

**ASSOCIATED STUDENTS  
UCLA**

**FINANCIAL STATEMENTS  
SERVICES AND ENTERPRISES**

**March (02/22/15 - 03/28/15)**

**Prepared  
April 14, 2015**

# ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

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# EXECUTIVE SUMMARY

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - MARCH 2015 (\$000's)  
DIVISIONS AT CONTRIBUTION LEVEL**

MARCH (02/22/15 - 03/28/15)										FY 13-14		FISCAL YEAR 2014-2015										FY 13-14	
CURRENT MONTH										**		YTD 8 MONTHS (07/27/14 - 03/28/15)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
3,138		3,069		69	2.2%	49	1.6%	3,089		<b>GROSS INCOME</b>				2,296	7.6%	919	2.9%	31,413					
1,680		1,589		91	5.7%	117	7.5%	1,563		UCLA Store				343	3.3%	561	5.5%	10,240					
196		242		(46)	(19.0%)	12	6.5%	184		UCLA Restaurants				(54)	(2.1%)	114	4.8%	2,368					
138		141		(3)	(2.1%)	(9)	(6.1%)	147		Services Division				(75)	(7.4%)	(58)	(5.8%)	999					
<b>5,152</b>		<b>5,041</b>		<b>111</b>	<b>2.2%</b>	<b>169</b>	<b>3.4%</b>	<b>4,983</b>		UCLA Student Union													
										<b>TOTAL</b>				<b>2,510</b>	<b>5.7%</b>	<b>1,536</b>	<b>3.4%</b>	<b>45,020</b>					
1,130	36.0%	1,087	35.4%	43	Pts. 0.6	67	Pts. 1.6	1,063	34.4%	<b>GROSS MARGIN</b>				550	(0.7)	593	0.9	9,796	31.2%				
1,184	70.5%	1,119	70.4%	65	0.1	73	(0.6)	1,111	71.1%	UCLA Store				208	(0.3)	310	(0.8)	7,247	70.8%				
196	100.0%	242	100.0%	(46)	0.0	12	0.0	184	100.0%	UCLA Restaurants				(53)	0.1	114	0.0	2,365	99.9%				
71	51.4%	68	48.2%	3	3.2	(1)	2.4	72	49.0%	Services Division				(14)	2.4	(15)	1.5	497	49.7%				
<b>2,581</b>	<b>50.1%</b>	<b>2,516</b>	<b>49.9%</b>	<b>65</b>	<b>0.2</b>	<b>151</b>	<b>1.3</b>	<b>2,430</b>	<b>48.8%</b>	UCLA Student Union													
										<b>TOTAL</b>				<b>691</b>	<b>(1.0)</b>	<b>1,002</b>	<b>0.7</b>	<b>19,905</b>	<b>44.2%</b>				
554	17.7%	561	18.3%	7	0.6	(3)	0.1	551	17.8%	<b>WAGES &amp; BENEFITS</b>													
689	41.0%	693	43.6%	4	2.6	(11)	2.4	678	43.4%	UCLA Store				(24)	1.0	(103)	0.1	4,234	13.5%				
53	27.0%	51	21.1%	(2)	(5.9)	0	1.8	53	28.8%	UCLA Restaurants				(62)	0.9	(231)	0.3	4,777	46.7%				
61	44.2%	67	47.5%	6	3.3	6	1.4	67	45.6%	Services Division				2	(0.3)	(15)	0.1	396	16.7%				
<b>1,357</b>	<b>26.3%</b>	<b>1,372</b>	<b>27.2%</b>	<b>15</b>	<b>0.9</b>	<b>(8)</b>	<b>0.8</b>	<b>1,349</b>	<b>27.1%</b>	UCLA Student Union				23	(1.6)	12	(1.8)	505	50.6%				
										<b>TOTAL</b>				<b>(61)</b>	<b>1.1</b>	<b>(337)</b>	<b>0.0</b>	<b>9,912</b>	<b>22.0%</b>				
202	6.4%	184	6.0%	(18)	(0.4)	(18)	(0.4)	184	6.0%	<b>OTHER CONTROLLABLES *</b>													
177	10.5%	161	10.1%	(16)	(0.4)	(22)	(0.6)	155	9.9%	UCLA Store				(145)	0.0	(126)	(0.2)	1,667	5.3%				
62	31.6%	75	31.0%	13	(0.6)	(24)	(10.9)	38	20.7%	UCLA Restaurants				(49)	(0.1)	(40)	0.2	1,139	11.1%				
48	34.8%	44	31.2%	(4)	(3.6)	3	(0.1)	51	34.7%	Services Division				50	1.2	12	2.0	815	34.4%				
<b>489</b>	<b>9.5%</b>	<b>464</b>	<b>9.2%</b>	<b>(25)</b>	<b>(0.3)</b>	<b>(61)</b>	<b>(0.9)</b>	<b>428</b>	<b>8.6%</b>	UCLA Student Union				(23)	(5.3)	(3)	(2.7)	374	37.4%				
										<b>TOTAL</b>				<b>(167)</b>	<b>0.1</b>	<b>(157)</b>	<b>0.0</b>	<b>3,995</b>	<b>8.9%</b>				
373	11.9%	341	11.1%	32	0.8	45	1.3	328	10.6%	<b>CONTRIBUTION</b>													
319	19.0%	265	16.7%	54	2.3	41	1.2	278	17.8%	UCLA Store				380	0.3	363	0.8	3,895	12.4%				
81	41.3%	116	47.9%	(35)	(6.6)	(13)	(9.8)	94	51.1%	UCLA Restaurants				96	0.5	38	(0.3)	1,331	13.0%				
(38)	(27.5%)	(43)	(30.5%)	5	3.0	8	3.8	(46)	(31.3%)	Services Division				0	1.1	112	2.3	1,154	48.7%				
<b>735</b>	<b>14.3%</b>	<b>679</b>	<b>13.5%</b>	<b>56</b>	<b>0.8</b>	<b>81</b>	<b>1.2</b>	<b>654</b>	<b>13.1%</b>	UCLA Student Union				(15)	(4.5)	(7)	(3.1)	(382)	(38.2%)				
										<b>TOTAL</b>				<b>461</b>	<b>0.3</b>	<b>506</b>	<b>0.7</b>	<b>5,998</b>	<b>13.3%</b>				
550	10.7%	547	10.9%	(3)	0.2	(3)	0.3	547	11.0%	<b>ALLOCATED EXPENSES</b>													
211	4.1%	197	3.9%	(14)	(0.2)	24	0.6	235	4.7%	Admin&Support Services				61	0.7	(266)	(0.2)	4,133	9.2%				
83	1.6%	101	2.0%	18	0.4	(1)	0.0	82	1.6%	Maintenance Division				(56)	0.1	(172)	(0.2)	1,472	3.3%				
186	3.6%	213	4.2%	27	0.6	31	0.8	217	4.4%	Utilities				(28)	0.0	(4)	0.1	794	1.8%				
<b>1,030</b>	<b>20.0%</b>	<b>1,058</b>	<b>21.0%</b>	<b>28</b>	<b>1.0</b>	<b>51</b>	<b>1.7</b>	<b>1,081</b>	<b>21.7%</b>	Depreciation				109	0.5	145	0.5	1,744	3.9%				
										<b>TOTAL</b>				<b>86</b>	<b>1.3</b>	<b>(297)</b>	<b>0.0</b>	<b>8,143</b>	<b>18.1%</b>				
(295)	(5.7%)	(379)	(7.5%)	84	1.8	132	2.9	(427)	(8.6%)	<b>NET INCOME (LOSS)</b>													
										<b>FROM OPERATIONS</b>				<b>547</b>	<b>1.4</b>	<b>209</b>	<b>0.6</b>	<b>(2,145)</b>	<b>(4.8%)</b>				
0	0.0%	0	0.0%	0	0.0	(6)	(0.1)	6	0.1%	<b>OTHER INC/(EXP)</b>													
14	0.3%	12	0.2%	2	0.1	0	0.0	14	0.3%	Non-Recurrent Inc/(Exp)				63	0.1	(48)	(0.1)	111	0.2%				
(44)	(0.9%)	(44)	(0.9%)	0	0.0	3	0.0	(47)	(0.9%)	Interest Income				4	(0.1)	(12)	(0.1)	128	0.3%				
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)				0	0.0	21	0.0	(375)	(0.8%)				
213	4.1%	213	4.2%	0	(0.1)	2	(0.1)	211	4.2%	Income Taxes				0	0.0	0	0.0	0	0.0%				
<b>183</b>	<b>3.6%</b>	<b>181</b>	<b>3.6%</b>	<b>2</b>	<b>0.0</b>	<b>(1)</b>	<b>(0.1)</b>	<b>184</b>	<b>3.7%</b>	Student Union Fee Income				0	(0.2)	16	(0.1)	1,689	3.8%				
										<b>TOTAL</b>				<b>67</b>	<b>0.0</b>	<b>(23)</b>	<b>(0.1)</b>	<b>1,553</b>	<b>3.4%</b>				
<b>(112)</b>	<b>(2.2%)</b>	<b>(198)</b>	<b>(3.9%)</b>	<b>86</b>	<b>1.7</b>	<b>131</b>	<b>2.7</b>	<b>(243)</b>	<b>(4.9%)</b>	<b>NET INCOME (LOSS)</b>				<b>(406)</b>	<b>(0.9%)</b>	<b>(1,020)</b>	<b>(2.3%)</b>	<b>614</b>	<b>1.4</b>	<b>186</b>	<b>0.4</b>		

**ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES  
INCOME AND LOSS SUMMARY - MARCH 2015 (\$000's)  
DIVISIONS FULLY ALLOCATED**

MARCH (02/22/15 - 03/28/15)										FY 13-14		FISCAL YEAR 2014-2015										FY 13-14	
CURRENT MONTH										**		YTD 8 MONTHS (07/27/14 - 03/28/15)										**	
ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT				ACTUAL		BUDGET		VARIANCE				LAST YEAR ACT			
\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
3,138		3,069		69	2.2%	49	1.6%	3,089		<b>GROSS INCOME</b>												31,413	
1,680		1,589		91	5.7%	117	7.5%	1,563		UCLA Store												10,240	
196		242		(46)	(19.0%)	12	6.5%	184		UCLA Restaurants												2,368	
138		141		(3)	(2.1%)	(9)	(6.1%)	147		Services Division												999	
										UCLA Student Union													
<b>5,152</b>		<b>5,041</b>		<b>111</b>	<b>2.2%</b>	<b>169</b>	<b>3.4%</b>	<b>4,983</b>		<b>TOTAL</b>												<b>45,020</b>	
1,130	36.0%	1,087	35.4%	43	Pts. 0.6	67	Pts. 1.6	1,063	34.4%	<b>GROSS MARGIN</b>												9,796	31.2%
1,184	70.5%	1,119	70.4%	65	0.1	73	(0.6)	1,111	71.1%	UCLA Store												7,247	70.8%
196	100.0%	242	100.0%	(46)	0.0	12	0.0	184	100.0%	UCLA Restaurants												2,368	99.9%
71	51.4%	68	48.2%	3	3.2	(1)	2.4	72	49.0%	Services Division												497	49.7%
										UCLA Student Union													
<b>2,581</b>	<b>50.1%</b>	<b>2,516</b>	<b>49.9%</b>	<b>65</b>	<b>0.2</b>	<b>151</b>	<b>1.3</b>	<b>2,430</b>	<b>48.8%</b>	<b>TOTAL</b>												<b>19,905</b>	<b>44.2%</b>
757	24.1%	745	24.3%	(12)	0.2	(22)	(0.3)	735	23.8%	<b>TOTAL CONTROLLABLES</b>												5,900	18.8%
865	51.5%	854	53.7%	(11)	2.2	(32)	1.8	833	53.3%	UCLA Store												5,916	57.8%
115	58.7%	126	52.1%	11	(6.6)	(24)	(9.2)	91	49.5%	UCLA Restaurants												1,211	51.1%
109	79.0%	111	78.7%	2	(0.3)	8	0.6	117	79.6%	Services Division												879	88.0%
										UCLA Student Union													
<b>1,846</b>	<b>35.8%</b>	<b>1,836</b>	<b>36.4%</b>	<b>(10)</b>	<b>0.6</b>	<b>(70)</b>	<b>(0.2)</b>	<b>1,776</b>	<b>35.6%</b>	<b>TOTAL</b>												<b>13,906</b>	<b>30.9%</b>
373	11.9%	341	11.1%	32	0.8	45	1.3	328	10.6%	<b>CONTRIBUTION</b>												3,895	12.4%
319	19.0%	265	16.7%	54	2.3	41	1.2	278	17.8%	UCLA Store												1,331	13.0%
81	41.3%	116	47.9%	(35)	(6.6)	(13)	(9.8)	94	51.1%	UCLA Restaurants												1,154	48.7%
(38)	(27.5%)	(43)	(30.5%)	5	3.0	8	3.8	(46)	(31.3%)	Services Division												(382)	(38.2%)
										UCLA Student Union													
<b>735</b>	<b>14.3%</b>	<b>679</b>	<b>13.5%</b>	<b>56</b>	<b>0.8</b>	<b>81</b>	<b>1.2</b>	<b>654</b>	<b>13.1%</b>	<b>TOTAL</b>												<b>5,998</b>	<b>13.3%</b>
510	16.3%	512	16.7%	2	0.4	25	1.0	535	17.3%	<b>ALLOCATED EXPENSES</b>												4,308	13.7%
385	22.9%	385	24.2%	0	1.3	16	2.8	401	25.7%	UCLA Store												2,717	26.5%
47	24.0%	73	30.2%	26	6.2	2	2.6	49	26.6%	UCLA Restaurants												429	18.1%
88	63.8%	88	62.4%	0	(1.4)	8	1.5	96	65.3%	Services Division												689	69.0%
										UCLA Student Union													
<b>1,030</b>	<b>20.0%</b>	<b>1,058</b>	<b>21.0%</b>	<b>28</b>	<b>1.0</b>	<b>51</b>	<b>1.7</b>	<b>1,081</b>	<b>21.7%</b>	<b>TOTAL</b>												<b>8,143</b>	<b>18.1%</b>
(137)	(2.7%)	(171)	(3.4%)	34	0.7	69	1.4	(206)	(4.1%)	<b>NET INCOME (LOSS) FROM OPERATIONS</b>												(413)	(0.9%)
(66)	(1.3%)	(120)	(2.4%)	54	1.1	58	1.2	(124)	(2.5%)	UCLA Store												(1,386)	(3.1%)
34	0.7%	43	0.9%	(9)	(0.2)	(11)	(0.2)	45	0.9%	UCLA Restaurants												725	1.6%
(126)	(2.4%)	(131)	(2.6%)	5	0.2	16	0.4	(142)	(2.8%)	Services Division												(1,071)	(2.4%)
										UCLA Student Union													
<b>(295)</b>	<b>(5.7%)</b>	<b>(379)</b>	<b>(7.5%)</b>	<b>84</b>	<b>1.8</b>	<b>132</b>	<b>2.9</b>	<b>(427)</b>	<b>(8.6%)</b>	<b>TOTAL</b>												<b>(2,145)</b>	<b>(4.8%)</b>
0	0.0%	0	0.0%	0	0.0	(6)	(0.1)	6	0.1%	<b>OTHER INC/(EXP)</b>												111	0.2%
14	0.3%	12	0.2%	2	0.1	0	0.0	14	0.3%	Non-Recurrent Inc/(Exp)												128	0.3%
(44)	(0.9%)	(44)	(0.9%)	0	0.0	3	0.0	(47)	(0.9%)	Interest Income												(375)	(0.8%)
0	0.0%	0	0.0%	0	0.0	0	0.0	0	0.0%	Interest (Expense)												0	0.0%
213	4.1%	213	4.2%	0	(0.1)	2	(0.1)	211	4.2%	Income Taxes												1,689	3.8%
										Student Union Fee Income													
<b>183</b>	<b>3.6%</b>	<b>181</b>	<b>3.6%</b>	<b>2</b>	<b>0.0</b>	<b>(1)</b>	<b>(0.1)</b>	<b>184</b>	<b>3.7%</b>	<b>TOTAL</b>												<b>1,553</b>	<b>3.4%</b>
<b>(112)</b>	<b>(2.2%)</b>	<b>(198)</b>	<b>(3.9%)</b>	<b>86</b>	<b>1.7</b>	<b>131</b>	<b>2.7</b>	<b>(243)</b>	<b>(4.9%)</b>	<b>NET INCOME (LOSS)</b>												<b>(592)</b>	<b>(1.3%)</b>

**P/L Reconciliation  
Mar-15**

<i>Financial Analysis</i>	<b>\$000's</b>
	<b>Mar-15</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(\$198)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear below plan due to aggressive budget as compared to last year's actual	(22)
New Text below plan due to competition, faculty adoption, and student usage	(13)
Used Text above plan due to better availability of used textbooks from wholesalers	14
Course Reader above plan: lower print sales are offset by mostly timing for positive other income commission budgeted in April	41
Hilltop Shop above plan due to changes in product positioning and processing of bed linen pre-orders which helped free up space for a better shopping experience	10
HSS Dental above plan due to the timing of the receipt of backordered merchandise	8
Total Wages lower than plan	10
Other, negative controllables mostly bank card expense and professional services	(16)
Total Contribution	32
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Rubios above plan due to price increases this year resulting in over \$1.15 more per customer than last year	4
Panda above plan due mostly to all year trend of increased popularity of this location	7
No Campus Student Center above plan due to beginning of some customer recovery from construction around Campbell Hall	6
Luvall Food Servery above plan due to great response to Fall menu changes and total average check increase	5
Kerckhoff Coffeehouse above plan due to continuing positive response to menu changes and service flow improvements	11
Cooperage below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A	(13)
Ostin Café above plan due to new service area with no budget history, area doing better than plan	3
Tsunami above plan due to new budget written to reflect change in model to a 3rd party operation (new model not in operation yet)	4
Taco Bell below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns, and increased traffic to 1st floor areas diverting customers away from A-Level	(9)
Catering above plan due to additional miscellaneous events throughout the month and football training table events higher than past history	18
Concessions above plan due to several unbudgeted events (most notably men's basketball and gymnastics)	19
Total Wages higher than plan	(4)
Other	3
Total Contribution	54
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing domestic below plan due to declining sales overall, not timing	(34)
Photography below plan due to continued decline in non-athletic bookings, as not all events are repeated on an annual basis	(9)
Other, positive controllables mainly in Licensing	8
	(35)
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops above plan mostly positive student event income with some offset in event services sales as prior year events did not occur	4
Post Office below plan due to lower postage sales and products	(2)
Total Wages lower than plan, mostly student	7
Other, negative controllables (mostly student event exp. which offsets income with little to no markup)	(4)
Total Contribution	5
<b>Allocated Expenses and Other</b>	
Utilities below plan due mostly to reversal of over-accrual for Pauley steam that will not be billed	18
Maintenance above plan mostly higher custodial wages and unexpected repairs	(14)
Other, mostly depreciation lower than plan due to timing of capitals and reduced expenditures	27
Total	30
<b>Actual Net Income/(Loss)</b>	<b>(112)</b>

ASUCLA  
P/L Reconciliation  
Year-To-Date Through March 2015

<i>Financial Analysis</i>	<b>\$000's</b>
<b>Budgeted Net Income/(Loss)</b>	<b>(1,020)</b>
<b>UCLA Store</b>	
<b>Gross Margin:</b>	
Bearwear above plan due to fan enthusiasm, special product offerings, and return of Football Event to campus in August	106
E-Commerce above plan due to fan enthusiasm over USC victory and the related Score Big promotion	29
New Text below plan due to continued competition, peer to peer selling, student usage, and online digital availability	(28)
Used Text above plan due to better availability of used books from wholesalers	27
Bookzone above plan due to library sales higher than plan	19
Course Reader Solutions above plan due to: accruing monthly versus budgeted for Jan., April, and July, an increase in digital sales, an additional school week in December, and positive other income commission budgeted in April	99
Computer Store above plan from marketing, extended BTS promo, Ipad promo, remodel, and Apple bonus that was not budgeted	182
Luvall Books above plan due to better sell through of loose leaf textbooks options	21
Luvall General Mdse above plan due to strong trend in market sales	26
Hilltop Shop above plan due to changes in product positioning and processing of bed linen pre-orders which helped free up space for a better shopping experience	50
Total Wages higher than plan, mostly student	(39)
Other, negative controllables mostly office supplies, bank card and payment to UCLA (some offsets in professional services and employee benef	(112)
Total Contribution	380
<b>UCLA Restaurants</b>	
<b>Gross Margin:</b>	
Panda above plan due to a large increase in customers this year over last year's trends, budget based on prior year actuals	31
Rubios above plan due to significant price increases this year	21
Wetzel's/RX above plan due to unbudgeted addition of frozen yogurt and continued Boba sales (not anticipated in the budget)	15
La Cucina above plan due to small variances each month	12
No Campus Student Ctr below plan mostly due to negative traffic impact from construction around Campbell Hall	(20)
CSSC above plan as finals and break weeks were misaligned in budget (very soft budget for actual higher volume days)	11
Cooperage below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns through-out level A	(70)
Kerckhoff Coffeehouse above plan due to positive response to menu changes and service improvements	42
Tsunami above plan due to new budget written to reflect change in model to a 3rd party leased operation (new model not in operation yet)	32
Taco Bell below plan due to Engineering and Lot 6 construction impacting pedestrian traffic patterns, and increased traffic to 1st floor areas diverting customers away from A-Level	(56)
Catering above plan due to more training table meals, additional miscellaneous events and the grad picnic was larger than last year	138
Concessions above plan due to several unbudgeted events	31
Total Wages higher than plan	(79)
Other, negative controllables	(12)
Total Contribution	96
<b>Services</b>	
<b>Gross Margin:</b>	
Licensing foreign income above plan due to an unbudgeted program, UCLA Jell-O, and a new program in Australia performing better than ant	24
Licensing domestic income below plan due to declining sales	(35)
Photography below plan due to an aggressive budget (less on campus events)	(28)
Leased Ops below plan due to less rent than planned for the Enrollment Offices	(14)
Total Wages lower than plan	2
Other, positive controllables mainly in Licensing	51
Total Contribution	0
<b>UCLA Student Union</b>	
<b>Gross Margin:</b>	
Student Union Ops below plan due to mostly to aggressive budget for event services office sales	(4)
AU Post Office below plan mostly lower postage sales and products	(11)
Total Wages lower than plan	20
Other, negative controllables mainly student event expense (corresponds with higher student event income)	(20)
Total Contribution	(15)
<b>Allocated Expenses and Other</b>	
A&SS lower than plan mostly student wages, limited appointment and insurance expense	61
Maintenance higher than plan mostly custodial wages, employee benefits and repairs & maintenance (Fast Track mold remediation)	(56)
Utilities higher than plan mostly in chiller water and water-non air cond.	(28)
Depreciation lower than plan due to timing of capitals and reduced expenditures	109
Other, mainly positive non-recurring	67
Total	153
<b>Actual Net Income/(Loss)</b>	<b>(406)</b>



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

	<b>Current Month</b> March 2015	<b>Prior Month</b> February 2015	<b>Prior Year</b> July 2014
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	\$10,338	\$10,930	\$10,881
Accounts receivable	3,803	4,297	3,144
Less: Allowance for doubtful accounts	(222)	(227)	(182)
Accounts receivable, net	3,581	4,070	2,962
Student fees receivable	451	238	291
Inventories	7,395	5,966	6,114
Prepaid expenses and other current assets	188	193	302
Total current assets	21,953	21,397	20,550
LONG TERM ASSETS			
Long term note receivable	\$200	\$200	\$200
Property, equipment and improvements	67,466	67,375	67,008
Less: Accumulated depreciation	(43,020)	(42,834)	(41,459)
Total Long Term Assets	24,646	24,741	25,748
<b>TOTAL ASSETS</b>	<b>46,599</b>	<b>46,138</b>	<b>46,299</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
CURRENT LIABILITIES:			
Accounts payable	\$5,321	\$4,368	\$4,468
Wages and payroll taxes payable	2,813	2,811	2,992
Sales tax payable & other liabilities	620	946	846
Interest payable	197	153	112
Deferred Income	383	496	224
Funds held for others	155	142	142
Current portion of long term debt	766	766	766
Total current liabilities	10,255	9,682	9,549
LONG TERM DEBT:			
AU expansion loan	10,825	10,825	10,825
Total long term debt	10,825	10,825	10,825
<b>TOTAL LIABILITIES</b>	<b>21,080</b>	<b>20,507</b>	<b>20,375</b>
RETAINED EARNINGS:			
Beginning Balance	25,924	25,924	26,518
Year-to-date net income/(loss)	(405)	(293)	(594)
Ending Balance	25,519	25,631	25,924
<b>TOTAL LIABILITIES AND RETAINED EARNINGS</b>	<b>46,599</b>	<b>46,138</b>	<b>46,299</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
STATEMENTS OF CASH FLOWS**  
March 2015  
(\$000's)

	Current Month	Year to Date	Prior Year to Date
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income/(loss)	(\$112)	(\$405)	(\$592)
Adjustments to reconcile net income/(loss) to net cash provided/(used) by operating activities:			
Depreciation	186	1,599	1,744
<u>(Increase)/decrease in current assets:</u>			
Accounts receivable	489	(619)	(361)
Student fees receivable	(213)	(160)	(27)
Inventories	(1,429)	(1,281)	(256)
Prepaid expenses and other current assets	5	114	77
<u>Increase/(decrease) in current liabilities:</u>			
Accounts payable	953	853	(377)
Sales tax payable & other liabilities	(326)	(225)	(129)
Wages and payroll taxes payable	2	(179)	(308)
Interest payable	44	85	64
Deferred Income	(113)	159	174
Funds held for others	13	13	17
Net cash provided/(used) by operating activities	<b>(\$501)</b>	<b>(\$46)</b>	<b>\$26</b>
<b>CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:</b>			
Long term note receivable	0	\$0	0
Purchase of property, equipment and improvements	(91)	(497)	(1,546)
Net cash used in investing activities	<b>(\$91)</b>	<b>(\$497)</b>	<b>(\$1,546)</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>(\$592)</b>	<b>(\$543)</b>	<b>(\$1,521)</b>
<b>CASH AND CASH EQUIVALENTS, Beginning</b>	<b>\$10,930</b>	<b>10,881</b>	<b>11,541</b>
<b>CASH AND CASH EQUIVALENTS, Ending</b>	<b>\$10,338</b>	<b>\$10,338</b>	<b>\$10,020</b>

**ASSOCIATED STUDENTS UCLA  
SERVICES AND ENTERPRISES  
CASH RESERVE COMPUTATION**  
**March 2015**  
(\$000's)

<b>CASH AND CASH EQUIVALENTS</b>	<b>10,338</b>
Less: Committed Capital Projects	
Ackerman B & A Level Remodel	(1,833)
Store POS	(56)
Student Service Center	(199)
Hill Top Shop Remodel	(180)
Food Service POS	(350)
KH Coffeehouse Patio Membrane	(225)
Gender Neutral Restrooms	(132)
Subtotal	(2,975)
Adjustment for Cash Overdraft Entry	(1,196)
Uncommitted Cash	6,167
<b>BOARD REQUIRED CASH RESERVE (EXC. COMM CAPITAL)</b>	<b>9,548</b>
<b>RESERVE SURPLUS (DEFICIT)</b>	<b>(3,381)</b>

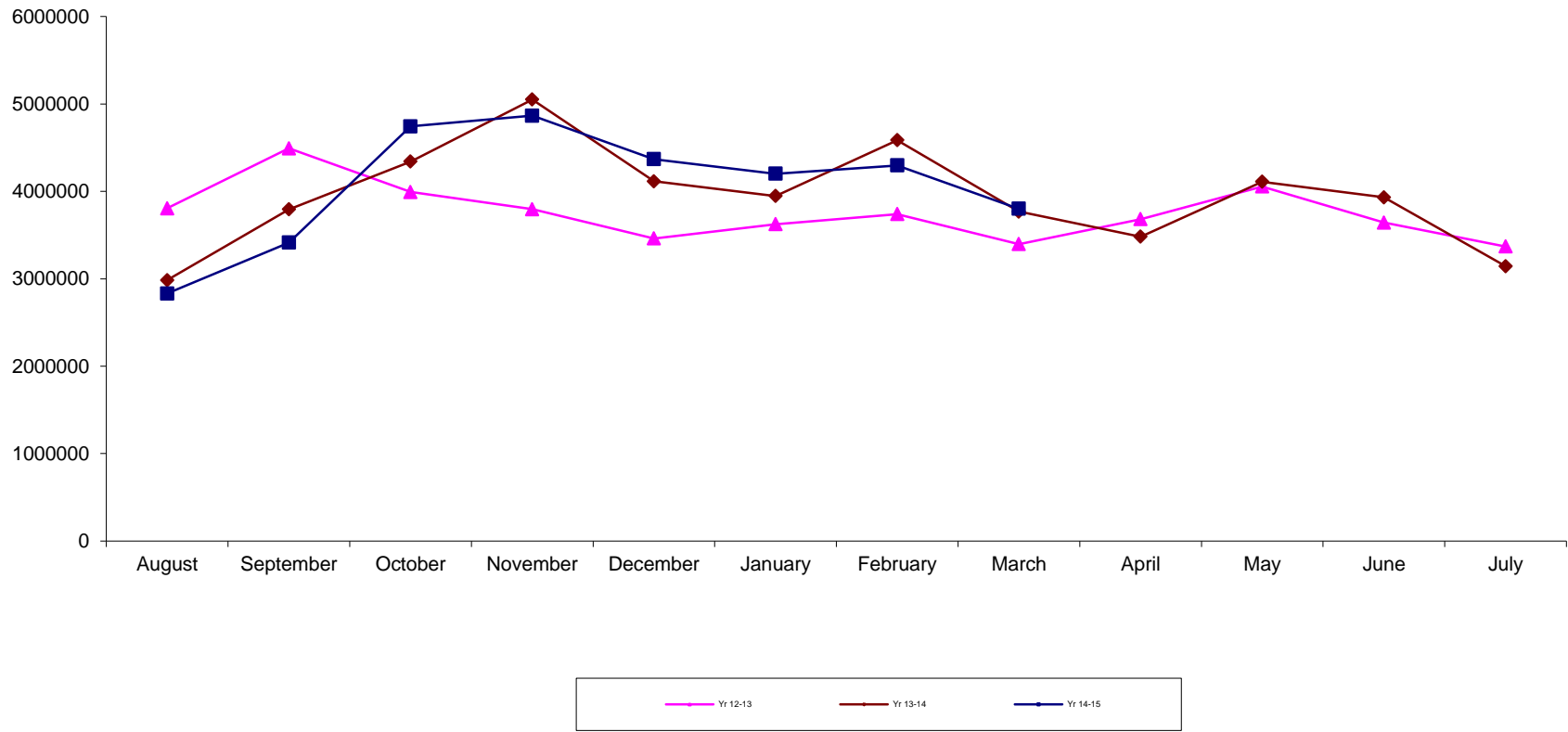
ASUCLA SERVICES AND ENTERPRISES  
Capital Expenditures -Current Year Projects (\$000's)  
FY 2014-2015 March 2015

PROJECT NAME	BUDGET	PROJECTED						Status
		Payments	PO's	Total	Remaining Balance	Pending	Over (Under)	
<b>Store/Services</b>								
2014-S001 Store General Replacement	50.0	17.5	28.5	46.0	4.0		0.0	In Progress
2014-S002 HSS Remodel	50.0	0.0	0.0	0.0	0.0	50.0	0.0	Pending
2014-S003 Informal Photo-Equipment	7.0	0.0	0.0	0.0	0.0	7.0	0.0	Pending
2014-S004 Hill Top Shop Remodel	150.0	0.0	0.0	0.0	0.0	150.0	0.0	Pending
2014-O029 Course Reader Consulting	0.0	0.0	25.0	25.0	0.0		25.0	Completed awaiting invoice
2014-O030 Fast Track Update	0.0	30.6	0.0	30.6	0.0		30.6	Completed
<b>Total Store/Services</b>	<b>257.0</b>	<b>48.1</b>	<b>53.5</b>	<b>101.6</b>	<b>4.0</b>	<b>207.0</b>	<b>55.6</b>	
<b>Food Service</b>								
2014-F005 FS Miscellaneous and Unanticipated	50.0	9.9	1.3	11.2	38.8		0.0	In Progress
2014-F006 LV Steam Table/ Food Warmer	22.0	21.1	0.0	21.1	0.9		0.0	Completed
2014-F007 Display Merchandiser	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2014-F008 KCH Coffee Boba program	35.0	21.4	0.0	21.4	13.6		0.0	In Progress
2014-F009 Baskin Robbins move/Wetzel's reimage	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending
2014-F010 Electric Cart	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending
2014-O028 RX Yogurt	0.0	71.0	0.0	71.0	9.0		80.0	In Progress
<b>Total Food Services</b>	<b>162.0</b>	<b>123.4</b>	<b>1.3</b>	<b>124.7</b>	<b>62.3</b>	<b>55.0</b>	<b>80.0</b>	
<b>Technology</b>								
2014-T011 Network Infrastructure Upgrade	20.0	10.1	0.0	10.1	9.9		0.0	In Progress
2014-T012 Printer Replacement	10.0	5.2	3.2	8.4	1.6		0.0	In Progress
2014-T013 Marketing Hardware Upgrade	20.0	5.6	0.0	5.6	14.4		0.0	In Progress
2014-T014 Marketing Color Laser Printer	6.0	0.0	0.0	0.0	0.0	6.0	0.0	Pending
2014-T015 Food Service POS	350.0	0.0	0.0	0.0	0.0	350.0	0.0	Pending
2014-T016 Kronos System	150.0	0.0	0.0	0.0	0.0		(150.0)	Cancel
<b>Total Technology</b>	<b>556.0</b>	<b>20.9</b>	<b>3.2</b>	<b>24.1</b>	<b>25.9</b>	<b>356.0</b>	<b>(150.0)</b>	
<b>Others</b>								
2014-O017 Meeting Room Upgrade	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2014-O018 SUO Chair Replacements	25.0	0.0	7.6	7.6	17.4		0.0	In Progress
2014-O019 SUO General Replacement	15.0	2.8	5.4	8.2	6.8		0.0	In Progress
2014-O020 Custodial Replacements	5.0	0.0	0.0	0.0	0.0	5.0	0.0	Pending
2014-O021 Fac. Misc. Remodels	25.0	0.0	20.9	20.9	4.1		0.0	In Progress
2014-O022 KH Coffeehouse Patio Membrane	225.0	0.0	0.0	0.0	0.0	225.0	0.0	Pending
2014-O023 Finance Misc. Replacements	20.0	11.1	0.0	11.1	8.9		0.0	In Progress
2014-O024 Marketing Misc. Furniture Replacement	2.5	0.0	0.0	0.0	0.0	2.5	0.0	Pending
2014-O025 AU 1st Floor Restroom Upgrade	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending
2014-O026 KH Grand Salon - AC Upgrade	12.0	0.0	0.0	0.0	0.0	12.0	0.0	Pending
2014-O027 Additional Utility Efficiency Projects	50.0	7.8	1.9	9.7	40.3		0.0	In Progress
2014-O031 AU Solar Panels Expansion Design	0.0	0.0	20.0	20.0	0.0		20.0	Completed awaiting invoice
2014-O032 Variable Pumps	0.0	0.0	0.0	0.0	100.0		100.0	In Progress
2014-O033 Gender Neutral Restrooms	0.0	0.0	18.0	18.0	132.0		150.0	In Progress
<b>Total Others</b>	<b>439.5</b>	<b>21.7</b>	<b>73.8</b>	<b>95.5</b>	<b>309.5</b>	<b>304.5</b>	<b>270.0</b>	
<b>Total Current Year Projects</b>	<b>1,414.5</b>	<b>214.1</b>	<b>131.8</b>	<b>345.9</b>	<b>401.7</b>	<b>922.5</b>	<b>255.6</b>	

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES  
ACCOUNTS RECEIVABLE AGING REPORT

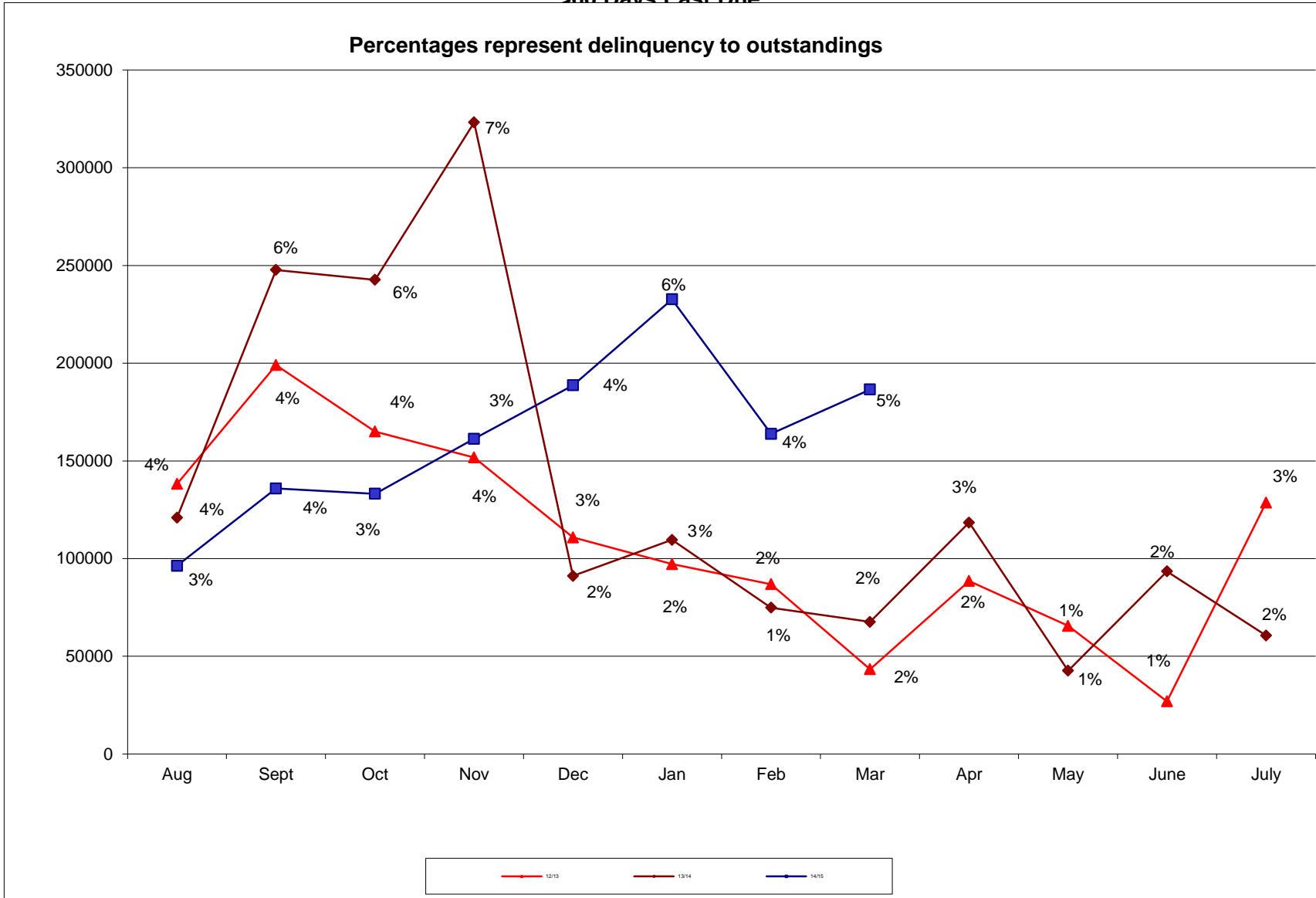
3/28/2015	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$568,953	16%	\$57,419	41%	\$28,722	38%	\$23,686	76%	\$9,923	34%	\$22,092	44%	\$710,795	19%
ASUCLA PUBLICATIONS		\$135,187	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$135,187	4%
ASUCLA USA/GSA		\$76,563	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$76,563	2%
DUE FROM VENDORS		\$368,757	11%	\$741	1%	(\$3,619)	-5%	\$4,313	14%	\$19,074	66%	\$24,612	48%	\$413,878	11%
DENTAL KITS		\$169,217	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$169,217	4%
OTHER		\$2,156,723	62%	\$82,661	59%	\$49,717	66%	\$3,093	10%	\$0	0%	\$4,925	10%	\$2,297,119	60%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,475,400</b>	<b>100%</b>	<b>\$140,821</b>	<b>100%</b>	<b>\$74,820</b>	<b>100%</b>	<b>\$31,092</b>	<b>100%</b>	<b>\$28,997</b>	<b>100%</b>	<b>\$51,629</b>	<b>100%</b>	<b>\$3,802,759</b>	<b>100%</b>
		91%		4%		2%		1%		1%		1%		100%	
2/21/2015	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$554,227	14%	\$145,297	56%	\$39,036	71%	\$18,230	48%	\$7,794	37%	\$34,781	70%	\$799,365	19%
ASUCLA PUBLICATIONS		\$89,539	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$89,539	2%
ASUCLA USA/GSA		\$129,854	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$129,854	3%
DUE FROM VENDORS		\$660,110	17%	(\$3,835)	-1%	\$10,425	19%	\$19,415	52%	\$12,944	61%	\$11,668	23%	\$710,727	17%
DENTAL KITS		\$229,633	7%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$229,633	5%
OTHER		\$2,211,600	57%	\$116,649	45%	\$5,416	10%	\$0	0%	\$421	2%	\$3,673	7%	\$2,337,759	54%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,874,963</b>	<b>100%</b>	<b>\$258,111</b>	<b>100%</b>	<b>\$54,877</b>	<b>100%</b>	<b>\$37,645</b>	<b>100%</b>	<b>\$21,159</b>	<b>100%</b>	<b>\$50,122</b>	<b>100%</b>	<b>\$4,296,877</b>	<b>100%</b>
		90%		6%		2%		1%		0%		1%		100%	
1/24/2015	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$597,247	16%	\$163,868	83%	\$28,941	27%	\$23,411	50%	\$13,988	32%	\$35,599	99%	\$863,054	21%
ASUCLA PUBLICATIONS		\$152,258	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$152,258	4%
ASUCLA USA/GSA		\$97,284	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$97,284	2%
DUE FROM VENDORS		\$225,624	6%	\$12,355	6%	(\$902)	-1%	\$21,451	46%	\$14,300	33%	\$10,967	30%	\$283,795	7%
DENTAL KITS		\$285,154	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$285,154	7%
OTHER		\$2,415,660	64%	\$20,170	11%	\$78,271	74%	\$2,044	4%	\$15,100	35%	(\$10,479)	-29%	\$2,520,766	60%
<b>TOTAL CURRENT MONTH</b>		<b>\$3,773,227</b>	<b>100%</b>	<b>\$196,393</b>	<b>100%</b>	<b>\$106,310</b>	<b>100%</b>	<b>\$46,906</b>	<b>100%</b>	<b>\$43,388</b>	<b>100%</b>	<b>\$36,087</b>	<b>100%</b>	<b>\$4,202,311</b>	<b>100%</b>
		90%		5%		2%		1%		1%		1%		100%	

### **Total Aged Accounts Receivable Balances** **12 Month History** **August 12 through Mar 15**

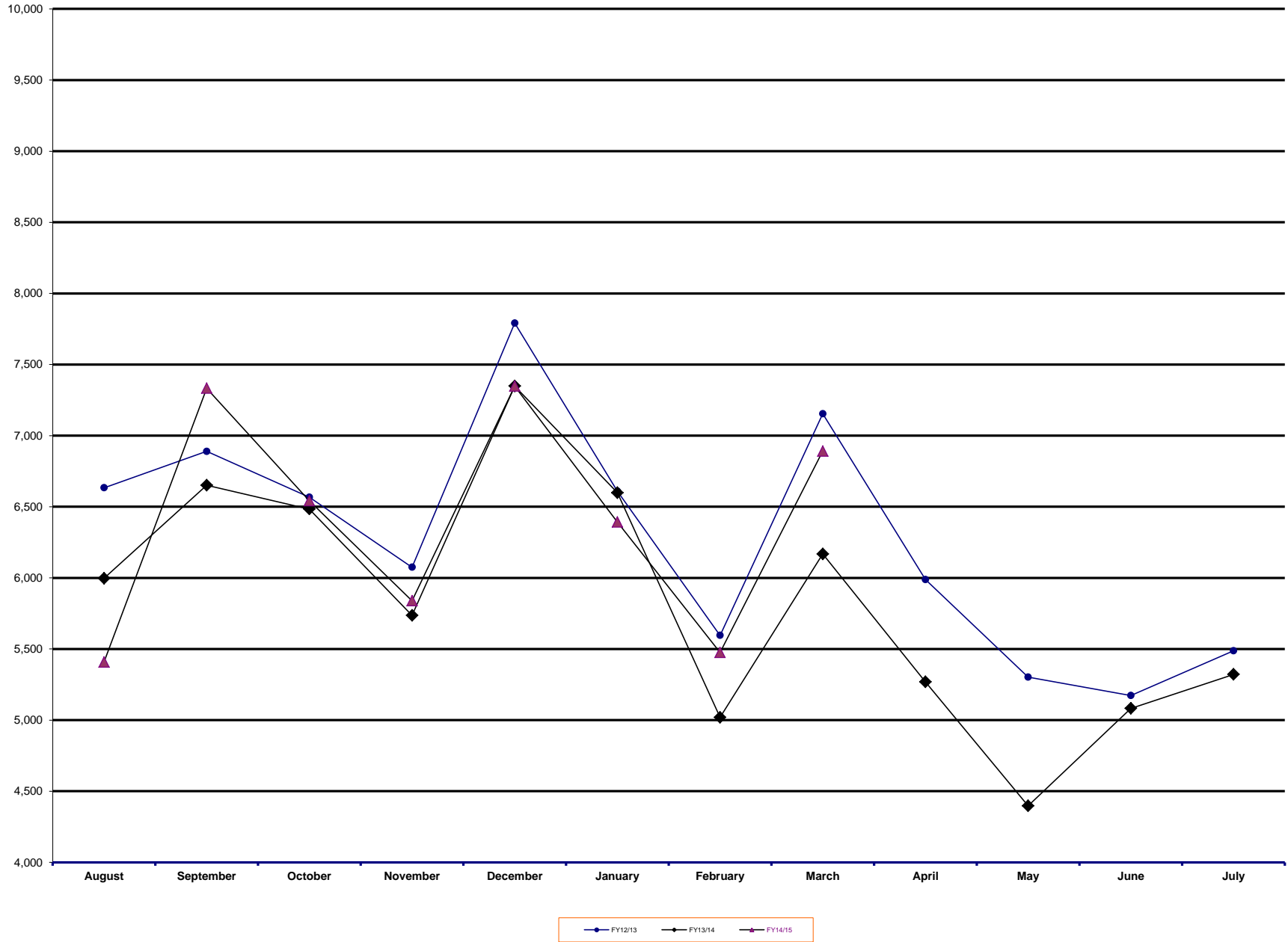


### Aged Accounts Receivable Balances >60 Days Past Due

Percentages represent delinquency to outstandings

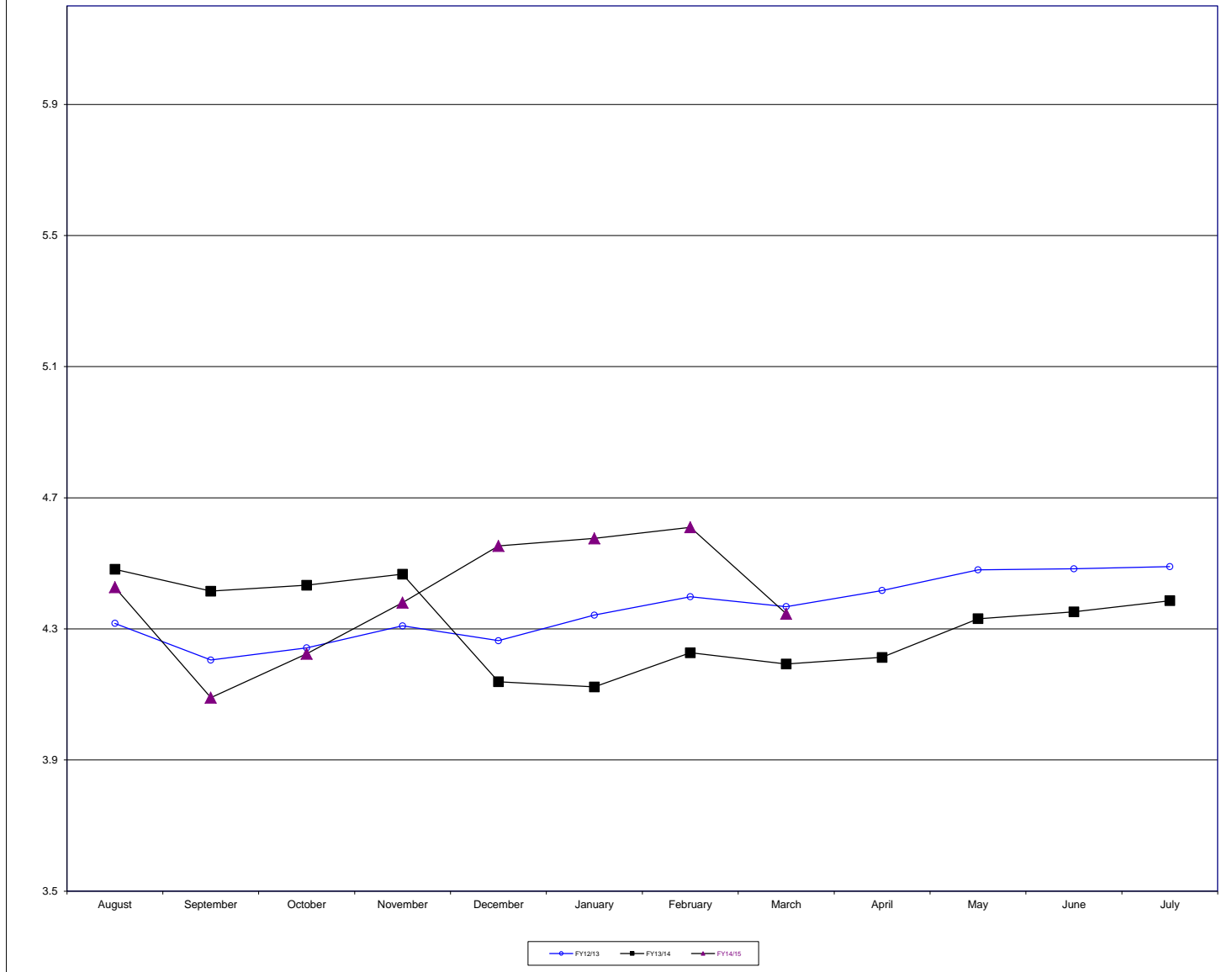


### Associated Students UCLA Store Inventory At Cost (\$000)





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(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1,178,323	1,202,750	<24,427>	14,203,566	12,747,884	1,455,682	1,264,082	14,008,509
1,146,040	1,198,443	<52,403>	9,200,815	8,969,461	231,354	1,086,913	8,715,345
151,336	126,072	25,264	854,411	731,672	122,739	123,376	694,089
229,972	195,293	34,679	2,056,275	1,836,280	219,995	232,874	2,102,597
70,586	75,000	<4,414>	1,268,042	1,239,000	29,042	81,755	1,203,789
251,811	203,942	47,869	3,786,701	3,801,492	<14,791>	199,105	3,927,399
3,028,068	3,001,500	26,568	31,369,810	29,325,789	2,044,021	2,988,105	30,651,728
1,994,628	1,970,078	<24,550>	21,808,178	20,081,237	<1,726,941>	2,013,193	21,480,750
4,796	4,580	<216>	57,268	47,760	<9,508>	5,296	58,872
4,503	4,655	152	38,650	37,365	<1,285>	4,262	36,924
717	590	<127>	4,046	3,480	<566>	590	3,285
1,296	770	<526>	12,027	7,860	<4,167>	1,343	12,621
280	270	<10>	4,819	4,410	<409>	309	4,515
1,444	1,160	<284>	18,076	14,790	<3,286>	1,584	20,291
13,036	12,025	<1,011>	134,886	115,665	<19,221>	13,385	136,508
2,007,664	1,982,103	<25,561>	21,943,064	20,196,902	<1,746,162>	2,026,578	21,617,258
65.9	65.6	<0.2>	69.5	68.5	<1.0>	67.4	70.1
1,020,404	1,019,397	1,007	9,426,746	9,128,887	297,859	961,527	9,034,469
34.1	34.4	<0.2>	30.5	31.5	<1.0>	32.6	29.9
0.4	0.4	<0.0>	0.4	0.4	<0.0>	0.5	0.5
33.7	34.0	<0.3>	30.1	31.1	<1.1>	32.2	29.5
16.2	15.6	0.6	16.9	18.3	<1.5>	15.4	17.2
49.6	50.1	<0.5>	49.0	49.2	<0.2>	48.7	48.7
39.8	40.1	<0.3>	39.5	39.3	0.2	39.2	39.3
34.0	35.3	<1.3>	30.4	31.4	<1.0>	31.6	28.5
50.4	51.1	<0.7>	50.7	50.3	0.4	51.3	50.0
34.9	36.3	<1.4>	24.4	23.6	0.8	37.1	23.2
109,540	67,205	42,335	961,844	710,147	251,697	101,231	761,358
1,129,943	1,086,602	43,341	10,388,590	9,839,034	549,556	1,062,757	9,795,828
248,469	262,281	13,812	2,012,941	2,062,353	49,412	267,015	2,061,864
0	0	0	2,412	0	<2,412>	0	0
158,871	155,323	<3,548>	1,215,007	1,128,953	<86,054>	150,815	1,132,067
407,340	417,604	10,264	3,230,360	3,191,306	<39,054>	417,831	3,193,930
13.5	13.9	0.5	10.3	10.9	0.6	14.0	10.4
147,070	143,661	<3,409>	1,107,023	1,121,291	14,268	132,954	1,039,821
9,263	6,695	<2,568>	92,059	69,034	<23,025>	11,088	85,597
13,897	13,985	88	107,021	108,540	1,519	14,980	107,078
80	80	0	640	640	0	80	640
26	20	<6>	233	128	<105>	75	217
12,237	13,000	763	27,752	24,650	<3,102>	7,441	22,834
0	0	0	1,900	1,900	0	0	1,900
3,666	3,820	154	36,211	30,200	<6,011>	41	41,454
14,977	16,708	1,731	247,276	245,885	<1,391>	15,860	240,906
900	900	<0>	7,203	7,200	<3>	896	7,086
<1>	0	0	614	0	<614>	0	0
0	0	1	88	0	<88>	157	171
0	0	0	441	0	<441>	0	248
13,246	20,685	7,439	196,562	205,431	8,869	22,914	194,897
<2,318>	<2,600>	718	<71,779>	<73,280>	<1,501>	<1,600>	<80,560>
5,302	9,050	3,748	270,418	268,400	<2,018>	8,066	262,739
6,987	3,842	<3,145>	40,073	35,017	<5,056>	4,084	44,220
57,997	49,015	<8,982>	528,868	493,415	<35,453>	47,471	489,072
924	0	<924>	86	0	<86>	338	11,765
<7>	0	7	6,888	0	<6,888>	<60>	3,283
8	0	<8>	1,683	723	<960>	<35>	536
1,046	0	<1,046>	4,575	4,000	<575>	458	1,698
688	300	<388>	2,415	1,700	<715>	0	2,198
0	0	0	300	300	0	0	300
18,317	8,700	<9,617>	62,148	71,200	9,052	8,843	75,931
0	0	0	4,342	0	<4,342>	0	1,672
37,996	35,800	<2,196>	40,797	38,300	<2,497>	35,788	38,428
0	75	75	36,299	35,746	<553>	174	34,753
0	<1>	<1>	0	3	3	0	0
7,903	3,874	<4,029>	147,900	79,242	<68,658>	6,970	77,629
349,203	327,609	<21,594>	2,900,032	2,769,665	<130,367>	316,984	2,706,514
756,543	745,213	<11,330>	6,130,393	5,960,971	<169,422>	734,814	5,900,445
373,400	341,389	32,011	4,258,198	3,878,063	380,135	327,943	3,895,383
28,437	29,670	1,233	269,613	258,998	<10,615>	31,125	225,109
142,024	142,963	939	1,212,949	1,255,006	42,057	134,814	1,175,094
62,030	56,674	<5,356>	555,989	534,449	<21,540>	57,803	503,513
24,939	27,771	2,832	241,592	241,280	<312>	27,128	232,608
83,664	85,561	1,897	782,068	776,941	<5,127>	95,901	763,460
81,397	72,113	<9,284>	637,190	582,347	<54,843>	90,267	579,471
29,992	34,479	4,487	288,856	262,194	<26,662>	29,807	287,561
57,898	62,418	4,520	466,831	499,351	32,520	68,143	540,561
510,381	511,649	1,268	4,455,088	4,410,566	<44,522>	534,987	4,307,377
<136,981>	<170,260>	33,279	<196,891>	<532,503>	335,612	<207,044>	<411,994>

UCLA RESTAURANTS  
INCOME STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
165,841	156,611	9,230	1,094,129	1,068,814	25,315	155,231	1,037,458
228,126	214,104	14,022	1,429,338	1,430,841	<1,503>	206,645	1,357,294
159,630	158,632	998	1,035,656	1,021,813	13,843	150,621	1,001,637
292,596	284,993	7,603	1,818,143	1,761,239	56,904	262,939	1,655,708
309,121	319,742	<10,621>	1,960,586	2,050,971	<90,385>	277,997	1,814,785
277,664	240,752	36,912	1,814,461	1,654,166	160,295	272,666	1,816,630
1,432,978	1,374,834	58,144	9,152,314	8,987,844	164,470	1,326,099	8,683,513
496,146	470,068	<26,078>	3,244,038	3,109,421	<134,617>	452,678	2,993,361
34.6	34.2	<0.4>	35.5	34.6	<0.9>	34.1	34.5
936,832	904,766	32,066	5,908,275	5,878,423	29,852	873,421	5,690,152
65.4	65.8	<0.4>	64.6	65.4	<0.8>	65.9	65.5
66.6	67.1	<0.5>	66.8	66.7	0.1	68.2	67.5
64.6	65.9	<1.2>	64.1	65.5	<1.4>	64.6	64.9
64.1	66.8	<2.7>	64.1	64.8	<0.7>	66.2	64.9
68.7	68.0	0.7	67.5	68.5	<1.0>	68.2	69.2
64.3	64.3	<0.0>	63.6	64.6	<1.0>	64.0	64.1
64.5	64.0	0.4	62.6	63.0	<0.4>	66.9	64.3
247,390	214,178	33,212	1,648,322	1,470,287	178,035	237,099	1,556,877
1,184,222	1,118,944	65,278	7,556,597	7,348,710	207,887	1,110,520	7,247,028
316,854	316,903	49	2,348,062	2,327,767	<20,295>	307,446	2,259,635
0	1,850	1,850	11,596	14,250	2,654	1,231	5,895
251,638	246,566	<5,072>	1,652,893	1,608,580	<44,313>	248,811	1,588,140
<46,699>	<47,557>	<858>	<306,873>	<324,123>	<17,250>	<40,781>	<274,059>
521,794	517,762	<4,032>	3,705,678	3,626,474	<79,204>	516,708	3,579,611
36.4	37.7	1.3	40.5	40.4	<0.1>	39.0	41.2
166,883	175,464	8,581	1,302,220	1,319,736	17,516	161,596	1,197,755
2,849	1,720	<1,129>	13,386	14,070	684	1,003	13,933
4,255	4,372	117	33,816	34,926	1,110	4,778	34,334
1,000	1,000	0	8,985	11,500	2,515	597	10,213
67,846	63,902	<3,944>	432,201	417,972	<14,229>	61,750	405,218
4.7	4.7	<0.1>	4.7	4.7	<0.1>	4.7	4.7
7,641	4,769	<2,872>	41,226	35,348	<5,878>	4,851	38,071
<10,272>	<10,800>	<528>	<80,551>	<80,400>	151	<19,876>	<83,129>
3,182	3,073	<109>	24,973	22,776	<2,197>	5,164	26,462
5,539	6,397	858	41,283	46,461	5,178	5,888	41,468
863	1,385	522	6,747	12,665	5,918	782	13,862
1,086	2,470	1,384	47,053	53,135	6,082	609	46,127
0	100	100	0	800	800	0	0
1	10	9	4	62	58	2	36
10,015	7,631	<2,384>	80,521	56,007	<24,514>	15,986	91,997
39,193	40,737	1,544	292,307	262,253	<30,054>	34,656	257,945
2,104	2,090	<14>	13,412	13,531	119	1,980	13,043
363	979	616	12,760	6,963	<5,797>	3,670	15,234
60	0	<60>	130	0	<130>	24	126
542	500	<42>	3,988	1,000	<2,988>	623	2,419
291	450	159	2,996	3,475	479	1,433	2,303
0	500	500	586	11,000	10,414	0	381
0	0	0	600	0	<600>	0	600
0	1,200	1,200	2,781	1,500	<1,281>	1,074	1,074
40,150	28,285	<11,865>	200,217	204,573	4,356	29,669	207,055
343,592	336,234	<7,358>	2,481,641	2,449,353	<32,288>	316,258	2,336,525
865,385	853,996	<11,389>	6,187,320	6,075,827	<111,493>	832,965	5,916,136
318,836	264,948	53,888	1,369,278	1,272,883	96,395	277,554	1,330,892
36,427	36,785	358	307,488	293,031	<14,457>	38,490	252,650
76,063	74,027	<2,036>	428,533	459,376	30,843	68,216	413,982
33,092	29,346	<3,746>	188,407	193,735	5,328	29,248	175,996
13,356	14,380	1,024	84,528	88,851	4,323	13,727	82,107
44,936	44,304	<632>	270,764	284,246	13,482	48,526	267,212
68,618	58,529	<10,089>	537,149	472,642	<64,507>	76,095	488,492
25,283	27,978	2,695	243,505	212,760	<30,745>	25,128	242,413
87,090	99,425	12,335	773,685	795,400	21,715	101,965	794,446
384,864	384,774	<90>	2,834,059	2,800,041	<34,018>	401,394	2,717,298
<66,028>	<119,826>	53,798	<1,464,781>	<1,527,158>	62,377	<123,839>	<1,386,406>
420,476	415,100	5,376	2,664,033	2,673,975	<9,942>	410,935	2,623,020
147,467	145,052	2,415	940,474	929,428	11,046	146,575	925,420
273,009	270,048	2,961	1,723,559	1,744,547	<20,988>	264,360	1,697,600
5.73	5.45	0.28	5.68	5.47	0.21	5.50	5.40
7.50	6.84	0.66	7.19	6.78	0.41	7.07	6.11
4.78	4.70	0.07	4.77	4.70	0.06	4.63	4.58
35,612	35,344	<268>	237,864	231,859	<6,005>	35,367	233,760
40.24	38.90	1.34	38.48	38.76	<0.29>	37.50	37.15

SERVICES DIVISION  
INCOME STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
10,059	18,942	<8,883>	100,505	129,470	<28,966>	19,178	108,955
10,059	18,942	<8,883>	100,505	129,470	<28,966>	19,178	108,955
0	533	533	2,777	3,981	1,204	51	2,454
10,059	18,409	<8,350>	97,728	125,489	<27,761>	19,126	106,501
100.0	97.2	2.8	97.2	96.9	0.3	99.7	97.8
100.0	97.2	2.8	97.2	96.9	0.3	99.7	97.8
90,561	124,312	<33,751>	1,609,440	1,619,595	<10,155>	67,098	1,528,416
95,610	99,106	<3,496>	772,321	786,874	<14,553>	98,078	730,360
186,172	223,418	<37,246>	2,381,761	2,406,469	<24,708>	165,176	2,258,776
196,231	241,827	<45,596>	2,479,489	2,531,958	<52,469>	184,302	2,365,277
34,086	32,456	<1,630>	271,067	262,719	<8,348>	35,388	261,353
310	1,818	1,508	3,678	14,169	10,491	1,574	12,798
34,396	34,274	<122>	274,745	276,888	2,143	36,961	274,151
341.9	180.9	<161.0>	273.4	213.9	<59.5>	192.7	251.6
18,962	16,891	<2,071>	135,901	135,632	<269>	15,767	121,935
241	700	459	4,720	6,030	1,310	69	4,341
683	749	66	5,347	5,724	377	676	5,239
29	105	76	672	840	168	104	766
2,654	2,000	<654>	19,097	17,000	<2,097>	1,643	9,251
0	2,000	2,000	7,818	10,000	2,182	0	6,000
0	500	500	500	1,000	500	0	0
3,251	3,900	649	25,620	26,800	1,180	1,987	25,460
0	220	220	520	1,448	928	0	1,098
2,083	2,499	416	16,664	19,714	3,050	4,407	25,638
1,150	1,150	0	4,500	9,200	4,700	0	5,446
2,989	4,150	1,161	34,274	33,200	<1,074>	172	24,849
11,270	0	<11,270>	158,295	159,171	876	0	159,016
8,166	11,598	3,432	106,781	110,556	3,775	5,876	106,833
29,132	45,199	16,067	418,473	452,267	33,794	22,916	441,066
80,611	91,661	11,050	939,183	988,582	49,399	53,618	936,938
115,007	125,935	10,928	1,213,928	1,265,470	51,542	90,579	1,211,089
81,224	115,892	<34,668>	1,265,561	1,266,488	<927>	93,723	1,154,188
2,401	2,435	34	22,963	22,507	<456>	2,753	19,375
8,593	10,950	2,357	90,872	104,278	13,406	7,794	90,298
3,879	4,476	597	42,263	45,364	3,101	3,449	39,822
1,560	2,193	633	18,743	20,651	1,908	1,619	18,450
5,232	6,757	1,525	60,251	66,422	6,171	5,723	59,910
14,438	27,218	12,780	113,026	219,799	106,773	16,012	102,788
5,320	13,021	7,701	51,238	99,020	47,782	5,287	51,008
6,052	6,148	96	49,505	49,177	<328>	6,240	47,835
47,476	73,198	25,722	448,861	627,218	178,357	48,877	429,487
33,748	42,694	<8,946>	816,700	639,270	177,430	44,846	724,701

UCLA STUDENT UNION  
INCOME STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
51,580	58,210	<6,630>	336,638	380,529	<43,891>	56,425	343,527
0	0	0	32	0	32	0	0
0	0	0	5	0	5	7	1,691
56,825	63,225	<6,400>	410,019	459,216	<49,197>	57,436	436,547
108,405	121,435	<13,030>	746,694	839,745	<93,051>	113,868	781,765
56,146	61,835	5,689	403,676	449,114	45,438	57,310	427,585
10,815	10,843	28	56,041	70,118	14,077	17,876	74,290
0	0	0	0	0	<0>	0	25
66,961	72,678	5,717	459,717	519,232	59,515	75,186	501,899
61.8	59.9	<1.9>	61.6	61.8	0.3	66.0	64.2
41,444	48,757	<7,314>	286,977	320,513	<33,536>	38,682	279,866
38.2	40.2	<1.9>	38.4	38.2	0.3	34.0	35.8
79.0	81.4	<2.3>	83.4	81.6	1.8	68.3	78.4
0.0	0.0	0.0	100.0	0.0	100.0	0.0	0.0
0.0	0.0	0.0	99.4	0.0	99.4	100.0	98.5
1.2	2.2	<1.0>	1.6	2.2	<0.7>	0.2	2.1
18,978	8,548	10,430	121,163	95,020	26,143	21,532	127,443
0	0	0	0	0	0	1,000	12,132
10,389	11,130	<741>	73,568	80,840	<7,272>	10,560	77,820
29,367	19,678	9,689	194,731	175,860	18,871	33,092	217,395
70,810	68,435	2,375	481,707	496,373	<14,666>	71,774	497,260
30,369	30,322	<47>	236,232	242,556	6,324	31,254	249,266
13,865	20,462	6,597	128,866	142,777	13,911	19,232	130,049
44,234	50,784	6,550	365,098	385,333	20,235	50,485	379,315
40.8	41.8	1.0	48.9	45.9	<3.0>	44.3	48.5
17,203	16,698	<505>	128,264	131,106	2,842	16,224	126,045
633	764	131	6,078	10,046	3,968	<1,845>	12,027
3,418	3,390	<28>	26,444	26,370	<74>	3,207	25,551
0	0	0	3,255	1,150	<2,105>	0	687
2,427	2,088	<339>	5,259	4,562	<697>	2,855	5,329
0	0	0	5,264	5,495	232	0	5,393
52	100	48	5,728	5,208	<520>	86	2,606
918	89	<829>	22,544	18,212	<4,332>	1,388	21,864
15,049	4,743	<10,306>	74,608	43,513	<31,095>	14,215	65,744
54	240	186	891	2,235	1,344	36	1,998
87	0	<87>	87	600	513	0	838
0	60	60	1,749	864	<885>	59	997
468	601	133	4,009	4,778	769	497	3,791
570	803	233	12,145	9,142	<3,003>	2,137	9,150
1,158	1,487	329	9,229	10,792	1,563	1,085	9,902
513	39	<474>	1,925	276	<1,649>	721	844
0	0	0	0	0	0	617	7,131
0	0	0	2,791	3,000	209	0	2,908
15,417	15,417	0	123,333	123,336	3	15,417	123,333
6,906	14,000	7,094	71,688	84,500	12,812	10,164	73,791
64,872	60,519	<4,353>	505,291	485,185	<20,106>	66,860	499,930
109,106	111,303	2,197	870,389	870,518	129	117,346	879,245
<38,296>	<42,868>	4,572	<388,682>	<374,145>	<14,537>	<45,572>	<381,985>
3,089	3,608	519	30,381	31,239	858	3,762	26,755
6,033	6,375	342	36,027	42,904	6,877	6,213	39,462
2,724	2,606	<118>	16,737	18,911	2,174	2,750	17,243
1,095	1,277	182	7,349	8,544	1,195	1,290	8,072
3,674	3,935	261	23,701	27,374	3,673	4,562	26,404
42,895	37,743	<5,152>	335,787	304,785	<31,002>	47,569	305,370
15,805	18,044	2,239	152,222	137,220	<15,002>	15,708	151,539
12,259	14,612	2,353	99,925	116,896	16,971	14,495	114,369
87,574	88,200	626	702,128	687,873	<14,255>	96,349	689,215
<125,869>	<131,068>	5,199	<1,090,810>	<1,062,018>	<28,792>	<141,920>	<1,071,199>

ADMINISTRATIVE AND SUPPORT SERVICES  
EXPENSE STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
287,690	293,494	5,804	2,456,204	2,433,559	<22,645>	287,702	2,341,498
0	5,226	5,226	19,635	37,340	17,705	5,052	27,557
28,477	32,913	4,436	241,882	259,965	18,083	36,421	225,705
316,166	331,633	15,467	2,717,721	2,730,864	13,143	329,176	2,594,760
6.1	6.6	0.4	5.8	6.2	0.4	6.6	5.8
0	0	0	11,156	13,200	2,044	0	11,682
0	0	0	4,000	6,000	2,000	0	4,000
155,828	142,229	<13,599>	1,156,192	1,144,704	<11,488>	124,800	1,030,914
17,063	14,406	<2,657>	68,177	69,007	830	11,116	81,463
8,819	9,884	1,065	70,510	76,302	5,792	8,653	68,079
820	1,182	362	6,914	9,333	2,419	997	7,847
596	2,663	2,067	3,075	17,540	14,465	7,963	12,317
0	20	20	39	160	121	0	0
183	203	20	11,873	8,231	<3,642>	285	7,297
0	0	0	25	0	<25>	0	0
3,474	741	<2,733>	8,503	6,346	<2,157>	3,249	3,249
68	545	478	1,700	3,585	1,885	128	2,891
614	225	<389>	3,126	1,650	<1,476>	0	974
276	295	19	2,535	2,360	<175>	246	2,192
<598>	<500>	98	<1,906>	<4,000>	<2,094>	584	<14>
0	50	50	498	400	<98>	0	783
2,777	2,810	33	19,186	22,480	3,294	2,662	22,070
1,797	1,000	<797>	12,396	8,000	<4,396>	1,000	8,465
2,100	2,100	0	16,800	16,800	0	2,100	16,925
6,932	5,026	<1,906>	40,510	44,521	4,011	5,950	39,568
479	0	<479>	4,706	0	<4,706>	560	5,760
12,156	10,320	<1,836>	84,693	82,560	<2,133>	9,569	80,368
0	40	40	0	660	660	0	477
8,120	4,060	<4,060>	72,039	57,499	<14,540>	8,873	76,165
<39>	80	119	<53>	640	693	2	<10>
16,081	19,845	3,764	128,648	158,760	30,112	18,041	144,328
8,814	4,290	<4,524>	32,136	27,588	<4,548>	2,869	24,066
1,424	888	<536>	8,126	7,004	<1,122>	917	7,333
10,342	10,740	398	81,085	82,145	1,060	9,733	78,364
240	200	<40>	7,196	5,000	<2,196>	134	4,887
9,583	9,871	288	76,667	78,962	2,295	9,583	76,667
3,236	3,236	0	6,684	6,684	0	3,142	6,978
0	0	0	22,000	22,000	0	0	0
11,367	10,200	<1,167>	98,899	81,400	<17,499>	15,224	81,724
13	0	<13>	3,521	3,200	<321>	0	3,386
3,640	5,629	1,989	26,114	30,864	4,750	2,575	25,123
3,312	3,300	<12>	24,881	26,400	1,519	3,052	27,231
7,635	7,636	1	59,988	61,081	1,093	7,417	59,333
13,955	15,929	1,974	111,623	127,432	15,809	18,679	130,182
753	1,666	913	20,040	26,663	6,623	8,124	26,405
311,861	290,809	<21,052>	2,304,301	2,333,161	28,860	288,226	2,179,470
628,028	622,442	<5,586>	5,022,022	5,064,025	42,003	617,402	4,774,230
17,522	16,293	<1,229>	137,168	131,570	<5,598>	19,432	124,743
6,456	7,789	1,333	62,182	59,231	<2,951>	6,417	61,903
9,601	15,462	5,861	93,007	123,702	30,695	11,873	117,739
33,580	39,544	5,964	292,357	314,503	22,146	37,721	304,385
661,608	661,986	378	5,314,379	5,378,528	64,149	655,123	5,078,615
<583,247>	<586,093>	<2,846>	<4,691,218>	<4,774,107>	<82,889>	<584,893>	<4,437,523>
<30,120>	<29,421>	699	<238,762>	<238,762>	0	<25,570>	<208,283>
<3,170>	<3,170>	0	<24,009>	<24,009>	0	<3,665>	<27,911>
<45,071>	<43,302>	1,769	<360,391>	<341,649>	18,742	<40,995>	<404,899>
<661,608>	<661,986>	<378>	<5,314,379>	<5,378,527>	<64,148>	<655,123>	<5,078,615>
0	0	0	0	1	1	0	0

MAINTENANCE DIVISION  
EXPENSE STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
112,173	105,914	<6,259>	889,367	876,184	<13,183>	139,264	807,166
4,813	0	<4,813>	36,089	0	<36,089>	4,684	20,600
969	1,200	231	6,118	9,600	3,482	1,593	1,889
<996>	<160>	836	<5,822>	<1,280>	4,542	<160>	<4,520>
<6,540>	<4,438>	2,102	<45,476>	<36,174>	9,302	<4,389>	<34,735>
<920>	<6,000>	<5,080>	<37,465>	<48,000>	<10,535>	<5,625>	<68,283>
109,498	96,516	<12,982>	842,811	800,330	<42,481>	135,367	722,116
67,741	65,653	<2,088>	538,303	521,374	<16,929>	72,851	477,441
449	128	<321>	1,405	1,424	19	463	1,403
729	685	<44>	5,754	5,667	<87>	733	5,561
560	430	<130>	1,139	1,440	301	0	168
5,543	5,090	<453>	38,881	38,684	<197>	4,756	36,512
4,882	4,932	50	37,041	37,356	315	6,806	38,089
680	1,015	335	10,261	9,163	<1,098>	1,977	11,243
380	543	163	4,116	4,389	273	1,216	3,893
22,080	17,875	<4,205>	158,334	143,000	<15,334>	9,879	148,190
2,648	3,000	352	19,558	26,075	6,517	2,948	23,724
0	75	75	0	600	600	154	154
570	225	<345>	2,328	1,800	<528>	101	1,740
0	50	50	3,666	400	<3,266>	0	0
2,630	3,850	1,220	30,997	30,800	<197>	2,298	27,880
6,364	8,540	2,176	53,559	63,234	9,675	6,330	62,200
4,157	3,684	<473>	32,592	29,174	<3,418>	3,953	28,773
322	830	508	4,746	6,640	1,894	4,014	12,095
0	0	0	0	0	0	0	2,592
119,733	116,605	<3,128>	942,680	921,220	<21,460>	118,478	881,658
229,231	213,121	<16,110>	1,785,491	1,721,550	<63,941>	253,845	1,603,775
13,498	15,374	1,876	116,189	122,992	6,803	13,890	128,621
13,498	15,374	1,876	116,189	122,992	6,803	13,890	128,621
242,728	228,495	<14,233>	1,901,680	1,844,542	<57,138>	267,735	1,732,396
<207,348>	<195,603>	11,745	<1,623,153>	<1,579,573>	43,580	<229,942>	<1,476,121>
<6,535>	<6,535>	0	<52,280>	<52,280>	0	<6,002>	<48,009>
<2,562>	<2,562>	0	<20,496>	<20,496>	0	<2,644>	<21,152>
<8,761>	<7,502>	1,259	<68,584>	<60,623>	7,961	<9,716>	<62,371>
<17,522>	<16,293>	1,229	<137,168>	<131,570>	5,598	<19,432>	<124,743>
<242,728>	<228,495>	14,233	<1,901,680>	<1,844,542>	57,138	<267,735>	<1,732,396>
<0>	0	0	0	0	0	0	0

UTILITIES  
EXPENSE STATEMENT

MAR. 08(02/22/15-03/28/15)			FISCAL YEAR 14-15			FISCAL YEAR 13-14	
CURRENT MONTH			YTD 8 MO(07/27/14-03/28/15)			LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
12,141	10,474	<1,667>	168,593	140,137	<28,456>	10,665	144,752
66,633	73,139	6,506	517,193	522,181	4,988	67,674	526,973
13,468	9,841	<3,627>	82,670	67,082	<15,588>	1,939	64,804
<4,457>	13,835	18,292	71,507	88,262	16,755	6,092	99,819
2,870	2,459	<411>	25,691	18,733	<6,958>	3,504	23,575
90,655	109,748	19,093	865,654	836,395	<29,259>	89,874	859,923
90,655	109,748	19,093	865,654	836,395	<29,259>	89,874	859,923
<76,401>	<93,522>	<17,121>	<735,821>	<711,194>	24,627	<75,930>	<732,522>
<3,283>	<3,283>	0	<26,264>	<26,264>	0	<2,998>	<23,978>
<1,287>	<1,287>	0	<10,296>	<10,296>	0	<1,321>	<10,568>
<3,228>	<3,867>	<639>	<31,091>	<29,408>	1,683	<3,208>	<30,952>
<6,456>	<7,789>	<1,333>	<62,182>	<59,231>	2,951	<6,417>	<61,903>
<90,655>	<109,748>	<19,093>	<865,654>	<836,393>	29,261	<89,874>	<859,923>
0	0	0	<0>	2	2	0	<0>