

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**March (02/23/14 - 03/29/14)**

**Prepared  
April 14, 2014**

# **ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES**

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

MARCH (02/23/14 - 03/29/14)										FY 12-13	
CURRENT MONTH										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
3,089		3,437		(348)	(10.1%)	(435)	(12.3%)	3,524			
1,563		1,602		(39)	(2.4%)	(44)	(2.7%)	1,607			
184		223		(39)	(17.5%)	(56)	(23.3%)	240			
147		125		22	17.6%	(5)	(3.3%)	152			
<b>4,983</b>		<b>5,387</b>		<b>(404)</b>	<b>(7.5%)</b>	<b>(540)</b>	<b>(9.8%)</b>	<b>5,523</b>			
1,063	34.4%	1,161	33.8%	(98)	0.6	(57)	2.6	1,120	31.8%		
1,111	71.1%	1,135	70.8%	(24)	0.3	(27)	0.3	1,138	70.8%		
184	100.0%	222	99.6%	(38)	0.4	(53)	1.2	237	98.8%		
72	49.0%	55	44.0%	17	5.0	(5)	(1.7)	77	50.7%		
<b>2,430</b>	<b>48.8%</b>	<b>2,573</b>	<b>47.8%</b>	<b>(143)</b>	<b>1.0</b>	<b>(142)</b>	<b>2.2</b>	<b>2,572</b>	<b>46.6%</b>		
551	17.8%	586	17.0%	35	(0.8)	(11)	(2.5)	540	15.3%		
678	43.4%	704	43.9%	26	0.5	19	0.0	697	43.4%		
53	28.8%	49	22.0%	(4)	(6.8)	(3)	(8.0)	50	20.8%		
67	45.6%	69	55.2%	2	9.6	2	(0.2)	69	45.4%		
<b>1,349</b>	<b>27.1%</b>	<b>1,408</b>	<b>26.1%</b>	<b>59</b>	<b>(1.0)</b>	<b>7</b>	<b>(2.5)</b>	<b>1,356</b>	<b>24.6%</b>		
184	6.0%	184	5.4%	0	(0.6)	22	(0.2)	206	5.8%		
155	9.9%	172	10.7%	17	0.8	16	0.7	171	10.6%		
38	20.7%	75	33.6%	37	12.9	35	9.7	73	30.4%		
51	34.7%	45	36.0%	(6)	1.3	6	2.8	57	37.5%		
<b>428</b>	<b>8.6%</b>	<b>476</b>	<b>8.8%</b>	<b>48</b>	<b>0.2</b>	<b>79</b>	<b>0.6</b>	<b>507</b>	<b>9.2%</b>		
328	10.6%	391	11.4%	(63)	(0.8)	(47)	0.0	375	10.6%		
278	17.8%	258	16.1%	20	1.7	8	1.0	270	16.8%		
94	51.1%	99	44.4%	(5)	6.7	(21)	3.2	115	47.9%		
(46)	(31.3%)	(59)	(47.2%)	13	15.9	4	1.6	(50)	(32.9%)		
<b>654</b>	<b>13.1%</b>	<b>689</b>	<b>12.8%</b>	<b>(35)</b>	<b>0.3</b>	<b>(56)</b>	<b>0.2</b>	<b>710</b>	<b>12.9%</b>		
547	11.0%	538	10.0%	(9)	(1.0)	(3)	(1.2)	544	9.8%		
235	4.7%	206	3.8%	(29)	(0.9)	(24)	(0.9)	211	3.8%		
82	1.6%	102	1.9%	20	0.3	5	0.0	87	1.6%		
217	4.4%	233	4.3%	16	(0.1)	(1)	(0.5)	216	3.9%		
<b>1,081</b>	<b>21.7%</b>	<b>1,079</b>	<b>20.0%</b>	<b>(2)</b>	<b>(1.7)</b>	<b>(23)</b>	<b>(2.5)</b>	<b>1,058</b>	<b>19.2%</b>		
<b>(427)</b>	<b>(8.6%)</b>	<b>(390)</b>	<b>(7.2%)</b>	<b>(37)</b>	<b>(1.4)</b>	<b>(79)</b>	<b>(2.3)</b>	<b>(348)</b>	<b>(6.3%)</b>		
6	0.1%	0	0.0%	6	0.1	(18)	(0.3)	24	0.4%		
14	0.3%	16	0.3%	(2)	0.0	(1)	0.0	15	0.3%		
(47)	(0.9%)	(46)	(0.9%)	(1)	0.0	7	0.1	(54)	(1.0%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
211	4.2%	211	3.9%	0	0.3	9	0.5	202	3.7%		
<b>184</b>	<b>3.7%</b>	<b>181</b>	<b>3.4%</b>	<b>3</b>	<b>0.3</b>	<b>(3)</b>	<b>0.3</b>	<b>187</b>	<b>3.4%</b>		
<b>(243)</b>	<b>(4.9%)</b>	<b>(209)</b>	<b>(3.9%)</b>	<b>(34)</b>	<b>(1.0)</b>	<b>(82)</b>	<b>(2.0)</b>	<b>(161)</b>	<b>(2.9%)</b>		
<b>GROSS INCOME</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>GROSS MARGIN</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>WAGES &amp; BENEFITS</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>OTHER CONTROLLABLES *</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>CONTRIBUTION</b>											
UCLA Store											
UCLA Restaurants											
Services Division											
UCLA Student Union											
<b>TOTAL</b>											
<b>ALLOCATED EXPENSES</b>											
Admin&Support Services											
Maintenance Division											
Utilities											
Depreciation											
<b>TOTAL</b>											
<b>NET INCOME (LOSS) FROM OPERATIONS</b>											
<b>OTHER INC/(EXP)</b>											
Non-Recurrent Inc/(Exp)											
Interest Income											
Interest (Expense)											
Income Taxes											
Student Union Fee Income											
<b>TOTAL</b>											
<b>NET INCOME (LOSS)</b>											

\* Without Benefits

FISCAL YEAR 2013-2014										FY 12-13	
YTD 8 MONTHS (07/28/13 - 03/29/14)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%		
				\$	%	\$	%				
31,413		33,733		(2,320)	(6.9%)	(2,318)	(6.9%)	33,731			
10,240		10,372		(132)	(1.3%)	(33)	(0.3%)	10,273			
2,368		2,548		(180)	(7.1%)	(34)	(1.4%)	2,402			
999		956		43	4.5%	(20)	(2.0%)	1,019			
<b>45,020</b>		<b>47,609</b>		<b>(2,589)</b>	<b>(5.4%)</b>	<b>(2,405)</b>	<b>(5.1%)</b>	<b>47,425</b>			
9,796	31.2%	10,448	31.0%	(652)	0.2	(441)	0.9	10,237	30.3%		
7,247	70.8%	7,352	70.9%	(105)	(0.1)	1	0.3	7,246	70.5%		
2,365	99.9%	2,545	99.9%	(180)	0.0	(32)	0.1	2,397	99.8%		
497	49.7%	462	48.3%	35	1.4	(20)	(1.0)	517	50.7%		
<b>19,905</b>	<b>44.2%</b>	<b>20,807</b>	<b>43.7%</b>	<b>(902)</b>	<b>0.5</b>	<b>(492)</b>	<b>1.2</b>	<b>20,397</b>	<b>43.0%</b>		
4,234	13.5%	4,429	13.1%	195	(0.4)	(16)	(1.0)	4,218	12.5%		
4,777	46.7%	4,941	47.6%	164	0.9	(52)	(0.7)	4,725	46.0%		
396	16.7%	393	15.4%	(3)	(1.3)	(23)	(1.2)	373	15.5%		
505	50.6%	525	54.9%	20	4.3	7	(0.4)	512	50.2%		
<b>9,912</b>	<b>22.0%</b>	<b>10,288</b>	<b>21.6%</b>	<b>376</b>	<b>(0.4)</b>	<b>(84)</b>	<b>(1.3)</b>	<b>9,828</b>	<b>20.7%</b>		
1,667	5.3%	1,628	4.8%	(39)	(0.5)	(11)	(0.4)	1,656	4.9%		
1,139	11.1%	1,138	11.0%	(1)	(0.1)	38	0.4	1,177	11.5%		
815	34.4%	907	35.6%	92	1.2	1	(0.4)	816	34.0%		
374	37.4%	396	41.4%	22	4.0	69	6.1	443	43.5%		
<b>3,995</b>	<b>8.9%</b>	<b>4,069</b>	<b>8.5%</b>	<b>74</b>	<b>(0.4)</b>	<b>97</b>	<b>(0.3)</b>	<b>4,092</b>	<b>8.6%</b>		
3,895	12.4%	4,391	13.0%	(496)	(0.6)	(468)	(0.5)	4,363	12.9%		
1,331	13.0%	1,274	12.3%	57	0.7	(13)	(0.1)	1,344	13.1%		
1,154	48.7%	1,245	48.9%	(91)	(0.2)	(55)	(1.6)	1,209	50.3%		
(382)	(38.2%)	(459)	(48.0%)	77	9.8	56	4.8	(438)	(43.0%)		
<b>5,998</b>	<b>13.3%</b>	<b>6,451</b>	<b>13.5%</b>	<b>(453)</b>	<b>(0.2)</b>	<b>(480)</b>	<b>(0.4)</b>	<b>6,478</b>	<b>13.7%</b>		
4,133	9.2%	4,289	9.0%	156	(0.2)	(135)	(0.8)	3,998	8.4%		
1,472	3.3%	1,502	3.2%	30	(0.1)	(94)	(0.4)	1,378	2.9%		
794	1.8%	744	1.6%	(50)	(0.2)	(96)	(0.3)	698	1.5%		
1,744	3.9%	1,864	3.9%	120	0.0	43	(0.1)	1,787	3.8%		
<b>8,143</b>	<b>18.1%</b>	<b>8,399</b>	<b>17.6%</b>	<b>256</b>	<b>(0.5)</b>	<b>(282)</b>	<b>(1.5)</b>	<b>7,861</b>	<b>16.6%</b>		
<b>(2,145)</b>	<b>(4.8%)</b>	<b>(1,948)</b>	<b>(4.1%)</b>	<b>(197)</b>	<b>(0.7)</b>	<b>(762)</b>	<b>(1.9)</b>	<b>(1,383)</b>	<b>(2.9%)</b>		
111	0.2%	0	0.0%	111	0.2	70	0.1	41	0.1%		
128	0.3%	140	0.3%	(12)	0.0	(27)	0.0	155	0.3%		
(375)	(0.8%)	(371)	(0.8%)	(4)	0.0	54	0.1	(429)	(0.9%)		
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%		
1,689	3.8%	1,689	3.5%	0	0.3	70	0.4	1,619	3.4%		
<b>1,553</b>	<b>3.4%</b>	<b>1,458</b>	<b>3.1%</b>	<b>95</b>	<b>0.3</b>	<b>167</b>	<b>0.5</b>	<b>1,386</b>	<b>2.9%</b>		
<b>(592)</b>	<b>(1.3%)</b>	<b>(490)</b>	<b>(1.0%)</b>	<b>(102)</b>	<b>(0.3)</b>	<b>(595)</b>	<b>(1.3)</b>	<b>3</b>	<b>0.0%</b>		

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

MARCH (02/23/14 - 03/29/14)										FY 12-13		FISCAL YEAR 2013-2014										FY 12-13	
CURRENT MONTH										**		YTD 8 MONTHS (07/28/13 - 03/29/14)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%	\$	%	\$	%	ACT/BUD		ACT/LY ACT		\$	%	\$	%
				\$	%	\$	%									\$	%	\$	%				
3,089		3,437		(348)	(10.1%)	(435)	(12.3%)	3,524		<b>GROSS INCOME</b>													
1,563		1,602		(39)	(2.4%)	(44)	(2.7%)	1,607		31,413		33,733		(2,320)	(6.9%)	(2,318)	(6.9%)	33,731		UCLA Store			
184		223		(39)	(17.5%)	(56)	(23.3%)	240		10,240		10,372		(132)	(1.3%)	(33)	(0.3%)	10,273		UCLA Restaurants			
147		125		22	17.6%	(5)	(3.3%)	152		2,368		2,548		(180)	(7.1%)	(34)	(1.4%)	2,402		Services Division			
										999		956		43	4.5%	(20)	(2.0%)	1,019		UCLA Student Union			
<b>4,983</b>		<b>5,387</b>		<b>(404)</b>	<b>(7.5%)</b>	<b>(540)</b>	<b>(9.8%)</b>	<b>5,523</b>		<b>45,020</b>		<b>47,609</b>		<b>(2,589)</b>	<b>(5.4%)</b>	<b>(2,405)</b>	<b>(5.1%)</b>	<b>47,425</b>		<b>TOTAL</b>			
1,063	34.4%	1,161	33.8%	(98)		0.6		(57)	2.6	<b>GROSS MARGIN</b>													
1,111	71.1%	1,135	70.8%	(24)		0.3		(27)	0.3	9,796	31.2%	10,448	31.0%	(652)		0.2		(441)		10,237	30.3%		
184	100.0%	222	99.6%	(38)		0.4		(53)	1.2	7,247	70.8%	7,352	70.9%	(105)		(0.1)		1		7,246	70.5%		
72	49.0%	55	44.0%	17		5.0		(5)	(1.7)	2,365	99.9%	2,545	99.9%	(180)		0.0		(32)		2,397	99.8%		
										497	49.7%	462	48.3%	35		1.4		(20)		517	50.7%		
<b>2,430</b>	<b>48.8%</b>	<b>2,573</b>	<b>47.8%</b>	<b>(143)</b>	<b>1.0</b>	<b>(142)</b>	<b>2.2</b>	<b>2,572</b>	<b>46.6%</b>	<b>19,905</b>	<b>44.2%</b>	<b>20,807</b>	<b>43.7%</b>	<b>(902)</b>	<b>0.5</b>	<b>(492)</b>	<b>1.2</b>	<b>20,397</b>	<b>43.0%</b>	<b>TOTAL</b>			
735	23.8%	770	22.4%	35	(1.4)	11	(2.6)	746	21.2%	<b>TOTAL CONTROLLABLES</b>													
833	53.3%	876	54.7%	43	1.4	35	0.7	868	54.0%	5,900	18.8%	6,057	18.0%	157	(0.8)	(26)	(1.4)	5,874	17.4%	UCLA Store			
91	49.5%	124	55.6%	33	6.1	32	1.8	123	51.3%	5,916	57.8%	6,079	58.6%	163	0.8	(14)	(0.3)	5,902	57.5%	UCLA Restaurants			
117	79.6%	114	91.2%	(3)	(11.6)	10	4.0	127	83.6%	1,211	51.1%	1,299	51.0%	88	(0.1)	(23)	(1.6)	1,188	49.5%	Services Division			
										879	88.0%	921	96.3%	42	8.3	76	5.7	955	93.7%	UCLA Student Union			
<b>1,776</b>	<b>35.6%</b>	<b>1,884</b>	<b>35.0%</b>	<b>108</b>	<b>(0.6)</b>	<b>88</b>	<b>(1.9)</b>	<b>1,864</b>	<b>33.7%</b>	<b>13,906</b>	<b>30.9%</b>	<b>14,356</b>	<b>30.2%</b>	<b>450</b>	<b>(0.7)</b>	<b>13</b>	<b>(1.6)</b>	<b>13,919</b>	<b>29.3%</b>	<b>TOTAL</b>			
328	10.6%	391	11.4%	(63)	(0.8)	(47)	0.0	375	10.6%	<b>CONTRIBUTION</b>													
278	17.8%	258	16.1%	20	1.7	8	1.0	270	16.8%	3,895	12.4%	4,391	13.0%	(496)	(0.6)	(468)	(0.5)	4,363	12.9%	UCLA Store			
94	51.1%	99	44.4%	(5)	6.7	(21)	3.2	115	47.9%	1,331	13.0%	1,274	12.3%	57	0.7	(13)	(0.1)	1,344	13.1%	UCLA Restaurants			
(46)	(31.3%)	(59)	(47.2%)	13	15.9	4	1.6	(50)	(32.9%)	1,154	48.7%	1,245	48.9%	(91)	(0.2)	(55)	(1.6)	1,209	50.3%	Services Division			
										(382)	(38.2%)	(459)	(48.0%)	77	9.8	56	4.8	(438)	(43.0%)	UCLA Student Union			
<b>654</b>	<b>13.1%</b>	<b>689</b>	<b>12.8%</b>	<b>(35)</b>	<b>0.3</b>	<b>(56)</b>	<b>0.2</b>	<b>710</b>	<b>12.9%</b>	<b>5,998</b>	<b>13.3%</b>	<b>6,451</b>	<b>13.5%</b>	<b>(453)</b>	<b>(0.2)</b>	<b>(480)</b>	<b>(0.4)</b>	<b>6,478</b>	<b>13.7%</b>	<b>TOTAL</b>			
535	17.3%	537	15.6%	2	(1.7)	0	(2.1)	535	15.2%	<b>ALLOCATED EXPENSES</b>													
401	25.7%	390	24.3%	(11)	(1.4)	(23)	(2.2)	378	23.5%	4,308	13.7%	4,429	13.1%	121	(0.6)	(114)	(1.3)	4,194	12.4%	UCLA Store			
49	26.6%	61	27.4%	12	0.8	2	(5.3)	51	21.3%	2,717	26.5%	2,766	26.7%	49	0.2	(123)	(1.2)	2,594	25.3%	UCLA Restaurants			
96	65.3%	91	72.8%	(5)	7.5	(2)	(3.5)	94	61.8%	429	18.1%	522	20.5%	93	2.4	(29)	(1.4)	400	16.7%	Services Division			
										689	69.0%	682	71.3%	(7)	2.3	(16)	(3.0)	673	66.0%	UCLA Student Union			
<b>1,081</b>	<b>21.7%</b>	<b>1,079</b>	<b>20.0%</b>	<b>(2)</b>	<b>(1.7)</b>	<b>(23)</b>	<b>(2.5)</b>	<b>1,058</b>	<b>19.2%</b>	<b>8,143</b>	<b>18.1%</b>	<b>8,399</b>	<b>17.6%</b>	<b>256</b>	<b>(0.5)</b>	<b>(282)</b>	<b>(1.5)</b>	<b>7,861</b>	<b>16.6%</b>	<b>TOTAL</b>			
(206)	(4.1%)	(146)	(2.7%)	(60)	(1.4)	(48)	(1.2)	(158)	(2.9%)	<b>NET INCOME (LOSS) FROM OPERATIONS</b>													
(124)	(2.5%)	(132)	(2.5%)	8	0.0	(15)	(0.5)	(109)	(2.0%)	(413)	(0.9%)	(39)	(0.1%)	(374)	(0.8)	(582)	(1.3)	169	0.4%	UCLA Store			
45	0.9%	38	0.7%	7	0.2	(18)	(0.2)	63	1.1%	(1,386)	(3.1%)	(1,492)	(3.1%)	106	0.0	(137)	(0.5)	(1,249)	(2.6%)	UCLA Restaurants			
(142)	(2.8%)	(150)	(2.8%)	8	0.0	2	(0.2)	(144)	(2.6%)	725	1.6%	724	1.5%	1	0.1	(84)	(0.1)	809	1.7%	Services Division			
										(1,071)	(2.4%)	(1,141)	(2.4%)	70	0.0	41	(0.1)	(1,112)	(2.3%)	UCLA Student Union			
<b>(427)</b>	<b>(8.6%)</b>	<b>(390)</b>	<b>(7.2%)</b>	<b>(37)</b>	<b>(1.4)</b>	<b>(79)</b>	<b>(2.3)</b>	<b>(348)</b>	<b>(6.3%)</b>	<b>(2,145)</b>	<b>(4.8%)</b>	<b>(1,948)</b>	<b>(4.1%)</b>	<b>(197)</b>	<b>(0.7)</b>	<b>(762)</b>	<b>(1.9)</b>	<b>(1,383)</b>	<b>(2.9%)</b>	<b>TOTAL</b>			
6	0.1%	0	0.0%	6	0.1	(18)	(0.3)	24	0.4%	<b>OTHER INC/(EXP)</b>													
14	0.3%	16	0.3%	(2)	0.0	(1)	0.0	15	0.3%	111	0.2%	0	0.0%	111	0.2	70	0.1	41	0.1%	Non-Recurrent Inc/(Exp)			
(47)	(0.9%)	(46)	(0.9%)	(1)	0.0	7	0.1	(54)	(1.0%)	128	0.3%	140	0.3%	(12)	0.0	(12)	0.0	155	0.3%	Interest Income			
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	(375)	(0.8%)	(371)	(0.8%)	(4)	0.0	54	0.1	(429)	(0.9%)	Interest (Expense)			
211	4.2%	211	3.9%	0	0.3	9	0.5	202	3.7%	0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Income Taxes			
										1,689	3.8%	1,689	3.5%	0	0.3	70	0.4	1,619	3.4%	Student Union Fee Income			
<b>184</b>	<b>3.7%</b>	<b>181</b>	<b>3.4%</b>	<b>3</b>	<b>0.3</b>	<b>(3)</b>	<b>0.3</b>	<b>187</b>	<b>3.4%</b>	<b>1,553</b>	<b>3.4%</b>	<b>1,458</b>	<b>3.1%</b>	<b>95</b>	<b>0.3</b>	<b>167</b>	<b>0.5</b>	<b>1,386</b>	<b>2.9%</b>	<b>TOTAL</b>			
<b>(243)</b>	<b>(4.9%)</b>	<b>(209)</b>	<b>(3.9%)</b>	<b>(34)</b>	<b>(1.0)</b>	<b>(82)</b>	<b>(2.0)</b>	<b>(161)</b>	<b>(2.9%)</b>	<b>(592)</b>	<b>(1.3%)</b>	<b>(490)</b>	<b>(1.0%)</b>	<b>(102)</b>	<b>(0.3)</b>	<b>(595)</b>	<b>(1.3)</b>	<b>3</b>	<b>0.0%</b>	<b>NET INCOME (LOSS)</b>			

**P/L Reconciliation  
Mar-14**

<i>Financial Analysis</i>		<b>\$000's</b>
		<b>Mar-14</b>
<b>Budgeted Net Income/(Loss)</b>		<b>(209)</b>
<b>UCLA Store</b>		
<b>Gross Margin:</b>		
Bearwear gross income \$17K below plan due to aggressive budget and Easter is later this year (spring break vacations are effected)		(15)
Graduation ETC gross income \$21K below plan due to timing as graduating seniors wait to place orders for regalia		(17)
Market gross income \$37K below plan due to external construction and the cannibalization of sales from South Campus		(16)
Wooden Store gross margin below plan (cost of sales under management review)		(11)
New Text gross margin below plan due to returns and purchases at higher cost (due to mix of titles)		(8)
Used Text gross income \$38K below plan from continued downward sales trend due to availability of used books, competition, and peer to peer selling		(17)
Course Reader Solutions gross margin above plan due to sales shifting to digital format		20
Computer Store gross income \$222K below plan due to continued downward sales trend as unit sales shift from computers to tablets at lower price points		(30)
Total Wages lower than plan		15
Other, positive controllables mostly employee benefits and bank card expense		16
Total Contribution		(63)
<b>UCLA Restaurants</b>		
<b>Gross Margin:</b>		
Wetzel's/RX gross income \$8K below plan due to some customer traffic and/or purchasing patterns shifting (these sales seem to be trending low in the last few months)		(7)
Rubio's gross income above plan due to the opening of Wolfgang Puck not as severe as anticipated		7
Panda gross income above plan due to the opening of Wolfgang Puck not as severe as anticipated		8
No Campus Student Ctr gross income \$16K below plan due to aggressive budget for new sales program started last Spring		(11)
Luvall Food Server gross income \$16K below plan due to new sales programs not started and continued erosion of northern campus customer demographics		(12)
Kerckhoff Coffeehouse gross income \$17K above plan: majority of variance accumulated in 10th & finals weeks with conservative budget		12
Cooperage gross income \$9K below plan due to sales trends suffering throughout all A-Level food areas in part due to Engineering construction & Lot 6 construction impacting pedestrian traffic patterns. Additionally, increased traffic to 1st floor areas diverting customers away from A-Level		(6)
Taco Bell gross margin below plan due to lower sales trends throughout all A-Level food areas in part due to Engineering construction & Lot 6 construction. Additionally, increased traffic to 1st floor areas diverting customers away from A-Level		(7)
Terasaki Café gross income \$9K below plan as budget was not based on any history, much less demand in this location than anticipated		(6)
Catering gross margin above plan as extra other income from Athletics events plus 2 weddings and a large full service dinner that generated additional income for servers, china, bar setup and rentals		11
Total Wages lower than plan		11
Other, positive controllable mainly employees benefits and commission expense		20
Total Contribution		20
<b>Services</b>		
<b>Gross Margin:</b>		
Licensing domestic income below plan due loss of key category licensees as well as struggling sales overall (not timing related)		(48)
Leased Ops income above plan due mostly to accounting corrections and some unbudgeted rent and utilities		9
Other, positive controllable mainly in Licensing		34
		(5)
<b>UCLA Student Union</b>		
<b>Gross Margin:</b>		
Student Union Ops gross income \$28K above plan due to a large increase in university and student events		19
Post Office gross income \$4K below plan due less postage than anticipated		(2)
Other, negative controllables		(4)
Total Contribution		13
<b>Allocated Expenses and Other</b>		
A&SS higher than plan mostly Special Events (Typhoon relief)		(9)
Utilities lower than plan due to lower consumption in electric and steam (new meter at CSSC) and lower rates for water		20
Maintenance higher than plan mostly custodial career wages (year-to-date is current)		(29)
Depreciation lower than plan due to timing of capitals		16
Other, mostly positive non-recurring		3
Total		1
<b>Actual Net Income/(Loss)</b>		<b>(243)</b>

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

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(490)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear gross income \$100K 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	(70)
Fastrack gross income \$54K below plan due to change in product mix to accommodate Computer Store remodel which was done after the budget was completed	(29)
Graduation ETC gross income \$19K below plan due to the timing as graduating seniors wait to place orders for regalia	(15)
The Market gross income \$168K below plan resulting from continued impact of diminished foot traffic due to Luskin Conference Center construction, and sales decline in Health/Beauty products	(64)
Essentials gross income \$50K below plan due to declining sales in office supplies and batteries due to Target offering lower prices and lower sales in calendars	(26)
E-Commerce gross income \$111K above plan due to positive impact from football and the Score Big promotions, and successful LA Midnight limited edition jersey sales and e-mails	58
Computer Store gross income \$1.1M 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	(145)
New Text gross income \$240K below plan due to continued downward sales trend in textbook sales and lower web sales resulting in lower postage income	(121)
Used Text gross income \$252K below plan due to continued stock shortage, competition, student usage and peer to peer selling	(103)
Luvall Books gross income \$384K below plan due to competition, Law school textbooks lower than anticipated and shift in rental income due to program change	(85)
Luvall General MDSE gross income \$29K below plan due to sales decline in supplies and the Anderson School did not renew an apparel web promotion	(34)
HSS General MDSE gross income \$46K below plan mostly due to continued cannibalization from the Court of Science store	(20)
Total Wages lower than plan	56
Other, positive controllables mostly employee benefits and bank card expense (some offsets in advertising, professional services and repairs and maintenance)	102
Total Contribution	(496)
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Wolfgang Puck gross income above plan due to first year operation, sales much higher than anticipated	28
Wetzels/RX gross income \$34K below plan due to remodeling sales program was deferred, and some customer traffic and/or purchasing patterns shifting	(31)
No Campus Student Ctr gross income \$37K below plan due to slower sales than anticipated; ongoing fine tuning of recipes, waste, portioning and purchases	(37)
Café Synapse gross income \$40K below plan due to continued drop in sales and a few departments have moved out of the building	(28)
Luvall Food Servery gross income \$114K below plan due to new sales program has not started yet, and erosion of northern campus customer demographics	(84)
Jimmy's gross income \$32K below plan due to ongoing declining coffeehouse sales trend, and particularly soft Winter quarter	(20)
Cooperage gross income \$74K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(48)
Tsunami gross margin below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(16)
Taco Bell gross income \$46K below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns	(37)
Catering gross income \$247K above plan due to more Athletics training table, 4 day Bhair Conference, 2 weddings and the UCLA Graduated Student Picnic	182
Total Wages lower than plan	50
Other, positive controllables mostly employee benefits and commission expense, (some offsets in repairs & maintenance, overs and shorts and bank card expense)	98
Total Contribution	57
<b>Services</b>	
<b>Gross Margin:</b>	
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	(84)
Photography gross income \$13K below plan due to aggressive budget and less shoots overall	(12)
Total Wages higher than plan	(6)
Other, positive controllables mainly in Licensing	97
Total Contribution	(91)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops gross income \$47K 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)	37
Total Wages lower than plan	13
Other, positive controllables mainly student event expenses	27
Total Contribution	77
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mostly in total wages, employee benefits and insurance expense	156
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	30
Utilities higher than plan due to higher consumption mostly in chiller water, 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	(50)
Depreciation lower than plan due to timing of capitals and reduced expenditures	120
Other, mostly positive non-recurring	95
Total	351
<b>Actual Net Income/(Loss)</b>	<b>(592)</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 2014	<b>Prior Month</b> February 2014	<b>Prior Year</b> July 2013
	\$10,020	\$10,496	\$11,541
	3,756	4,586	3,369
	(156)	(160)	(131)
	3,600	4,426	3,239
	417	206	389
	6,635	5,480	6,379
	167	182	243
	<b>20,837</b>	<b>20,790</b>	<b>21,791</b>
	66,751	66,595	65,205
	(40,612)	(40,396)	(38,869)
	26,139	26,199	26,336
	<b>46,976</b>	<b>46,989</b>	<b>48,128</b>
	\$4,546	\$3,742	\$4,921
	2,776	2,907	3,085
	705	1,141	837
	209	162	146
	357	415	182
	156	153	139
	708	708	708
	9,458	9,228	10,018
	11,591	11,591	11,591
	11,591	11,591	11,591
	21,049	20,819	21,609
	26,518	26,518	26,459
	(592)	(349)	59
	25,927	26,170	26,518
	<b>46,976</b>	<b>46,989</b>	<b>48,128</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS  
March 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	217	1,744	1,787
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
(Increase)/decrease in current assets:	0	0	0
Accounts receivable	826	(361)	81
Student fees receivable	(211)	(27)	(166)
Inventories	(1,154)	(256)	(238)
Prepaid expenses and other current assets	15	77	147
Increase/(decrease) in current liabilities:			0
Accounts payable	804	(377)	(1,392)
Sales Tax payable & other liabilities	(435)	(129)	(63)
Wages and payroll taxes payable	(131)	(308)	139
Interest payable	47	64	105
Deferred Income	(58)	174	103
Funds held for others	3	17	77
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	(156)	(1,546)	(806)

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
	(\$243)	(\$592)	\$3
	217	1,744	1,787
	0	0	0
	0	0	0
	0	0	0
	0	0	0
	826	(361)	81
	(211)	(27)	(166)
	(1,154)	(256)	(238)
	15	77	147
			0
	804	(377)	(1,392)
	(435)	(129)	(63)
	(131)	(308)	139
	47	64	105
	(58)	174	103
	3	17	77
	0	0	0
	<b>(\$320)</b>	<b>\$26</b>	<b>\$583</b>
	0	\$0	0
	(156)	(1,546)	(806)
	<b>(\$156)</b>	<b>(\$1,546)</b>	<b>(\$806)</b>
	0	0	0
	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
	<b>(\$477)</b>	<b>(\$1,521)</b>	<b>(\$223)</b>
	<b>\$10,496</b>	<b>11,541</b>	<b>10,251</b>
	<b>\$10,020</b>	<b>\$10,020</b>	<b>\$10,027</b>

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

<b>CASH AND CASH EQUIVALENTS</b>	10,020
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	(983)
Uncommitted Cash	6,754
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>8,551</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(1,797)</b>

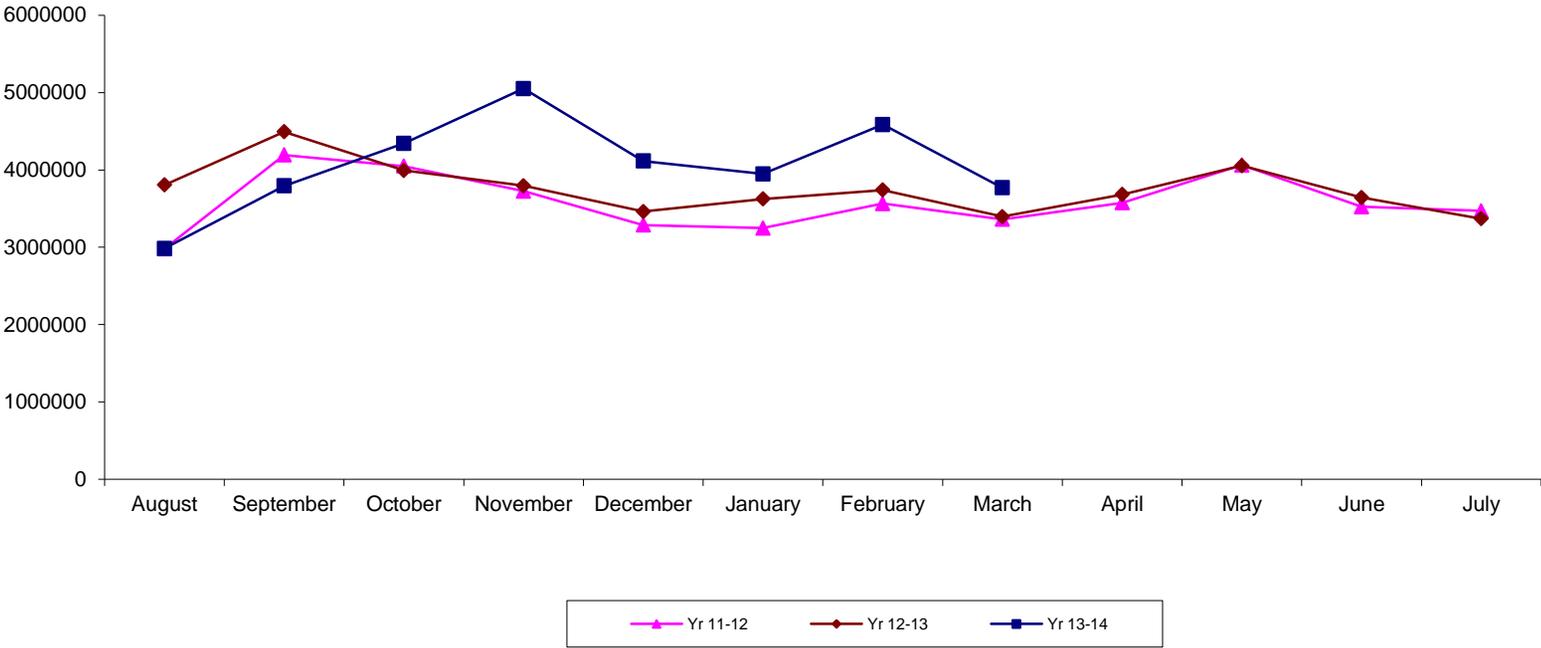
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures - Current Year Projects (\$000's)  
FY 2013-2014 March 2014

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2013-S001 Store General Replacement	50.0	32.4	1.1	33.5	16.5		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	49.9	9.5	59.4	0.0		9.4	Completed 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	Completed Awaiting Invoice
2013-S006 LuValle Store Renovation	30.0	3.4	24.5	27.9	2.1		0.0	In Progress
2013-S007 NC Shop Renovation	25.0	0.0	5.9	5.9	19.1		0.0	In Progress
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
<b>Total Store/Services</b>	<b>236.0</b>	<b>169.5</b>	<b>60.0</b>	<b>229.5</b>	<b>72.5</b>	<b>6.0</b>	<b>72.0</b>	
<b>Food Service</b>								
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	15.1	12.1	27.2	2.8		30.0	In Progress
<b>Total Food Services</b>	<b>356.0</b>	<b>23.5</b>	<b>40.8</b>	<b>64.3</b>	<b>48.7</b>	<b>111.0</b>	<b>(132.0)</b>	
<b>Technology</b>								
2013-T021 Network Infrastructure Upgrade	20.0	20.5	0.0	20.5	0.0		0.5	Completed
2013-T022 Printer Replacement	10.0	2.3	4.6	6.9	3.1		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
<b>Total Technology</b>	<b>171.5</b>	<b>29.4</b>	<b>7.2</b>	<b>36.6</b>	<b>7.4</b>	<b>100.0</b>	<b>(27.5)</b>	
<b>Others</b>								
2013-O029 Game Center Technical Upgrades	12.0	3.8	0.6	4.4	7.6		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	Completed 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	Completed 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	15.0	1.1	16.1	8.9		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	5.2	25.6	30.8	44.2		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	Completed Awaiting Invoice
2013-O043 Black Experience Mural	0.0	26.3	0.0	26.3	0.0		26.3	In Progress
2013-S046 Students Affairs Office	0.0	1.7	5.5	7.2	57.8		65.0	In Progress
2013-S047 KH Sleeping Chairs	0.0	0.0	15.7	15.7	0.0		15.7	Completed Awaiting Invoice
<b>Total Others</b>	<b>636.2</b>	<b>73.9</b>	<b>182.9</b>	<b>256.8</b>	<b>428.7</b>	<b>27.0</b>	<b>76.3</b>	
<b>Total Current Year Projects</b>	<b>1,399.7</b>	<b>296.3</b>	<b>290.9</b>	<b>587.2</b>	<b>557.3</b>	<b>244.0</b>	<b>(11.2)</b>	

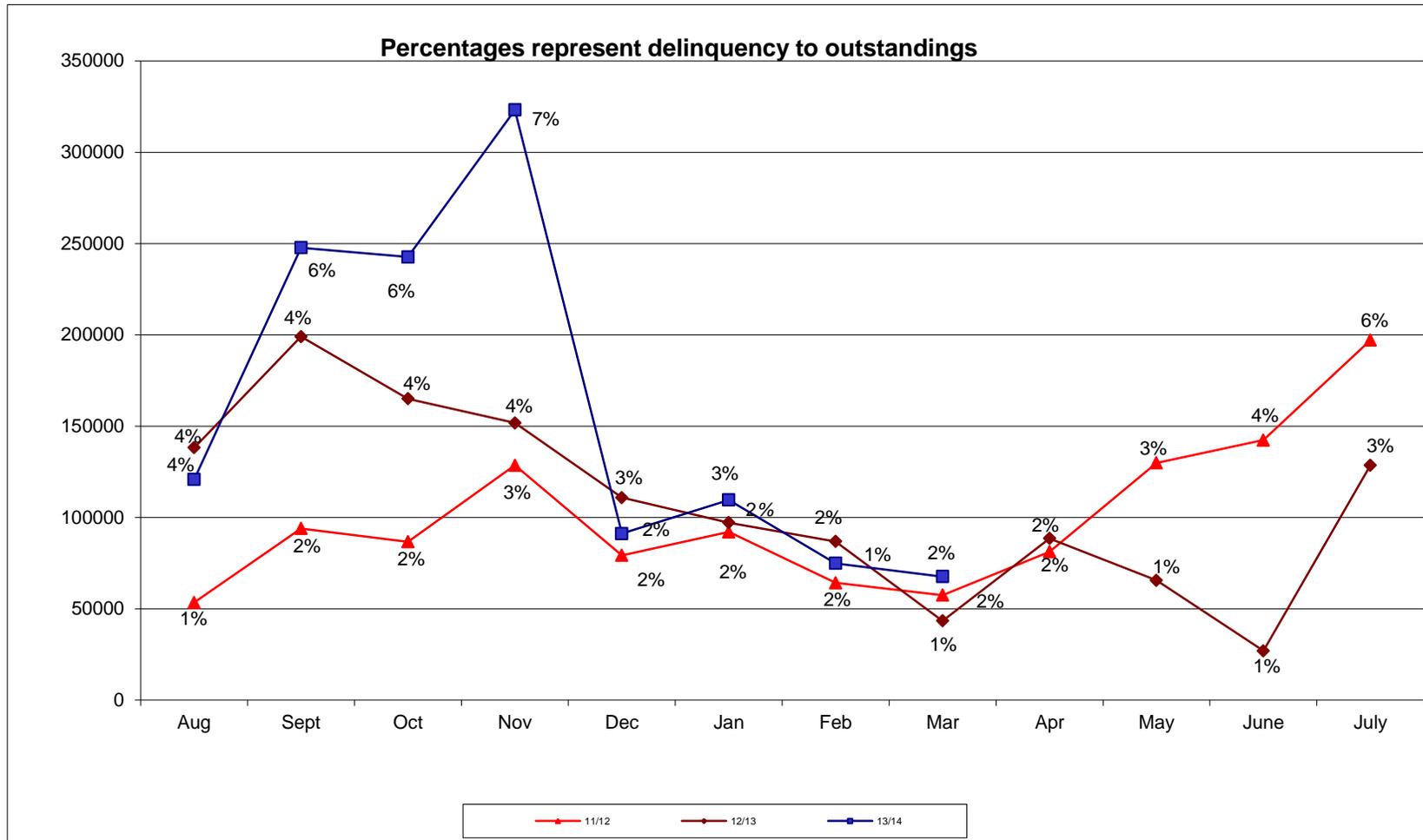
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

3/29/2014	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$712,072	20%	\$10,052	9%	\$3,218	12%	\$2,144	14%	\$1,963	96%	\$3,769	16%	\$733,218	20%
ASUCLA PUBLICATIONS		\$288,411	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$288,411	8%
ASUCLA USA/GSA		\$119,559	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$119,559	3%
DUE FROM VENDORS		\$527,902	15%	\$2,763	3%	\$11,559	43%	(\$1,397)	-9%	(\$932)	-46%	\$8,680	37%	\$548,575	15%
DENTAL KITS		\$174,835	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$174,835	5%
OTHER		\$1,756,571	49%	\$96,312	88%	\$12,137	45%	\$14,165	95%	\$1,017	50%	\$11,239	47%	\$1,891,441	50%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,579,350</b>	<b>100%</b>	<b>\$109,127</b>	<b>100%</b>	<b>\$26,914</b>	<b>100%</b>	<b>\$14,912</b>	<b>100%</b>	<b>\$2,048</b>	<b>100%</b>	<b>\$23,688</b>	<b>100%</b>	<b>\$3,756,039</b>	<b>100%</b>
		95%		3%		1%		0%		0%		1%		100%	
2/22/2014	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$764,439	21%	\$138,852	75%	\$5,642	21%	\$10,766	74%	\$106	5%	\$4,550	29%	\$924,355	20%
ASUCLA PUBLICATIONS		\$265,427	7%	\$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	35%	(\$4,750)	-4%	(\$2,644)	-10%	\$2,620	18%	\$1,747	85%	\$8,451	36%	\$1,251,813	27%
DENTAL KITS		\$217,340	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$217,340	5%
OTHER		\$1,745,972	59%	\$53,316	49%	\$30,773	114%	\$1,165	8%	\$8,567	418%	\$3,108	13%	\$1,842,901	40%
<b>TOTAL CURRENT MONTH</b>		<b>\$4,323,290</b>	<b>100%</b>	<b>\$187,418</b>	<b>100%</b>	<b>\$33,771</b>	<b>100%</b>	<b>\$14,551</b>	<b>100%</b>	<b>\$10,420</b>	<b>100%</b>	<b>\$16,109</b>	<b>100%</b>	<b>\$4,585,559</b>	<b>100%</b>
		94%		4%		1%		0%		0%		0%		100%	
1/25/2014	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$649,486	18%	\$103,931	73%	\$24,122	57%	\$1,757	6%	\$4,751	47%	\$3,960	15%	\$788,007	20%
ASUCLA PUBLICATIONS		\$198,551	5%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$198,551	5%
ASUCLA USA/GSA		\$94,808	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$94,808	2%
DUE FROM VENDORS		\$248,498	7%	(\$1,872)	-2%	\$8,593	20%	\$5,155	-1%	\$3,796	38%	\$18,826	70%	\$282,996	8%
DENTAL KITS		\$277,550	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$277,550	7%
OTHER		\$2,225,188	60%	\$41,273	28%	\$9,677	23%	\$23,345	21%	\$1,561	15%	\$4,025	15%	\$2,305,069	58%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,694,081</b>	<b>99%</b>	<b>\$143,332</b>	<b>99%</b>	<b>\$42,392</b>	<b>100%</b>	<b>\$30,257</b>	<b>100%</b>	<b>\$10,108</b>	<b>100%</b>	<b>\$26,811</b>	<b>100%</b>	<b>\$3,946,981</b>	<b>100%</b>
		93%		4%		1%		1%		0%		1%		100%	

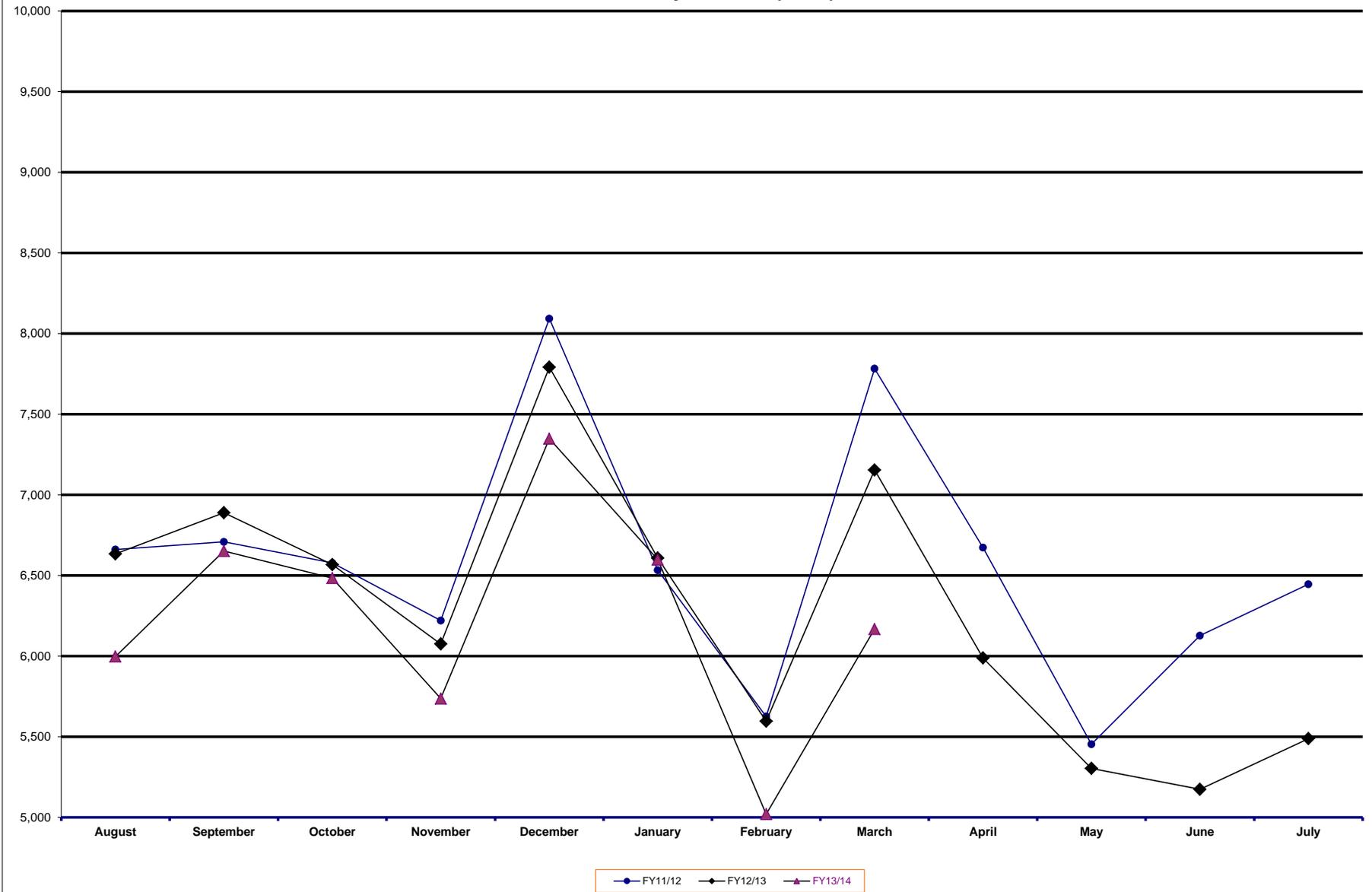
**Total Aged Accounts Receivable Balances**  
**12 Month History**  
**August 11 through Mar 14**



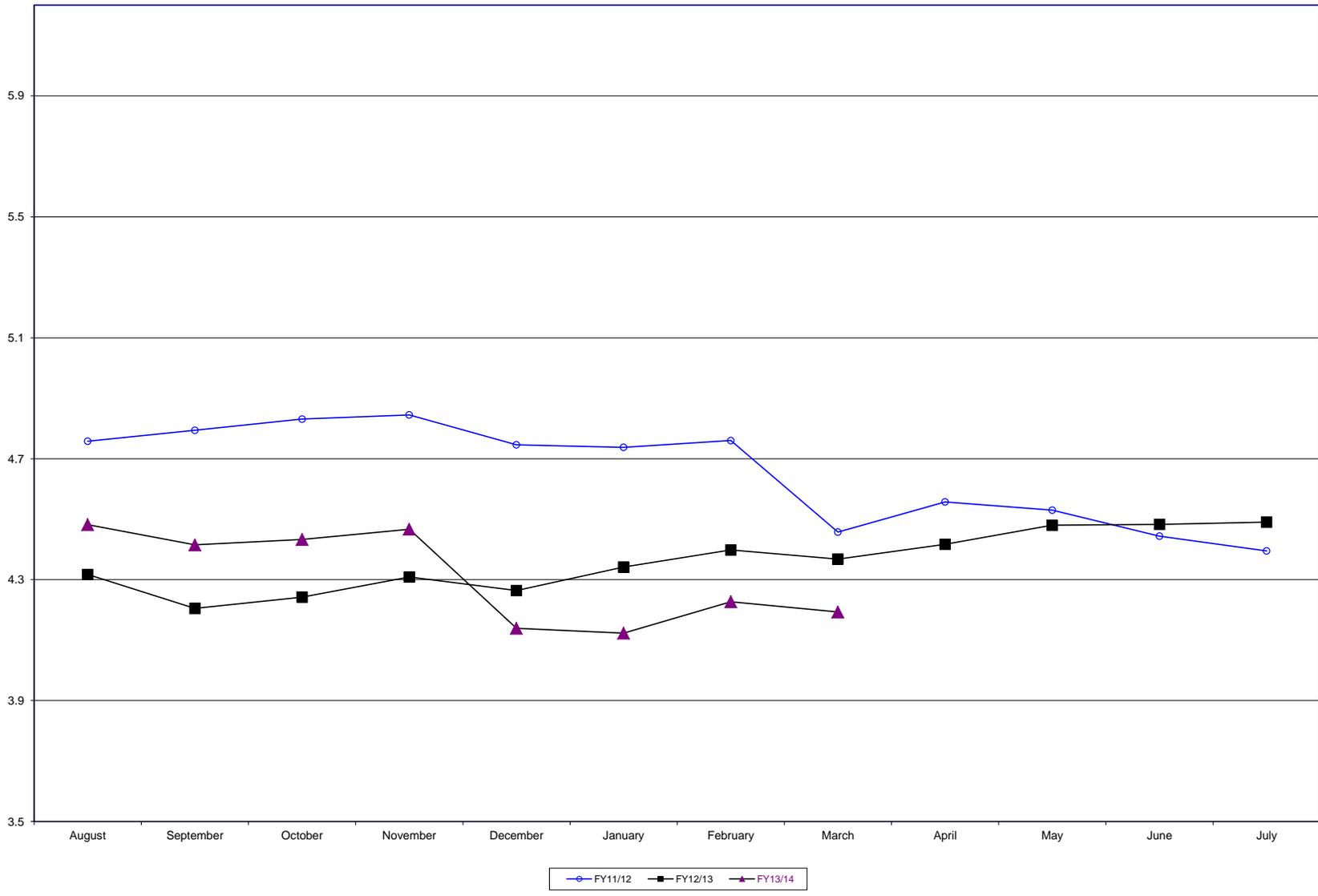
## Aged Accounts Receivable Balances >60 Days Past Due



### 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

MAR. 08(02/23/14-03/29/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 8 MO(07/28/13-03/29/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,264,082	1,514,847	<250,765>	14,008,509	15,755,355	<1,746,846>	1,623,491	15,932,323
1,086,913	1,168,257	<81,344>	8,715,345	9,117,278	<401,933>	1,192,640	9,148,296
123,376	128,700	<5,324>	694,089	733,000	<38,911>	124,723	704,537
232,874	255,583	<22,709>	2,102,597	2,491,649	<389,052>	229,483	2,347,934
81,755	77,000	4,755	1,203,789	1,105,000	98,789	69,005	1,081,176
199,105	220,880	<21,775>	3,927,399	3,870,743	56,656	220,375	3,901,219
2,988,105	3,365,267	<377,162>	30,651,728	33,073,025	<2,421,297>	3,459,717	33,115,484
2,013,193	2,262,033	248,840	21,480,750	23,153,369	1,672,619	2,387,902	23,348,720
5,296	5,530	234	58,872	58,030	<842>	6,296	64,687
4,262	4,580	318	36,924	38,150	1,226	4,616	38,651
590	610	20	3,285	3,450	165	597	3,323
1,343	1,290	<53>	12,621	12,580	<41>	1,316	13,810
309	280	<29>	4,515	3,940	<575>	266	4,086
1,584	1,230	<354>	20,291	15,470	<4,821>	2,518	21,157
13,385	13,520	135	136,508	131,620	<4,888>	15,608	145,714
2,026,578	2,275,553	248,975	21,617,258	23,284,989	1,667,731	2,403,510	23,494,434
67.4	67.2	<0.2>	70.1	70.0	<0.1>	69.0	70.5
961,527	1,089,714	<128,187>	9,034,469	9,788,036	<753,567>	1,056,208	9,621,049
32.6	32.8	<0.2>	29.9	30.0	<0.1>	31.0	29.5
0.5	0.4	<0.1>	0.5	0.4	<0.1>	0.5	0.4
32.2	32.4	<0.2>	29.5	29.6	<0.1>	30.5	29.1
15.4	16.5	<1.1>	17.2	18.0	<0.8>	15.0	17.7
48.7	50.4	<1.6>	48.7	49.0	<0.3>	49.6	48.3
39.2	39.5	<0.4>	39.3	39.7	<0.4>	38.8	39.6
31.6	31.8	<0.3>	28.5	28.4	0.1	26.8	27.5
51.3	51.1	0.2	50.0	50.4	<0.4>	52.0	50.2
37.1	36.2	0.9	23.2	24.2	<1.0>	34.2	23.5
101,231	71,774	29,457	761,358	660,044	101,314	64,242	615,720
1,062,757	1,161,488	<98,731>	9,795,828	10,448,080	<652,252>	1,120,450	10,236,769
267,015	272,212	5,197	2,061,864	2,129,526	67,662	256,947	2,094,178
0	3,044	3,044	0	21,307	21,307	0	6,221
150,815	157,528	6,713	1,132,067	1,099,579	<32,488>	152,089	1,075,241
417,831	432,784	14,953	3,193,930	3,250,412	56,482	409,036	3,175,640
14.0	12.9	<1.1>	10.4	9.8	<0.6>	11.8	9.6
132,954	153,054	20,100	1,039,821	1,178,869	139,048	130,951	1,042,640
11,088	9,360	<1,728>	85,597	74,123	<11,474>	9,985	82,386
14,980	14,418	<562>	107,078	113,541	6,463	13,980	111,552
80	110	30	640	880	240	80	732
75	40	<35>	217	320	103	21	331
7,441	7,250	<191>	22,834	18,797	<4,037>	7,780	18,216
0	0	0	1,900	2,100	200	100	2,100
41	5,925	5,884	41,454	45,030	3,576	6,072	42,979
15,860	20,200	4,340	240,906	242,425	1,519	16,116	238,835
896	900	4	7,086	7,300	214	864	7,206
157	0	<157>	171	0	<171>	<0>	<2>
0	0	0	248	0	<248>	733	733
22,914	14,905	<8,009>	194,897	165,667	<29,230>	22,135	163,949
<1,600>	<2,250>	<650>	<80,560>	<60,356>	20,204	<2,300>	<54,383>
8,066	8,055	<11>	262,739	260,440	<2,299>	8,331	248,235
4,084	1,990	<2,094>	44,220	26,895	<17,325>	7,960	36,950
0	0	0	0	0	0	0	<19>
47,471	59,061	11,590	489,072	535,660	46,588	53,156	514,236
338	0	<338>	11,765	0	<11,765>	<355>	6,987
<60>	0	60	3,283	0	<3,283>	556	7,238
<35>	0	35	536	0	<536>	24	100
458	0	<458>	1,698	0	<1,698>	0	1,150
0	0	0	2,198	1,300	<898>	337	1,446
0	0	0	300	300	0	0	300
8,843	6,350	<2,493>	75,931	52,500	<23,431>	4,684	41,475
0	350	350	1,672	700	<972>	265	8,628
35,788	33,500	<2,288>	38,428	37,100	<1,328>	34,761	38,362
174	140	<34>	34,753	33,288	<1,465>	14	38,932
0	0	0	0	0	0	0	53
0	3	3	0	13	13	0	0
6,970	3,996	<2,974>	77,629	70,011	<7,618>	20,257	96,979
316,984	337,357	20,373	2,706,514	2,806,903	100,389	336,506	2,698,324
734,814	770,141	35,327	5,900,445	6,057,315	156,870	745,542	5,873,964
327,943	391,347	<63,404>	3,895,383	4,390,765	<495,382>	374,907	4,362,805
31,125	26,549	<4,576>	225,109	223,295	<1,814>	27,918	207,381
134,814	147,034	12,220	1,175,094	1,249,574	74,480	145,075	1,162,009
57,803	61,149	3,346	503,513	519,381	15,868	59,096	484,445
27,128	32,498	5,370	232,608	277,630	45,022	29,602	257,393
95,901	89,778	<6,123>	763,460	794,575	31,115	93,270	736,708
90,267	76,541	<13,726>	579,471	562,198	<17,273>	81,921	544,641
29,807	35,177	5,370	287,561	256,419	<31,142>	31,423	252,672
68,143	68,324	181	540,561	546,592	6,031	66,148	549,380
534,987	537,050	2,063	4,307,377	4,429,664	122,287	534,453	4,194,629
<207,044>	<145,703>	<61,341>	<411,994>	<38,899>	<373,095>	<159,546>	168,176

UCLA RESTAURANTS  
INCOME STATEMENT

MAR. 08(02/23/14-03/29/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 8 MO(07/28/13-03/29/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
155,231	162,112	<6,881>	1,037,458	1,053,727	<16,269>	164,708	1,054,908
206,645	221,424	<14,779>	1,357,294	1,413,382	<56,088>	187,319	1,282,851
150,621	150,632	<11>	1,001,637	1,013,607	<11,970>	152,891	998,474
262,939	284,678	<21,739>	1,655,708	1,817,333	<161,625>	273,642	1,736,592
277,997	290,073	<12,076>	1,814,785	1,957,289	<142,504>	270,439	1,747,277
272,666	285,611	<12,945>	1,816,630	1,680,954	135,676	330,293	1,953,883
1,326,099	1,394,530	<68,431>	8,683,513	8,936,292	<252,779>	1,379,294	8,773,985
452,678	467,781	15,103	2,993,361	3,020,103	26,742	469,534	3,026,344
34.1	33.5	<0.6>	34.5	33.8	<0.7>	34.0	34.5
873,421	926,749	<53,328>	5,690,152	5,916,189	<226,037>	909,759	5,747,640
65.9	66.5	<0.6>	65.5	66.2	<0.7>	66.0	65.5
68.2	69.1	<1.0>	67.5	68.9	<1.4>	67.1	67.4
64.6	66.2	<1.7>	64.9	66.2	<1.3>	61.9	62.9
66.2	66.5	<0.3>	64.9	65.5	<0.6>	64.4	64.7
68.2	68.6	<0.4>	69.2	69.1	0.0	68.0	68.9
64.0	64.7	<0.7>	64.1	64.6	<0.6>	65.1	64.6
66.9	65.0	1.9	64.3	63.9	0.4	68.1	64.7
237,099	207,870	29,229	1,556,877	1,436,012	120,865	228,066	1,498,851
1,110,520	1,134,619	<24,099>	7,247,028	7,352,201	<105,173>	1,137,825	7,246,491
307,446	314,399	6,953	2,259,635	2,311,816	52,181	314,169	2,227,199
1,231	512	<719>	5,895	7,584	1,689	3,611	16,024
248,811	251,561	2,750	1,588,140	1,580,011	<8,129>	249,828	1,565,951
<40,781>	<38,796>	1,985	<274,059>	<269,498>	4,561	<37,779>	<260,719>
516,708	527,676	10,968	3,579,611	3,629,913	50,302	529,828	3,548,454
39.0	37.8	<1.1>	41.2	40.6	<0.6>	38.4	40.4
161,596	176,573	14,977	1,197,755	1,310,757	113,002	167,397	1,176,549
1,003	1,545	542	13,933	13,215	<718>	2,409	13,801
4,778	4,384	<394>	34,334	34,552	218	4,230	33,178
597	1,500	903	10,213	15,700	5,487	1,500	11,031
61,750	65,160	3,410	405,218	417,123	11,905	67,242	405,731
4.7	4.7	0.0	4.7	4.7	0.0	4.9	4.6
4,851	4,402	<449>	38,071	34,356	<3,715>	5,795	38,477
<19,876>	<9,600>	10,276	<83,129>	<74,100>	9,029	<18,900>	<73,845>
5,164	2,635	<2,529>	26,462	20,913	<5,549>	3,665	28,017
5,888	6,256	368	41,468	41,458	<10>	6,172	49,728
782	1,155	373	13,862	12,423	<1,439>	1,230	15,147
609	1,945	1,336	46,127	61,790	15,663	2,843	57,493
0	100	100	0	800	800	0	1,401
2	48	46	36	319	283	4	42
15,986	5,996	<9,990>	91,997	44,157	<47,840>	14,912	79,084
34,656	38,972	4,316	257,945	249,210	<8,735>	33,231	235,978
1,980	1,920	<60>	13,043	12,790	<253>	2,037	12,929
3,670	1,002	<2,668>	15,234	7,213	<8,021>	1,625	6,720
24	0	<24>	126	0	<126>	6	6
623	0	<623>	2,419	1,500	<919>	2,527	13,726
1,433	425	<1,008>	2,303	3,160	857	657	1,687
0	500	500	381	1,000	620	0	10,261
0	0	0	600	0	<600>	0	600
1,074	0	<1,074>	1,074	1,500	426	2,004	6,282
29,669	43,561	13,892	207,055	238,773	31,718	37,838	229,523
316,258	348,479	32,221	2,336,525	2,448,609	112,084	338,424	2,353,545
832,965	876,155	43,190	5,916,136	6,078,522	162,386	868,253	5,902,000
277,554	258,464	19,090	1,330,892	1,273,679	57,213	269,573	1,344,492
38,490	32,370	<6,120>	252,650	248,735	<3,915>	36,162	231,867
68,216	68,549	333	413,982	419,849	5,867	66,173	390,444
29,248	28,509	<739>	175,996	174,155	<1,841>	26,956	163,266
13,727	15,151	1,424	82,107	93,128	11,021	13,502	85,616
48,526	41,856	<6,670>	267,212	262,933	<4,279>	42,543	245,519
76,095	66,036	<10,059>	488,492	485,035	<3,457>	69,059	459,130
25,128	30,349	5,222	242,413	221,224	<21,189>	26,489	213,003
101,965	107,584	5,619	794,446	860,672	66,226	97,302	804,721
401,394	390,404	<10,990>	2,717,298	2,765,731	48,433	378,186	2,593,566
<123,839>	<131,940>	8,101	<1,386,406>	<1,492,052>	105,646	<108,614>	<1,249,074>
410,926	427,910	<16,984>	2,623,020	2,764,832	<141,812>	426,355	2,705,150
146,565	138,856	7,709	925,420	935,526	<10,106>	141,368	912,903
264,361	289,054	<24,693>	1,697,600	1,829,306	<131,706>	284,987	1,792,247
5.50	5.13	0.37	5.40	5.16	0.24	5.06	5.05
7.07	6.47	0.60	6.11	5.72	0.38	6.32	6.23
4.63	4.48	0.14	4.58	4.51	0.07	4.44	4.45
35,366	36,031	665	233,759	232,974	<785>	36,000	233,412
37.50	38.70	<1.21>	37.15	38.36	<1.21>	38.31	37.59

SERVICES DIVISION  
INCOME STATEMENT

MAR. 08(02/23/14-03/29/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 8 MO(07/28/13-03/29/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
19,178	18,277	901	108,955	122,041	<13,086>	17,141	119,004
19,178	18,277	901	108,955	122,041	<13,086>	17,141	119,004
51	317	266	2,454	3,516	1,062	2,204	5,448
19,126	17,960	1,166	106,501	118,525	<12,024>	14,936	113,556
99.7	98.3	1.5	97.8	97.1	0.6	87.1	95.4
99.7	98.3	1.5	97.8	97.1	0.6	87.1	95.4
67,098	115,000	<47,902>	1,528,416	1,698,417	<170,001>	123,550	1,587,418
98,078	89,535	8,543	730,360	727,885	2,475	98,892	695,951
165,176	204,535	<39,359>	2,258,776	2,426,302	<167,526>	222,442	2,283,369
184,302	222,495	<38,193>	2,365,277	2,544,827	<179,550>	237,379	2,396,925
35,388	31,512	<3,876>	261,353	253,528	<7,825>	33,824	250,704
1,574	1,938	364	12,798	14,252	1,454	1,479	5,821
36,961	33,450	<3,511>	274,151	267,780	<6,371>	35,303	256,525
192.7	183.0	<9.7>	251.6	219.4	<32.2>	206.0	215.6
15,767	15,635	<132>	121,935	124,784	2,849	14,713	116,136
69	1,200	1,131	4,341	7,203	2,862	461	6,470
676	741	65	5,239	5,819	580	697	5,343
104	105	1	766	840	74	19	654
1,643	6,500	4,857	9,251	15,500	6,249	339	11,019
0	0	0	6,000	8,000	2,000	0	8,000
1,987	4,000	2,013	25,460	32,600	7,140	1,501	19,671
0	214	214	1,098	1,368	270	0	4,736
4,407	3,033	<1,374>	25,638	18,208	<7,430>	4,683	19,889
0	1,150	1,150	5,446	9,200	3,754	0	2,300
172	4,150	3,978	24,849	33,200	8,351	4,865	22,470
0	0	0	159,016	182,798	23,782	600	144,777
5,876	11,500	5,624	106,833	121,100	14,267	12,145	115,774
0	0	0	0	0	0	0	128
22,916	42,274	19,358	441,066	471,089	30,023	47,471	454,482
53,618	90,502	36,884	936,938	1,031,709	94,771	87,493	931,848
90,579	123,952	33,373	1,211,089	1,299,489	88,400	122,796	1,188,374
93,723	98,543	<4,820>	1,154,188	1,245,338	<91,150>	114,583	1,208,551
2,753	2,052	<701>	19,375	18,427	<948>	2,410	16,752
7,794	9,241	1,447	90,298	96,786	6,488	10,065	84,249
3,449	3,964	515	39,822	41,409	1,587	4,223	36,428
1,619	2,107	488	18,450	22,158	3,708	2,115	19,231
5,723	5,820	97	59,910	62,821	2,911	6,665	54,825
16,012	21,364	5,352	102,788	156,918	54,130	14,531	96,610
5,287	9,818	4,531	51,008	71,566	20,558	5,574	44,820
6,240	6,431	191	47,835	51,448	3,613	5,785	46,947
48,877	60,797	11,920	429,487	521,533	92,046	51,368	399,862
44,846	37,746	7,100	724,701	723,805	896	63,215	808,689

UCLA STUDENT UNION  
INCOME STATEMENT

MAR. 08(02/23/14-03/29/14)			FISCAL YEAR 13-14			FISCAL YEAR 12-13	
CURRENT MONTH			YTD 8 MO(07/28/13-03/29/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
56,425	41,700	14,725	343,527	286,735	56,792	51,448	323,556
7	180	<173>	1,691	1,108	583	2,167	17,974
57,436	61,370	<3,934>	436,547	439,699	<3,152>	62,518	442,601
113,868	103,250	10,618	781,765	727,542	54,223	116,133	784,131
57,310	60,019	2,709	427,585	430,027	2,442	61,686	435,161
17,876	9,473	<8,403>	74,290	64,141	<10,149>	12,800	66,329
0	0	0	25	0	<25>	149	563
75,186	69,492	<5,694>	501,899	494,168	<7,731>	74,636	502,054
66.0	67.3	1.3	64.2	67.9	3.7	64.3	64.0
38,682	33,758	4,924	279,866	233,374	46,492	41,498	282,077
34.0	32.7	1.3	35.8	32.1	3.7	35.7	36.0
68.3	77.3	<9.0>	78.4	77.6	0.7	75.1	79.5
100.0	100.0	0.0	98.5	100.0	<1.5>	93.1	96.9
0.2	2.2	<2.0>	2.1	2.2	<0.2>	1.3	1.7
21,532	8,548	12,984	127,443	137,161	<9,718>	19,988	140,482
1,000	2,010	<1,010>	12,132	14,231	<2,099>	2,615	14,540
10,560	10,804	<244>	77,820	77,406	414	12,884	79,686
33,092	21,362	11,730	217,395	228,798	<11,403>	35,487	234,709
71,774	55,120	16,654	497,260	462,172	35,088	76,984	516,786
31,254	31,002	<252>	249,266	248,016	<1,250>	30,097	237,895
19,232	20,711	1,479	130,049	144,579	14,530	23,801	156,598
50,485	51,713	1,228	379,315	392,595	13,280	53,898	394,493
44.3	50.1	5.8	48.5	54.0	5.4	46.4	50.3
16,224	16,984	760	126,045	132,287	6,242	15,293	117,486
<1,845>	697	2,542	12,027	8,998	<3,029>	450	10,445
3,207	3,390	183	25,551	26,370	819	3,262	25,960
0	0	0	687	1,150	463	0	1,844
2,855	2,088	<767>	5,329	4,562	<767>	2,713	5,444
0	0	0	5,393	5,495	102	19	5,514
86	100	14	2,606	5,208	2,602	0	3,896
1,388	89	<1,299>	21,864	18,212	<3,652>	641	21,581
14,215	4,743	<9,472>	65,744	78,068	12,324	11,672	90,874
36	240	204	1,998	2,235	237	200	3,334
0	0	0	0	0	0	0	20
0	30	30	0	477	477	0	608
0	0	0	838	600	<238>	64	563
59	60	1	997	864	<133>	0	828
497	601	104	3,791	4,778	987	510	4,272
2,137	803	<1,334>	9,150	9,277	127	1,538	21,286
0	0	0	0	0	0	1,466	11,727
1,085	1,442	357	9,902	10,333	431	1,207	10,869
721	37	<684>	844	263	<581>	0	<3>
617	1,206	590	7,131	8,538	1,407	1,665	9,362
0	0	0	2,908	2,625	<283>	0	2,769
15,417	15,417	0	123,333	123,336	3	15,417	123,333
10,164	14,000	3,836	73,791	84,500	10,709	16,608	88,474
66,860	61,927	<4,933>	499,930	528,176	28,246	72,724	560,487
117,346	113,640	<3,706>	879,245	920,771	41,526	126,622	954,981
<45,572>	<58,520>	12,948	<381,985>	<458,599>	76,614	<49,638>	<438,195>
3,762	3,172	<590>	26,755	26,965	210	3,680	25,739
6,213	5,168	<1,045>	39,462	37,294	<2,168>	6,060	38,014
2,750	2,217	<533>	17,243	15,991	<1,252>	2,543	16,384
1,290	1,178	<112>	8,072	8,548	476	1,274	8,597
4,562	3,255	<1,307>	26,404	24,204	<2,200>	4,013	24,497
47,569	40,281	<7,288>	305,370	295,865	<9,505>	43,170	287,014
15,708	18,513	2,805	151,539	134,945	<16,594>	16,559	133,153
14,495	17,290	2,795	114,369	138,320	23,951	16,907	139,936
96,349	91,074	<5,275>	689,215	682,132	<7,083>	94,206	673,334
<141,920>	<149,594>	7,674	<1,071,199>	<1,140,731>	69,532	<143,844>	<1,111,529>





UTILITIES  
EXPENSE STATEMENT

MAR. 08(02/23/14-03/29/14)			
CURRENT MONTH			
ACTUAL	BUDGET	VARIANCE	
10,665	9,856	<809>	Chiller Water
67,674	74,977	7,303	Elec-Non Air Cond.
1,939	11,545	9,606	Water-Non Air Cond.
6,092	11,086	4,994	Steam-Non Air Cond.
3,504	2,738	<766>	Gas
89,874	110,202	20,328	TOTAL OTHER CONTROL.
89,874	110,202	20,328	TOTAL CONTROLLABLE EXP
<75,930>	<93,858>	<17,928>	Allocated-Svs and Ent
<2,998>	<2,998>	0	Allocated-USAC
<1,321>	<1,321>	0	Allocated-GSA
<3,208>	<3,815>	<607>	Allocated-Comm Board
<6,417>	<8,210>	<1,793>	Allocated-A & SS
<89,874>	<110,202>	<20,328>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

FISCAL YEAR 13-14			FISCAL YEAR 12-13	
YTD 8 MO(07/28/13-03/29/14)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	MONTH	YTD
144,752	122,597	<22,155>	11,433	130,660
526,973	512,355	<14,618>	58,835	498,555
64,804	80,395	15,591	10,384	71,367
99,819	70,899	<28,920>	11,657	37,653
23,575	20,120	<3,455>	1,525	16,147
859,923	806,366	<53,557>	93,834	754,382
859,923	806,366	<53,557>	93,834	754,382
<732,522>	<684,165>	48,357	<80,045>	<643,649>
<23,978>	<23,978>	0	<2,642>	<21,136>
<10,568>	<10,568>	0	<1,001>	<8,008>
<30,952>	<27,809>	3,143	<3,382>	<27,197>
<61,903>	<59,848>	2,055	<6,764>	<54,392>
<859,923>	<806,368>	53,555	<93,834>	<754,382>
<0>	<2>	<2>	0	0