

**ASSOCIATED STUDENTS
UCLA**

**FINANCIAL STATEMENTS
SERVICES AND ENTERPRISES
February (01/26/14 - 02/22/14)**

**Prepared
March 10, 2014**

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - FEBRUARY 2014 (\$000's)
DIVISIONS AT CONTRIBUTION LEVEL**

FEBRUARY (01/26/14 - 02/22/14)										FY 12-13		
CURRENT MONTH										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
2,721		2,847		(126)	(4.4%)	158	6.2%	2,563				GROSS INCOME
1,470		1,576		(106)	(6.7%)	(15)	(1.0%)	1,485				UCLA Store
177		272		(95)	(34.9%)	(36)	(16.9%)	213				UCLA Restaurants
120		149		(29)	(19.5%)	(48)	(28.6%)	168				Services Division
												UCLA Student Union
4,488		4,844		(356)	(7.3%)	59	1.3%	4,429				TOTAL
												GROSS MARGIN
909	33.4%	940	33.0%	(31)	Pts.	71	Pts.	838	32.7%			UCLA Store
1,048	71.3%	1,117	70.9%	(69)	0.4	(1)	0.7	1,049	70.6%			UCLA Restaurants
177	100.0%	272	100.0%	(95)	0.0	(36)	0.0	213	100.0%			Services Division
65	54.2%	90	60.4%	(25)	(6.2)	(38)	(7.1)	103	61.3%			UCLA Student Union
2,199	49.0%	2,419	49.9%	(220)	(0.9)	(4)	(0.7)	2,203	49.7%			TOTAL
												WAGES & BENEFITS
513	18.9%	542	19.0%	29	0.1	(9)	0.8	504	19.7%			UCLA Store
596	40.5%	625	39.7%	29	(0.8)	7	0.1	603	40.6%			UCLA Restaurants
48	27.1%	49	18.0%	1	(9.1)	0	(4.6)	48	22.5%			Services Division
62	51.7%	67	45.0%	5	(6.7)	4	(12.4)	66	39.3%			UCLA Student Union
1,219	27.2%	1,283	26.5%	64	(0.7)	2	0.4	1,221	27.6%			TOTAL
												OTHER CONTROLLABLES *
76	2.8%	79	2.8%	3	0.0	(13)	(0.3)	63	2.5%			UCLA Store
164	11.2%	177	11.2%	13	0.0	16	0.9	180	12.1%			UCLA Restaurants
51	28.8%	90	33.1%	39	4.3	8	(1.1)	59	27.7%			Services Division
58	48.3%	84	56.4%	26	8.1	32	5.3	90	53.6%			UCLA Student Union
349	7.8%	430	8.9%	81	1.1	43	1.1	392	8.9%			TOTAL
												CONTRIBUTION
320	11.8%	319	11.2%	1	0.6	48	1.2	272	10.6%			UCLA Store
288	19.6%	316	20.1%	(28)	(0.5)	23	1.8	265	17.8%			UCLA Restaurants
77	43.5%	134	49.3%	(57)	(5.8)	(29)	(6.3)	106	49.8%			Services Division
(55)	(45.8%)	(61)	(40.9%)	6	(4.9)	(1)	(13.7)	(54)	(32.1%)			UCLA Student Union
630	14.0%	708	14.6%	(78)	(0.6)	41	0.7	589	13.3%			TOTAL
												ALLOCATED EXPENSES
507	11.3%	539	11.1%	32	(0.2)	(12)	(0.1)	495	11.2%			Admin&Support Services
187	4.2%	184	3.8%	(3)	(0.4)	(17)	(0.4)	170	3.8%			Maintenance Division
91	2.0%	85	1.8%	(6)	(0.2)	(5)	(0.1)	86	1.9%			Utilities
209	4.7%	233	4.8%	24	0.1	6	0.2	215	4.9%			Depreciation
994	22.1%	1,041	21.5%	47	(0.6)	(28)	(0.3)	966	21.8%			TOTAL
												NET INCOME (LOSS)
(364)	(8.1%)	(333)	(6.9%)	(31)	(1.2)	13	0.4	(377)	(8.5%)			FROM OPERATIONS
												OTHER INC/(EXP)
22	0.5%	0	0.0%	22	0.5	21	0.5	1	0.0%			Non-Recurrent Inc/(Exp)
11	0.2%	17	0.4%	(6)	(0.2)	(2)	(0.1)	13	0.3%			Interest Income
(47)	(1.0%)	(46)	(0.9%)	(1)	(0.1)	7	0.2	(54)	(1.2%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
211	4.7%	211	4.4%	0	0.3	9	0.1	202	4.6%			Student Union Fee Income
197	4.4%	182	3.8%	15	0.6	35	0.7	162	3.7%			TOTAL
(167)	(3.7%)	(151)	(3.1%)	(16)	(0.6)	48	1.2	(215)	(4.9%)			NET INCOME (LOSS)

* Without Benefits

FISCAL YEAR 2013-2014										FY 12-13		
YTD 7 MONTHS (07/28/13 - 02/22/14)										**		
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	
				\$	%	\$	%					
28,324		30,296		(1,972)	(6.5%)	(1,883)	(6.2%)	30,207				GROSS INCOME
8,677		8,770		(93)	(1.1%)	12	0.1%	8,665				UCLA Store
2,183		2,326		(143)	(6.1%)	20	0.9%	2,163				UCLA Restaurants
852		832		20	2.4%	(15)	(1.7%)	867				Services Division
												UCLA Student Union
40,036		42,224		(2,188)	(5.2%)	(1,866)	(4.5%)	41,902				TOTAL
												GROSS MARGIN
8,733	30.8%	9,287	30.7%	(554)	Pts.	0.1	(383)	Pts.	0.6	9,116	30.2%	UCLA Store
6,137	70.7%	6,218	70.9%	(81)	(0.2)	28	0.2	6,109	70.5%			UCLA Restaurants
2,181	99.9%	2,322	99.8%	(141)	0.1	21	0.0	2,160	99.9%			Services Division
425	49.9%	407	48.9%	18	1.0	(15)	(0.8)	440	50.7%			UCLA Student Union
17,476	43.7%	18,234	43.2%	(758)	0.5	(349)	1.2	17,825	42.5%			TOTAL
												WAGES & BENEFITS
3,683	13.0%	3,843	12.7%	160	(0.3)	(5)	(0.8)	3,678	12.2%			UCLA Store
4,099	47.2%	4,236	48.3%	137	1.1	(71)	(0.7)	4,028	46.5%			UCLA Restaurants
343	15.7%	343	14.7%	0	(1.0)	(20)	(0.8)	323	14.9%			Services Division
439	51.5%	456	54.8%	17	3.3	4	(0.4)	443	51.1%			UCLA Student Union
8,564	21.4%	8,878	21.0%	314	(0.4)	(92)	(1.2)	8,472	20.2%			TOTAL
												OTHER CONTROLLABLES *
1,483	5.2%	1,444	4.8%	(39)	(0.4)	(33)	(0.4)	1,450	4.8%			UCLA Store
984	11.3%	966	11.0%	(18)	(0.3)	22	0.3	1,006	11.6%			UCLA Restaurants
777	35.6%	832	35.8%	55	0.2	(34)	(1.2)	743	34.4%			Services Division
323	37.9%	351	42.2%	28	4.3	63	6.6	386	44.5%			UCLA Student Union
3,567	8.9%	3,593	8.5%	26	(0.4)	18	(0.3)	3,585	8.6%			TOTAL
												CONTRIBUTION
3,567	12.6%	3,999	13.2%	(432)	(0.6)	(421)	(0.6)	3,988	13.2%			UCLA Store
1,053	12.1%	1,015	11.6%	38	0.5	(22)	(0.3)	1,075	12.4%			UCLA Restaurants
1,060	48.6%	1,147	49.3%	(87)	(0.7)	(34)	(2.0)	1,094	50.6%			Services Division
(336)	(39.4%)	(400)	(48.1%)	64	8.7	53	5.5	(389)	(44.9%)			UCLA Student Union
5,344	13.3%	5,761	13.6%	(417)	(0.3)	(424)	(0.5)	5,768	13.8%			TOTAL
												ALLOCATED EXPENSES
3,586	9.0%	3,751	8.9%	165	(0.1)	(132)	(0.8)	3,454	8.2%			Admin&Support Services
1,237	3.1%	1,296	3.1%	59	0.0	(70)	(0.3)	1,167	2.8%			Maintenance Division
712	1.8%	642	1.5%	(70)	(0.3)	(101)	(0.3)	611	1.5%			Utilities
1,527	3.8%	1,631	3.9%	104	0.1	44	(0.1)	1,571	3.7%			Depreciation
7,062	17.6%	7,320	17.3%	258	(0.3)	(259)	(1.4)	6,803	16.2%			TOTAL
												NET INCOME (LOSS)
(1,718)	(4.3%)	(1,559)	(3.7%)	(159)	(0.6)	(683)	(1.8)	(1,035)	(2.5%)			FROM OPERATIONS
												OTHER INC/(EXP)
105	0.3%	0	0.0%	105	0.3	89	0.3	16	0.0%			Non-Recurrent Inc/(Exp)
114	0.3%	124	0.3%	(10)	0.0	(25)	0.0	139	0.3%			Interest Income
(328)	(0.8%)	(325)	(0.8%)	(3)	0.0	47	0.1	(375)	(0.9%)			Interest (Expense)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%			Income Taxes
1,478	3.7%	1,478	3.5%	0	0.2	61	0.3	1,417	3.4%			Student Union Fee Income
1,369	3.4%	1,277	3.0%	92	0.4	172	0.5	1,197	2.9%			TOTAL
(349)	(0.9%)	(282)	(0.7%)	(67)	(0.2)	(511)	(1.3)	162	0.4%			NET INCOME (LOSS)

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES
INCOME AND LOSS SUMMARY - FEBRUARY 2014 (\$000's)
DIVISIONS FULLY ALLOCATED**

FEBRUARY (01/26/14 - 02/22/14)										FY 12-13	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
2,721		2,847		(126)	(4.4%)	158	6.2%	2,563			
1,470		1,576		(106)	(6.7%)	(15)	(1.0%)	1,485			
177		272		(95)	(34.9%)	(36)	(16.9%)	213			
120		149		(29)	(19.5%)	(48)	(28.6%)	168			
4,488		4,844		(356)	(7.3%)	59	1.3%	4,429			
909	33.4%	940	33.0%	(31)	0.4	71	0.7	838	32.7%		
1,048	71.3%	1,117	70.9%	(69)	0.4	(1)	0.7	1,049	70.6%		
177	100.0%	272	100.0%	(95)	0.0	(36)	0.0	213	100.0%		
65	54.2%	90	60.4%	(25)	(6.2)	(38)	(7.1)	103	61.3%		
2,199	49.0%	2,419	49.9%	(220)	(0.9)	(4)	(0.7)	2,203	49.7%		
589	21.6%	621	21.8%	32	0.2	(23)	0.5	566	22.1%		
760	51.7%	801	50.8%	41	(0.9)	23	1.0	783	52.7%		
100	56.5%	139	51.1%	39	(5.4)	7	(6.3)	107	50.2%		
120	100.0%	151	101.3%	31	1.3	37	(6.5)	157	93.5%		
1,569	35.0%	1,712	35.3%	143	0.3	44	1.4	1,613	36.4%		
320	11.8%	319	11.2%	1	0.6	48	1.2	272	10.6%		
288	19.6%	316	20.1%	(28)	(0.5)	23	1.8	265	17.8%		
77	43.5%	134	49.3%	(57)	(5.8)	(29)	(6.3)	106	49.8%		
(55)	(45.8%)	(61)	(40.9%)	6	(4.9)	(1)	(13.7)	(54)	(32.1%)		
630	14.0%	708	14.6%	(78)	(0.6)	41	0.7	589	13.3%		
490	18.0%	497	17.5%	7	(0.5)	(29)	0.0	461	18.0%		
372	25.3%	391	24.8%	19	(0.5)	(4)	(0.5)	368	24.8%		
46	26.0%	65	23.9%	19	(2.1)	2	(3.5)	48	22.5%		
86	71.7%	88	59.1%	2	(12.6)	3	(18.7)	89	53.0%		
994	22.1%	1,041	21.5%	47	(0.6)	(28)	(0.3)	966	21.8%		
(170)	(3.8%)	(177)	(3.7%)	7	(0.1)	19	0.5	(189)	(4.3%)		
(84)	(1.9%)	(76)	(1.6%)	(8)	(0.3)	19	0.4	(103)	(2.3%)		
31	0.7%	69	1.4%	(38)	(0.7)	(27)	(0.6)	58	1.3%		
(141)	(3.1%)	(149)	(3.1%)	8	0.0	2	0.1	(143)	(3.2%)		
(364)	(8.1%)	(333)	(6.9%)	(31)	(1.2)	13	0.4	(377)	(8.5%)		
22	0.5%	0	0.0%	22	0.5	21	0.5	1	0.0%		
11	0.2%	17	0.4%	(6)	(0.2)	(2)	(0.1)	13	0.3%		
(47)	(1.0%)	(46)	(0.9%)	(1)	(0.1)	7	0.2	(54)	(1.2%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
211	4.7%	211	4.4%	0	0.3	9	0.1	202	4.6%		
197	4.4%	182	3.8%	15	0.6	35	0.7	162	3.7%		
(167)	(3.7%)	(151)	(3.1%)	(16)	(0.6)	48	1.2	(215)	(4.9%)		

FISCAL YEAR 2013-2014										FY 12-13	
YTD 7 MONTHS (07/28/13 - 02/22/14)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%				
28,324		30,296		(1,972)	(6.5%)	(1,883)	(6.2%)	30,207			
8,677		8,770		(93)	(1.1%)	12	0.1%	8,665			
2,183		2,326		(143)	(6.1%)	20	0.9%	2,163			
852		832		20	2.4%	(15)	(1.7%)	867			
40,036		42,224		(2,188)	(5.2%)	(1,866)	(4.5%)	41,902			
8,733	30.8%	9,287	30.7%	(554)	0.1	(383)	0.6	9,116	30.2%		
6,137	70.7%	6,218	70.9%	(81)	(0.2)	28	0.2	6,109	70.5%		
2,181	99.9%	2,322	99.8%	(141)	0.1	21	0.0	2,160	99.9%		
425	49.9%	407	48.9%	18	1.0	(15)	(0.8)	440	50.7%		
17,476	43.7%	18,234	43.2%	(758)	0.5	(349)	1.2	17,825	42.5%		
5,166	18.2%	5,287	17.5%	121	(0.7)	(38)	(1.2)	5,128	17.0%		
5,083	58.6%	5,202	59.3%	119	0.7	(49)	(0.5)	5,034	58.1%		
1,121	51.4%	1,176	50.6%	55	(0.8)	(55)	(2.1)	1,066	49.3%		
762	89.4%	807	97.0%	45	7.6	66	6.1	828	95.5%		
12,132	30.3%	12,472	29.5%	340	(0.8)	(76)	(1.5)	12,056	28.8%		
3,567	12.6%	3,999	13.2%	(432)	(0.6)	(421)	(0.6)	3,988	13.2%		
1,053	12.1%	1,015	11.6%	38	0.5	(22)	(0.3)	1,075	12.4%		
1,060	48.6%	1,147	49.3%	(87)	(0.7)	(34)	(2.0)	1,094	50.6%		
(336)	(39.4%)	(400)	(48.1%)	64	8.7	53	5.5	(389)	(44.9%)		
5,344	13.3%	5,761	13.6%	(417)	(0.3)	(424)	(0.5)	5,768	13.8%		
3,772	13.3%	3,893	12.8%	121	(0.5)	(111)	(1.2)	3,661	12.1%		
2,316	26.7%	2,375	27.1%	59	0.4	(101)	(1.1)	2,215	25.6%		
381	17.5%	461	19.8%	80	2.3	(33)	(1.4)	348	16.1%		
593	69.6%	591	71.0%	(2)	1.4	(14)	(2.8)	579	66.8%		
7,062	17.6%	7,320	17.3%	258	(0.3)	(259)	(1.4)	6,803	16.2%		
(206)	(0.5%)	106	0.3%	(312)	(0.8)	(534)	(1.3)	328	0.8%		
(1,263)	(3.2%)	(1,360)	(3.2%)	97	0.0	(123)	(0.5)	(1,140)	(2.7%)		
680	1.7%	686	1.6%	(6)	0.1	(65)	(0.1)	745	1.8%		
(929)	(2.3%)	(991)	(2.3%)	62	0.0	39	0.0	(968)	(2.3%)		
(1,718)	(4.3%)	(1,559)	(3.7%)	(159)	(0.6)	(683)	(1.8)	(1,035)	(2.5%)		
105	0.3%	0	0.0%	105	0.3	89	0.3	16	0.0%		
114	0.3%	124	0.3%	(10)	0.0	(25)	0.0	139	0.3%		
(328)	(0.8%)	(325)	(0.8%)	(3)	0.0	47	0.1	(375)	(0.9%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
1,478	3.7%	1,478	3.5%	0	0.2	61	0.3	1,417	3.4%		
1,369	3.4%	1,277	3.0%	92	0.4	172	0.5	1,197	2.9%		
(349)	(0.9%)	(282)	(0.7%)	(67)	(0.2)	(511)	(1.3)	162	0.4%		

**P/L Reconciliation
Feb-14**

<i>Financial Analysis</i>	\$000's
	Feb-14
Budgeted Net Income/(Loss)	(151)
UCLA Store	
Gross Margin:	
Market gross income \$40K below plan due to internal and external construction and the cannibalization of sales from South Campus	(15)
E-Commerce gross income \$12K below plan due to aggressive sales plan as compared to actual last year	(6)
New Text gross income \$45K below plan due to continued decline in sales from competition, student usage and student purchasing habits	(13)
Used Text gross margin below plan due to higher returns	(7)
Course Reader gross income \$24K above plan due to late department sales higher; timing which partially offsets January	7
Computer Store gross margin above plan mainly due to timing for Apple Bonus budgeted in January, offset by negative sales due to competition and shift to lower priced tablets.	31
Luvalle General MDSE gross margin below plan due to the decision to take very aggressive markdowns for the February sale in order to address the overstock position in Bearwear.	(10)
Hilltop gross income \$9K below plan due to lower than anticipated customer traffic due to competition in Westwood and University	
Food Service on the hill	(6)
Total Wages lower than plan	8
Other, positive controllables mainly employees benefits	12
Total Contribution	1
UCLA Restaurants	
Gross Margin:	
Wetzels/RX gross income \$5K below plan due to some customer traffic and/or purchasing patterns shifting; these sales seem to be trending lower in the last few months	(4)
No Campus Student CTR gross income \$12K below plan mostly due to aggressive budget for Winter quarter	(8)
Café Synapse gross income \$7K below plan due to ongoing decline in sales trend, slight negative variance each day	(4)
Luvalle Food Servery gross income \$27K below plan due to new sales programs not started and continued erosion of northern campus customer demographics	(18)
YRL gross income \$6K below plan due to ongoing declining coffee house sales trend, and particularly soft Winter quarter trending	(4)
Jimmy's gross income \$6K below plan due to ongoing declining coffeehouse sales trend and particularly soft Winter quarter trending	(4)
Jamba Juice gross income \$4K below plan as store closed for 9 days for small remodel project in beginning of February	(4)
Terasaki Café gross income \$8K below plan as budget was not based on any history, much less demand in this location than anticipated	(5)
Catering gross income \$11K above plan as more events than usual ordered extra other income items such as china rentals, linen and action stations, and an increase in Athletics sales, mostly in snack bags and Women's Basketball pre-game meals	9
Concessions gross income \$37K below plan due to 5 men's basketball games budgeted in February but only 3 actual	(22)
Total Wages lower than plan	7
Other, positive controllables mainly employees benefits and commission expense	29
Total Contribution	(28)
Services	
Gross Margin:	
Licensing domestic income below plan due to less than anticipated/budgeted performance (not timing related)	(24)
Licensing foreign income below plan due to the non-performance of the S. Korean apparel licensee and thus the inability to collect their minimum guarantee	(55)
Photography gross income below plan due to aggressive budget, timing for Law School events and less shoots overall	(14)
Other, positive controllables mainly in Licensing	36
Total Contribution	(57)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$31K below plan due to the move of Dance Marathon to Pauley Pavilion this year.	(28)
Post Office gross margin above plan due to a postal rate increase and a large volume of "Forever" stamps	5
Other, positive controllables mainly student event expense (move of Dance Marathon to Pauley Pavilion)	29
Total Contribution	6
Allocated Expenses and Other	
A&SS lower than plan mostly employees benefits and various other controllables	32
Utilities higher than plan due to higher consumption mostly in chilled water and steam, and higher rates for water-non air cond.	(6)
Depreciation lower than plan due to timing of capitals	24
Other, mostly positive non-recurring	12
Total	62
Actual Net Income/(Loss)	(167)

**ASUCLA
P/L Reconciliation
Year-To-Date Through February 2014**

<i>Financial Analysis</i>	\$000's
Budgeted Net Income/(Loss)	(282)
UCLA Store	
Gross Margin:	
Bearwear gross income \$84K below plan due mostly to reduced foot traffic during basketball games, aggressive sales plan as compared to prior year actuals with the football victory over USC, and reduced sales in fleece, umbrellas and outerwear due to warm/dry weather	(55)
Fastrack gross income \$52K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(28)
The Market gross income \$131K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales decline in Health/Beauty products	(48)
Essentials gross income \$41K below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(22)
E-Commerce gross income \$104K above plan due to positive impact from football and the Score Big promotions, successful LA Midnight limited edition jersey sales and e-mails	53
Computer Store gross income \$926K below plan due to continued downward sales trend in individual CPU sales, tablet sales at lower average price points, and impact from customer response to remodeling	(115)
New Text gross income \$246K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(113)
Used Text gross income \$214K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(86)
Luvall Books gross income \$364K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(83)
Luvall General MDSE gross income \$24K below plan due to sales decline in supplies and the Anderson School did not renew an apparel web promotion	(30)
HSS Books gross income \$43K below plan due to downward trend in medical books for classes, more being put online	(11)
HSS General MDSE gross income \$38K below plan mostly due to continued cannibalization from the Court of Science store	(16)
Total Wages lower than plan	42
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and repairs and maintenance)	80
Total Contribution	(432)
UCLA Restaurants	
Gross Margin:	
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	24
Wetzels/RX gross income \$26K below plan due to remodeling sales program that has been deferred, and some customer traffic and/or purchasing patterns shifting	(24)
Northern Lights gross income \$12K below plan due to declining coffeehouse sales	(10)
No Campus Student Ctr gross margin below plan due to slower sales than anticipated and ongoing fine tuning of recipes, waste, portioning and purchases	(26)
Café Synapse gross income \$35K below plan due to continued drop in sales and a few departments have moved out of the building	(24)
Luvall Food Servery gross income \$99K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(72)
Jimmy's gross income \$26K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter trending	(16)
Cooperage gross income \$64K below plan due new sales program not started yet, and Engineering and Lot 6 construction impacting pedestrian traffic patterns	(42)
Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(14)
Taco Bell gross income \$39K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(31)
Catering gross income \$237K above plan due to more Athletics training table than last year; 4 day Bhai Conference and the UCLA Graduated Student Picnic	171
Total Wages lower than plan	39
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance and bank card expense)	63
Total Contribution	38
Services	
Gross Margin:	
Licensing foreign income below plan due to the demise of the program in Korea and not imposing a minimum guarantee in Sweden upon extension of the bag license	(86)
Licensing domestic income below plan due to lower performance than planned	(36)
Photography gross income below plan due to aggressive budget and less shoots overall	(13)
Total Wages higher than plan	(3)
Other, positive controllables mainly in Licensing	51
Total Contribution	(87)
UCLA Student Union	
Gross Margin:	
Student Union Ops gross income \$19K above plan due to new off-campus client events (Invisible Children), University new Tour Presentation, Univision Town Hall, other corporate promotions events and the UCLA Orientation program increasing spending, (partially offset by move of Dance Marathon to Pauley)	18
Total Wages lower than plan	12
Other, positive controllables mainly student event expense (move of Dance Marathon to Pauley Pavilion)	34
Total Contribution	64
Allocated Expenses and Other	
A&SS lower than plan mostly in total wages, employee benefits and insurance expense	165
Maintenance lower than plan due mostly to higher capital wages (store remodel not in budget), less labor and materials were purchased for work orders, and the budget for career wages and employee benefits was too high	59
Utilities higher than plan due to higher consumption mostly in chilled water, especially Ackerman (currently being researched), higher steam due to a new meter in Ackerman installed after the budget was completed, and higher electricity as areas continue to exceed budget which was based on historical data	(70)
Depreciation lower than plan due to timing of capitals and reduced expenditures	104
Other, mostly positive non-recurring	92
Total	350
Actual Net Income/(Loss)	(349)

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

	Current Month February 2014	Prior Month January 2014	Prior Year July 2013
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,496	\$11,629	\$11,541
Accounts receivable	4,586	3,947	3,369
Less: Allowance for doubtful accounts	(160)	(159)	(131)
Accounts receivable, net	4,426	3,788	3,239
Student fees receivable	206	306	389
Inventories	5,480	7,063	6,379
Prepaid expenses and other current assets	182	176	243
Total current assets	20,790	22,962	21,791
LONG TERM ASSETS			
Property, equipment and improvements	66,595	66,492	65,205
Less: Accumulated depreciation	(40,396)	(40,187)	(38,869)
Total Long Term Assets	26,199	26,305	26,336
TOTAL ASSETS	46,989	49,268	48,128
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:			
Accounts payable	\$3,742	\$5,441	\$4,921
Wages and payroll taxes payable	2,907	2,910	3,085
Sales Tax Payable & Other Liabilities	1,141	1,182	837
Interest payable	162	427	146
Deferred Income	415	504	182
Funds Held for Others	153	168	139
Current portion of long term debt	708	708	708
Total current liabilities	9,228	11,341	10,018
LONG TERM DEBT:			
AU expansion loan	11,591	11,591	11,591
Total long term debt	11,591	11,591	11,591
TOTAL LIABILITIES	20,819	22,932	21,609
RETAINED EARNINGS:			
Beginning Balance	26,518	26,518	26,459
Year-to-date net income/(loss)	(349)	(183)	59
Ending Balance	26,170	26,335	26,518
TOTAL LIABILITIES AND RETAINED EARNINGS	46,989	49,268	48,128

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
STATEMENTS OF CASH FLOWS
February 2014
(\$000's)**

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income/(loss)			
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	209	1,527	1,571
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	0
(Gain) Loss on long-term debt refinancing	0	0	0
<u>(Increase)/decrease in current assets:</u>	0	0	0
Accounts receivable	(638)	(1,187)	(266)
Student fees receivable	100	184	36
Inventories	1,583	898	1,332
Prepaid expenses and other current assets	(5)	62	128
<u>Increase/(decrease) in current liabilities:</u>			0
Accounts payable	(1,699)	(1,181)	(2,418)
Sales Tax payable & other liabilities	(40)	306	292
Wages and payroll taxes payable	(3)	(177)	246
Interest payable	(265)	17	51
Deferred Income	(89)	232	150
Funds held for others	(16)	14	13
Other Current Liabilities (Current Portion of LT Debt)	0	0	0

Net cash provided/(used) by operating activities

CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:

Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(103)	(1,390)	(708)

Net cash used in investing activities

CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:

Principal payments on AU expansion loan	0	0	0
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Net cash provided/(used) by financing activities

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS, Beginning

CASH AND CASH EQUIVALENTS, Ending

	Current Month	Year to Date	Prior Year to Date
	(\$167)	(\$349)	\$162
	209	1,527	1,571
	0	0	0
	0	0	0
	0	0	0
	0	0	0
	(638)	(1,187)	(266)
	100	184	36
	1,583	898	1,332
	(5)	62	128
			0
	(1,699)	(1,181)	(2,418)
	(40)	306	292
	(3)	(177)	246
	(265)	17	51
	(89)	232	150
	(16)	14	13
	0	0	0
	(\$1,030)	\$346	\$1,295
	0	\$0	0
	(103)	(1,390)	(708)
	(\$103)	(\$1,390)	(\$708)
	0	0	0
	\$0	\$0	\$0
	(\$1,133)	(\$1,044)	\$587
	\$11,629	11,541	10,251
	\$10,496	\$10,496	\$10,837

**ASSOCIATED STUDENTS UCLA
SERVICES AND ENTERPRISES
CASH RESERVE COMPUTATION**
February 2014
(\$000's)

CASH AND CASH EQUIVALENTS	10,496
Less: Committed Capital Projects	
Ackerman B & A Level Remodel	(1,833)
Store POS	(150)
Student Service Center	(300)
Subtotal	(2,283)
Adjustment for Cash Overdraft Entry	(345)
Uncommitted Cash	7,867
BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)	8,490
RESERVE SURPLUS (DEFICIT)	(623)

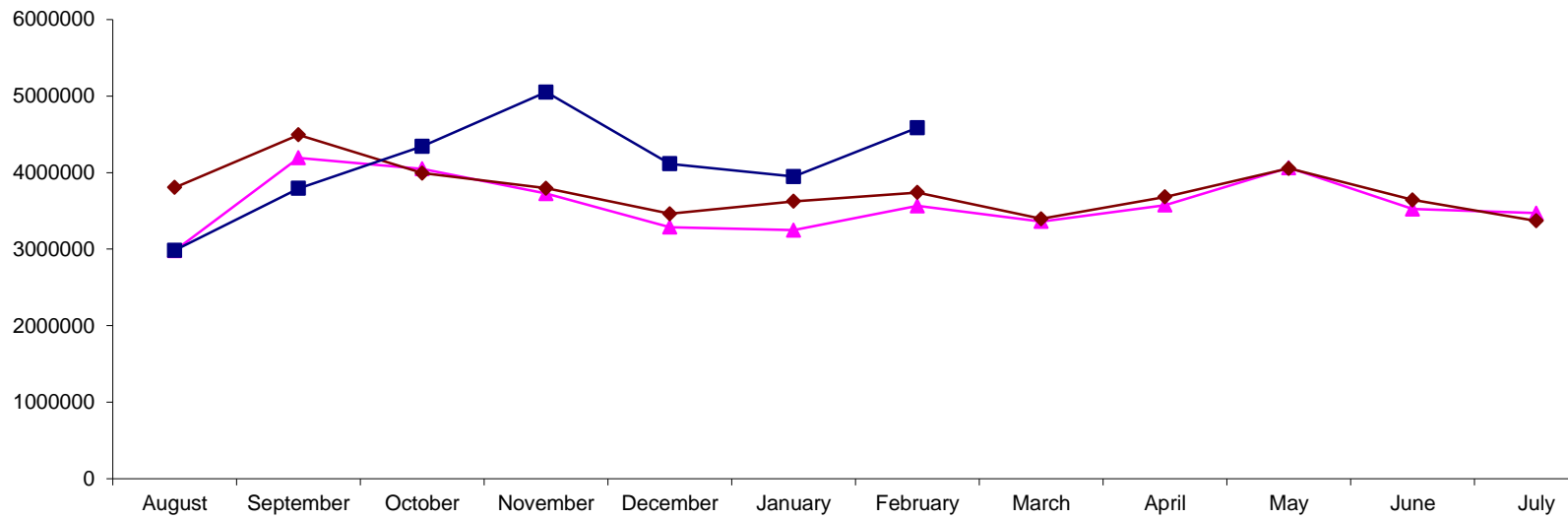
ASUCLA SERVICES AND ENTERPRISES
Capital Expenditures -Current Year Projects (\$000's)
FY 2013-2014 February 2014

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
Store/Services								
2013-S001 Store General Replacement	50.0	26.7	5.7	32.4	17.6		0.0	In Progress
2013-S002 Informal Photo Equipment	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-S003 HSS Remodel	50.0	49.4	9.5	58.9	0.0		8.9	Awaiting Invoice
2013-S004 Hilltop Shop Remodel	50.0	19.5	1.8	21.3	28.7		0.0	In Progress
2013-S005 Concession Kiosks Replacement	25.0	12.1	13.3	25.4	0.0		0.4	Awaiting Invoice
2013-S006 LuValle Store Renovation	30.0	0.0	8.8	8.8	21.2		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	0.0	0.0	0.0	0.0	15.0	(10.0)	Pending
2013-S044 Essential Fixture Replacement	0.0	32.2	0.0	32.2	0.0		32.2	Completed
2013-S045 Market-Cards Reconfiguration	0.0	20.0	3.9	23.9	6.1		30.0	Pending
Total Store/Services	236.0	159.9	43.0	202.9	73.6	21.0	61.5	
Food Service								
2013-F008 FS Miscellaneous and Unanticipated	50.0	8.4	3.9	12.3	37.7		0.0	In Progress
2013-F009 Patio Furniture Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F010 Commissary Dish Room Remodel	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancel
2013-F011 Commissary Ice Machine	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F012 Commissary Kitchen Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F013 KCH Dining Room Finish Replacement	50.0	0.0	23.0	23.0	0.0		(27.0)	Cancel
2013-F014 Infrastructure & Equipment-Drake Concessions	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-F015 Cooperage Ice Machine	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F016 Relaxation Image Renovation	10.0	0.0	1.8	1.8	8.2		0.0	In Progress
2013-F017 Wetzels Upgrade	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2013-F018 Greenhouse Refrigeration	10.0	0.0	0.0	0.0	0.0		(10.0)	Cancel
2013-F019 Lu Valle Refrigerator	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-F020 Relocate Tsunami	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending
2013-F041 Food Carts	0.0	13.3	13.5	26.8	3.2		30.0	In Progress
Total Food Services	356.0	21.7	42.2	63.9	49.1	111.0	(132.0)	
Technology								
2013-T021 Network Infrastructure Upgrade	20.0	3.8	17.2	21.0	0.0		1.0	Completed
2013-T022 Printer Replacement	10.0	0.0	2.3	2.3	7.7		0.0	In Progress
2013-T023 VM server/SAN replacement	90.0	0.0	0.0	0.0	0.0	90.0	0.0	Pending
2013-T024 AU Expansion of UCLA Wireless Network	8.0	1.1	2.6	3.7	4.3		0.0	In Progress
2013-T025 Catering Software	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending
2013-T026 Marketing Hardware Upgrade	20.0	0.0	0.0	0.0	0.0		(20.0)	Cancel
2013-T027 Marketing Software Upgrade	7.5	5.5	0.0	5.5	0.0		(2.0)	Completed
2013-T028 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0		(6.0)	Cancel
Total Technology	171.5	10.4	22.1	32.5	12.0	100.0	(27.0)	
Others								
2013-O029 Game Center Technical Upgrades	12.0	0.0	1.6	1.6	10.4		0.0	In Progress
2013-O030 SUO General Replacement	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2013-O031 Custodial Replacements	10.0	19.0	0.0	19.0	0.0		9.0	Awaiting Invoice
2013-O032 KH Patio Outdoor Lounge	40.0	0.0	0.0	0.0	0.0		(40.0)	Cancel
2013-O033 SUO Digital Ad Screen Expansion	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2013-O034 AGB/BRR Trash Cans	7.2	0.0	9.1	9.1	0.0		1.9	Awaiting Invoice
2013-O035 Student Service Center	300.0	0.0	39.3	39.3	260.7		0.0	In Progress
2013-O036 Fac. Misc. Remodels	25.0	13.5	10.7	24.2	0.8		0.0	In Progress
2013-O037 Lu Valle Roof Membrane	75.0	2.3	37.6	39.9	35.1		0.0	In Progress
2013-O038 Energy/utilities Efficiency Project	75.0	3.7	16.1	19.8	55.2		0.0	In Progress
2013-O039 Finance Misc. Replacements	15.0	0.6	0.0	0.6	14.4		0.0	In Progress
2013-O040 General Replacements	50.0	0.0	0.0	0.0	0.0		(50.0)	Cancel
2013-O042 Daily Bruin Flooring	0.0	0.0	48.4	48.4	0.0		48.4	Awaiting Invoice
2013-O043 Black Experience Mural	0.0	18.3	6.9	25.2	0.0		25.2	In Progress
Total Others	636.2	57.4	169.7	227.1	376.6	27.0	(6.5)	
Total Current Year Projects	1,399.7	249.4	277.0	526.4	511.3	259.0	(103.0)	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES
ACCOUNTS RECEIVABLE AGING REPORT

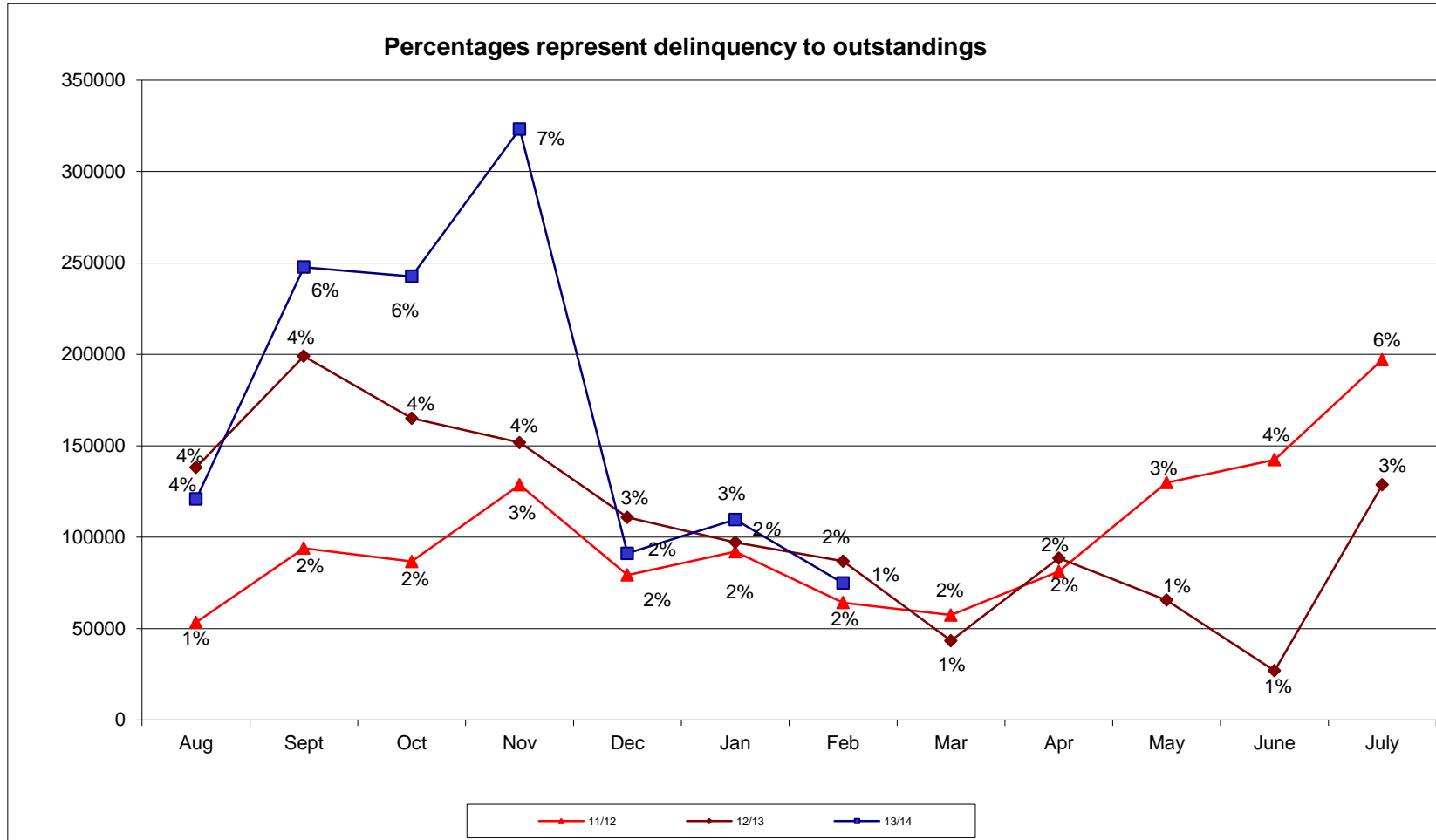
2/22/2014	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$764,439	18%	\$138,852	75%	\$5,642	17%	\$10,766	74%	\$106	1%	\$4,550	29%	\$924,355	20%
ASUCLA PUBLICATIONS		\$265,427	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$265,427	6%
ASUCLA USA/GSA		\$83,723	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$83,723	2%
DUE FROM VENDORS		\$1,246,389	29%	(\$4,750)	-3%	(\$2,644)	-8%	\$2,620	18%	\$1,747	17%	\$8,451	52%	\$1,251,813	27%
DENTAL KITS		\$217,340	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,340	5%
OTHER		\$1,745,972	40%	\$53,316	28%	\$30,773	91%	\$1,165	8%	\$8,567	82%	\$3,108	19%	\$1,842,901	40%
TOTAL CURRENT MONTH		\$4,323,290	100%	\$187,418	100%	\$33,771	100%	\$14,551	100%	\$10,420	100%	\$16,109	100%	\$4,585,559	100%
		94%		4%		1%		0%		0%		0%		100%	
1/25/2014	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$649,486	15%	\$103,931	72%	\$24,122	71%	\$1,757	6%	\$4,751	46%	\$3,960	25%	\$788,007	17%
ASUCLA PUBLICATIONS		\$198,551	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,551	4%
ASUCLA USA/GSA		\$94,808	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,808	2%
DUE FROM VENDORS		\$248,498	6%	(\$1,872)	-1%	\$8,593	25%	\$5,155	35%	\$3,796	36%	\$18,826	117%	\$282,996	6%
DENTAL KITS		\$277,550	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$277,550	6%
OTHER		\$2,225,188	59%	\$41,273	22%	\$9,677	29%	\$23,345	160%	\$1,561	15%	\$4,025	25%	\$2,305,069	59%
TOTAL CURRENT MONTH		\$3,694,081	100%	\$143,332	100%	\$42,392	100%	\$30,257	100%	\$10,108	100%	\$26,811	100%	\$3,946,981	100%
		93%		4%		1%		1%		0%		1%		100%	
12/28/2013	Dec	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$750,543	19%	\$41,492	39%	\$9,223	19%	\$5,920	80%	\$1,598	23%	\$2,535	16%	\$811,311	21%
ASUCLA PUBLICATIONS		\$153,747	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$153,747	4%
ASUCLA USA/GSA		\$96,366	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$96,366	2%
DUE FROM VENDORS		\$792,062	20%	\$9,022	8%	\$10,390	21%	(\$101)	-1%	(\$67)	-1%	\$20,338	74%	\$831,644	21%
DENTAL KITS		\$379,710	10%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$379,710	10%
OTHER		\$1,744,172	45%	\$56,951	53%	\$29,446	60%	\$1,562	21%	\$5,496	78%	\$4,788	17%	\$1,842,415	47%
TOTAL CURRENT MONTH		\$3,916,600	100%	\$107,465	100%	\$49,059	100%	\$7,381	100%	\$7,027	100%	\$27,661	100%	\$4,115,193	100%
		95%		3%		1%		0%		0%		1%		100%	

Total Aged Accounts Receivable Balances
12 Month History
August 11 through Feb 14

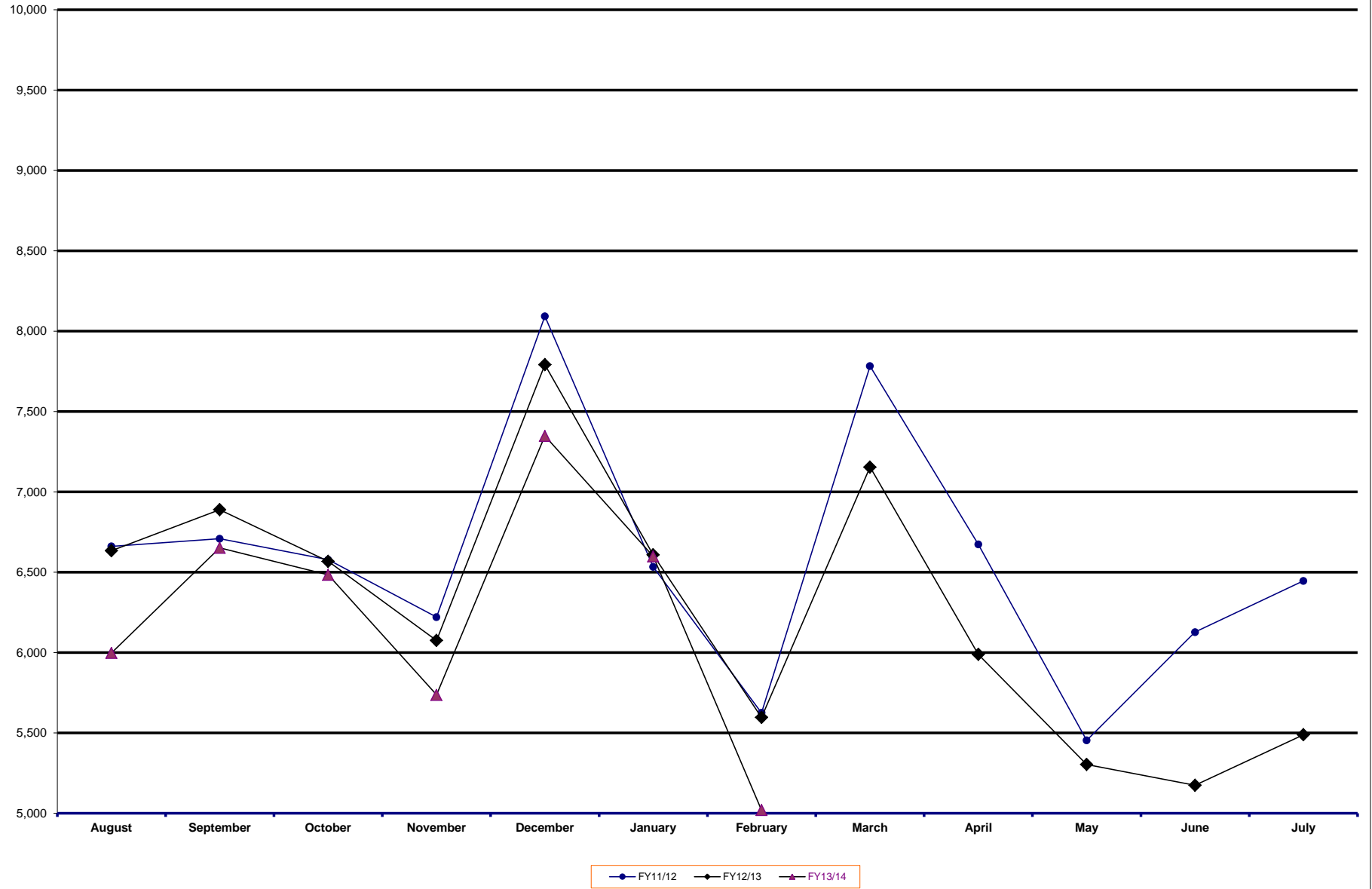


Yr 11-12 Yr 12-13 Yr 13-14

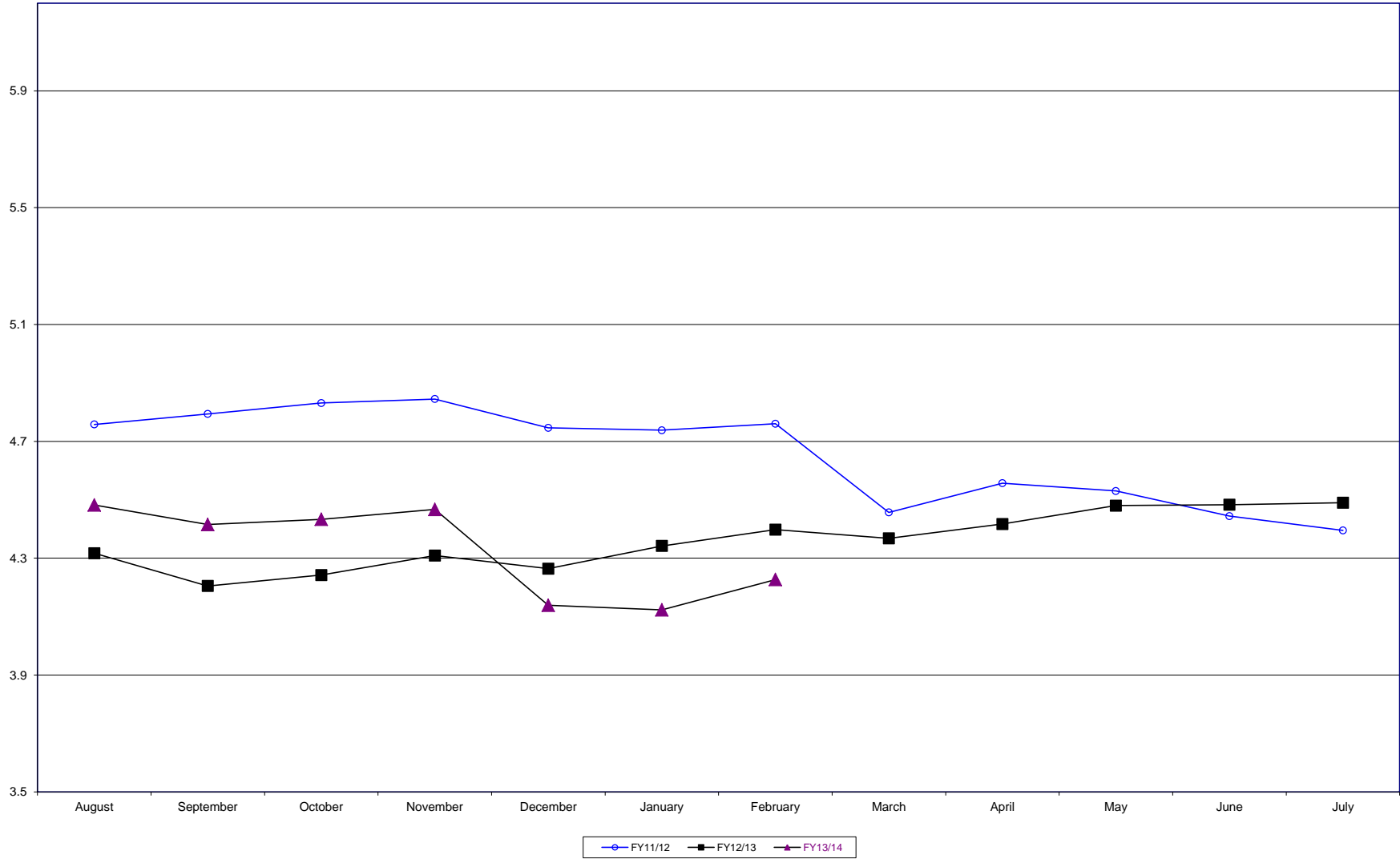
Aged Accounts Receivable Balances >60 Days Past Due



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(01/26/14-02/22/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,055,201	1,106,532	<51,331>	12,744,427	14,240,508	<1,496,081>	963,258	14,308,832
999,490	1,081,254	<81,764>	7,628,432	7,949,021	<320,589>	1,017,546	7,955,656
106,142	115,000	<8,858>	570,713	604,300	<33,587>	106,265	579,814
165,307	183,738	<18,431>	1,869,723	2,236,066	<366,343>	144,044	2,118,451
43,873	56,000	<12,127>	1,122,034	1,028,000	94,034	42,947	1,012,170
242,743	256,383	<13,640>	3,728,294	3,649,863	78,431	251,929	3,680,844
2,612,757	2,798,907	<186,150>	27,663,623	29,707,758	<2,044,135>	2,525,989	29,655,766
1,800,187	1,896,058	95,871	19,467,557	20,891,336	1,423,779	1,709,597	20,960,819
3,703	3,870	167	53,576	52,500	<1,076>	3,662	58,391
4,419	4,500	81	32,662	33,570	908	4,478	34,035
511	540	29	2,695	2,840	145	509	2,727
1,056	970	<86>	11,278	11,290	12	913	12,493
172	200	28	4,206	3,660	<546>	172	3,820
1,868	1,240	<628>	18,707	14,240	<4,467>	4,798	18,639
11,728	11,320	<408>	123,123	118,100	<5,023>	14,533	130,106
1,811,916	1,907,378	95,462	19,590,680	21,009,436	1,418,756	1,724,129	21,090,925
68.9	67.7	<1.2>	70.4	70.3	<0.1>	67.7	70.7
800,841	891,529	<90,688>	8,072,943	8,698,322	<625,379>	801,860	8,564,841
31.1	32.3	<1.2>	29.6	29.7	<0.1>	32.3	29.3
0.5	0.4	<0.1>	0.5	0.4	<0.1>	0.6	0.4
30.7	31.9	<1.2>	29.2	29.3	<0.1>	31.7	28.9
12.9	14.9	<2.0>	17.4	18.1	<0.8>	14.9	18.0
47.6	47.1	0.6	48.7	48.8	<0.1>	46.7	48.1
37.6	40.0	<2.4>	39.3	39.7	<0.4>	38.2	39.8
32.4	35.8	<3.4>	28.2	28.0	0.1	36.6	27.5
51.1	52.1	<1.0>	49.9	50.3	<0.4>	51.2	50.0
30.0	29.8	0.2	22.4	23.5	<1.1>	26.8	22.9
108,493	48,381	60,112	660,128	588,270	71,858	36,574	551,478
909,334	939,910	<30,576>	8,733,070	9,286,592	<553,522>	838,434	9,116,320
256,990	262,578	5,588	1,794,848	1,857,314	62,466	252,560	1,837,231
0	2,435	2,435	0	18,263	18,263	0	6,221
128,090	128,462	372	981,252	942,051	<39,201>	123,365	923,152
385,079	393,475	8,396	2,776,100	2,817,628	41,528	375,925	2,766,604
14.7	14.1	<0.7>	10.0	9.5	<0.6>	14.9	9.3
127,586	148,659	21,073	906,868	1,025,815	118,947	127,757	911,688
10,031	6,325	<3,706>	74,509	64,763	<9,746>	10,892	72,400
12,178	14,498	2,320	92,097	99,123	7,026	12,839	97,572
80	110	30	560	770	210	0	652
<3,762>	40	3,802	141	280	139	27	310
6,526	5,000	<1,526>	15,392	11,547	<3,845>	3,113	10,436
0	0	0	1,900	2,100	200	0	2,000
5,495	4,175	<1,320>	41,413	39,105	<2,308>	4,520	36,907
16,150	13,660	<2,490>	225,047	222,225	<2,822>	13,066	222,719
815	900	85	6,190	6,400	210	896	6,342
<59>	0	59	14	0	<14>	<0>	<2>
0	0	0	248	0	<248>	0	0
17,635	16,830	<805>	171,983	150,762	<21,221>	13,872	141,815
<54,965>	<53,000>	1,965	<78,960>	<58,106>	20,854	<49,163>	<52,083>
26	55	29	254,674	252,385	<2,289>	41	239,904
5,604	1,990	<3,614>	40,136	24,905	<15,231>	3,077	28,990
0	0	0	0	0	0	0	<19>
47,261	56,567	9,306	441,601	476,599	34,998	46,335	461,080
<180>	0	180	11,427	0	<11,427>	<796>	7,342
1,936	0	<1,936>	3,343	0	<3,343>	162	6,681
0	0	0	571	0	<571>	<4>	76
502	0	<502>	1,240	0	<1,240>	1,150	1,150
794	400	<394>	2,198	1,300	<898>	0	1,109
0	0	0	300	300	0	0	300
8,039	6,350	<1,689>	67,088	46,150	<20,938>	703	36,790
0	0	0	1,672	350	<1,322>	0	8,363
0	0	0	2,640	3,600	960	0	3,600
140	140	0	34,579	33,148	<1,431>	81	38,918
0	0	0	0	0	0	0	53
0	0	0	0	10	10	0	0
2,240	4,570	2,330	70,659	66,015	<4,644>	1,891	76,722
204,075	227,269	23,194	2,389,531	2,469,546	80,015	190,458	2,361,818
589,154	620,744	31,590	5,165,630	5,287,174	121,544	566,383	5,128,422
320,180	319,166	1,014	3,567,440	3,999,418	<431,978>	272,051	3,987,898
26,643	26,754	111	193,984	196,746	2,762	23,278	179,463
131,651	134,794	3,143	1,040,280	1,102,540	62,260	122,830	1,016,934
53,834	55,972	2,138	445,710	458,232	12,522	51,471	425,349
26,238	29,937	3,699	205,480	245,132	39,652	26,194	227,791
78,042	82,512	4,470	667,559	704,797	37,238	74,097	643,438
72,726	68,901	<3,825>	489,204	485,657	<3,547>	67,009	462,720
32,841	29,396	<3,445>	257,754	221,242	<36,512>	31,274	221,249
67,753	68,324	571	472,419	478,268	5,849	65,967	483,232
489,728	496,590	6,862	3,772,390	3,892,614	120,224	462,120	3,660,176
<169,548>	<177,424>	7,876	<204,950>	106,804	<311,754>	<190,069>	327,722

UCLA RESTAURANTS
INCOME STATEMENT

FEB. 07(01/26/14-02/22/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13		
CURRENT MONTH			YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
151,883	155,155	<3,272>	882,227	891,615	<9,388>	155,595	890,200	
206,634	217,785	<11,151>	1,150,649	1,191,958	<41,309>	196,662	1,095,531	
135,670	145,154	<9,484>	851,016	862,975	<11,959>	141,947	845,583	
245,697	285,687	<39,990>	1,392,769	1,532,655	<139,886>	259,347	1,462,949	
272,110	289,195	<17,085>	1,536,788	1,667,216	<130,428>	244,949	1,476,838	
246,465	279,955	<33,490>	1,543,965	1,395,343	148,622	279,493	1,623,590	
1,258,460	1,372,931	<114,471>	7,357,414	7,541,762	<184,348>	1,277,994	7,394,691	
421,948	458,937	36,989	2,540,684	2,552,322	11,638	436,909	2,556,810	
33.5	33.4	<0.1>	34.5	33.8	<0.7>	34.2	34.6	
836,512	913,994	<77,482>	4,816,731	4,989,440	<172,709>	841,085	4,837,881	
66.5	66.6	<0.1>	65.5	66.2	<0.7>	65.8	65.4	
68.9	69.2	<0.3>	67.4	68.9	<1.5>	67.3	67.5	
65.5	66.3	<0.7>	65.0	66.2	<1.2>	61.0	63.1	
66.7	66.2	0.4	64.7	65.4	<0.7>	64.5	64.7	
69.3	69.2	0.2	69.3	69.2	0.1	69.3	69.1	
65.0	64.7	0.4	64.1	64.6	<0.5>	64.7	64.6	
65.6	65.1	0.5	63.8	63.7	0.1	67.0	64.0	
211,421	202,899	8,522	1,319,778	1,228,142	91,636	207,476	1,270,785	
1,047,933	1,116,893	<68,960>	6,136,508	6,217,582	<81,074>	1,048,560	6,108,666	
271,733	280,126	8,393	1,952,188	1,997,417	45,229	276,096	1,913,031	
907	992	85	4,664	7,072	2,408	1,624	12,413	
217,986	215,713	<2,273>	1,339,329	1,328,450	<10,879>	217,836	1,316,123	
<37,550>	<37,138>	412	<233,278>	<230,702>	2,576	<35,920>	<222,941>	
453,076	459,693	6,617	3,062,903	3,102,237	39,334	459,637	3,018,626	
36.0	33.5	<2.5>	41.6	41.1	<0.5>	36.0	40.8	
143,241	164,840	21,599	1,036,159	1,134,184	98,025	143,349	1,009,152	
1,504	1,420	<84>	12,930	11,670	<1,260>	1,258	11,392	
4,191	4,384	193	29,556	30,168	612	3,742	28,948	
500	1,200	700	9,616	14,200	4,584	1,097	9,530	
58,968	64,621	5,653	343,468	351,963	8,495	62,661	338,489	
4.7	4.7	0.0	4.7	4.7	0.0	4.9	4.6	
6,521	4,457	<2,064>	33,220	29,954	<3,266>	6,183	32,682	
<9,376>	<9,600>	<224>	<63,253>	<64,500>	<1,247>	<7,898>	<54,945>	
2,550	2,482	<68>	21,298	18,278	<3,020>	4,753	24,352	
4,364	5,498	1,134	35,580	35,202	<378>	7,170	43,556	
807	1,310	503	13,081	11,268	<1,813>	2,339	13,917	
488	2,895	2,407	45,517	59,845	14,328	2,995	54,650	
0	100	100	0	700	700	0	1,401	
0	47	47	34	271	237	4	38	
8,610	5,569	<3,041>	76,011	38,161	<37,850>	14,131	64,172	
44,845	38,504	<6,341>	223,289	210,238	<13,051>	38,428	202,747	
1,984	1,893	<91>	11,063	10,870	<193>	2,010	10,892	
2,903	996	<1,907>	11,564	6,211	<5,353>	911	5,095	
0	0	0	102	0	<102>	0	0	
47	0	<47>	1,796	1,500	<296>	1,157	11,199	
0	425	425	870	2,735	1,865	0	1,030	
0	0	0	381	500	120	0	10,261	
0	0	0	600	0	<600>	0	600	
0	0	0	0	1,500	1,500	<58>	4,278	
34,713	50,576	15,863	177,386	195,212	17,826	39,531	191,684	
306,859	341,617	34,758	2,020,268	2,100,130	79,862	323,763	2,015,121	
759,935	801,310	41,375	5,083,170	5,202,367	119,197	783,400	5,033,747	
287,998	315,583	<27,585>	1,053,338	1,015,215	38,123	265,161	1,074,919	
31,347	31,257	<90>	214,160	216,365	2,205	28,461	195,705	
71,112	74,602	3,490	345,766	351,300	5,534	71,203	324,271	
29,079	30,978	1,899	146,748	145,646	<1,102>	29,838	136,310	
14,173	16,569	2,396	68,380	77,977	9,597	15,184	72,114	
42,154	45,666	3,512	218,687	221,077	2,390	42,953	202,976	
61,307	59,444	<1,863>	412,397	418,999	6,602	56,488	390,071	
27,685	25,361	<2,324>	217,286	190,875	<26,411>	26,363	186,514	
95,272	107,584	12,312	692,481	753,088	60,607	97,177	707,418	
372,129	391,461	19,332	2,315,904	2,375,327	59,423	367,667	2,215,379	
<84,130>	<75,878>	<8,252>	<1,262,567>	<1,360,112>	97,545	<102,506>	<1,140,461>	
385,017	415,859	<30,842>	2,212,094	2,336,922	<124,828>	400,279	2,159,795	
131,042	134,871	<3,829>	778,855	796,670	<17,815>	130,506	771,535	
253,975	280,988	<27,013>	1,433,239	1,540,252	<107,013>	269,773	1,388,260	
5.42	5.22	0.19	5.38	5.17	0.21	5.00	5.05	
6.99	6.50	0.49	6.08	5.71	0.37	6.20	6.22	
4.60	4.61	0.00	4.57	4.52	0.06	4.41	4.45	
30,816	30,394	<422>	198,393	196,932	<1,461>	31,251	197,412	
40.84	45.17	<4.33>	37.09	38.30	<1.21>	40.89	37.46	

SERVICES DIVISION
INCOME STATEMENT

FEB. 07(01/26/14-02/22/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
2,455	15,766	<13,311>	89,778	103,764	<13,986>	18,786	101,863
2,455	15,766	<13,311>	89,778	103,764	<13,986>	18,786	101,863
745	0	<745>	2,403	3,199	796	126	3,243
1,710	15,766	<14,056>	87,375	100,565	<13,190>	18,660	98,619
69.7	100.0	<30.3>	97.3	96.9	0.4	99.3	96.8
69.7	100.0	<30.3>	97.3	96.9	0.4	99.3	96.8
91,488	170,000	<78,512>	1,461,318	1,583,417	<122,099>	112,334	1,463,868
83,435	86,597	<3,162>	632,282	638,350	<6,068>	81,988	597,059
174,923	256,597	<81,674>	2,093,600	2,221,767	<128,167>	194,322	2,060,927
176,633	272,363	<95,730>	2,180,975	2,322,332	<141,357>	212,982	2,159,546
32,009	31,512	<497>	225,965	222,016	<3,949>	32,310	216,881
1,483	1,681	198	11,225	12,314	1,089	1,123	4,342
33,492	33,193	<299>	237,190	234,330	<2,860>	33,433	221,222
1,364.4	210.5	<1,153.8>	264.2	225.8	<38.4>	178.0	217.2
14,800	15,635	835	106,169	109,149	2,980	14,851	101,424
344	950	606	4,272	6,003	1,731	137	6,009
609	741	132	4,562	5,078	516	635	4,646
0	105	105	662	735	73	31	635
0	0	0	7,608	9,000	1,393	<0>	10,680
0	0	0	6,000	8,000	2,000	0	8,000
433	4,000	3,567	23,473	28,600	5,127	0	18,170
120	214	94	1,098	1,154	56	0	4,736
2,083	2,083	0	21,231	15,175	<6,056>	2,083	15,206
1,150	1,150	0	5,446	8,050	2,604	0	2,300
4,070	4,150	80	24,677	29,050	4,373	0	17,605
3,758	24,510	20,752	159,016	182,798	23,782	4,176	144,177
7,797	11,000	3,203	100,956	109,600	8,644	10,663	103,629
0	0	0	0	0	0	0	128
31,073	41,024	9,951	418,150	428,815	10,665	40,914	407,011
66,236	105,562	39,326	883,320	941,207	57,887	73,489	844,356
99,728	138,755	39,027	1,120,510	1,175,537	55,027	106,922	1,065,578
76,905	133,608	<56,703>	1,060,465	1,146,795	<86,330>	106,060	1,093,968
2,317	2,257	<60>	16,622	16,375	<247>	2,070	14,342
8,314	12,490	4,176	82,504	87,545	5,041	9,888	74,184
3,509	5,354	1,845	36,373	37,445	1,072	4,280	32,205
1,710	2,864	1,154	16,831	20,051	3,220	2,178	17,116
5,087	7,893	2,806	54,187	57,001	2,814	6,162	48,160
12,900	19,231	6,331	86,776	135,554	48,778	11,886	82,079
5,825	8,204	2,379	45,721	61,748	16,027	5,547	39,246
5,865	6,431	566	41,595	45,017	3,422	5,785	41,162
45,528	64,724	19,197	380,610	460,736	80,126	47,796	348,494
31,378	68,884	<37,506>	679,855	686,059	<6,204>	58,265	745,474

UCLA STUDENT UNION
INCOME STATEMENT

FEB. 07(01/26/14-02/22/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
18,743	20,955	<2,212>	287,102	245,035	42,067	30,315	272,108
6	100	<94>	1,684	928	756	2,978	15,807
59,296	56,255	3,041	379,110	378,329	781	62,047	380,083
78,045	77,310	735	667,897	624,292	43,605	95,340	667,998
53,963	55,018	1,055	370,274	370,008	<266>	61,186	373,475
1,141	4,010	2,869	56,414	54,668	<1,746>	3,838	53,529
0	0	0	25	0	<25>	0	414
55,104	59,028	3,924	426,713	424,676	<2,037>	65,024	427,418
70.6	76.4	5.7	63.9	68.0	4.1	68.2	64.0
22,941	18,282	4,659	241,184	199,616	41,568	30,316	240,580
29.4	23.7	5.7	36.1	32.0	4.1	31.8	36.0
93.9	80.9	13.1	80.4	77.7	2.7	87.3	80.3
100.0	100.0	0.0	98.5	100.0	<1.5>	100.0	97.4
9.0	2.2	6.8	2.3	2.2	0.1	1.4	1.7
30,598	59,843	<29,245>	105,910	128,613	<22,703>	60,410	120,494
1,246	1,500	<254>	11,132	12,221	<1,089>	1,053	11,926
10,313	9,903	410	67,260	66,602	658	10,953	66,802
42,157	71,246	<29,089>	184,303	207,436	<23,133>	72,415	199,222
65,098	89,528	<24,430>	425,486	407,052	18,434	102,731	439,801
31,254	31,002	<252>	218,012	217,014	<998>	30,097	207,799
15,111	19,002	3,891	110,817	123,868	13,051	21,268	132,797
46,364	50,004	3,640	328,830	340,882	12,052	51,364	340,596
59.4	64.7	5.3	49.2	54.6	5.4	53.9	51.0
15,911	16,852	941	109,821	115,303	5,482	15,108	102,193
906	611	<295>	13,873	8,301	<5,572>	698	9,995
3,191	3,320	129	22,344	22,980	636	2,860	22,699
375	0	<375>	687	1,150	463	1,110	1,844
0	0	0	2,474	2,474	0	0	2,731
4,567	4,567	0	5,393	5,495	102	4,567	5,495
13	0	<13>	2,520	5,108	2,588	0	3,896
1,081	89	<992>	20,477	18,123	<2,354>	868	20,939
17,432	42,592	25,160	51,528	73,325	21,797	45,900	79,202
1,059	240	<819>	1,962	1,995	33	522	3,134
0	0	0	0	0	0	0	20
0	110	110	0	447	447	0	608
0	0	0	838	600	<238>	0	500
291	50	<241>	938	804	<134>	52	828
539	595	56	3,295	4,177	882	528	3,762
684	350	<334>	7,014	8,474	1,460	247	19,749
0	0	0	0	0	0	1,466	10,261
1,355	1,322	<33>	8,817	8,891	74	1,626	9,663
32	34	2	124	226	103	0	<3>
770	900	130	6,515	7,332	817	784	7,697
0	0	0	2,908	2,625	<283>	0	2,769
15,417	15,417	0	107,917	107,919	2	15,417	107,917
9,932	13,500	3,568	63,627	70,500	6,873	13,483	71,866
73,554	100,549	26,995	433,069	466,249	33,180	105,235	487,763
119,918	150,553	30,635	761,899	807,131	45,232	156,599	828,359
<54,820>	<61,025>	6,205	<336,413>	<400,079>	63,666	<53,868>	<388,557>
3,209	3,400	191	22,994	23,793	799	3,182	22,059
5,634	6,813	1,179	33,249	32,126	<1,123>	7,784	31,954
2,378	2,920	542	14,494	13,774	<720>	3,369	13,841
1,159	1,562	403	6,781	7,370	589	1,715	7,323
3,447	4,305	858	21,842	20,949	<893>	4,851	20,484
38,325	36,260	<2,065>	257,801	255,584	<2,217>	35,312	243,844
17,307	15,470	<1,837>	135,831	116,432	<19,399>	16,480	116,594
14,418	17,290	2,872	99,875	121,030	21,155	16,612	123,029
85,876	88,020	2,144	592,866	591,058	<1,808>	89,305	579,128
<140,696>	<149,045>	8,349	<929,279>	<991,137>	61,858	<143,173>	<967,685>

MAINTENANCE DIVISION
EXPENSE STATEMENT

FEB. 07(01/26/14-02/22/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
94,602	99,684	5,082	667,902	709,003	41,101	87,125	627,011
4,019	0	<4,019>	15,915	0	<15,915>	5,594	21,523
295	540	245	295	3,780	3,485	0	0
<120>	<80>	40	<4,360>	<560>	3,800	<280>	<1,210>
<4,483>	<4,139>	344	<30,346>	<29,986>	360	<4,011>	<29,813>
<5,890>	<4,500>	1,390	<62,658>	<31,500>	31,158	0	<35,543>
88,423	91,505	3,082	586,749	650,737	63,988	88,428	581,968
58,417	61,659	3,242	404,591	429,836	25,245	49,513	370,252
248	145	<103>	939	1,435	496	135	1,807
743	741	<2>	4,828	4,807	<21>	618	4,602
0	30	30	168	1,110	942	0	0
5,987	4,605	<1,382>	31,756	32,232	476	4,039	30,880
4,247	4,265	18	31,283	32,424	1,141	4,755	32,233
1,282	1,469	187	9,267	8,148	<1,119>	1,487	8,549
364	649	285	2,677	4,591	1,914	305	4,820
21,326	14,905	<6,421>	138,311	104,335	<33,976>	13,893	106,313
2,932	2,925	<7>	20,776	22,550	1,774	2,752	21,477
0	50	50	0	350	350	86	290
343	200	<143>	1,639	1,400	<239>	277	1,163
0	100	100	0	700	700	0	277
2,628	3,750	1,122	25,582	26,250	668	5,417	27,009
10,912	8,107	<2,805>	55,870	54,693	<1,177>	8,784	53,575
3,746	3,573	<173>	24,820	25,013	193	4,043	25,275
1,929	615	<1,314>	8,082	4,530	<3,552>	821	4,666
0	0	0	2,592	0	<2,592>	0	0
115,103	107,788	<7,315>	763,181	754,404	<8,777>	96,925	693,188
203,526	199,293	<4,233>	1,349,930	1,405,141	55,211	185,353	1,275,156
13,860	16,138	2,278	114,730	112,966	<1,764>	15,332	111,442
13,860	16,138	2,278	114,730	112,966	<1,764>	15,332	111,442
217,386	215,431	<1,955>	1,464,660	1,518,107	53,447	200,685	1,386,599
<185,258>	<183,836>	1,422	<1,246,179>	<1,295,795>	<49,616>	<170,695>	<1,178,714>
<6,001>	<6,001>	0	<42,007>	<42,007>	0	<6,058>	<42,406>
<2,644>	<2,644>	0	<18,508>	<18,508>	0	<2,295>	<16,065>
<7,828>	<6,869>	959	<52,655>	<48,448>	4,207	<7,212>	<49,804>
<15,656>	<16,081>	<425>	<105,311>	<113,349>	<8,038>	<14,425>	<99,609>
<217,386>	<215,431>	1,955	<1,464,660>	<1,518,107>	<53,447>	<200,685>	<1,386,598>
0	0	<0>	0	0	<0>	<0>	1

UTILITIES
EXPENSE STATEMENT

FEB. 07(01/26/14-02/22/14)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
11,008	8,404	<2,604>	Chiller Water
53,810	60,064	6,254	Elec-Non Air Cond.
14,113	11,022	<3,091>	Water-Non Air Cond.
15,101	10,437	<4,664>	Steam-Non Air Cond.
4,549	2,873	<1,676>	Gas
98,581	92,800	<5,781>	TOTAL OTHER CONTROL.
98,581	92,800	<5,781>	TOTAL CONTROLLABLE EXP
<83,658>	<78,432>	5,226	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,321>	<1,321>	0	Allocated-GSA
<3,535>	<3,188>	347	Allocated-Comm Board
<7,070>	<6,861>	209	Allocated-A & SS
<98,581>	<92,800>	5,781	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 13-14			FISCAL YEAR 12-13	
YTD 7 MO(07/28/13-02/22/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
134,087	112,741	<21,346>	<101>	119,227
459,299	437,378	<21,921>	71,786	439,720
62,865	68,850	5,985	10,351	60,983
93,727	59,813	<33,914>	9,022	25,996
20,071	17,382	<2,689>	2,348	14,622
770,049	696,164	<73,885>	93,406	660,548
770,049	696,164	<73,885>	93,406	660,548
<656,592>	<590,307>	66,285	<79,665>	<563,604>
<20,980>	<20,980>	0	<2,642>	<18,494>
<9,247>	<9,247>	0	<1,001>	<7,007>
<27,743>	<23,994>	3,749	<3,366>	<23,815>
<55,487>	<51,638>	3,849	<6,732>	<47,628>
<770,049>	<696,166>	73,883	<93,406>	<660,548>
<0>	<2>	<2>	0	0