

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**March (02/24/13 - 03/30/13)**

**Prepared  
April 15, 2013**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

MARCH (02/24/13 - 03/30/13)										FY 11-12		FISCAL YEAR 2012-2013										FY 11-12	
CURRENT MONTH										**		YTD 8 MONTHS (07/29/12 - 03/30/13)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%									\$	%	\$	%				
<b>GROSS INCOME</b>																							
3,524		3,614		(90)	(2.5%)	343	10.8%	3,181		UCLA Store		33,731		35,394		(1,663)	(4.7%)	109	0.3%	33,622			
1,607		1,434		173	12.1%	131	8.9%	1,476		UCLA Restaurants		10,273		9,939		334	3.4%	1,113	12.2%	9,160			
240		214		26	12.1%	47	24.4%	193		Services Division		2,402		2,467		(65)	(2.6%)	226	10.4%	2,176			
152		131		21	16.0%	0	0.0%	152		UCLA Student Union		1,019		952		67	7.0%	44	4.5%	975			
<b>5,523</b>		<b>5,393</b>		<b>130</b>	<b>2.4%</b>	<b>521</b>	<b>10.4%</b>	<b>5,002</b>		<b>TOTAL</b>		<b>47,425</b>		<b>48,752</b>		<b>(1,327)</b>	<b>(2.7%)</b>	<b>1,492</b>	<b>3.2%</b>	<b>45,933</b>			
<b>GROSS MARGIN</b>																							
1,120	31.8%	1,172	32.4%	(52)	(0.6) Pts.	58	(1.6) Pts.	1,062	33.4%	UCLA Store		10,237	30.3%	10,735	30.3%	(498)	0.0	235	0.6	10,002	29.7%		
1,138	70.8%	1,015	70.8%	123	0.0	113	1.4	1,025	69.4%	UCLA Restaurants		7,246	70.5%	7,024	70.7%	222	(0.2)	850	0.7	6,396	69.8%		
237	98.8%	213	99.5%	24	(0.7)	45	(0.7)	192	99.5%	Services Division		2,397	99.8%	2,464	99.9%	(67)	(0.1)	225	0.0	2,172	99.8%		
77	50.7%	72	55.0%	5	(4.3)	(1)	(0.6)	78	51.3%	UCLA Student Union		517	50.7%	472	49.6%	45	1.1	38	1.6	479	49.1%		
<b>2,572</b>	<b>46.6%</b>	<b>2,472</b>	<b>45.8%</b>	<b>100</b>	<b>0.8</b>	<b>215</b>	<b>(0.5)</b>	<b>2,357</b>	<b>47.1%</b>	<b>TOTAL</b>		<b>20,397</b>	<b>43.0%</b>	<b>20,695</b>	<b>42.4%</b>	<b>(298)</b>	<b>0.6</b>	<b>1,348</b>	<b>1.5</b>	<b>19,049</b>	<b>41.5%</b>		
<b>TOTAL CONTROLLABLES</b>																							
746	21.2%	774	21.4%	28	0.2	(45)	0.8	701	22.0%	UCLA Store		5,874	17.4%	6,187	17.5%	313	0.1	(114)	(0.3)	5,760	17.1%		
868	54.0%	804	56.1%	(64)	2.1	(80)	(0.6)	788	53.4%	UCLA Restaurants		5,902	57.5%	5,906	59.4%	4	1.9	(486)	1.6	5,416	59.1%		
123	51.3%	124	57.9%	1	6.6	(28)	(2.1)	95	49.2%	Services Division		1,188	49.5%	1,264	51.2%	76	1.7	(112)	(0.1)	1,076	49.4%		
127	83.6%	117	89.3%	(10)	5.7	4	2.6	131	86.2%	UCLA Student Union		955	93.7%	924	97.1%	(31)	3.4	(28)	1.4	927	95.1%		
<b>1,864</b>	<b>33.7%</b>	<b>1,819</b>	<b>33.7%</b>	<b>(45)</b>	<b>0.0</b>	<b>(149)</b>	<b>0.6</b>	<b>1,715</b>	<b>34.3%</b>	<b>TOTAL</b>		<b>13,919</b>	<b>29.3%</b>	<b>14,281</b>	<b>29.3%</b>	<b>362</b>	<b>0.0</b>	<b>(740)</b>	<b>(0.6)</b>	<b>13,179</b>	<b>28.7%</b>		
<b>CONTRIBUTION</b>																							
375	10.6%	398	11.0%	(23)	(0.4)	13	(0.8)	362	11.4%	UCLA Store		4,363	12.9%	4,549	12.9%	(186)	0.0	121	0.3	4,242	12.6%		
270	16.8%	211	14.7%	59	2.1	33	0.7	237	16.1%	UCLA Restaurants		1,344	13.1%	1,118	11.2%	226	1.9	364	2.4	980	10.7%		
115	47.9%	89	41.6%	26	6.3	18	(2.4)	97	50.3%	Services Division		1,209	50.3%	1,200	48.6%	9	1.7	113	(0.1)	1,096	50.4%		
(50)	(32.9%)	(44)	(33.6%)	(6)	0.7	3	2.0	(53)	(34.9%)	UCLA Student Union		(438)	(43.0%)	(451)	(47.4%)	13	4.4	10	2.9	(448)	(45.9%)		
<b>710</b>	<b>12.9%</b>	<b>654</b>	<b>12.1%</b>	<b>56</b>	<b>0.8</b>	<b>67</b>	<b>0.0</b>	<b>643</b>	<b>12.9%</b>	<b>TOTAL</b>		<b>6,478</b>	<b>13.7%</b>	<b>6,416</b>	<b>13.2%</b>	<b>62</b>	<b>0.5</b>	<b>608</b>	<b>0.9</b>	<b>5,870</b>	<b>12.8%</b>		
<b>ALLOCATED EXPENSES</b>																							
535	15.2%	534	14.8%	(1)	(0.4)	(44)	0.2	491	15.4%	UCLA Store		4,194	12.4%	4,378	12.4%	184	0.0	(50)	(0.1)	4,144	12.3%		
378	23.5%	364	25.4%	(14)	1.9	(26)	0.3	352	23.8%	UCLA Restaurants		2,594	25.3%	2,689	27.1%	95	1.8	(320)	(0.5)	2,274	24.8%		
51	21.3%	45	21.0%	(6)	(0.3)	(8)	1.0	43	22.3%	Services Division		400	16.7%	402	16.3%	2	(0.4)	(25)	0.5	375	17.2%		
94	61.8%	86	65.6%	(8)	3.8	(7)	(4.6)	87	57.2%	UCLA Student Union		673	66.0%	662	69.5%	(11)	3.5	(31)	(0.2)	642	65.8%		
<b>1,058</b>	<b>19.2%</b>	<b>1,029</b>	<b>19.1%</b>	<b>(29)</b>	<b>(0.1)</b>	<b>(85)</b>	<b>0.3</b>	<b>973</b>	<b>19.5%</b>	<b>TOTAL</b>		<b>7,861</b>	<b>16.6%</b>	<b>8,131</b>	<b>16.7%</b>	<b>270</b>	<b>0.1</b>	<b>(426)</b>	<b>(0.4)</b>	<b>7,435</b>	<b>16.2%</b>		
<b>NET INCOME (LOSS) FROM OPERATIONS</b>																							
(158)	(2.9%)	(136)	(2.5%)	(22)	(0.4)	(29)	(0.3)	(129)	(2.6%)	UCLA Store		169	0.4%	172	0.4%	(3)	0.0	70	0.2	99	0.2%		
(109)	(2.0%)	(153)	(2.8%)	44	0.8	6	0.3	(115)	(2.3%)	UCLA Restaurants		(1,249)	(2.6%)	(1,572)	(3.2%)	323	0.6	46	0.2	(1,295)	(2.8%)		
63	1.1%	44	0.8%	19	0.3	9	0.0	54	1.1%	Services Division		809	1.7%	798	1.6%	11	0.1	88	0.1	721	1.6%		
(144)	(2.6%)	(130)	(2.4%)	(14)	(0.2)	(4)	0.2	(140)	(2.8%)	UCLA Student Union		(1,112)	(2.3%)	(1,113)	(2.3%)	1	0.0	(22)	0.1	(1,090)	(2.4%)		
<b>(348)</b>	<b>(6.3%)</b>	<b>(375)</b>	<b>(7.0%)</b>	<b>27</b>	<b>0.7</b>	<b>(18)</b>	<b>0.3</b>	<b>(330)</b>	<b>(6.6%)</b>	<b>TOTAL</b>		<b>(1,383)</b>	<b>(2.9%)</b>	<b>(1,715)</b>	<b>(3.5%)</b>	<b>332</b>	<b>0.6</b>	<b>182</b>	<b>0.5</b>	<b>(1,565)</b>	<b>(3.4%)</b>		
<b>OTHER INC/(EXP)</b>																							
24	0.4%	0	0.0%	24	0.4	11	0.1	13	0.3%	Non-Recurrent Inc/(Exp)		41	0.1%	0	0.0%	41	0.1	2	0.0	39	0.1%		
15	0.3%	14	0.3%	1	0.0	(3)	(0.1)	18	0.4%	Interest Income		155	0.3%	128	0.3%	27	0.0	(6)	(0.1)	161	0.4%		
(54)	(1.0%)	(54)	(1.0%)	0	0.0	2	0.1	(56)	(1.1%)	Interest (Expense)		(429)	(0.9%)	(429)	(0.9%)	0	0.0	22	0.1	(451)	(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	3.7%	202	3.7%	0	0.0	16	0.0	186	3.7%	Student Union Fee Income		1,619	3.4%	1,619	3.3%	0	0.1	135	0.2	1,484	3.2%		
<b>187</b>	<b>3.4%</b>	<b>162</b>	<b>3.0%</b>	<b>25</b>	<b>0.4</b>	<b>26</b>	<b>0.2</b>	<b>161</b>	<b>3.2%</b>	<b>TOTAL</b>		<b>1,386</b>	<b>2.9%</b>	<b>1,318</b>	<b>2.7%</b>	<b>68</b>	<b>0.2</b>	<b>153</b>	<b>0.2</b>	<b>1,233</b>	<b>2.7%</b>		
<b>(161)</b>	<b>(2.9%)</b>	<b>(213)</b>	<b>(3.9%)</b>	<b>52</b>	<b>1.0</b>	<b>8</b>	<b>0.5</b>	<b>(169)</b>	<b>(3.4%)</b>	<b>NET INCOME (LOSS)</b>		<b>3</b>	<b>0.0%</b>	<b>(397)</b>	<b>(0.8%)</b>	<b>400</b>	<b>0.8</b>	<b>335</b>	<b>0.7</b>	<b>(332)</b>	<b>(0.7%)</b>		

**P/L Reconciliation  
Mar-13**

<i>Financial Analysis</i>	<b>\$000's</b>	
	<b>Mar-13</b>	
<b>Budgeted Net Income/(Loss)</b>		<b>(213)</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear gross income \$31K above plan due to timing; shift from April to March for Easter which is one week earlier than prior year	12	
Graduation Center gross income \$27K above plan primarily due to seasonal shift in business; this year Law School graduates were late in placing orders	10	
Computer Store gross income \$141K below plan due to continued downward sales trend for hardware purchases from individuals	(25)	
New Text gross income \$112K above plan due to new editions and bundles	15	
Used Text gross income \$94K below plan as used textbooks continue to get harder to obtain due to competition and rental	(27)	
Luvalle Books gross margin below plan due mostly to high Amazon sales which led to a large number of markouts	(6)	
Luvalle Essentials/Market gross margin below plan due mostly to lower sales from slow traffic and higher than budgeted cost of sales	(14)	
HSS Essentials/Market gross income \$12K 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	44	
Other, mostly negative controllables including payment to UCLA, direct mail advertising and repairs and maintenance	(25)	
Total Contribution		(23)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Rubio's gross income above plan; budgeted for some CSSC cannibalization but customers have increased slightly in addition to a significant increase in their average check	8	
Panda gross income above plan due to slight increase in customer base and significant increase in average check	6	
Northern Lights gross income \$12K below plan due mainly to new sales program pending launch, and decrease in customer base due to surrounding competition	(9)	
North Campus Student Ctr. Gross income below plan due to continuing decline in customer count, and lost sales during Spring Break closure for new menu renovations	(20)	
Café Synapse gross margin below plan due to continued sales decline, higher than anticipated cannibalization from CSSC, and some waste from new menu testing and training. (management is working on continuing cost of sales inefficiencies)	(11)	
Cooperage gross income \$12K above plan as one week in budget very soft, and most of positive variance occurred at that time	5	
Catering gross income \$56K above plan mainly due to increased Athletic sales and several large unanticipated events. Additionally, increase in sales resulted in increased service fees and additional bar setups and china & action stations	44	
Concessions gross income \$113K above plan due to two unbudgeted MBB games, several other unanticipated high volume Athletic events, and consignment commission from the 3rd parties that were open for some of the unbudgeted events	90	
Total Wages higher than plan primarily student	(38)	
Other, negative controllables mainly commission expense and repairs & maintenance	(16)	
Total Contribution		59
<b>Services</b>		
<b>Gross Margin:</b>		
Licensing domestic income above plan mainly due to timing, one factor being royalty income associated with the spike in sales in the Store last December that are now being reported	12	
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours and rate corrections to prior period invoices for Blood Donor Center and Events	14	
Photography gross margin below plan due mostly to higher non-inventory cost of sales as several large-scale prints needed to be sent out to an external lab for processing	(3)	
Other	3	
Total Contribution		26
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Post Office gross income \$21K above plan due to much higher sales trend than planned	5	
Other, negative controllables mainly student event expense as a result of higher student event income	(11)	
Total Contribution		(6)
<b>Allocated Expenses and Other</b>		
A&SS higher than plan mainly office supplies, employee relations and timing for wages of hourly employees now on biweekly pay	(20)	
Maintenance higher than plan mostly due to timing for new biweekly pay of hourly employees	(28)	
Depreciation lower than plan due to timing of capital projects and reduced expenditures	21	
Other, mainly non-recurring due to acceptance of TGIF funding for 2 solar docks	23	
Total		(4)
<b>Actual Net Income/(Loss)</b>		<b>(161)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(397)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$236K above plan due to fan enthusiasm after victory over USC at the Rose Bowl in November and timing for shift of Easter sales to March	55
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	(38)
Campus Photo Studio gross income \$27K below plan primarily due to timing (some sales will be recovered in future months)	(26)
Bearwear MTW gross income \$220K above plan due to victory over USC, and successful Score Big Promotions and Search Marketing	89
The Market gross income \$98K 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	(18)
Essentials/Photo gross income \$46K 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	(22)
Computer Store gross income \$1.75M below plan due to continued lower department and individual sales	(279)
New Text gross margin below plan due to web and rental sales lower than plan, in addition to outside competition and student sharing	(55)
Used Text gross margin below plan due to additional markdowns for old titles, lower web sales and continued lack of availability of stock	(116)
Course Reader Solutions gross income \$100K above plan due mostly to additional off campus sales not budgeted, and higher adoptions than prior year	58
Luvallé Essentials/Market gross income \$68K below plan due to carryover deficit from a weak first quarter; traffic is slower than planned	(36)
HSS Essentials/Market gross income \$86K below plan due to lost sales to City Target and CSSC, and poor results from the One Day Sales in October and February	(42)
HSS Dental gross margin below plan due to higher cost of goods as the Fall kits contained a greater amount of lower margin items	(26)
Kinross gross income \$64K lower than plan due to aggressive budget and less foot traffic than planned (under review for re-marketing strategies)	(28)
Total Wages lower than plan, mainly career	264
Other, mainly positive controllables including employee benefits and bank card expense (partially offset by negative professional services and payment to UCLA)	34
Total Contribution	(186)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Rubio's gross income above plan due to slight increase in customers, significant increase in average check and less cannibalization from CSSC than planned	37
Panda gross income above plan due to increase in customer base and increase in individual average consumption	16
La Cucina gross income above plan due to budgeted CSSC cannibalization that has not occurred	20
Greenhouse gross income \$67K above plan due to less cannibalization from CSSC and positive response to new items introduced this year	34
Northern Lights gross income \$49K below plan due mainly to pending launch of new Panini sandwich program	(42)
North Campus Student Ctr. gross income \$95K below plan due to continuing decline in customer count, with new operating plan still in development	(60)
Café Synapse gross income \$100K below plan due to continued drop in sales and higher loss of sales to CSSC (working on new menu and operations plan)	(78)
Luvallé Food Servery gross income \$63K below plan due to aggressive budget for new sales program which has not started yet	(51)
Catering gross income \$277K 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	226
Concessions gross income \$113K above plan due to several unanticipated high volume Athletic events, better attendance at men's basketball games, and other unbudgeted non-Athletic events that generated sales and consignment commission	114
Total Wages higher than plan mainly student	(40)
Other, mainly positive controllables including employee benefits and paper (partially offset by negative repairs & maintenance and commission expense)	50
Total Contribution	226
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic income below plan due to timing	(20)
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	(55)
Leased Ops income above plan due to unbudgeted rent for Kaplan, prior period rents for Student Tours, and rate corrections to prior period invoices for Blood Donor Center and Events	14
Photography income below plan due mainly to decreased bookings primarily for intercollegiate athletics	(6)
Total Wages lower than plan	18
Other, positive controllables mainly in Licensing	58
Total Contribution	9
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
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
Post Office gross income \$35K above plan due higher sales trend than planned	5
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	14
Other, negative controllables mainly student event expense due to increased sales, and repairs & maintenance	(45)
Total Contribution	13
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mainly total wages and employee benefits	170
Maintenance lower than plan due to positive career wages and employee benefits, and more time spent on capital projects which increases capitalized wages	57
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)	(64)
Depreciation lower than plan due to timing of capitals and reduced expenditures	107
Other, mainly positive non-recurring and interest income due mainly to higher amounts of invested cash	68
Total	338
<b>Actual Net Income/(Loss)</b>	<b>3</b>

**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**

	<b>Current Month</b> March 2013	<b>Prior Month</b> February 2013	<b>Prior Year</b> July 2012
	\$10,027	\$10,837	\$10,251
	3,396	3,741	3,471
	(119)	(117)	(114)
	3,277	3,624	3,357
	425	223	256
	7,563	5,993	7,324
	119	138	265
	<b>21,411</b>	<b>20,814</b>	<b>21,453</b>
	64,841	64,743	64,048
	(37,988)	(37,772)	(36,215)
	<b>26,853</b>	<b>26,970</b>	<b>27,834</b>
	<b>48,264</b>	<b>47,785</b>	<b>49,286</b>
	\$4,293	\$3,266	\$5,681
	2,568	2,673	2,427
	762	1,117	824
	239	185	136
	287	333	184
	200	135	124
	705	705	705
	<b>9,053</b>	<b>8,415</b>	<b>10,080</b>
	12,747	12,747	12,747
	<b>12,747</b>	<b>12,747</b>	<b>12,747</b>
	<b>21,800</b>	<b>21,162</b>	<b>22,827</b>
	26,459	26,459	26,722
	3	162	(263)
	<b>26,464</b>	<b>26,623</b>	<b>26,459</b>
	<b>48,264</b>	<b>47,785</b>	<b>49,286</b>

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

**March 2013**

(\$000's)

**CASH FLOWS FROM OPERATING ACTIVITIES:**

	Current Month	Year to Date	Prior Year to Date
Net income/(loss)	(\$161)	\$3	(\$332)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation - PP&E	216	1,787	1,529
Depreciation - textbook rental equipment	0	0	0
Loss (Gain) on disposals of fixed assets	0	0	97
(Increase)/decrease in current assets:			0
Accounts receivable	347	81	(214)
Student fees receivable	(202)	(166)	(220)
Inventories	(1,570)	(238)	(1,648)
Prepaid expenses and other current assets	19	147	54
Increase/(decrease) in current liabilities:			0
Accounts payable	1,027	(1,392)	180
Sales Tax payable & other liabilities	(354)	(63)	(160)
Wages and payroll taxes payable	(105)	139	(277)
Interest payable	54	105	106
Deferred Income	(47)	103	118
Funds held for others	64	77	63
Other Current Liabilities (Current Portion of LT Debt)	0	0	0
Net cash provided/(used) by operating activities	<b>(\$713)</b>	<b>\$583</b>	<b>(\$704)</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Purchase of textbook rental equipment	0	\$0	0
Purchase of property, equipment and improvements	(98)	(806)	(942)
Net cash used in investing activities	<b>(\$98)</b>	<b>(\$806)</b>	<b>(\$942)</b>
<b>CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:</b>			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(\$811)</b>	<b>(\$223)</b>	<b>(\$1,647)</b>
<b>CASH AND CASH EQUIVALENTS, Beginning</b>	<b>\$10,837</b>	<b>10,251</b>	<b>10,888</b>
<b>CASH AND CASH EQUIVALENTS, Ending</b>	<b>\$10,027</b>	<b>\$10,027</b>	<b>\$9,241</b>



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

**March 2013**

(\$000's)

<b>CASH AND CASH EQUIVALENTS</b>	10,027
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	<u>(4,305)</u>
Adjustment for Cash Overdraft Entry	<u>(344)</u>
Uncommitted Cash	5,378
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<u>5,975</u>
 <b>RESERVE SURPLUS (DEFICIT)</b>	 <u><u>(597)</u></u>

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

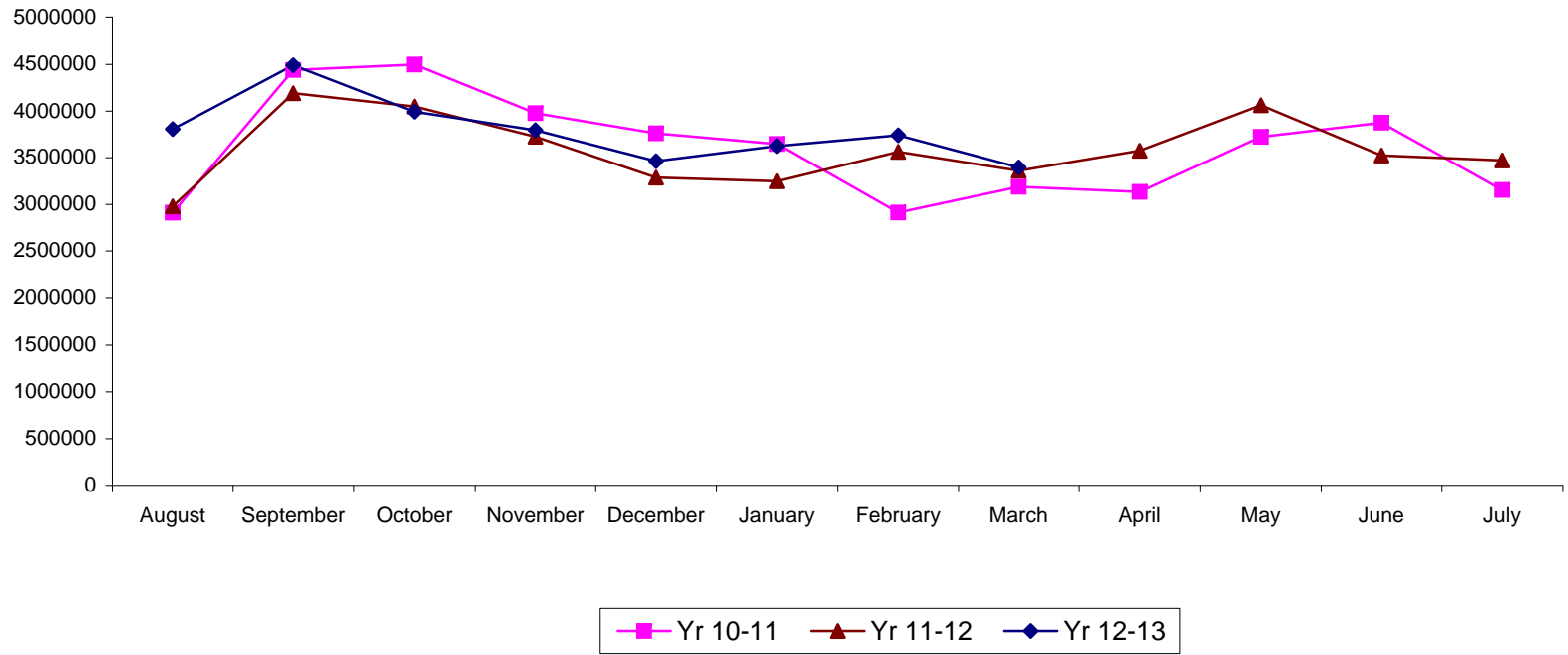
PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2012-S001 Store General Replacement	50.0	10.5	2.3	12.8	37.2		0.0	In Progress
2012-S002 Store Photocopiers	40.0	26.2	0.0	26.2	13.8		0.0	In Progress
2012-S003 Pauley Souvenir Sales	40.0	11.3	2.6	13.9	26.1		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	10.9	10.9	0.0		0.9	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
<b>Total Store/Services</b>	<b>2,140.0</b>	<b>77.3</b>	<b>31.1</b>	<b>108.4</b>	<b>92.5</b>	<b>2,000.0</b>	<b>60.9</b>	
<b>Food Service</b>								
2012-F006 FS Miscellaneous and Unanticipated	50.0	26.9	13.8	40.7	9.3		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	12.1	12.1	12.9		0.0	In Progress
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	0.7	7.6	8.3	1.7		0.0	In Progress
2012-O036 NCSC Equipment Upgrade	0.0	0.0	42.7	42.7	6.3		49.0	In Progress
2012-O037 NCSC Marketing & Signage	0.0	0.0	6.4	6.4	11.6		18.0	In Progress
2012-O038 NCSC Facility Improvement	0.0	0.0	4.9	4.9	17.1		22.0	In Progress
<b>Total Food Services</b>	<b>655.0</b>	<b>27.6</b>	<b>87.5</b>	<b>115.1</b>	<b>58.9</b>	<b>555.0</b>	<b>74.0</b>	
<b>Technology</b>								
2012-T015 Network Infrastructure Upgrade	20.0	2.7	9.6	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
<b>Total Technology</b>	<b>292.0</b>	<b>90.8</b>	<b>9.6</b>	<b>100.4</b>	<b>11.3</b>	<b>172.0</b>	<b>(8.3)</b>	
<b>Others</b>								
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	16.6	8.8	25.4	0.0		0.4	Completed Awaiting Invoice
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	6.7	6.8	13.5	11.5		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	1.1	8.4	6.6		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	48.1	5.7	53.8	16.2		70.0	In Progress
2012-O035 Charging Stations (TGIF)	0.0	0.0	26.4	26.4	0.0		26.4	Completed Awaiting Invoice
<b>Total Others</b>	<b>550.0</b>	<b>124.2</b>	<b>58.8</b>	<b>183.0</b>	<b>49.6</b>	<b>415.0</b>	<b>97.6</b>	
<b>Total Current Year Projects</b>	<b>3,637.0</b>	<b>319.9</b>	<b>187.0</b>	<b>506.9</b>	<b>212.3</b>	<b>3,142.0</b>	<b>224.2</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

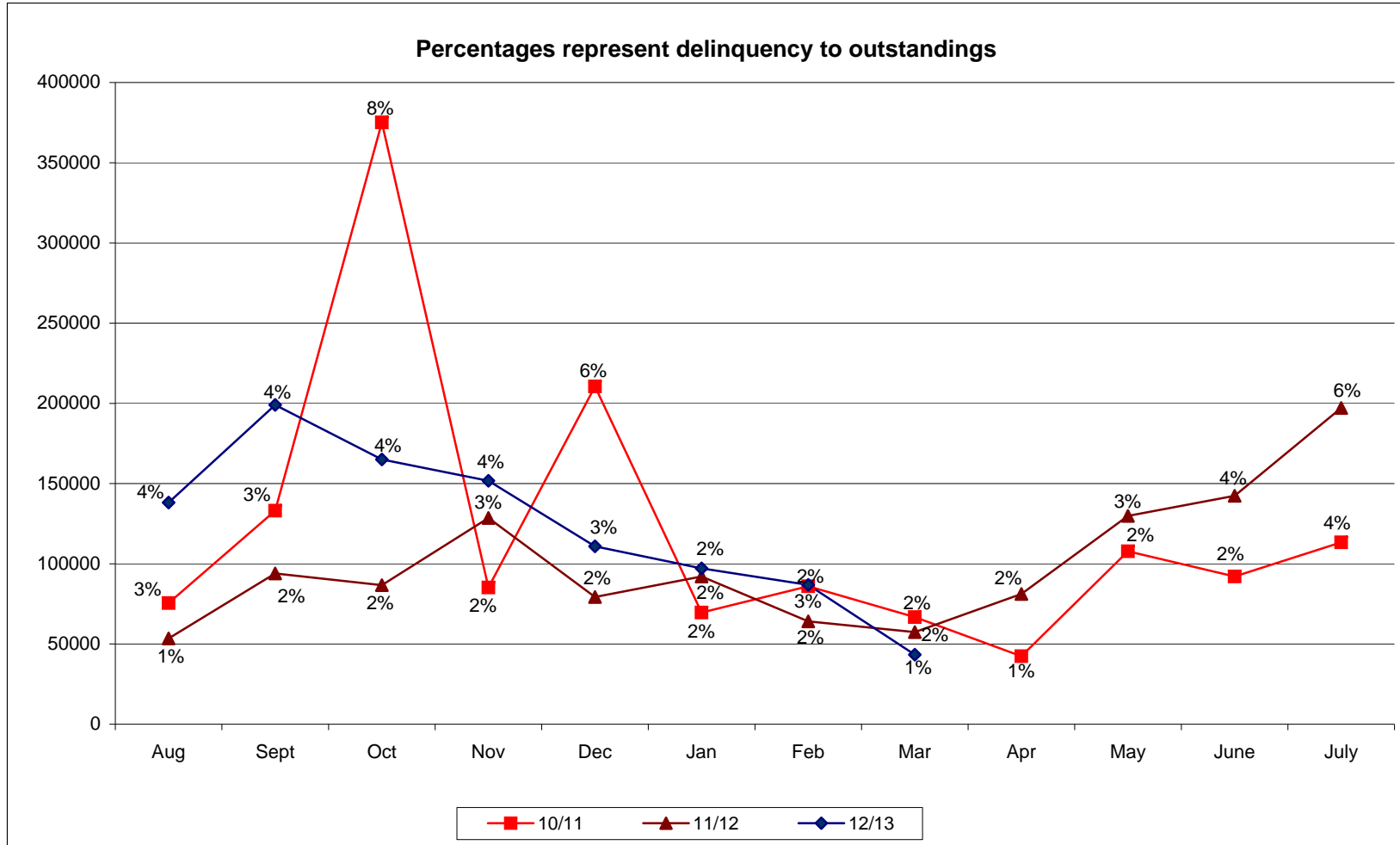
3/30/2013	March	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$712,494	21%	\$60,971	57%	\$31,299	152%	\$9,197	96%	\$2,195	20%	\$3,008	137%	\$819,164	25%
ASUCLA PUBLICATIONS		\$118,398	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$118,398	3%
ASUCLA USA/GSA		\$233,356	7%	\$0	0%	\$137	1%	\$0	0%	\$0	0%	\$0	0%	\$233,493	7%
DUE FROM VENDORS		\$518,572	16%	\$1,063	1%	\$1,408	7%	\$4,678	49%	\$3,118	28%	\$1,795	82%	\$530,634	16%
DENTAL KITS		\$150,706	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$150,706	4%
OTHER		\$1,512,725	47%	\$44,614	42%	(\$12,273)	-60%	(\$4,296)	-45%	\$5,703	52%	(\$2,610)	-119%	\$1,543,863	45%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,246,251</b>	<b>100%</b>	<b>\$106,648</b>	<b>100%</b>	<b>\$20,571</b>	<b>100%</b>	<b>\$9,579</b>	<b>100%</b>	<b>\$11,016</b>	<b>100%</b>	<b>\$2,193</b>	<b>100%</b>	<b>\$3,396,258</b>	<b>100%</b>
		96%		3%		1%		0%		0%		0%		100%	
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%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,420,808</b>	<b>100%</b>	<b>\$232,918</b>	<b>100%</b>	<b>\$46,395</b>	<b>100%</b>	<b>\$34,140</b>	<b>100%</b>	<b>\$2,395</b>	<b>100%</b>	<b>\$3,933</b>	<b>100%</b>	<b>\$3,740,589</b>	<b>100%</b>
		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%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,398,158</b>	<b>100%</b>	<b>\$129,207</b>	<b>100%</b>	<b>\$68,745</b>	<b>100%</b>	<b>\$14,426</b>	<b>100%</b>	<b>\$6,911</b>	<b>100%</b>	<b>\$7,084</b>	<b>100%</b>	<b>\$3,624,531</b>	<b>100%</b>
		94%		4%		2%		0%		0%		0%		100%	

## Total Aged Accounts Receivable Balances

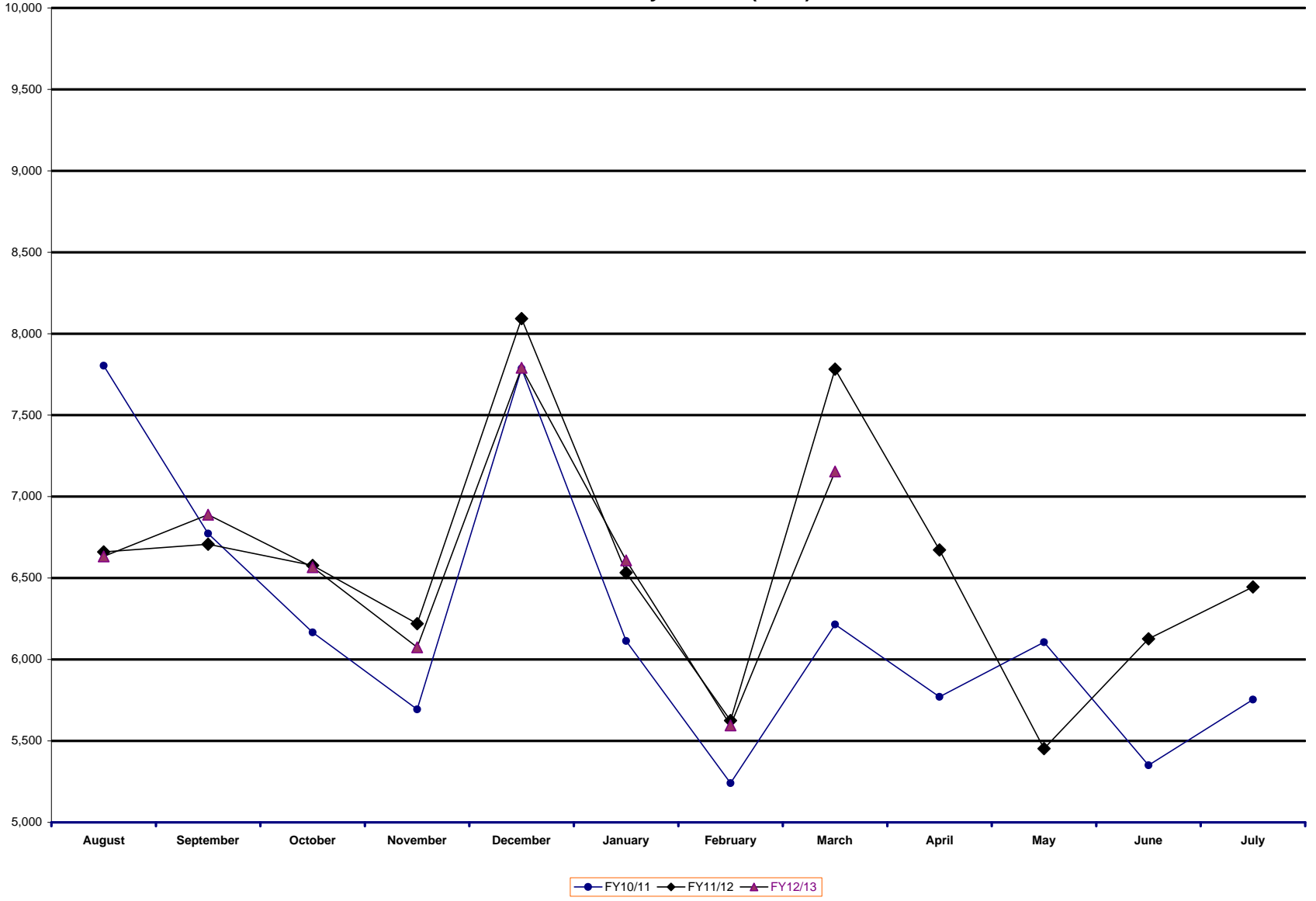
12 Month History  
August 10 through March 13



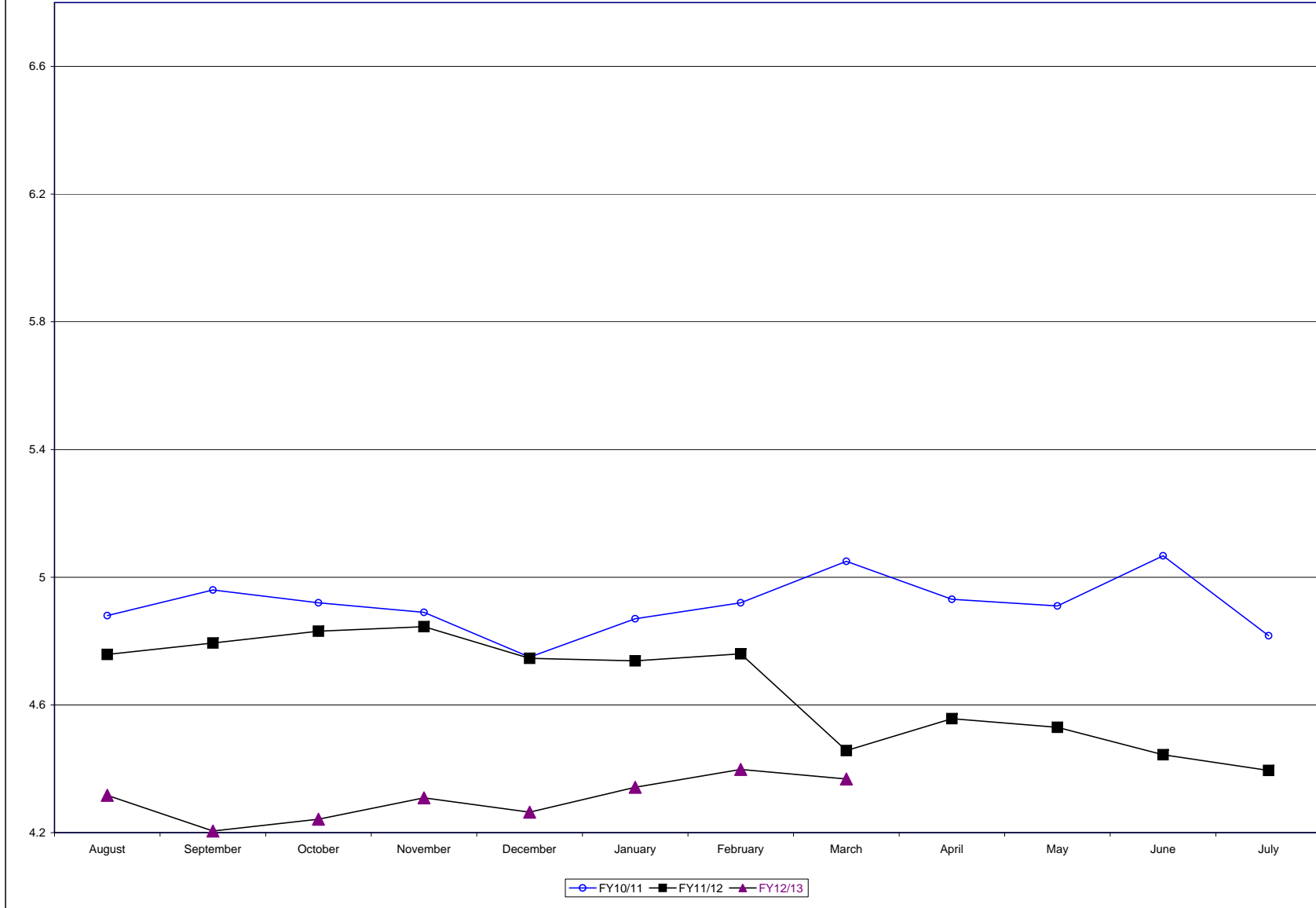
## Aged Accounts Receivable Balances >60 Days Past Due



**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

MAR. 08(02/24/13-03/30/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
394,048	374,185	19,863	6,910,966	6,916,226	<5,260>	396,385	7,240,103
125,819	122,264	3,555	802,614	884,278	<81,664>	135,080	917,468
883,733	831,000	52,733	6,814,235	6,631,902	182,333	756,005	5,824,058
1,537,255	1,701,700	<164,445>	11,257,340	13,154,500	<1,897,160>	1,325,290	12,070,641
229,483	227,993	1,490	2,347,934	2,226,936	120,998	245,321	2,374,320
69,005	65,000	4,005	1,081,176	851,000	230,176	47,160	692,042
220,375	229,717	<9,342>	3,901,219	4,031,887	<130,668>	227,059	3,781,879
3,459,717	3,551,859	<92,142>	33,115,484	34,696,729	<1,581,245>	3,132,300	32,900,510
2,387,902	2,427,906	40,004	23,348,720	24,521,998	1,173,278	2,104,816	23,477,010
2,181	1,930	<251>	35,660	30,750	<4,910>	1,873	36,204
1,879	1,900	21	11,731	13,620	1,889	1,794	13,340
3,232	3,080	<152>	28,136	26,800	<1,336>	2,744	24,148
4,216	4,590	374	31,133	34,870	3,737	3,906	33,030
1,316	1,190	<126>	13,810	11,560	<2,250>	1,369	14,155
266	230	<36>	4,086	2,970	<1,116>	180	2,576
2,518	1,330	<1,188>	21,157	16,160	<4,997>	1,746	20,182
15,608	14,250	<1,358>	145,714	136,730	<8,984>	13,613	143,635
2,403,510	2,442,156	38,646	23,494,434	24,658,728	1,164,294	2,118,429	23,620,645
69.0	68.4	<0.7>	70.5	70.7	0.2	67.2	71.4
1,056,208	1,109,703	<53,495>	9,621,049	10,038,001	<416,952>	1,013,871	9,279,865
31.0	31.6	<0.7>	29.5	29.3	0.2	32.8	28.6
0.5	0.4	<0.1>	0.4	0.4	<0.1>	0.4	0.4
30.5	31.2	<0.7>	29.1	28.9	0.1	32.4	28.2
24.6	28.5	<4.0>	24.1	25.3	<1.2>	28.4	25.0
30.0	32.2	<2.2>	31.9	32.2	<0.3>	31.1	31.4
51.7	53.1	<1.4>	49.8	51.3	<1.5>	52.4	50.5
19.0	19.2	<0.2>	19.6	19.0	0.5	21.6	19.5
26.8	33.7	<6.9>	27.5	29.6	<2.1>	31.6	28.0
52.0	51.3	0.7	50.2	52.2	<2.0>	50.6	51.7
34.2	37.1	<2.9>	23.5	24.8	<1.3>	33.5	22.8
64,242	62,080	2,162	615,720	697,306	<81,586>	48,579	721,977
1,120,450	1,171,783	<51,333>	10,236,769	10,735,307	<498,538>	1,062,450	10,001,842
256,947	291,787	34,840	2,094,178	2,308,706	214,528	270,907	2,205,241
0	0	0	6,221	0	<6,221>	0	1,709
152,089	161,308	9,219	1,075,241	1,131,068	55,827	149,446	1,067,074
409,036	453,095	44,059	3,175,640	3,439,774	264,134	420,353	3,274,024
11.8	12.8	0.9	9.6	9.9	0.3	13.4	10.0
130,951	156,838	25,887	1,042,640	1,211,126	168,486	128,735	993,164
9,985	6,145	<3,840>	82,386	73,580	<8,806>	10,179	78,275
13,980	14,200	220	111,552	113,595	2,043	14,732	112,842
80	125	45	732	1,000	268	131	941
21	24	3	331	159	<172>	22	171
7,780	9,900	2,120	18,216	18,780	564	5,834	17,317
100	0	<100>	2,100	2,025	<75>	0	2,075
6,072	4,450	<1,622>	42,979	42,270	<709>	5,685	42,578
16,116	23,075	6,959	238,835	251,165	12,330	14,984	217,494
864	900	36	7,206	7,550	344	1,013	7,473
0	0	0	0	0	0	0	681
0	0	0	0	0	0	0	179
<0>	0	0	<2>	0	2	0	<16>
733	0	<733>	733	100	<633>	0	177
22,135	18,165	<3,970>	163,949	155,300	<8,649>	9,681	142,254
<2,300>	<900>	1,400	<54,383>	<60,131>	<5,748>	<2,725>	<61,051>
8,331	75	<8,256>	248,235	240,600	<7,635>	3,924	242,259
7,960	1,865	<6,095>	36,950	22,530	<14,420>	1,608	23,122
0	0	0	0	0	0	0	175
0	0	0	<19>	0	19	0	28
53,156	49,514	<3,642>	514,236	538,183	23,947	49,741	513,156
<355>	0	355	6,987	0	<6,987>	2,314	10,254
556	0	<556>	7,238	0	<7,238>	<780>	3,497
24	0	<24>	100	0	<100>	0	0
0	150	150	1,150	2,050	900	120	4,171
337	0	<337>	1,446	1,300	<146>	0	1,521
0	0	0	300	300	0	0	900
4,684	250	<4,434>	41,475	3,092	<38,383>	201	1,993
265	0	<265>	8,628	300	<8,328>	500	4,554
34,761	33,000	<1,761>	38,362	37,000	<1,362>	32,757	37,188
14	140	126	38,932	38,720	<212>	140	41,600
0	0	0	53	0	<53>	0	<53>
0	<420>	<420>	0	<411>	<411>	0	0
20,257	3,040	<17,217>	96,979	46,670	<50,309>	1,679	46,822
336,506	320,536	<15,970>	2,698,324	2,746,853	48,529	280,472	2,485,741
745,542	773,631	28,089	5,873,964	6,186,627	312,663	700,826	5,759,766
374,907	398,152	<23,245>	4,362,805	4,548,680	<185,875>	361,625	4,242,076
27,918	26,776	<1,142>	207,381	222,801	15,420	25,289	203,984
145,075	147,851	2,776	1,162,009	1,211,518	49,509	130,841	1,143,933
59,096	62,942	3,846	484,445	518,385	33,940	52,966	476,371
29,602	29,962	360	257,393	277,657	20,264	30,325	263,023
93,270	90,745	<2,525>	736,708	778,433	41,725	82,817	760,414
81,921	70,371	<11,550>	544,641	554,107	9,466	67,810	524,684
31,423	29,455	<1,968>	252,672	220,627	<32,045>	33,095	211,181
66,148	69,375	3,227	549,380	555,000	5,620	68,625	559,825
534,453	527,477	<6,976>	4,194,629	4,338,528	143,899	491,768	4,143,414
<159,546>	<129,325>	<30,221>	168,176	210,152	<41,976>	<130,144>	98,662



**UCLA RESTAURANTS  
INCOME STATEMENT**

MAR. 08(02/24/13-03/30/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
164,708	157,324	7,384	1,054,908	976,246	78,662	140,151	1,050,092
187,319	223,296	<35,977>	1,282,851	1,411,647	<128,796>	223,132	1,447,595
152,891	160,916	<8,025>	998,474	1,057,672	<59,198>	169,824	514,401
273,642	268,681	4,961	1,736,592	1,770,732	<34,140>	268,500	1,710,130
270,439	252,480	17,959	1,747,277	1,749,600	<2,323>	255,430	1,846,905
330,293	190,155	140,138	1,953,883	1,672,352	281,531	217,049	1,371,929
1,379,294	1,252,852	126,442	8,773,985	8,638,249	135,736	1,274,085	7,941,052
469,534	419,325	<50,209>	3,026,344	2,915,310	<111,034>	450,949	2,763,929
34.0	33.5	<0.6>	34.5	33.8	<0.7>	35.4	34.8
909,759	833,527	76,232	5,747,640	5,722,939	24,701	823,136	5,177,123
66.0	66.5	<0.6>	65.5	66.3	<0.7>	64.6	65.2
67.1	68.7	<1.7>	67.4	68.7	<1.3>	66.9	66.5
61.9	64.1	<2.2>	62.9	63.7	<0.8>	65.7	63.9
64.4	66.9	<2.5>	64.7	66.9	<2.2>	62.5	65.4
68.0	68.7	<0.7>	68.9	69.6	<0.7>	68.0	69.8
65.1	67.4	<2.4>	64.6	65.8	<1.2>	63.4	65.1
68.1	63.3	4.8	64.7	63.8	0.9	61.1	60.3
228,066	181,615	46,451	1,498,851	1,300,675	198,176	202,061	1,218,624
1,137,825	1,015,142	122,683	7,246,491	7,023,614	222,877	1,025,197	6,395,746
314,169	305,851	<8,318>	2,227,199	2,235,194	7,995	302,888	2,140,811
3,611	986	<2,625>	16,024	12,466	<3,558>	1,211	14,860
249,828	219,248	<30,580>	1,565,951	1,508,821	<57,130>	233,576	1,410,472
<37,779>	<34,722>	3,057	<260,719>	<247,962>	12,757	<37,365>	<216,136>
529,828	491,363	<38,465>	3,548,454	3,508,519	<39,935>	500,309	3,350,008
38.4	39.2	0.8	40.4	40.6	0.2	39.3	42.2
167,397	173,114	5,717	1,176,549	1,290,484	113,935	145,240	1,102,411
2,409	1,360	<1,049>	13,801	12,235	<1,566>	1,439	15,208
4,230	4,608	378	33,178	36,609	3,431	4,808	36,559
1,500	1,500	<0>	11,031	13,000	1,969	1,500	10,008
67,242	61,238	<6,004>	405,731	427,687	21,956	60,726	383,657
4.9	4.9	0.0	4.6	5.0	0.3	4.8	4.8
5,795	3,838	<1,957>	38,477	30,407	<8,070>	4,753	27,981
0	0	0	0	0	0	0	7
<18,900>	<9,450>	9,450	<73,845>	<72,600>	1,245	<8,526>	<63,159>
3,665	2,915	<750>	28,017	20,599	<7,418>	2,803	24,819
6,172	5,310	<862>	49,728	44,526	<5,202>	9,280	53,744
1,230	990	<240>	15,147	10,905	<4,242>	547	12,427
2,843	2,980	137	57,493	63,680	6,187	3,129	58,758
0	100	100	1,401	800	<601>	0	0
4	31	27	42	207	165	7	36
14,912	6,096	<8,816>	79,084	41,889	<37,195>	10,841	57,805
33,231	32,865	<366>	235,978	225,485	<10,493>	31,001	207,758
2,037	2,261	224	12,929	14,816	1,887	1,981	13,094
1,625	857	<768>	6,720	6,107	<613>	615	5,229
6	0	<6>	6	0	<6>	7	203
2,527	0	<2,527>	13,726	3,100	<10,626>	1,430	2,744
657	400	<257>	1,687	3,050	1,363	1,635	4,128
0	400	400	10,261	6,300	<3,961>	0	870
0	0	0	600	0	<600>	0	0
2,004	0	<2,004>	6,282	0	<6,282>	0	0
37,838	20,886	<16,952>	229,523	218,110	<11,413>	14,934	111,938
338,424	312,299	<26,125>	2,353,545	2,397,396	43,851	288,149	2,066,227
868,253	803,662	<64,591>	5,902,000	5,905,915	3,915	788,458	5,416,235
269,573	211,480	58,093	1,344,492	1,117,699	226,793	236,739	979,511
36,162	29,037	<7,125>	231,867	226,870	<4,997>	30,099	209,001
66,173	60,583	<5,590>	390,444	386,564	<3,880>	60,720	356,154
26,956	24,983	<1,973>	163,266	160,364	<2,902>	24,580	148,870
13,502	11,892	<1,610>	85,616	83,747	<1,869>	14,073	82,022
42,543	36,019	<6,524>	245,519	239,381	<6,138>	38,433	235,745
69,059	67,162	<1,897>	459,130	528,845	69,715	57,163	442,306
26,489	28,113	1,624	213,003	210,579	<2,424>	27,899	178,026
97,302	106,614	9,312	804,721	852,912	48,191	99,045	622,371
378,186	364,403	<13,783>	2,593,566	2,689,262	95,697	352,012	2,274,495
<108,614>	<152,923>	44,309	<1,249,074>	<1,571,563>	322,489	<115,273>	<1,294,984>
426,355	400,343	26,012	2,705,150	2,692,230	12,919	418,392	2,465,347
141,368	132,701	8,667	912,903	901,936	10,967	138,914	734,420
284,987	267,642	17,345	1,792,247	1,790,294	1,952	279,478	1,730,927
5.06	4.90	0.16	5.05	4.97	0.08	4.75	4.71
6.32	6.00	0.32	6.23	6.05	0.19	6.05	6.00
4.44	4.35	0.09	4.45	4.43	0.02	4.10	4.16
35,998	33,895	<2,103>	233,411	234,952	1,541	35,820	225,107
38.32	36.96	1.35	37.59	36.77	0.83	35.57	35.28

SERVICES DIVISION  
INCOME STATEMENT

MAR. 08(02/24/13-03/30/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
17,141	18,319	<1,178>	119,004	122,930	<3,926>	11,458	104,234
17,141	18,319	<1,178>	119,004	122,930	<3,926>	11,458	104,234
2,204	412	<1,792>	5,448	3,097	<2,351>	1,142	3,851
14,936	17,907	<2,971>	113,556	119,833	<6,277>	10,316	100,383
87.1	97.8	<10.6>	95.4	97.5	<2.1>	90.0	96.3
87.1	97.8	<10.6>	95.4	97.5	<2.1>	90.0	96.3
123,550	110,000	13,550	1,587,418	1,662,350	<74,932>	97,670	1,429,311
98,892	85,343	13,549	695,951	681,820	14,131	83,537	642,266
222,442	195,343	27,099	2,283,369	2,344,170	<60,801>	181,207	2,071,576
237,379	213,250	24,129	2,396,925	2,464,003	<67,078>	191,523	2,171,960
33,824	33,775	<49>	250,704	260,596	9,892	29,289	248,903
1,479	1,938	459	5,821	14,252	8,431	516	6,438
35,303	35,713	410	256,525	274,848	18,323	29,804	255,342
206.0	195.0	<11.0>	215.6	223.6	8.0	260.1	245.0
14,713	16,317	1,604	116,136	127,149	11,013	13,734	107,802
461	1,200	740	6,470	7,064	594	1,632	7,660
697	735	38	5,343	5,824	481	779	5,769
19	105	86	654	840	186	220	733
339	6,500	6,161	11,019	15,500	4,481	7,500	17,668
0	0	0	8,000	8,000	0	0	7,989
1,501	4,400	2,899	19,671	35,800	16,129	1,141	19,865
0	214	214	4,736	1,143	<3,593>	0	1,757
4,683	3,083	<1,600>	19,889	20,589	700	2,333	19,839
0	1,150	1,150	2,300	9,200	6,900	0	8,086
4,865	4,150	<715>	22,470	33,200	10,730	165	35,391
600	0	<600>	144,777	153,618	8,841	0	62,468
12,145	11,000	<1,145>	115,774	118,000	2,226	9,664	109,901
0	0	0	128	0	<128>	0	0
47,471	39,209	<8,262>	454,482	453,117	<1,365>	28,000	415,464
87,493	88,063	570	931,848	989,044	57,196	65,168	820,393
122,796	123,776	980	1,188,374	1,263,892	75,518	94,972	1,075,734
114,583	89,474	25,109	1,208,551	1,200,111	8,440	96,551	1,096,225
2,410	2,110	<300>	16,752	17,830	1,078	1,793	15,943
10,065	8,741	<1,324>	84,249	87,897	3,648	7,675	78,881
4,223	3,721	<502>	36,428	37,732	1,304	3,208	34,486
2,115	1,771	<344>	19,231	19,988	757	1,837	18,765
6,665	5,365	<1,300>	54,825	56,064	1,239	5,016	54,238
14,531	12,483	<2,048>	96,610	98,289	1,679	12,028	93,069
5,574	5,223	<351>	44,820	39,126	<5,694>	5,870	37,460
5,785	5,695	<90>	46,947	45,560	<1,387>	5,363	42,475
51,368	45,109	<6,259>	399,862	402,486	2,624	42,790	375,317
63,215	44,365	18,850	808,689	797,625	11,064	53,760	720,909



ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

MAR. 08(02/24/13-03/30/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
301,985	295,530	<6,455>	2,321,883	2,362,209	40,326	293,114	2,344,831
0	300	300	1,257	2,400	1,143	737	1,217
38,801	32,625	<6,176>	232,465	263,713	31,248	29,656	247,810
340,787	328,455	<12,332>	2,555,605	2,628,322	72,717	323,507	2,593,858
6.2	6.1	<0.1>	5.4	5.4	0.0	6.5	5.7
0	1,000	1,000	9,770	8,000	<1,770>	0	11,667
2,000	833	<1,167>	4,000	6,664	2,664	0	861
133,822	139,183	5,361	1,027,465	1,090,189	62,724	124,457	952,454
17,637	7,869	<9,768>	69,116	63,237	<5,879>	8,115	60,871
9,136	10,051	915	72,079	78,640	6,561	10,012	75,533
960	1,104	144	7,519	8,856	1,337	969	7,610
361	2,236	1,875	15,156	16,362	1,206	5,878	20,850
0	40	40	0	320	320	0	0
7,510	315	<7,195>	16,942	17,388	446	138	7,256
0	52	52	0	104	104	0	0
2,679	855	<1,824>	4,463	6,840	2,377	0	741
180	732	552	2,305	3,414	1,109	209	1,064
315	620	305	1,947	4,240	2,293	1,076	4,058
0	0	0	14	0	<14>	0	0
368	337	<31>	2,149	2,696	547	307	2,624
<558>	<1,500>	<942>	<6,090>	<12,000>	<5,910>	<3,400>	<25,238>
0	50	50	1,275	400	<875>	0	896
2,561	2,482	<79>	20,649	19,856	<793>	2,561	21,509
346	100	<246>	4,877	11,200	6,323	1,200	13,859
2,572	1,906	<666>	16,580	15,104	<1,476>	1,850	14,716
2,493	5,459	2,966	40,391	43,250	2,859	5,352	35,650
13,921	10,244	<3,677>	79,574	81,952	2,378	6,619	73,655
0	5	5	697	229	<468>	0	299
10,788	10,788	0	73,819	75,319	1,500	10,474	74,582
<1>	80	81	86	640	554	<2>	<21>
20,440	21,000	560	163,520	168,000	4,480	18,338	146,704
2,874	4,447	1,574	24,416	28,696	4,280	2,602	22,691
773	796	23	6,181	6,230	49	814	6,511
10,123	10,123	0	80,983	81,365	382	9,828	78,993
809	200	<609>	6,837	3,868	<2,969>	938	4,680
9,167	9,442	275	73,333	75,960	2,627	9,167	73,746
3,050	3,050	0	6,325	6,300	<25>	2,750	6,000
11,849	10,300	<1,549>	83,897	82,400	<1,497>	10,878	81,586
0	200	200	12,787	11,600	<1,187>	0	10,000
2,730	5,408	2,678	26,393	35,442	9,049	2,130	27,363
2,954	3,255	301	24,129	25,265	1,136	3,328	30,053
7,417	7,640	223	59,334	61,120	1,786	7,417	59,333
15,498	15,929	431	123,984	127,432	3,448	15,498	123,584
1,722	500	<1,222>	19,186	20,700	1,514	1,202	18,238
296,495	287,131	<9,364>	2,176,087	2,277,278	101,191	260,703	2,044,978
637,282	615,586	<21,696>	4,731,692	4,905,600	173,908	584,210	4,638,836
17,635	15,148	<2,487>	117,244	119,285	2,041	14,597	112,947
6,764	6,343	<421>	54,393	47,513	<6,880>	7,124	45,461
14,584	17,273	2,689	119,740	138,184	18,444	13,218	132,640
38,983	38,764	<219>	291,377	304,982	13,605	34,939	291,048
676,265	654,350	<21,915>	5,023,069	5,210,582	187,513	619,149	4,929,884
<583,345>	<562,492>	20,853	<4,289,363>	<4,473,301>	<183,938>	<526,990>	<4,193,761>
<25,050>	<25,050>	0	<202,181>	<202,181>	0	<23,885>	<193,014>
<3,665>	<3,665>	0	<27,911>	<27,911>	0	<3,704>	<28,227>
<64,205>	<63,143>	1,062	<503,614>	<507,189>	<3,575>	<64,570>	<514,882>
<676,265>	<654,350>	21,915	<5,023,069>	<5,210,582>	<187,513>	<619,149>	<4,929,884>
0	0	<0>	0	0	<0>	<0>	<0>

MAINTENANCE DIVISION  
EXPENSE STATEMENT

MAR. 08(02/24/13-03/30/13)			FISCAL YEAR 12-13			FISCAL YEAR 11-12	
CURRENT MONTH			YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
123,755	98,414	<25,341>	750,766	782,353	31,587	90,887	740,628
6,905	0	<6,905>	28,428	0	<28,428>	2,325	10,785
<120>	0	120	<1,330>	0	1,330	0	<10,192>
<2,301>	<3,988>	<1,687>	<32,114>	<33,374>	<1,260>	<4,267>	<36,725>
<5,440>	<3,000>	2,440	<40,983>	<24,000>	16,983	0	<35,502>
122,800	91,426	<31,374>	704,768	724,979	20,211	88,946	668,993
58,730	62,887	4,157	428,982	489,033	60,051	52,872	416,524
227	140	<87>	2,033	1,545	<488>	32	1,680
610	851	241	5,212	7,045	1,833	806	6,509
431	180	<251>	431	1,440	1,009	910	1,861
5,008	4,544	<464>	35,888	34,696	<1,192>	5,285	35,919
4,884	4,542	<342>	37,117	34,426	<2,691>	5,480	40,818
2,194	860	<1,334>	10,743	7,765	<2,978>	1,189	10,044
491	787	296	5,311	6,469	1,158	911	4,966
15,900	13,725	<2,175>	122,214	111,300	<10,914>	12,857	131,323
2,777	2,925	148	24,254	23,400	<854>	2,789	23,257
368	0	<368>	659	600	<59>	611	947
99	275	176	1,262	2,200	938	317	2,328
0	225	225	277	1,800	1,523	0	467
1,267	2,450	1,183	28,277	20,100	<8,177>	1,367	18,124
8,091	7,849	<242>	61,666	58,119	<3,547>	9,284	56,066
3,763	3,219	<544>	29,037	25,752	<3,285>	3,242	23,477
514	880	366	5,180	5,040	<140>	914	5,300
105,354	106,339	985	798,543	830,730	32,187	98,864	779,611
228,154	197,765	<30,389>	1,503,310	1,555,709	52,399	187,809	1,448,604
15,332	19,665	4,333	126,775	157,320	30,545	15,177	124,207
15,332	19,665	4,333	126,775	157,320	30,545	15,177	124,207
243,486	217,430	<26,056>	1,630,085	1,713,029	82,944	202,986	1,572,811
<208,681>	<187,091>	21,590	<1,387,395>	<1,473,171>	<85,776>	<172,735>	<1,336,555>
<6,057>	<6,057>	0	<48,463>	<48,463>	0	<6,059>	<48,467>
<2,296>	<2,296>	0	<18,361>	<18,361>	0	<2,296>	<18,368>
<8,817>	<6,838>	1,979	<58,621>	<53,748>	4,873	<7,299>	<56,474>
<17,635>	<15,148>	2,487	<117,244>	<119,285>	<2,041>	<14,597>	<112,947>
<243,486>	<217,430>	26,056	<1,630,084>	<1,713,028>	<82,944>	<202,986>	<1,572,811>
0	0	<0>	1	1	0	0	1

UTILITIES  
EXPENSE STATEMENT

MAR. 08(02/24/13-03/30/13)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
11,433	8,912	<2,521>	Chiller Water
58,835	61,501	2,666	Elec-Non Air Cond.
10,384	7,365	<3,019>	Water-Non Air Cond.
11,657	10,693	<964>	Steam-Non Air Cond.
1,525	2,998	1,473	Gas
93,834	91,469	<2,365>	TOTAL OTHER CONTROL.
93,834	91,469	<2,365>	TOTAL CONTROLLABLE EXP
<80,045>	<78,312>	1,733	Allocated-Svs and Ent
<2,642>	<2,642>	0	Allocated-USAC
<1,001>	<1,001>	0	Allocated-GSA
<3,382>	<3,170>	212	Allocated-Comm Board
<6,764>	<6,343>	421	Allocated-A & SS
<93,834>	<91,468>	2,366	TOTAL OTHER
0	1	1	TOTAL EXPENSE

FISCAL YEAR 12-13			FISCAL YEAR 11-12	
YTD 8 MO(07/29/12-03/30/13)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
130,660	104,993	<25,667>	8,366	88,676
498,555	439,429	<59,126>	68,139	424,750
71,367	53,873	<17,494>	10,560	50,811
37,653	64,692	27,039	10,878	55,049
16,147	24,010	7,863	672	15,858
754,382	686,997	<67,385>	98,615	635,144
754,382	686,997	<67,385>	98,615	635,144
<643,649>	<586,593>	57,056	<84,305>	<537,958>
<21,136>	<21,136>	0	<2,628>	<21,024>
<8,008>	<8,008>	0	<996>	<7,969>
<27,197>	<23,746>	3,451	<3,562>	<22,732>
<54,392>	<47,513>	6,879	<7,124>	<45,461>
<754,382>	<686,996>	67,386	<98,615>	<635,144>
0	1	1	0	0