,250 | 14,150 |
| 9,888 | 9,336 | <552> | 74,184 | 79,156 | 4,972 | 7,340 | 71,206 |
| 4,280 | 4,011 | <269> | 32,205 | 34,011 | 1,806 | 3,282 | 31,278 |
| 2,178 | 1,903 | <275> | 17,116 | 18,217 | 1,101 | 1,768 | 16,928 |
| 6,162 | 6,213 | 51 | 48,160 | 50,699 | 2,539 | 5,251 | 49,222 |
| 11,886 | 12,301 | 415 | 82,079 | 85,806 | 3,727 | 11,057 | 81,041 |
| 5,547 | 4,240 | <1,307> | 39,246 | 33,903 | <5,343> | 3,602 | 31,590 |
| 5,785 | 5,695 | <90> | 41,162 | 39,865 | <1,297> | 5,363 | 37,111 |
| 47,796 | 45,928 | <1,868> | 348,494 | 357,377 | 8,882 | 39,913 | 332,526 |
| 58,265 | 43,288 | 14,977 | 745,474 | 753,260 | <7,786> | 45,706 | 667,148 |

UCLA STUDENT UNION
INCOME STATEMENT

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|-----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 30,315 | 19,955 | 10,360 | 272,108 | 249,513 | 22,595 | 20,478 | 254,570 |
| 2,978 | 2,628 | 350 | 15,807 | 17,723 | <1,916> | 2,407 | 13,589 |
| 62,047 | 58,340 | 3,707 | 380,083 | 367,625 | 12,458 | 57,293 | 362,700 |
| 95,340 | 80,923 | 14,417 | 667,998 | 634,861 | 33,137 | 80,178 | 630,859 |
| 61,186 | 57,056 | <4,130> | 373,475 | 359,538 | <13,937> | 57,395 | 356,148 |
| 3,838 | 5,116 | 1,278 | 53,529 | 61,889 | 8,360 | 7,920 | 65,532 |
| 0 | 100 | 100 | 414 | 400 | <14> | 39 | 443 |
| 65,024 | 62,272 | <2,752> | 427,418 | 421,827 | <5,591> | 65,355 | 422,123 |
| 68.2 | 77.0 | 8.8 | 64.0 | 66.4 | 2.5 | 81.5 | 66.9 |
| 30,316 | 18,651 | 11,665 | 240,580 | 213,034 | 27,546 | 14,824 | 208,736 |
| 31.8 | 23.1 | 8.8 | 36.0 | 33.6 | 2.5 | 18.5 | 33.1 |
| 87.3 | 74.4 | 13.0 | 80.3 | 75.2 | 5.1 | 61.3 | 74.3 |
| 100.0 | 96.2 | 3.8 | 97.4 | 97.7 | <0.4> | 98.4 | 96.7 |
| 1.4 | 2.2 | <0.8> | 1.7 | 2.2 | <0.5> | <0.2> | 1.8 |
| 60,410 | 40,751 | 19,659 | 120,494 | 108,520 | 11,974 | 53,328 | 113,462 |
| 1,053 | 1,959 | <906> | 11,926 | 13,715 | <1,789> | 3,476 | 15,231 |
| 10,953 | 10,270 | 683 | 66,802 | 64,717 | 2,085 | 9,870 | 63,456 |
| 72,415 | 52,980 | 19,435 | 199,222 | 186,952 | 12,270 | 66,674 | 192,149 |
| 102,731 | 71,631 | 31,100 | 439,801 | 399,986 | 39,815 | 81,498 | 400,885 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 30,097 | 30,648 | 551 | 207,799 | 211,864 | 4,066 | 29,756 | 202,178 |
| 21,268 | 21,863 | 595 | 132,797 | 141,976 | 9,179 | 20,644 | 140,189 |
| 51,364 | 52,511 | 1,147 | 340,596 | 353,840 | 13,244 | 50,400 | 342,367 |
| 53.9 | 64.9 | 11.0 | 51.0 | 55.7 | 4.8 | 62.9 | 54.3 |
| 15,108 | 15,973 | 865 | 102,193 | 109,063 | 6,870 | 14,291 | 93,577 |
| 698 | 754 | 56 | 9,995 | 5,639 | <4,356> | 236 | 5,000 |
| 2,860 | 3,376 | 516 | 22,699 | 23,327 | 628 | 3,693 | 23,463 |
| 1,110 | 0 | <1,110> | 1,844 | 1,150 | <694> | 0 | 684 |
| 0 | 0 | 0 | 2,731 | 2,474 | <257> | 0 | 1,979 |
| 4,567 | 4,567 | 0 | 5,495 | 5,495 | <0> | 4,567 | 6,401 |
| 0 | 0 | 0 | 3,896 | 5,158 | 1,262 | 0 | 5,261 |
| 868 | 89 | <779> | 20,939 | 18,123 | <2,816> | 907 | 20,669 |
| 45,900 | 27,862 | <18,038> | 79,202 | 58,595 | <20,607> | 37,843 | 68,019 |
| 0 | 0 | 0 | 0 | 0 | 0 | 200 | 200 |
| 522 | 240 | <282> | 3,134 | 2,295 | <839> | 522 | 4,206 |
| 0 | 110 | 110 | 20 | 850 | 830 | 0 | 105 |
| 0 | 110 | 110 | 608 | 447 | <161> | 110 | 797 |
| 0 | 0 | 0 | 500 | 600 | 101 | 0 | 1,267 |
| 52 | 50 | <2> | 828 | 1,364 | 536 | 255 | 2,415 |
| 528 | 595 | 67 | 3,762 | 4,177 | 415 | 513 | 6,685 |
| 247 | 350 | 103 | 19,749 | 7,928 | <11,821> | 845 | 11,082 |
| 1,466 | 1,083 | <383> | 10,261 | 7,581 | <2,680> | 2,183 | 8,783 |
| 1,626 | 1,475 | <151> | 9,663 | 9,311 | <352> | 1,564 | 9,011 |
| 0 | 35 | 35 | <3> | 222 | 225 | <0> | <24> |
| 784 | 1,175 | 391 | 7,697 | 8,229 | 532 | 2,220 | 9,523 |
| 0 | 0 | 0 | 2,769 | 2,637 | <132> | 0 | 2,638 |
| 15,417 | 15,417 | 0 | 107,917 | 107,919 | 2 | 15,417 | 107,917 |
| 13,483 | 17,000 | 3,517 | 71,866 | 70,500 | <1,366> | 15,336 | 63,590 |
| 105,235 | 90,261 | <14,974> | 487,763 | 453,084 | <34,679> | 100,702 | 453,249 |
| 156,599 | 142,772 | <13,827> | 828,359 | 806,924 | <21,435> | 151,102 | 795,617 |
| <53,868> | <71,141> | 17,273 | <388,557> | <406,938> | 18,381 | <69,605> | <394,732> |
| | | | | | | | |
| | | | | | | | |
| 3,182 | 3,302 | 120 | 22,059 | 23,196 | 1,137 | 3,653 | 21,438 |
| 7,784 | 6,226 | <1,558> | 31,954 | 30,385 | <1,569> | 6,946 | 30,958 |
| 3,369 | 2,674 | <695> | 13,841 | 13,018 | <823> | 3,106 | 13,463 |
| 1,715 | 1,269 | <446> | 7,323 | 6,955 | <368> | 1,673 | 7,359 |
| 4,851 | 4,143 | <708> | 20,484 | 19,575 | <909> | 4,970 | 21,393 |
| 35,312 | 36,534 | 1,222 | 243,844 | 254,856 | 11,012 | 32,849 | 240,762 |
| 16,480 | 12,599 | <3,881> | 116,594 | 100,742 | <15,852> | 10,701 | 93,850 |
| 16,612 | 18,125 | 1,513 | 123,029 | 126,875 | 3,846 | 16,775 | 125,806 |
| 89,305 | 84,872 | <4,433> | 579,128 | 575,602 | <3,526> | 80,673 | 555,029 |
| <143,173> | <156,013> | 12,840 | <967,685> | <982,540> | 14,855 | <150,278> | <949,761> |

MAINTENANCE DIVISION
EXPENSE STATEMENT

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|-----------|----------|-----------------------------|-------------|-----------|-------------------|-------------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| 87,125 | 96,723 | 9,598 | 627,011 | 683,939 | 56,928 | 90,956 | 649,740 |
| 5,594 | 0 | <5,594> | 21,523 | 0 | <21,523> | 2,131 | 8,460 |
| <280> | 0 | 280 | <1,210> | 0 | 1,210 | <540> | <10,192> |
| <4,011> | <3,939> | 72 | <29,813> | <29,386> | 427 | <4,248> | <32,458> |
| 0 | <3,000> | <3,000> | <35,543> | <21,000> | 14,543 | <4,423> | <35,502> |
| 88,428 | 89,784 | 1,356 | 581,968 | 633,553 | 51,585 | 83,876 | 580,048 |
| | | | | | | | |
| 49,513 | 62,404 | 12,891 | 370,252 | 426,146 | 55,894 | 50,794 | 363,652 |
| 135 | 165 | 30 | 1,807 | 1,405 | <402> | 656 | 1,648 |
| 618 | 954 | 336 | 4,602 | 6,194 | 1,592 | 910 | 5,703 |
| 0 | 180 | 180 | 0 | 1,260 | 1,260 | 183 | 951 |
| 4,039 | 4,308 | 269 | 30,880 | 30,152 | <728> | 3,682 | 30,634 |
| 4,755 | 3,931 | <824> | 32,233 | 29,884 | <2,349> | 4,771 | 35,338 |
| 1,487 | 1,245 | <242> | 8,549 | 6,905 | <1,644> | 1,185 | 8,855 |
| 305 | 787 | 482 | 4,820 | 5,682 | 862 | 783 | 4,056 |
| 13,893 | 13,725 | <168> | 106,313 | 97,575 | <8,738> | 8,787 | 118,466 |
| 2,752 | 2,925 | 173 | 21,477 | 20,475 | <1,002> | 2,783 | 20,469 |
| 86 | 200 | 114 | 290 | 600 | 310 | 297 | 336 |
| 277 | 275 | <2> | 1,163 | 1,925 | 762 | 145 | 2,011 |
| 0 | 225 | 225 | 277 | 1,575 | 1,298 | 0 | 467 |
| 5,417 | 2,450 | <2,967> | 27,009 | 17,650 | <9,359> | 1,335 | 16,758 |
| 8,784 | 7,451 | <1,333> | 53,575 | 50,270 | <3,305> | 7,603 | 46,783 |
| 4,043 | 3,219 | <824> | 25,275 | 22,533 | <2,742> | 3,198 | 20,236 |
| 821 | 480 | <341> | 4,666 | 4,160 | <506> | 1,110 | 4,386 |
| 96,925 | 104,924 | 7,999 | 693,188 | 724,391 | 31,203 | 88,221 | 680,747 |
| 185,353 | 194,708 | 9,355 | 1,275,156 | 1,357,944 | 82,788 | 172,096 | 1,260,795 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 15,332 | 19,665 | 4,333 | 111,442 | 137,655 | 26,213 | 15,177 | 109,030 |
| 15,332 | 19,665 | 4,333 | 111,442 | 137,655 | 26,213 | 15,177 | 109,030 |
| 200,685 | 214,373 | 13,688 | 1,386,599 | 1,495,599 | 109,000 | 187,273 | 1,369,825 |
| | | | | | | | |
| <170,695> | <184,365> | <13,670> | <1,178,714> | <1,286,080> | <107,366> | <158,790> | <1,163,820> |
| <6,058> | <6,058> | 0 | <42,406> | <42,406> | 0 | <6,059> | <42,408> |
| <2,295> | <2,295> | 0 | <16,065> | <16,065> | 0 | <2,296> | <16,072> |
| <7,212> | <6,727> | 485 | <49,804> | <46,910> | 2,894 | <6,709> | <49,175> |
| <14,425> | <14,928> | <503> | <99,609> | <104,137> | <4,528> | <13,419> | <98,350> |
| <200,685> | <214,373> | <13,688> | <1,386,598> | <1,495,598> | <109,000> | <187,273> | <1,369,825> |
| | | | | | | | |
| <0> | 0 | 0 | 1 | 1 | 0 | 0 | 0 |

UTILITIES
EXPENSE STATEMENT

| FEB. 07(01/27/13-02/23/13) | | | FISCAL YEAR 12-13 | | | FISCAL YEAR 11-12 | |
|----------------------------|----------|----------|-----------------------------|-----------|----------|-------------------|-----------|
| CURRENT MONTH | | | YTD 7 MO(07/29/12-02/23/13) | | | LAST YEAR ACTUAL | |
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | MONTH | YTD |
| <101> | 7,306 | 7,407 | 119,227 | 96,081 | <23,146> | 5,161 | 80,310 |
| 71,786 | 47,862 | <23,924> | 439,720 | 377,928 | <61,792> | 40,526 | 356,611 |
| 10,351 | 6,713 | <3,638> | 60,983 | 46,508 | <14,475> | 4,777 | 40,251 |
| 9,022 | 9,353 | 331 | 25,996 | 53,999 | 28,003 | 8,670 | 44,171 |
| 2,348 | 3,698 | 1,350 | 14,622 | 21,012 | 6,390 | 2,772 | 15,186 |
| 93,406 | 74,932 | <18,474> | 660,548 | 595,528 | <65,020> | 61,906 | 536,529 |
| 93,406 | 74,932 | <18,474> | 660,548 | 595,528 | <65,020> | 61,906 | 536,529 |
| <79,665> | <63,567> | 16,098 | <563,604> | <508,281> | 55,323 | <51,725> | <453,653> |
| <2,642> | <2,642> | 0 | <18,494> | <18,494> | 0 | <2,628> | <18,396> |
| <1,001> | <1,001> | 0 | <7,007> | <7,007> | 0 | <996> | <6,973> |
| <3,366> | <2,573> | 793 | <23,815> | <20,576> | 3,239 | <2,186> | <19,170> |
| <6,732> | <5,149> | 1,583 | <47,628> | <41,170> | 6,458 | <4,371> | <38,337> |
| <93,406> | <74,932> | 18,474 | <660,548> | <595,528> | 65,020 | <61,906> | <536,529> |
| 0 | 0 | 0 | 0 | 0 | <0> | 0 | 0 |